all his buildings, his personal property and his income would not be taxed.

Who wants to own land if only the land is taxed? I find that most lay audiences are completely satisfied when I tell them—you want to own it now when you pay taxes not only on the land but on everything else you own. This may be one of those foolish questions, but no matter how ridiculous it seems, it must be answered. Also it presents an opportunity to point out the obvious. You know of course the most effective speech is one that begins by telling the audience what they already know and building on that.

"If what you advocate is so good why has it not been tried?" Every Georgist has heard that one many times. I point out that not only has it been tried, but it works. "But not in the U.S.?" To this I reply that if they will write to Percy R. Williams of Pittsburgh they will find out that the principle has been in effect there with great success.

Incidentally, I would like to suggest that after students have taken the Fundamental Economics course in the Henry George School they should be taught how it can be applied. For this purpose the speeches of Henry George could be studied rather than his books, for it was in his platform addresses that he spoke directly to the people.

"HENRY GEORGE SINGLE TAX PLAN CAN WORK HERE"

H. Bronson Cowan of Ottawa, author of the carefully documented and illustrated book, *Municipal Improvement and Finance*, published by Harper & Brothers,* was quoted by several Pittsburgh newspapers when he urged at a recent conference that municipalities impose taxes on land only, not on improvements.

Mr. Cowan, as director of the International Research Committee on Real Estate Taxation, reported on the five-year study described in his published report. Speaking of current tax policies he said, "Nothing has been done to control speculation in land values. What has been done has tended to increase speculation.

"The announcement that large sums of government money are available for housing and slum reclamation purposes promotes speculation on a large scale where the monies are likely to be expended. This becomes a sinkhole for a considerable part of the available funds."

Mr. Cowan pointed out two present forms of capital taxation which divide taxpayers into two classes: those who own the better types of buildings and those with the least desirable types of property including slums and vacant areas. Citing his studies abroad, he showed that this tax policy discourages improvement, while the municipal land tax, which in Australia and New Zealand is widely accepted, has a powerful effect on slum and blighted areas. "The worst speculation," he said, "is not on vacant land—it is right in the heart of the city."

George's theories have worked in large cities in Australia and can work in American cities too, this Canadian tax specialist declared.

**Municipal Improvement and Finance:* A Graphic summary of Land Value Taxation in Australia and New Zealand, is available from The Henry George News, 50 East 69th Street, New York 21, N. Y. at $3.