

# The "Invasion" by the Jews

Progress of Hebrews in United States is the Basis of a Remarkable Story of Industry

**T**HE Western Jewish Immigrant union is a new organization, formed recently at San Francisco. Its reason for being is the plan of the Jewish people of the west to receive and properly care for the thousands of their co-religionists expected to emigrate here from Europe after the opening of the Panama canal. The organization was perfected by representatives of 50 Jewish charitable and benevolent organizations of the Pacific coast. One of the principal objects of the union is to prepare homes in the country for immigrants and thus prevent the formation in Pacific-coast cities of any such districts as the ghettos of New York and other metropolises of the United States.

This move serves to call attention to the fact that there are more Jews in one city of this country than were ever before collected in any one place. There are 1,000,000 Jews in New York; in all the United States there are just twice that many. There are 100,000 in Chicago, 100,000 in Philadelphia, 75,000 in Boston and 50,000 in St. Louis. These figures are given by McClure's magazine, as introduction to an article by Burton J. Hendrick on "The Jewish Invasion of America." This writer says: "The increasing importance of the Jewish people in all the large cities of the United States is a matter of every-day observation. One distinguished student of the subject, Professor Werner Sombart of Berlin, even goes so far as to say that in another hundred years the United States will be peopled chiefly by Slavs, negroes and Jews. Extravagant and absurd as this statement is, the fact remains that the influence of the Jews in the United States in another hundred years promises to be almost preponderant. Though they have been here in large numbers only 30 years, they have already shown infinitely greater capacity for economic progress than any of the other great immigrating peoples."

**Clothing Control**  
Mr. Hendrick goes on to tell how the Jews have come to control the clothing industry of the country. He calls it their "unquestioned domination in the clothing trades." He explains that the immigrants of the early days of the "invasion" were in a majority tailors, that being principal of the few occupations that European oppression had permitted the Jews. Tailoring had been a traditional trade among the Jews, from the middle ages down.

Then, when the Jew came to New York, he applied his capacity for infinite economy and unmeasured industry. Soon he was a power and then all

powerful in the clothing business. Let Mr. Hendrick explain:

"It was by the utilization of minute methods of competition that the Jews, in 30 years, swept aside all other nationalities in the clothing industries. They have entirely transformed the business in all its details. Before they appeared, ready-made clothing was manufactured on what was sometimes described as the 'family system.' This was largely the creation of the German manufacturers and artisans. The large manufacturers purchased the goods, had them cut into garments at their own establishments, and delivered them in bundles directly to the workmen—for the larger part, Germans and Irish working at their own homes. The head of the family, usually an experienced tailor capable of making an entire garment, impressed his wife and older children into service. Under his supervision, the family would put together the garments. At stated intervals the manufacturer's wagon would stop before the house, collect the finished clothes, pay the family head by the piece, and take the articles back to headquarters. A manufacturer, in those days, was a man who had a plant of limited quarters, and an army of workmen and workwomen scattered throughout the city in their own homes. His relations with his employees were almost as close and intimate as though they worked under his immediate supervision in his own factory. The very essence of the system was the lack of the middleman; the manufacturer dealt directly with the people whom he employed.

"As long as an industry was organized on this basis, a man with a small capital would naturally have the utmost difficulty in gaining a foothold. One must be either a journeyman tailor, poorly paid and overworked, or he must be a manufacturer, with capital large enough to equip an establishment, carry a large stock of raw material, and meet a good-sized weekly pay-roll. With the employment of the Jew, however, a new figure rapidly forged to prominence in the clothing industry. The middleman wedged himself between the artisan and his employer. The latter no longer sent his garments directly to the worker in his home, but handed them over to a third party—the Jewish contractor. The workman, who for years had maintained rather close and friendly relations with the manufacturer, now never saw him. What gave the contractor his opportunity, and made him almost indispensable to the manufacturer, was the fact that this new immigration en-

tirely changed the character of the labor market. These half-starved new arrivals, as has already been said, had a natural aptitude for the tailoring trade, and their pressing necessities made them willing to work for wages materially lower than the Irish and German artisans received. In a few years, therefore, they had crowded out practically all the old-time workmen. But the German or American manufacturer could not handle this new labor supply. He did not speak its language and did not understand its peculiar social and religious customs. As the influx of Italian labor for railroad work gave the opportunity for the Italian padrone, so the influx of Jewish artisans in the tailoring trades gave occupation to the Jewish contractor—who, first of all, was the controller of immigrant labor.

"The contractor was himself an immigrant. He had reached this country poor and wretched, and had spent his few years of apprenticeship in the tailoring trades. He was usually the exceptional workman—the typical ambitious Jew, who early saw in the malodorous sweatshop the road to fortune. He had a room or two in a tenement—perhaps his own home, perhaps a rented apartment. He went out upon the public highways for his employees; he would persuade his relatives—his cousin, his uncle, his brother-in-law—to join his forces. He would stop a push-cart peddler in the street and show him the possibility of improving his condition by running a sewing-machine.

**The System**  
"In this way the contractor would get together a working force of ten or a dozen people. He would put in a machine or two, a pressing board, and a small furnace for heating irons—getting them invariably on credit, with the expectation of paying off in instalments from the profits of the business. He would then make periodical visits to the manufacturer, receiving an armful of cut garments; the force would at once start into activity; on Mondays the contractor would carry back the finished product and receive a new supply. He financed himself in the most haphazard fashion. The neighborhood pawnbroker became his banker, advancing on Friday money for the weekly pay-roll, the contractor reimbursing him on Monday, when he himself collected from the manufacturers.

"An essential part of his success, the Jewish contractor evolved—or,

more properly speaking, adopted—what came to be known as the "task" or "team" system. There had been "sweaters" in the clothing business long before the Jews—as readers of Kingsley's "Alton Locke" need scarcely be told,—but under their domination this system became practically general in New York. In a few years, indeed, the Jewish "team" idea had supplanted the old "family system" of the Germans. Ten or a dozen men were huddled in a single tenement room; in winter time, when the windows were closed, there was practically no ventilation, and the heat was intense. The business was minutely subdivided. Under the Germans and Irish, the tailor and his family made the whole suit; under the Jews, however, each contractor specialized in a single garment—coats, "vests," or "pants." The contractor, who was himself one of the hardest workers in the "team," would take a coat, perform his "task" (perhaps the machine work), and then toss the garment over to the next man. This one would add his minute contribution and pass it to his nearest neighbor. In this way, the clothes were kept in rapid circulation. The man at the head, usually the contractor, set the pace; the others had to keep their allotments moving, or drop out of the team and lose the job. The team worked, in those early days, at an incredible rate and for incredible hours. The machines started speeding at six in the morning, and seldom stopped until ten in the evening; there are stories of "teams" who kept tirelessly at work for 20 hours a day.

"It is hardly surprising that, under these conditions, the Jews soon obtained complete control. No other immigrant people could stand against a steady, inevitable driving power of this kind. The German, the Irish, and the American workmen, who had dominated the tailoring trades up to 1880, retired from this new competition as from the blast of a furnace. By 1890 there were practically no shops in which other nationalities than Jews were employed. And from the control of the actual manufacturing the Jews speedily advanced to a monopoly in

the commercialization of the product. Starting with one team, in a few years the contractor usually had two or three. He economized in every direction, saved every penny, and cheerfully subjected himself and his family to every privation in his determination to succeed. In this way, he slowly paid off his debts and used his profits to open new shops. Once fairly established, he found little difficulty in jumping from the position of contractor to that of manufacturer. By 1895 the Jews controlled every branch of the industry."

**Aggressiveness Shown**  
Mr. Hendrick follows this illustration with many more that concern the commercial aggressiveness of the Jews. He tells of how they are acquiring a monopoly of New York real estate, of how they are serving the government by thousands in civil-service positions, how they are becoming policemen and school teachers, how they have gained control of the theaters, how they build great department stores, how Jews are gaining control of the whisky business, how they are powerful in the tobacco business, how they have become railroad magnates and bankers.

These facts would lead one to believe that the United States must be a paradise for the Jewish people. This is the truth, in a measure. History is replete with the achievements of the Jews, of their commercial successes, of the literary and musical triumphs, but, on the other hand, many a story of history is limed in Jewish blood. In the United States the Jew has not been persecuted; the Yankee has let the Jew work out his own salvation, untrammelled. Just what effect this is to have upon our national development is uncertain, but it is sure that the Jew will make himself a factor in the business and politics of the United States of the future.

Your neighbors may know that you have money, but what they may not know is how you got it.

Few men can look back at their past without wanting to dodge up an alley.

**HIS SYMPTOMS**  
"For goodness' sake, Maggie," thundered Mr. Grouch as he flung down the knife and fork, "what ails this steak?"  
"Never mind the steak, dear," replied his patient wife. "I'm more concerned to know what ails you. This is the first time for 25 years that you haven't been able to tell exactly what ailed the meat, and everything else on the table. Aren't you well today, John?"

The curate of a large and fashionable church was endeavoring to teach the significance of white to a Sunday-school class.

"Why," said he, "does a bride invariably desire to be clothed in white at her marriage?" As no one answered, he explained. "White," said he, "stands for joy, and the wedding day is the most joyous occasion of a woman's life."

A small boy queried, "Why do the men all wear black?"—Argonaut.

This is a sour old world for a man with a sour disposition.

## The Only White Leghorn Farm in the World

that can make the following statement:

Storrs Agricultural Experiment Station, Storrs, Conn., Aug. 4, 1911.

To whom concerned:  
In the course of our White Diarrhoea investigation during the past season, we have used a large number of eggs from the flock of S. C. White Leghorns, owned by Mr. A. M. Pollard. We were unable to discover, either by bacteriological examination or practical test, any evidence of bacillary white diarrhoea infection.

LEO F. RETTGER, Bacteriologist, Sheffield Scientific School, Yale University.  
F. H. STONEBURN, Professor of Poultry Husbandry, Connecticut Agriculture College. All stock have free range on 89 acres.—We are booking orders now for 1912.  
EGGS \$3.50 per 15—\$15 per 100.

## The Grandview Poultry Farm

A. M. Pollard, Manager, Mansfield Centre, Conn. Member National S. C. White Leghorn Club.

# Solving the Problem of a Better Living—More Money For ALL on the Coast

For years, the cry has been, here on the coast, "BUY A FARM OR ACREAGE, AND YOU'LL MAKE A GOOD, EASY LIVING." In a measure, this is true. But the fact remains, that to get the most out of a farm or piece of land, or out of a store, or whatever other profession or business we may be in, THERE MUST BE SOMEONE WHO WILL BUY THOSE THINGS WE HAVE TO SELL.

The man who buys these things is practically always the man who cannot produce them himself.

Here in the West, we need more men who are engaged in manufacturing enterprises—men who work in mills and shops. These men and their families need all such things as are now produced on the coast and must buy them of those nearby who produce them.

It is plain, therefore, that to reap the greatest amount of good from the business in which we are engaged, THIS BIG WESTERN COUNTRY MUST BE MORE PERFECTLY BALANCED IN THE LINES OF BUSINESS IN WHICH ITS INHABITANTS ARE ENGAGED.

**Did you ever stop to think**

That only a very small part of the manufactured goods that we buy every day of our lives are made here on the coast?

The people who should be using those things which we produce are not living near us. Just think what it would mean to the small farm owners alone if most of the furniture, cereal foods, clothes, etc., which they buy were made right here at home by men who, in turn, were buying their vegetables, butter, eggs, etc? Think of the advantage to every man, woman and child who now lives here if, with mills and factories located along our rivers and in our cities, large and small, thousands upon thousands of families were living here—employed in these mills! The result would not only be a better market for what is now produced, but a better price on those manufactured articles which we are buying every day. Instead of paying for high transportation rates from the East, the raw materials would be manufactured into the finished product and sold right here at home. It is plain that what we need is more and larger manufacturing institutions. The result in increased prices for what we produce and cheaper prices on the manufactured goods we have to buy is sure to follow.



**Prosperity Problem Solved**

The question is, "How can we get to that state?" The answer is simple. We, ourselves, are responsible for the present condition—for the shortage in mills and factories.

We are to blame because there are not right now thousands upon thousands of families drawing good weekly pay envelopes, enabling them to put a large amount of money into circulation among us. It is our own fault that we have to pay excessive prices for many articles. It is our own fault that we send our raw products East to be made up, then bring them back here and pay Eastern factories and Eastern cities to make what we ought to have made right here.

The factories on the coast are anxious to go ahead—to enlarge, to employ thousands more of men. But the territory in which they can sell their output is limited to this coast alone, in almost every case. They cannot compete with big Eastern manufacturers. They cannot sell in the Eastern markets. In many cases, they have not the large amount of capital to advertise extensively, even in this, their home territory. They cannot go into the papers and magazines and convince you that the goods they make are as good if not better, as cheap if not cheaper for you to buy, as Eastern made goods.

We know it is the desire of almost every family on the coast to boost for coast made goods, because it helps every family living here. It means better times, more money for everyone, better property values and increased prosperity if we can make our own manufactured articles from our own raw products and keep the money circulating among ourselves.

In the past, however, it has been impossible for us to know the Pacific Coast made products. We could not ordinarily tell whether what we wanted was made on the coast. To let everyone know plainly, in advance, whether a product is made on the coast, manufacturers are now uniting and using the stamp which is shown here to designate a coast made article. Whatever you wish to purchase, ask for such an article bearing this stamp. Almost everything you can think of that you may need is made on the coast and made well. If you boost for it, the result will be that such factories making such products can grow, can give work to more people; can help YOU to better times.

**Better Living Conditions for All**

Show this article to your friends. Tell them what it means to everyone on the coast. Explain to them how it means money in their pockets if they will Demand this stamp on every article they buy.

Ask your dealer to show you this stamp on the goods he wants to sell you. Remember, every time you insist on an article bearing this stamp, you are helping several Pacific Coast families—Your Own, and all those interested in that product.

DEALERS: Ask your jobbers to supply you with goods bearing the Pacific Coast Products Stamp. Your customers will be asking for them.

**Special Prize Contest** Win Part of This \$10.00 Each Month

Write a story of not to exceed 500 words on the following subject: "HOW THE PACIFIC COAST IS PROFITED BY BOOSTING FOR COAST MADE GOODS." Send in your story not later than the 25th of the month, together with two stamps cut from coast made goods. The stamps will be like the one shown herewith, though they will be of different sizes. Prizes will be awarded and announced the first of the next month. First prize, \$5; second prize, \$3; third prize, \$2.

# Co-Operative Advertising Association of the Pacific Coast

303 Phoenix Building PORTLAND, OREGON