

HENRY WARE ALLEN

625 FIRST NATIONAL BANK BLDG.

WICHITA, KANSAS

February 27, 1941

Mr. O. K. Dorn,
New York City.

My dear Mr. Dorn:

This is just a line from an old friend to greet you upon your birthday and to wish you many happy returns of same. Also, to congratulate you upon your fine services in the most valuable forward movements. May the coming year be one of unusual happiness for you!

I have written many times to the Town Meeting of the Air broadcast urging that our philosophy be given consideration upon some date. And the other day I wrote to Mr. Sloan, president of General Motors who has just given \$50,000 to the Town Hall, urging that he favor the Henry George School with a donation. It might be well for others to follow this up as I understand Mr. Sloan to be a very reasonable man.

With cordial regards, I am sin

Sincerely yours,



10591

September 2, 1941

Mr. Henry Ware Allen
625 First National Bank Bldg.
Topeka, Kansas

Dear Mr. Allen:

You are doing a splendid work with your "letters to the Editor."
I follow them with great interest, and I hope you will keep
up the great work.

At the school things are progressing nicely. Recently a num-
ber of our friends have written us to inquire regarding the
great number of ads appearing currently in leading magazines
announcing the free correspondence course given by the Henry
George School. You may have seen some of them.

The apprehension on the part of these friends seems to be
that the school is indulging in a gigantic spending spree.
This assumption is of course not without foundation, since if
we were to buy and pay for these ads in the regular way the
cost would run into many thousands of dollars; I fear more
thousands than we could raise. In case this has also occurred
to you please let me explain that ever since the outbreak of
hostilities we have found that it is becoming more difficult
and increasingly more expensive to secure enrollments.

The cost of securing enrollments by the direct mail method has
risen from about eighty cents per student to over two dollars.
The seriousness of this problem has caused us to do a lot of
thinking and some experimenting. And now comes Albert Gents,
one of our students, with the idea of advertising in national
magazines. We are not paying for these ads in the usual
manner, but in the good old Henry George way - out of produc-
tion - that is, the magazine gets its pay out of the sale of
books, while the school assumes the responsibility of conduct-
ing the correspondence course. In short, this amounts to a
book selling proposition on the part of the publishers while
at the same time is a splendid scheme for securing students
for the school. The result is that many magazines are giving
us space; some have given us full pages. Among the ones that

have so far given us space are: Investment Dealers Digest, New Leader, Commercial, Future Magazine, Decision, Rural New Yorker, Dynamic America, The Nation, Common Sense, Railroad Magazine, Indiana Farmers Guide, The Southern Banker, The Message, The Yankee, Columbia, The Free World, Canadian Forum, Frontiers of Democracy, Pacific Poultryman, The Open Road, Neue Volkszeitung, City Life.

The total circulation of these magazines is in excess of two million and we expect this figure to increase as our campaign progresses. If these ads pull, as we have every reason to believe, they will, this plan is likely to become a profitable venture for the publishers as well as a tremendous factor in helping thousands to a better understanding of sound economic principles.

I trust you are in the best of health and that you may enjoy many more years of happiness.

Sincerely yours,

SKD:bs

Otto F. Dorn

April 12, 1940

Mr. Henry Ware Allen
#25 First National Bank Bldg.
Wichita, Kansas

Dear Mr. Allen:

Under separate cover we are sending you a copy of FINANCIAL WORLD (April 10th). I am calling your attention to an article on page 5 by Mr. Louis Wallis. This is one way of getting our material into magazines.

Mr. Wallis is also on our lecture staff. You may perhaps know him. He was at one time on the faculty of Ohio State and later at Chicago University. He was also a contributor to Louis Post's PUBLIC. He has written many books such as, "God and The Social Question", "The Struggle for Justice", "State of War Permanent Unless", "Safeguarding Productive Capital", etc.

This office makes speaking engagements for Mr. Wallis at the rate of three or four a week. On Monday he will address the Methodist Ministers Association of Greater New York.

Although still a vigorous man Mr. Wallis has reached that point where he prefers not to go out evenings. We therefore send him to business men groups, chambers of commerce, Rotary and Kiwanis clubs luncheons, etc., while our younger men keep the evenings engagements.

We two hear from John Z. White indirectly. Usually through John Lawrence Monroe or Henry Tideman, who tells us that John's mind is as keen as ever and his voice is still strong and clear, but when addressing an audience he finds it necessary to sit down. If I will be able to do as well as that in twenty years from now I shall indeed be most grateful.

Yours sincerely,

OWD:v

O. E. Dorn

HENRY WARE ALLEN

625 FIRST NATIONAL BANK BLDG.

WICHITA, KANSAS

April 9, 1940

Mr. O. K. Dorn,
New York City.

My Dear Mr. Dorn:

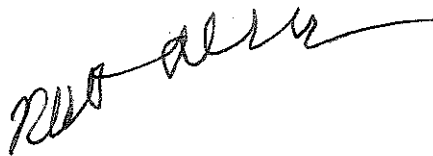
This is to thank you for your good letter of the 3rd instant which was much appreciated.

I am just in receipt of a good letter from Mr. Alexander Greene of Chicago who tells me that John Z. White is at age 86, in fine form and voice and that he had just spoken at a meeting of the Chicago school the night before.

During the past 50 years there has been an immense amount of time and money wasted in our work and I have been responsible for a good deal of both. Once, in Leadville, Colorado, I entertained a man by the name of Dr. Livingston, I think that was his name. He spoke night after night in the church in which I was a Trustee, Congregational, and he spoke well, but I remember him to be a man of doubtful character and Louis Post told me that he had made use of Mr. Post's charts without permission. I just mention this as one of those mistakes of mine. Mr. and Mrs. Post visited me there for a week, an event of deep satisfaction to me.

Thanking you again for your letter and especially for the good work you are doing in New York, I am

Sincerely yours,



April 3, 1940

Mr. Henry Ware Allen
625 First National Bank Building
Wichita, Kansas

Dear Mr. Allen:

I shall indeed look forward to reading your article on the "Reign of Natural Law" which is to appear in the forthcoming issue of LAND AND FREEDOM, and if I feel qualified to criticize it you will hear from me.

With regard to what you say to the unwillingness of magazine publishers to accept articles on the Single Tax, will say that this seems to be a universal tendency on the part of publishers and is not peculiar to your experience. Newspaper and magazine publishers as well as managers of radio programs are pretty much like other business people in that they follow the line of least resistance, or as Henry George would say "man seeks to gratify his desires with the least effort". These people cater to public demand and just as soon as we will have made enough Georgists so that there will be a real demand for such articles they will most certainly cater to these demands.

I wonder if the reason for this is not ^{also} ~~very~~ largely due to the label Single Tax rather than to the nature of the subject matter. Whether we like it or not we do find that there is a prejudice against the term Single Tax. It is unpopular and publishers shy away from it. This being the case is it not possible that we are making it difficult for ourselves by adhering to this term, which suggests the remedy without any indication of the root of the trouble which at once appears to close the mind of the listener?

Neither do I mean to infer that we should make any compromise but rather that it might be advisable to use a different approach, for instance, by endeavoring to first get our prospect to understand the problem. People are usually quite eager to find a remedy once they know what is to be corrected.

Our experience with Town Hall of the Air has been most unfavorable. We have in the past suggested subjects for programs and offered to furnish capable and interesting speakers, but until there is public demand for such questions they are not likely to go very far in putting us on their program.

You perhaps do not know it but Town Hall of the Air is conducted by the National Broadcasting Company and not by the Town Hall Club as is generally supposed, and the NBC is not interested in establishing reforms but rather in catering to popular demand. Therefore it seems to me that our most important efforts should be spent in making more Georgists before we can expect any favors from them.

You may recall that on the evening of March 7th when the Town Hall subject was "What Should America Do For The Joads"?, the first questioner was one of our fellows who asked a good question and received a favorable answer. But more frequently our folks are not recognized, and if they do get in are sometimes ruled out of order. However, we will keep on trying.

Our principle endeavors are of course with the work of the School where encouraging progress is continuing to be made in spite of great difficulties. However, judging by results this seems to be the most effective way of making Georgists, and we shall continue to keep everlastingly at it, and we hope to continue to have your blessings in this great undertaking.

I thank you for your birthday greetings, and I hope that fate will be kind to you and that you may enjoy the best of health.

Yours very sincerely,

OKD:v

O. K. Dorn

HENRY WARE ALLEN

625 FIRST NATIONAL BANK BLDG.

WICHITA, KANSAS

March 28, 1940.

Mr. O. K. Dorn,
New York.

My dear Mr. Dorn,

This is just a line to greet you upon your birthday and to wish you many happy returns of same. May the coming year be one of unusual happiness for you and, may I add, may the good cause that you and I are so much interested in be substantially advanced during this period!

I am hoping that an article which I have prepared on The Reign of Natural Law, An Allegory, may appear in the next issue of Land and Freedom. If it does I would appreciate your comments upon same, no matter how drastic or unfavorable they may be.

I have tried in vain to have many articles I have written upon the single tax accepted by the magazines but though I have been at this for fifty years it would seem that we are still ahead of the times! It is barely possible that my articles were not written well enough for publication.

Each Thursday night I listen to the Town Hall of the Air and am rather surprised that voices of our single taxers are not heard therein. I have written repeatedly suggesting that some note be devoted to the philosophy of Henry George but I get no response. Meanwhile it is simply astonishing to observe how oblivious all the speakers are to the main source of the trouble which they are talking about each week.

With cordial regards and best wishes, I am

Sincerely yours,

Henry Ware Allen

September 2, 1941

Mr. Henry Ware Allen
625 First National Bank Bldg.
Wichita, Kansas

Dear Mr. Allen:

You are doing a splendid work with your "letters to the Editor."
I follow them with great interest, and I hope you will keep
up the great work.

At the school things are progressing nicely. Recently a number of our friends have written us to inquire regarding the great number of ads appearing currently in leading magazines announcing the free correspondence course given by the Henry George School. You may have seen some of them.

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have so far given us space are: Investment Dealers Digest, New Leader, Commonwealth, Future Magazine, Decision, Rural New Yorker, Dynamic America, The Nation, Common Sense, Railroad Magazine, Indiana Farmers Guide, The Southern Banker, The Message, The Yankee, Columbia, The Free World, Canadian Forum, Frontiers of Democracy, Pacific Poultryman, The Open Road, Neue Volkszeitung, City Life.

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Sincerely yours,

OKD:hs

Otto K. Dorn

March 31, 1944

Mr. Henry Ware Allen
625 First National Bank Bldg.
Wichita, Kansas

Dear Mr. Allen,

You may be interested to know that Charles Johnson Post, is lining up Veteran's Organizations in support of certain proposed legislation which would exempt the buildings of all homes owned by veterans from taxation.

A copy of the resolution that has already been adopted by several organizations is enclosed herewith.

Post said that 14 states had already passed legislation in one form or another in which they had given preference to veterans. Several merely exempted them from paying a fee for auto licenses or other assessments, while some had given them exemptions on some part of their personal property tax, which indicated a trend that he felt would soon become very popular, so he is taking advantage of it.

He wants this to be a Veteran's bill and he expects to gain the support of all veterans old and new, and will use every trick that pressure groups can bring into play, but he does not want it to be known as a Single Tax measure. He will welcome our help, but wants no Georgist publicity.

If you would care to have extra copies of this resolution, just let me know.

Sincerely yours,

O. K. Dorn

Enclosure