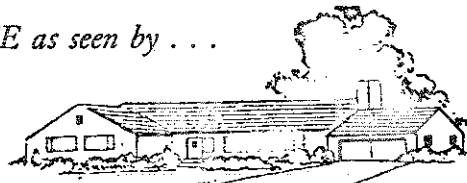


THE UNRELIABLE EYE

Your HOUSE as seen by . . .



. . . YOURSELF



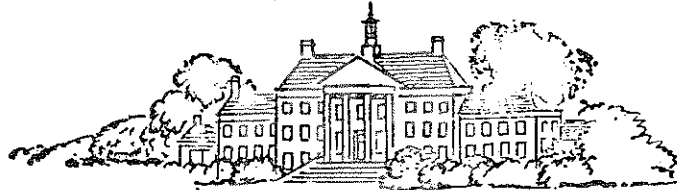
. . . THE BUILDER



. . . YOUR MORTGAGEE



. . . YOUR FIRE-INSURANCE MAN



THE TAX ASSESSOR

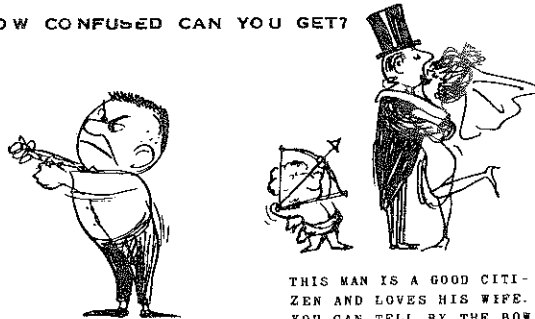
Collier's

Jo Spier

Under Land Value Taxation the assessor would train himself not to see your house at all. He would think of your property as if it was a vacant lot. He would take careful note of all the other

houses or stores which tend to give your site its value and would rate your land accordingly. He would say to himself, "Suppose there were no house there at all. What would the bare land be worth?"

HOW CONFUSED CAN YOU GET?



THIS MAN IS A CAD. YOU CAN TELL BY THE WAY HE HOLDS HIS MOUTH. HE BEAT HIS WIFE. TSH! TSH! SO HE WAS FINED \$100.--ONCE.

THIS MAN IS A GOOD CITIZEN AND LOVES HIS WIFE. YOU CAN TELL BY THE BOX AND ARROW BIT. HE BUILT HER A BEAUTIFUL HOME, SO THEY FINED HIM \$300. NOT JUST ONCE. BUT EVERY YEAR OF HIS LIFE!!

MORAL: IT IS CHEAPER TO BEAT HER.--
OR ARE WE GETTING CONFUSED TOO?

JOIN OUR SHOUTING CAMPAIGN

We've been thinking that it is remotely possible that somebody right in your own neighborhood has never even heard of land value taxation. Doesn't know that this is the most effective way to create jobs, clear slums, reduce housing costs and transform Erie into a city of sheer splendor.

So here's what we would like you to do. Climb up on your roof, and at the top of your lungs, yell,-- "We want land value taxation!" That should do it.

If you live in an apartment and they won't let you up on the roof--well, try sticking your head out a window about midnight and scream your head off, "Tell the Mayor we want land value taxation!" If you yell loud enough the Mayor might hear you,--or



about you.

We think this is the kind of campaign that will get lots of exciting results. If not for us, at least for you.

The

ELTA

2217 Peninsula Dr.

Erie, Pa.

TE 3 0229

MR. ROBERT CLANCY
50 EAST 59TH ST.
NEW YORK 21, N.Y.

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SSOCIATION

Advocating
That Erie

NEWS

Tax the Land
but not
the Buildings

VOL 2

OCTOBER 1964

NO. 1

Political Action Set By Land Tax Group

REPRODUCED FROM
THE ERIE TIMES
WED. SEPT. 30, 1964

Bertram A. Wilson, president of the Erie Land Tax association, announced today that ELTA will go in strong for political action in the local elections of 1965. "It is obvious," said Mr. Wilson, "that hit and miss educational work will never be enough to make land value taxation a reality in Erie. We must line up thousands of votes and elect a mayor and two councilmen in '65 who will owe their election to those who want the land tax."

To this end ELTA will conduct a house to house canvass to ex-

plain to homeowners the many advantages of land value taxation. Since the association believes most of the people who own their own homes are presently paying far more of the property tax than they rightfully should, and since tax reductions for all who have kept their properties up will be immediate and in many cases substantial, the campaign will be aimed at the homeowners as individuals. They will be asked to support those candidates who, in the opinion of the ELTA board will work sincerely for the adoption of land value taxation.

Public meetings will be held during the Fall and Winter seasons on the second Monday of each month at the Glenwood YMCA where various aspects of the land tax concept will be presented by qualified speakers and where general discussions of the proposed tax policy can be encouraged. All who recognize the merits of land value taxation or have questions regarding the plan will be urged to come and participate. The next meeting will be Monday, October 12, at 8 p.m.

Erie Land Tax Association

ELTA

2217 PENINSULA DRIVE

ERIE, PENNSYLVANIA

A SPECIAL MESSAGE TO ALL ERIE HOMEOWNERS

Dear Fellow Taxpayers:

ELTA was organized three years ago. At that time we felt certain that the merits of Land Value Taxation would be recognized quickly. A new law had been passed and for the first time in its history Erie was in a position to shift part of its property tax from buildings and improvements to land value. We felt sure that when we explained its many advantages civic leaders would embrace it and work for its adoption.

Our hopes have not been realized. Apparently we are going to have to undertake the education of the property owners on a person to person basis.

This Fall we are taking our story to the homeowners. We want you read carefully this collection of advertisements and articles which have appeared in the public press.

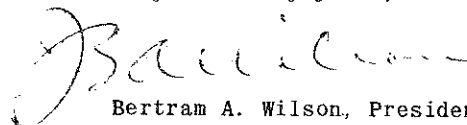
In 1965 Erie will elect a Mayor and two Councilmen. We of ELTA are prepared to offer our good services to the homeowners in helping to determine who among the candidates will most effectively represent the cause of Land Value Taxation.

To this end will you consider carefully the whole matter? Then when you are convinced of the justice of this method of taxation will you please sign and return the enclosed card? Let us add that unless you return the card you leave us completely in the dark as to how you feel. Unless we can go to the candidates and say that we have five or ten thousand property owners who favor Land Value Taxation our effort will be in vain.

As we are able we will run advertisements in the Monday editions of both the News and the Times. If we have your name we will let you know which candidates we feel merit our endorsement. Meanwhile, if you want to know more about LVT plan to attend our meetings on the second Monday evenings of each month at the Glenwood YMCA at 8 P. M.

Please give this matter your best thought and let us know how you feel.

Very cordially yours,



Bertram A. Wilson, President
Erie Land Tax Association

Land Value Taxation always rewards the 'do-ers'. It is for this reason that taxes are immediately reduced for those who have invested in good homes or who have maintained their homes well over the years. Manufacturers are even more apt to be consistent winners under LVT. In order to house large operations extensive plant equipment is needed. All this comes high under the present system. We have found very few manufacturing plants, regardless how old they might be, which would not immediately benefit under Land Value Taxation. Everyone engaged in manufacturing or even employed in a manufacturing plant should favor LVT. There is a direct relationship between Land Value Taxation and higher wages. We cannot develop this thesis here but it is basic in the thinking of all who believe in Land Value Taxation.

The Erie News and Times - - Sept. 30, 1964

SOME OF THE SMARTEST PEOPLE DO THE DUMBEST THINGS!

There are two basic sources of public revenue, land and labor products. Almost all our taxes are levied against labor products, or what amounts to the same thing, labor itself. Even the bulk of our real estate tax is borne by the labor products that men put on land. These are called improvements. Only a tiny fraction of the total tax burden is levied against land.

Everyone has a vague idea that all taxes are always passed on to the ultimate consumer. This is true only of those taxes levied against labor products. When land value is taxed the owner is obliged to pay the tax and he cannot pass it on to the user in the form of either higher prices or higher rents. This may sound bad but it is actually the key to prosperity because it makes good land and land sites available to all.

Almost all manufacturers say, "We don't care about taxes. We just pass the tax on in the form of higher prices." They do, and everyone has to pay more for what they need or want, and the market for manufactured goods is curtailed. By making labor products rather than land value carry the tax burden many a would-be manufacturer is locked out of land. This is also true of all users of land, whether

for agriculture, for mineral deposits or for sites for stores, shops, offices or homes. All individual workers in the general economy must pay too much out in rent and so they have less and less to spend for the products of the manufacturers.

When will the smart manufacturers really smarten up? Everyone seems to be pretty obtuse at this point but for smart men to do such dumb things is just too much!

Land Value Taxation will resolve more problems than any known remedy because it goes to the root of our economic troubles. The economic benefits could be fabulous. The sociological overtones could be beautiful beyond description.

Collect the publicly created value of land into the public treasury to bear the public expense and stop taxing labor and labor products.

Hear Wylie Young explain the most far-reaching of all economic laws, The Law of Rent, at a public meeting in the Glenwood YMCA, Monday, Oct. 12th at 8 P.M. Always a lecture and discussion on LVT on the Second Monday of every month. Same place and time.

Sponsored by Erie Land Tax Association,
2217 Peninsula Drive. TE 3-0229

that we are smarter than most, but that circumstance has exposed us to the truth, and that the exposure is still awaiting them.

It all goes back to an understanding of a basic economic law, namely, the law of rent. Not one college graduate in a hundred ever heard of the law and not more than one in a thousand could state what it is or how it works. When we observe that failure on the part of men to understand and control this law is at the bottom of more human misery, more poverty, more wars and more inhumanity of man to man, we see our words falling on deaf ears and uncomprehending minds. When we outline and explain the method of applying Land Value Taxation and when we detail its many advantages, we so often find our ideas being treated as something of mere passing interest, and with no apparent realization that this reform would go to the very heart of our degenerate economic order, and that such a change would at least begin a new chapter in man's struggle for justice and personal independence.

CHURCHILL UNDERSTOOD

In his early days Winston Churchill dug into the philosophy of Land Value Taxation as so logically presented in "Progress and Poverty" by Henry George. He became convinced and prior to the first world war he made many speeches explaining why England should adopt a policy of taxing land value.

For many years Churchill strove valiantly to interest his constituents in Land Value Taxation. Finally he concluded that the people were not to be stirred by an appeal to such a simple reform. He allowed himself to be caught up in the events of the Boer War and later in World Wars one and two.

Later Churchill stood before parliament and reviewed the wreckage of two World Wars. He recalled his earlier days of championing Land Value Taxation, and how he had found the people were not interested and had chosen to go another road. Reviewing the terrible history of that road, he said, "I am afraid they took the wrong road."

We wonder what might have been the case had Churchill been supplied with a law and had only to persuade his constituents to give the idea of LVT a fair trial. Our experience indicates that he would have found it just about as rough a road. "Land Value Taxation has neither the glamour nor the urgency of other political issues; it is too complex for ordinary tastes; it does not lend itself to titillating headlines.... Since the whole thing is an age old problem and not an immediate crisis, it can be put aside until later.... The virtues may conceivably be many, but they are by no means self evident." So runs, in part, some comments made by another person suffering from our brand of frustration.

WHAT NEXT IN ERIE?

For us in Erie there remains one possible course of action. Though we ourselves recoil at the accusation of being primarily motivated by self interest, we are going to play the self-interest angle loud and clear. Homeowners have plenty of reason to be up in arms over their property taxes. Moreover, we are aware of the tax anger generated by having to pay increased taxes every time improvements are added. For the great majority of homeowners a land based tax will mean lower taxes, but even more significantly they mean that assessments will not be raised when improvements are made.

ELTA

2217 Peninsula Dr.

Erie, Pa.

TE 3 0229

BULK RATE
U. S. POSTAGE
PAID
Permit No. 113
Erie, Pa.

The ELTA NEWS

VOL. 2

FEBRUARY 1, 1965

NO. 2

OUR SUSPICIOUS PUBLIC

W. WYLIE YOUNG

One of our most aggravating experiences as we try to get people to see the wisdom of employing Land Value Taxation is to have some cynic fix us in his sights and say, "What do you expect to get out of this?". The assumption is that nobody ever does anything without expecting it to "pay off". If this is so we are all sick.

A TV announcer in Erie once took it upon himself to go beyond his proper function and to editorialize after a news story on ELTA broke. It was on the occasion when Judge Gerald Weber went before City Council to request that a special study committee be appointed. The announcer made the comment that the idea came from some manufacturers in Pittsburgh and that the result would be such as to cause the homeowners of Erie to pay higher taxes than before.

This was a pure fabrication. There was not a single manufacturer in the whole state of Pennsylvania who had any interest in pressing for LVT in Erie. Moreover, it can be clearly proven that

most homeowners not only will enjoy lower taxes under LVT than before but they can make any and all kinds of improvements on their properties without suffering any increase in their assessments or taxes.

There are people outside of Erie who are interested in the campaign here, but they represent no pressure group and their interest is purely a matter of economic ideology. They know what a land based tax will do for any community and they long to see it given a fair trial in some city, county or state. To this end many are willing to make voluntary contributions. How these contributions could possibly prove profitable to them is beyond understanding. Their gifts only serve to prove that this world is full of people who will work for and support a cause without hope of personal gain.

Certainly, the members of the Erie Land Tax Association have worked in concert, not because they as individuals hoped to gain, but they see in LVT not only a better way to levy the real estate tax but the beginning of

OUR MAYOR SAYS

"We've got to get some of the load off real estate. We've got to find a broader tax base."

AN ORIENTAL RULER was once in the same fix. He needed more money. So, he decreed:

ALL DATE TREES SHALL BE TAXED

THE PEOPLE responded in kind. They cut down their date trees and the kingdom was impoverished.

WHEN THE MAYOR starts looking he may well discover that there are only two kinds of tax bases. First, labor products, or labor itself, which amounts to the same thing. Second, land, or more specifically for city dwellers, land sites.

REAL ESTATE includes both land and labor products, for all buildings are products of human labor.

NOW HEAR THIS

ANY TAX on any labor product discourages and hinders the production of that product. This is a basic economic law.

IN ERIE buildings carry $6\frac{1}{2}$ times as much of the real estate tax as does land.

ALSO HEAR THIS

ANY TAX on land value tends to reduce the price of land for any who might wish to use it. Land cannot be taxed out of existence. It is always there. But if you own vacant or underdeveloped land and the tax goes up you will either use it or sell it. This is why we say land can be taxed into use. Buildings can be and often are taxed out of use. No one will ever know how many buildings were never built in Erie because of the tax on buildings.

CURE: Shift the tax from buildings to land value. It is not the tax on real estate that is too high. The tax on buildings is too high and the tax on land is too low. By using land value as the tax base you can reduce the taxes on buildings and still raise the same amount of money. In doing so you will set the stage for thousands to build on land that is no longer too high in price to acquire, and to enjoy buildings exempt from any future tax.

ERIE LAND TAX ASSOCIATION

2217 PENINSULA DR. TE 3-0229

1965 is the year that Erie citizens must elect a Mayor and a Council who will institute Land Value Taxation.

OUR SUSPICIOUS PUBLIC. CONT.

a basic reform which promises both relief for the average man and freedom and independence for all who invest either their money or their labor in the production of wealth or in the rendering of any worthwhile service.

It is relatively easy for Communists, Socialists, or even the more respectable reforms such as the New Deal, the New Frontier or the Great Society to dramatize their appeals. One does not have to see much except that some people are rich and others poor in order to respond to popular cries for action.

Land Value Taxation has every bit as much potential for reform as any of these programs and it is designed to keep individualism and free enterprise at the center of things without in any way impairing the power of a people to progress, or creating conditions that might cause the people to want to call on the Federal Government for help.

OUR HIGHEST HURDLE

Perhaps our greatest hurdle in dealing with our suspicious public is our repeated and exclusive emphasis upon the real estate tax. "Why this sudden preoccupation with a tax that has been accepted and paid unquestioningly by owners of all kinds of property? Why not the still unpopular income tax, or the irritating sales taxes? Where do you get the idea that a big change in our economy will result by this oblique attack on the real estate tax? You do not propose abolishing it. All you have to suggest is that we shift the base of the tax from land and buildings jointly to land alone. What difference does it make

whether you tax land or buildings? We must have money for all local taxing authorities. (City, School and County) and all are willing to pay their fair share, so what gives with you people anyway?"

In the same vein they cannot recall having heard anyone else playing this tune. They went to school and many even graduated from colleges and professional schools. No professor ever put much emphasis on this. They read and look at TV. They never see any books about LVT. No newspapers ever discuss the real estate tax from this angle. No columnists or commentators ever even bring the subject up. They go to church, attend lectures, hold seminars and try to keep their minds open for all possible light that might come along, and with all this in the back of their minds they say, "What makes you think you know something that has escaped the notice of all purveyors of information? Can you blame us if we conclude that you must be a little teched in the head? Why should we even bother to check your arguments or take time to investigate your claims?"

SOME PREDICAMENT

This is our predicament and it is some predicament. It makes us wonder sometimes just who is crazy? It spoils most of our reading and it keeps us everlastingly bemoaning the universal state of ignorance among educated people. We are used to it and have been for a long time. We have checked our theories against the facts and we have listened hard to all the presumably educated as they have exhibited their confusion in the area of fundamental economics. We just have to abide by our own conclusions. Not

TOUCHE

Dickson owned strategic acres, here, there and everywhere about his city. He was a land speculator.

A strip of land was needed by the School Board for a right of way. Dickson owned the land. They met to talk it over. Dickson was asking \$75,000. The Board was offering \$10,000. Dickson looked his "hurt", and the Board glared its outrage.

DICKSON SCREAMED

but one after another the Board members arose to declare his demand outrageous and his greed a shame. Finally a quiet spoken member of the Board, also on City Council, stood up and said, "I am in favor of meeting Dickson's terms." There was a murmur of disapproval, but he added, "on condition that all his other lands be

ASSESSED AT THE SAME RATE

Every city has its Dicksons by the dozens. Everytime some Dickson of Erie takes his speculative cut, every worker, including bank presidents, office and factory managers—you name them, anyone who works for a living—, must be satisfied with less. They all pay in the form of lower incomes, higher taxes, smaller homes and dingier stores,

BUT THEY PAY AND PAY AND PAY

A higher tax on land value will pull the rug out from under the land speculators. All those millions, and we do mean millions, of their outrageous "takes" will no longer constitute a drain on the economy. No longer will the worker have to make up the difference in his production, in taxes on his buildings, in taxes on his purchases or on his income. For the first time in his life

HE WILL BE FREE

We hear much these days about the loss of our basic liberties. In teaching the principles of land value taxation we point to our ineptitude in taxing land and declare our conviction that by failing to tax land properly

WE HAVE LET OUR FREEDOM ESCAPE

Let's get it back. Let's vote for men who will give us Land Value Taxation.

ERIE LAND TAX ASSOCIATION

2217 PENINSULA DR. TE 3-0229

Erie, Pa. Erie Morning News and Daily Times
Saturday, Feb. 29, 1964

MR. HOMEOWNER, CAN YOU MULTIPLY BY SEVEN?

Good! That is all you have to know in order to estimate what your CITY tax would be under Land Value Taxation.

Here's how. Get out your 1963 City tax bill. Watch it! Don't take your School tax or your County tax bill. LVT is only applicable on the CITY tax.

Check it. You will see your land assessment, your assessment on improvements, and a total of these. Your tax will have been based upon the TOTAL. Now, to get a close approximation of what your city tax would be under Land Value Taxation take your land assessment and multiply by .070. That will be it.

Now compare. Surprised? We thought you would be. The great majority of Erie Homeowners will enjoy sizable tax reductions. And this is only on the CITY tax. Thousands of homes, even twenty or forty years old but on average size lots, will save substantially.

Should you want to know how we arrive at the figure .070 we will be glad to send you a copy of "The Key," a brief explanation of how LVT can be applied in Erie.

Land Value Taxation is now possible in all cities of the Third Class in Pennsylvania. In Corry, the magic number is .0575; in Meadville, .042; in Franklin .075; in Oil City, .0703.

Collect the publicly created value of land into the public treasury to bear the public expense.

Call or write ELTA, 2217 Peninsula Dr., TE 3-0229

"Our present real estate tax policy is as obsolete as some of the 100 year old buildings on State St. Let us get rid of both by adopting Land Value Taxation."
GEORGE E. DAWES
Sales Representative for
Buckeye Ribbon and Carbon Co.



MEMBER OF ELTA.
BOARD

Hundreds of fine new homes on large lots will come up big winners. Even those who enjoy vacant lots adjacent to their homes may well enjoy lower taxes than before.

Will your taking such a tax reduction make it impossible for the city to meet its budgetary needs? No. On the contrary money will come into the public treasury stronger than before. Good usable land is always in demand and many will be glad to pay the tax required. When improvements are exempt new and finer buildings will spring up and these will add greater value to the land.

When you support LVT you are on the side of right and economic justice. You vote to eliminate poverty, to create jobs, renew your city and strike a blow for freedom.

The ELTA NEWS

VOL. 1

MARCH 1 1964

No. 9

The Erie Land Tax Association began publishing a series of advertisements in the Erie Morning News and the Erie Daily Times each Saturday, beginning with the issues of January 11, 1964. In this issue we present reprints of four advertisements appearing in February.

Saturday, Feb. 22, 1964

When Blight Takes Over, Men Take Off

Erie is suffering from an acute case of urban blight. Within one mile of the downtown area in all directions blight is king.

Cities do not have to die at the core. This tendency is so common that it is accepted as inevitable. It is not.

Robert M. Hutchins, ex-president of Chicago University, ex-editor of the Encyclopedia Britannica, now head of the Center for Democratic Research in California says,

"Taxes should promote sound public policies but the real-property tax, the main support of local governments, reflects and promotes every unsound policy imaginable.

It encourages urban blight, suburban sprawl, and land speculation. It thwarts urban rehabilitation, construction, investment in building and improving homes, and orderly development.

SO SAYS DR. HUTCHINS. This is what we mean by Land Value Taxation. City Council has the right to adopt it NOW.

It is because we insist upon penalizing all property improvers that older sections of Erie suffer from blight and decay. Put the tax on the land and gradually improvements will appear. In time the obsolete areas will again become desirable places for living. With buildings exempt, good homes and many modern apartments will replace the old worn-out buildings of seventy or eighty years.

Erie cannot afford to postpone this program. When blight takes over, men take off. They are taking off in droves, and those who are left have to carry the tax load. It keeps getting heavier and heavier for fewer and fewer people.

WAKE UP, ERIE! THIS IS A GOLDEN OPPORTUNITY!

Collect the publicly created value of land into the public treasury to bear the public expense

ELTA

2217 Peninsula Drive

Telephone TE 3-0229

W. Wylie Young
Executive Director
Erie Land Tax
Association



The reason is that the tax is based upon the market value of the property. Raw land has a lower market value than improved land. Therefore the man who buys raw land and does nothing with it pays comparatively little tax.

The more he puts into it the higher his tax. He is penalized for making raw land into a farm or a place to live. The more he spends the more he is penalized.

THE REMEDY IS ABSURDLY SIMPLE. It is to take the tax off the improvements and put it on the land. The owner would then be taxed on what the community had done for him in raising the value of his land. He would not be punished for what he had done to build up the community."

Erie, Pa. Morning News and Evening Times
Saturday, February 15, 1964

NO PHILADELPHIA LAWYERS NEEDED HERE



Bertram A. Wilson
President, Wilson Research Corp.
President of the Board
Erie Land Tax Association.

Two of Erie's leading lawyers serve as directors of ELTA. Because this is a paid advertisement we cannot picture, name or quote them. They both know that it doesn't take a Philadelphia lawyer to understand:

- ★ That real estate is TWO things, LAND and IMPROVEMENTS
- ★ That LAND is the GOD-given source of all wealth.
- ★ That land is a fixed quantity and no amount of taxation can destroy one acre.
- ★ That the higher the tax on land the lower the price of land becomes.
- ★ That the higher the tax on buildings the more expensive, fewer and poorer buildings are certain to be.
- ★ That we need more and better buildings.
- ★ That to stop taxing buildings and to tax land value instead will bring more and better land-sites into use and encourage the construction of more and better stores, homes and factories.
- ★ That Land Value Taxation is legal, just and beneficial for all.

WHAT IS LAND VALUE TAXATION (LVT)

A new law in Pennsylvania permits Erie to use land value as a base for the real estate tax. Traditionally the base has been the combined value of land and improvements. This rule may apply only on City Taxes. School and County taxes must be as before.

Under LVT those who put their land to good use and invest in improvement value will pay lower taxes than before. Those who merely hold land out of use and neglect to improve it will pay higher taxes than before. Most homeowners will enjoy substantial reductions.

Collect the publicly created value of land into the public treasury to bear the public expense.

ELTA 2217 Peninsula Drive Telephone TE 3-0229

Erie, Pa. Morning News and Evening Times
Saturday, February 8 1964

"Erie seems to be on dead center. With Land Value taxation available it could easily become a star among American cities."

Michael Gregory
Chemist with
General Electric
and ELTA Director



"AW, COME ON! THAT'S NO FAIR"

Research studies by the Erie Land Tax Association show that owners of homes, apartments, theatres, mortuaries, modern office buildings and stores, motels and hotels, and practically all industrial concerns pay far more than their just share of the real estate tax.

Because taxes are now based on the total value of land and buildings all who invest heavily in improvements are obliged to pay excessive taxes. Obviously we operate on the "ability to pay" theory of taxation. Under this system it is assumed that those who improve their properties are able to pay more and therefore should pay more. This conclusion will not stand up. It is assumed conversely that those who let their properties rot have nothing with which to pay, and so, they are let off the "tax hook". This is not right.

We contend that real estate taxes should be levied on the "service rendered" theory. A community, with its streets, sewers, utilities, schools, churches etc. etc., gives certain value to every land-site. The value is there. The service is available. It is a service well worth buying.

It is unfair for the "do-ers", who invest heavily in improvement value, to be obliged to pay higher taxes because of the failures and deficiencies of those who merely hold land and never bother to improve it. Because the do-ers go ahead and produce wealth they virtually subsidize those who lay back and do nothing. How often have you heard boys at play cry out, "Aw, come on! That's no fair"? Because industries must invest extensively in

improvements taxes are particularly heavy for all industrial concerns. Since every industry, is involved, the cumulative effect of the present tax policy upon the status of all who work is incalculable.

Money which should have gone directly into the wage fund is ciphoned off into the tax fund. Organization and expansion of industrial plants are hindered, demand for labor is lessened and wage levels are lowered. Our present system of penalizing all do-ers sets up a whole series of shock waves, the cumulative effects of which are all bad. It is as if a huge weight was constantly holding down the production and distribution of wealth.

It is a fact of record that in those areas where LVT is used the drift of population is toward the LVT community, and away from the cities or states which use the conventional system. By taxing land value and exempting all improvements the resulting shock waves are all on the plus side for the community.

Our research shows that local industrial plants would save enormously under LVT. Savings are relative and depend upon the size of the operation and the condition of the plant involved. Several local industries would save \$10,000 annually, and one industry would save at least \$50,000.

These savings would be absorbed into the system of things and would reflect themselves in more jobs, higher wages, better competitive abilities for local industries and a whole series of advantages too numerous to mention.

"Collect the publicly created value of land into the public treasury to bear the public expense"
ELTA, 2217 Peninsula Dr.—TE 3-0229