

LET'S PUT IT OVER



The Indispensable Weekly
The Voice of the Awakened Negro

THE Negro World

Reaching the Mass of Negroes
The Best Advertising Medium

A Newspaper Devoted Solely to the Interests of the Negro Race

VOL. XIX. No. 10

NEW YORK, SATURDAY, OCTOBER 17, 1925

PRICE: FIVE CENTS IN GREATER NEW YORK
SEVEN CENTS ELSEWHERE IN THE U. S. A.
TEN CENTS IN FOREIGN COUNTRIES

HON. MARCUS GARVEY REVEALS HOW CROOKS AND SHARKS PREY UPON THE PEOPLE IN REAL ESTATE UNDERTAKINGS

Fellow Men of the Negro Race, Greeting:

As I said last week in my article, which is concluded this week, it is necessary for the membership of the Universal Negro Improvement Association to take long views, to be more vigilant and discerning than ever.

On the average the Negro loses 50% more annually in real estate holdings, investments, stocks, bonds, part time payments on furniture, etc., than any other race group in the United States, as well as elsewhere. A general confidence game is carried on in this direction by real estate brokers, crooked lawyers and certain Negro leaders and agents. In this unscrupulous white men and their Negro associates indulge.

Building a New Church

For instance, a Negro preacher would start a new church, gathering together as many religionists as possible to worship in a sufficiently accommodating building, or he may be called to the pastorate of an already established church. After being there for a comparatively short time, and without his congregation increasing to any appreciable extent, he would be approached by some Negro real estate broker or agent of some white broker. He would be told how wonderful a man he is and talked into building or buying a new church more "becoming to him as leader of the community." Already the broker has found out that the present congregation holds the major part or all the equity in the present church property. By a subtle appeal to the preacher's vanity, he is induced to take up the proposition of the new building, although nothing in the world is wrong with the building now occupied.

"How Much for Me?"

The question of "How much is in it for me?" comes up; and this being the very question the broker subtly suggested, the broker readily offers the preacher a substantial bonus or commission on the deal. The preacher now is in line and immediately starts to preach a "powerful" sermon, showing by holy writ that there should be a new house of worship. In cases where the pastor is too honest or upright to bite the bait, a deacon or trustee who has "a pull" with the congregation is influenced to "put it over." In such event, things are made warm for the pastor and he is forced to resign or put out by a trick. To build the new church or purchase the other, big drives and "rallies" are instituted among the people to raise money needed for the first payment, out of which bonuses, commissions, etc., are paid. Women and young girls are generally used in these "rallies" to collect the money from Negro men and white families.

When the deal is put through you will find that all the equity the people had in the original building and the moneys raised in the "rallies" are gobbled up in the first payment on the new

LOSS OF ALL AWAITS THOSE WHO YIELD UNTHINKINGLY TO BLANDISHMENTS OF CONFIDENCE MEN

NEGROES LOSE FIFTY PER CENT. ANNUALLY MORE THAN ANY OTHER RACE GROUP

LEGAL OPINION ON ONE OF THE METHODS OF THE "SHARKS" PRESENTED FOR GENERAL ENLIGHTENMENT

property, and a first, and sometimes a second mortgage, are taken out on the new property that tax to the limit its full value, thereby wiping out all equity for the people, the plan being to charge as much for the new building as will dispose of the equity in the first payment. Then the said people are called upon year after year to "rally" to pay the interest and reduce the payments on the mortgages, and when sufficient of the mortgages has been reduced, or the property paid for, a new scheme is hatched in which the old performances are practically repeated.

In some cases, such as in the purchase of fraternal buildings and some churches, too, another scheme is used by the real estate broker and his confederates. Bonds are sold to the members or to the people.

A Legal Opinion

And here let me mention that it has been a terrible fight for me to keep sundry branches of the Universal Negro Improvement Association from falling into the traps of these sharks, a combination of whom, allied with politicians, are trying to crucify me, considering me in the way. The following legal opinion on one of their methods is recited for general enlightenment:

"You submitted to me a proposed contract between the U. N. I. A. and the John Doe Company. After reading carefully the said proposed contract, my opinion is not to sign it for the following reasons:

"The U. N. I. A. will bind itself under the proposed agreement with no assurances that the John Doe Company will carry out the intention, that is, to put up the building in the proposed contract. If this proposed contract would be signed by the U. N. I. A. they would be obliged to give a deed in trust for \$4,000, which money would go to the John Doe Company. You would further be obliged to pay all the bills that the John Doe Company may incur, that is, for printing, legal fees, architect fees, engraving, trustees' fees, etc., which may amount to a considerable amount of money, and under this proposed contract you are obliged to pay this first before anything else is done. The John Doe Company will also be entitled to 15% of all the bonds sold as well as 10% for the supervision of the building and also another 2% on the total bond issue. If you study carefully this proposed contract it is my opinion that the expenses

that will go to the John Doe Company will run above 40%.

"There is also another provision in the proposed contract that the U. N. I. A. is to assist them in disposing of the said bond certificates.

"My conclusion is that the John Doe Company is not to invest a five-cent piece in this enterprise, but at all times they will derive benefits by reason of the clause that they are to get their fees first. They intend to create a campaign to sell the bond certificates among the colored people and they will insist upon you to give them all the assistance you can, and if the colored people will not take up sufficient certificates to go through with the enterprise they will drop it under the pretense that if the colored people are not buying the bond certificates why should the white people do so?

"The net result will be that of whatever certificates sold they will get all the money to cover their expenses and you will lose the property.

"I will also add that this proposed contract does not state exactly the nature of the building, what income may be derived by way of rents, etc., and also actual cost of putting up such building. Those are necessary elements before a contract is signed."

Purchasing Private Houses

In the purchase of private houses the real estate brokers and agents are even more merciless in their exploitation of the race. By finding out the individuals in the community who might have a thousand dollars or two saved, the brokers directly or through their agents would influence such persons to invest in a home, either by purchasing waste lands in some adjoining State or out-of-the-way places, or a house in their immediate neighborhood. They influence the purchasers to pay up nearly all the money they have in hand and six months, or a year or two after they conspire to foreclose on the property or by well-devised tricks get the purchasers so disgusted that they themselves give up the properties which generally fall back into the hands of the brokers or their clique.

The race is similarly robbed in the part time payment on expensive furniture they are induced to buy through confidence men.

A careful study of the situation from 1914 to the present time would reveal an alarming state of affairs. I have only stated these facts to open the eyes of the people and to show you from what source my enemies within the race come. These tricks are common, and no organization, church or community is free from them. I make no exception of the great Universal Negro Improvement Association.

To work reform in such an atmosphere challenges the divinity of a Christ and not the frail and weak patience of a mortal. I have made my little sacrifice in creating the sentiment for reform. Let others now take up the work and carry on while I remain confined.

I have the honor to be,

Your obedient servant,

MARCUS GARVEY,

Founder and President-General,

Universal Negro Improvement Association.

CONCEITED ENGLISH SOWING SEEDS OF STRIFE WHICH WILL OVERWHELM

Silly idea of Keeping an Awakened People in Perpetual Bondage Must Go—If, as Englishmen Prate, Africans Are Being "Spolt" by Western Civilization, Then Wherefore the English in Africa?

WE SAY IT! IF IT IS PRINTING

YOU WANT TO HAVE DONE, WE ARE THE PEOPLE WHO CAN DO IT FOR YOU AND JUST AS YOU WANT IT, WHY DO WE SAY THIS? BECAUSE WE HAVE IN OPERATION ONE OF THE BEST MODERN EQUIPPED PLANTS IN ANY CITY.

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Now Under Efficient Management

INTERNATIONAL RALLY FOR THE FINANCIAL AID OF THE PARENT BODY

Universal Negro Improvement Association \$50,000

Every loyal Negro should donate to the Fund to help the Greatest Negro Organization in the World.

Send us a Five-Dollar Contribution for this Fund.

All donations will be acknowledged in this paper, and donations of Five Dollars and more by letter.

The Parent Body, Universal Negro Improvement Association, now makes an appeal to its members, divisions, chapters and friends to rally to its support in helping to raise Fifty Thousand Dollars for liquidating urgent demands on the Association for the promotion of its work.

The expense of running the Organization for the good of the race is tremendous. Expansion work must be done and current demands must be taken care of. The fight for Africa's redemption is a costly one, and must be borne by members of our race. We need money now more than ever to carry on the great organization Marcus Garvey founded for the redemption and salvation of the race.

Persons sending us \$25.00 or more should send us their photographs for insertion in this paper. All donations should be sent to Chancellor, Universal Negro Improvement Association, 56 West 135th Street, New York City.

Loyal members of the Universal Negro Improvement Association should give entertainments among their friends at home to raise money for this fund. Those who desire to do so should write to Acting President-General, Universal Negro Improvement Association, for sealed authority and collecting list to avoid misunderstanding.

This is a way every member can help. Act now! Remember to send all donations to Chancellor, Universal Negro Improvement Association, 56 West 135th Street, New York City.

CRISIS IMPENDS AS RENT LAWS VOIDS FEB. 15

(Continued from page 3) something over 1,000,000 families paying monthly rent to landlords here and throughout the world.

Hearings in City Hall The heavy suns of both sides will first be heard on Oct. 3 at the City Hall, New York.

Conference Board reports a drop of 5 percent or less. It is decidedly "lean." Statistics of the Federal Department of Commerce show a slight upward trend in the cost of living in general.

Paster Sold Slave for \$1 Is Jersey 1831 Record In 1831 a slave was sold in Jersey City for \$1 and other valuable consideration, according to a document found yesterday in a chest of letters.

Living and Dying on Installments The building and loan associations have grown to immense proportions in this country on the business of financing the purchase of homes.

Stepping Stones To Wealth There are many wonderful secrets revealed in this book of knowledge and creating an immense sensation in the United States.

Roller Skates Free Any night but Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, and Sunday, from 8 o'clock to 12 o'clock.

Christmas Money Free Give your Christmas money to the Universal Negro Improvement Association.

WILLIAM L. SHERRILL, Acting President-General

BLOOD PURIFIER

BLOOD RED MEDICINE TONIC The most powerful treatment ever used! Don't delay! Everybody should take this medicine!

Negro Automobile Workers Thrive in New York NEW YORK—That Negro automobile mechanics and general hands are coming into their own in New York is being attested by the fact that nearly 17 percent of the skilled mechanics employed in automobile service houses and repair shops are Negro mechanics.

Murder a Day Chicago Record for 9 Months CHICAGO, Oct. 7.—Murders continue in Cook County at the rate of more than one a day. In the 279 days of 1925 there have been 283 murders.

AN ACROSTIC BY E. A. BOSDON Will the march of mighty progress And the rapid growth of mind, Rushing onward like a torrent Churn the earth and good mankind?

A MATTER OF TASTE We've eaten Jambon Jardiniere, With Sauter aux Hindenburg, And Potage a la Turc.

BED WETTING Mysterious riches; Sphinx charms; Sure luck in love and money. You can't get it without Bed Wetting.

DOCTOR ARTHUR BOENER'S Herb Remedies FOR ANY PURPOSE EXPLAIN YOUR TROUBLE TO JOHN J. DE COCK

HON. MARCUS GARVEY STARTS FUND WITH \$50 In a telegram to Sir William Sherrill in regard to the international rally for support for the parent body, Hon. Marcus Garvey says:

IF YOU WANT TO BE LUCKY, HAPPY AND WELL TELL C. L. or If Out of Town, WRITE

Spanish Section Magazine Section

SECCION EN ESPAÑOL por La Asociación Universal para el Adelanto de la Raza Negra. 54-56 Oeste, Calle 185, Ciudad de Nueva York, N. Y.

Alerta con la traición, advierte nuestro presidente general—Mayor vigilancia y discernimiento necesarios para combatir la maldad, practicada por los "privilegiados" en detrimento de la raza—Una organización empujada exclusivamente en la labor de reformas—Un leader sometido a ruda prueba por no haber respondido a la pregunta, "¿cuánto me toca?"

Conciudadanos de la raza salud: Aprovecho esta oportunidad para advertir de nuevo el estar alerta en contra de las maquinaciones de los "privilegiados" de la raza, o pertenecientes al grupo en posición de causar daño.

Cuando ejercitaba personalmente mis actividades por la causa me sentaba una y otra vez en la silla presidencial del Liberty Hall de la ciudad de Nueva York, y escuchaba los discursos patrióticos, las elocuentes afirmaciones de lealtad y sinceridad de parte de aquellos sobre los cuales había hecho yo mi juicio crítico, llegando al convencimiento de que simplemente esperaban la oportunidad para injuriarnos secretamente; mientras planteaba yo los mejores métodos para deshacerlos de tal elemento, me sorprendía el que existiera tanto maquiavelismo, tanta traición, tan poca consideración por la felicidad común, en el corazón de individuos pertenecientes a esta sufrida raza.

Marcus Garvey se halla actualmente detrás de la reja de una prisión; apesar de ello se continua la tribulación ficticia y sin importar el bienestar de la raza, se ejercitan tramas para enriquecerse a espensas de la masa de nuestro pueblo. "Se hace, por consiguiente, imprescindible necesario para los miembros de la Asociación Universal para el Adelanto de la Raza Negra, el redoblar la vigilancia para combatir la actitud malévola. El robo, la explotación, la trama, no son peculiaridades especiales del negro; son faltas en todos los pueblos. Pero nuestra raza, progresiva actualmente, es la única que practica la maldad je todo tal que se injuria a sí misma. El judío roba al judío, el blanco roba al blanco, pero no al extremo de injuriar ó destruir sí raza como un grupo ó comunidad. El negro, por el contrario, roba a su hermano sin preocuparse la consecuencia ó el grado que pueda afectar a su raza.

Por medio de tal disposición y práctica destructiva, la mayor parte de mi programa universal en beneficio de la raza ha sido grandemente injuriado por aquellos que, para beneficiarse personalmente de un modo ó de otro, se han afiliado a la organización. La falta de honestidad entre nuestro elemento se reduce al círculo en que gira; escasamente la ejercita en su contacto con las demás razas. La poca honestidad para con nosotros mismos no debe ser interpretada exclusivamente en nuestra organización, sino que incluye también en gran parte nuestras iglesias, nuestros círculos sociales, nuestras logias y todas las demás asociaciones políticas. Nuncie escuche la pregunta de: "¿Cuánto me toca de eso?" hasta que no empecé mis actividades en beneficio de mi pueblo en América. Si hubiera convenido con otros individuos de la raza, el explotar las masas, esos confederados me hubieran proterido con el poder de la influencia política. Apesar de haber tenido docenas de asociados en la administración de la organización, he tenido muy pocos amigos. Si he de tenerlos, estos deben ser honestos y no esperar favores por medios de tramas. En varias ocasiones fui tildado de malo, por no patrocinat tal actitud hasta el extremo de hacerme la víctima de falsas acusaciones y de ser humillado.

En favor de los rifenos El congreso de las Invenstades Iberoamericanas compuesto de estudiantes, obreros y campesinos ha sido convocado para febrero en Lisboa, por medio de un manifiesto dirigido a los ciudadanos de América. Este manifiesto declara que los rifenos podrán seguir de día y de noche a los brazos. Se empleará un gran brazo mecánico para alcanzar a los rifenos y cambiarlos de un lado a otro. El aislamiento de los rifenos no significará desprecio, pues los médicos estarán presentes para ver si son enfermos, y debidamente alimentados. ¿Saldrá de esa prueba una nueva raza de hombres? Se han hecho preparativos para dar crédito a la liberación de los rifenos. Hecho el anuncio de un experimento por medio de la United Press.

A Dónde va Inglaterra? Ha sido publicada en esta ciudad una edición americana del nuevo libro de Trótsky, titulado "¿Dónde va Inglaterra?", en que predice la caída del coloso británico, que otros muchos profetas dicen que Trótsky ha predicho con gran exactitud. Según el autor, va Inglaterra a caer en proceso de descomposición política, y no por efecto de las guerras mundiales, sino por obra y gracia de los capitalistas de los Estados Unidos, ó concretamente un poco más, de Wall Street.

DOWNING HERB CO. 99 DOWNING ST., BROOKLYN, N. Y.

La regresión humana. Una expedición científica alemana reciente, intenta resolver esta cuestión: "¿El ser humano puede retrogradar al tipo animal primitivo?"

Plan del moro Una persona competente en las cuestiones de Marruecos y que acaba de llegar de Alhucemas, afirma que no obstante la captura de Adzir, Abd-el-Krim seguirá insumiso y se retirará a las montañas del Rif central, donde una persecución eficaz requeriría el empleo de cien mil hombres y una campaña de un año.

En un paraje caurrio a lo largo de los montes de Alhucemas, a sus madres, asíndolos completamente, en un pequeño sitio, técnicamente equipado para los extrajudiciales experimentos y pruebas, contra accidentes y enfermedades. A diferencia del simiesco Tarzán, no tendrán ni siquiera la compañía de un mono.

Después de ser período de prueba, estos especímenes se pondrán en libertad en el mundo exterior, y se procederá a su cuidado. Ya Raquid ha hecho observaciones preliminares entre los africanos orientales, y ha concluido que los africanos de la literatura para dedicarse a este nuevo campo de la investigación humana.

Intensificarse la "incubadora" en una lamina de la costa, separando de la estación de experimentación de las residencias de los científicos por varios centenares de metros. Los experimentos especiales de observación alrededor de la morada de los niños. Allí, con la ayuda de especialistas de la ciencia moderna, podrán seguir de día y de noche a los brazos.

El Sr. Percival L. Burrows, candidato secretario general asistente de esta organización se uno de los candidatos, y en su aplicación a continuación persigue el soporte de los miembros de la organización. En las oficinas y miembros de Divisiones de la Asociación Universal para el Adelanto de la Raza Negra, C. J. Walker Co., Inc., como uno de los candidatos para el cargo de representante del mundo, en el cual soy el representante de esta organización, y cuyo nombre ha recibido la aprobación de los miembros de la organización.

En la seguridad de recibir vuestro soporte reñejándose así la gran potencia de nuestra organización, tengo el honor de ser. Vuestro obediente servidor, P. L. BURROWS, Secretario General Asistente.

Prelio y Numero de Votos en las Varias Preparaciones

Prelio y Numero de Votos en las Varias Preparaciones

DERELICTION OF DUTY IN NIGERIA, AFRICA Onitaha to Port Harcourt and Back Inside of Forty Hours

By J. M. STUART-YOUNG (Author of "Glide from West Africa")

What I prevent you coming along with us? Well, Generalissimo's idea of an exhilarating excursion happens to harmonize with his commercial belief. In the firm which he represents he regarded the matter in this light: To his love of notoriety he adds an unquenchable thirst for the excitement of engineering, and thus his brain as a station agent are relieved by frequent runs about the colony. To dash over hill and dale, exploring unknown villages, discovering new routes and authenticating doubtful "markets" is his greatest joy. On more than one occasion he has covered a thousand miles in a week, returning to headquarters with rough maps of some quarter district where swamp and forest have made, to the confusion of the average unwarlike traveler.

Without further preamble, I sped into the house, and began toumble my toilet articles into a bag, meanwhile calling lustily for the houseboy. "After coffee, please," I commanded. "I shall try to be back by tomorrow night—Sunday. Heavy up your suitcases, trousseau and shirt from that trunk! Don't forget an extra pair of socks. Now my hope, and you had better give me the raincoat with the weather forecast to-break again. That's the ticket—oh complete!"

Within an easy ten minutes of the motor having halted at my gate I found myself seated in front of the motor between my two attendants, which I made a rapid pace toward the station. A connection with Port Harcourt now entailed a journey of over a hundred miles. My attendants had scarcely time to rush around and bid his friends good-bye, before I was on my way. I had a very good morning toward the end of the day.

It was a most beautiful morning overhead the sky clear and blue, with the hill of a little breeze from the north. But July in Southern Nigeria coincides with that fratricidal English April when Sir William Walford has sung so tenderly.

On the Saturday morning I had breakfast and was walking in the beauty of the day. As we swung round the corner of the Awka Road, opposite to the red and wondering vaguely when my turn for a holiday would arrive, when I beheld the cheerful bonk-bank of a motor.

I looked toward me to see Walford's lorry lumbering toward me at a steady sixteen or seventeen miles an hour, in practically fifteen miles an hour. In the driver-I recognized the local station agent, Willis Gonsell.

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HOW TO ACQUIRE RACIAL KNOWLEDGE READ THE PHILOSOPHY AND OPINIONS OF MARCUS GARVEY Edited by AMY JACQUES GARVEY Know what is really going on in world politics and understand the Negro. This wonderful book gives you a world of information and a life of inspiration. It is being discussed in diplomatic circles, and treasured by Negroes who love their race.

