

*The BOOKER T. WASHINGTON Papers*

when he sees a black man living in a two-story brick house that has been paid for. I need not stop to explain. It is the tangible evidence of prosperity. You know Thomas doubted the Saviour after he had risen from the dead; and the Lord said to Thomas, "Reach hither thy finger, and behold my hands; and reach hither thy hand, and thrust it into my side." The tangible evidence convinced Thomas.

We began, soon after going to Tuskegee, the manufacture of bricks. We also started a wheelwright establishment and the manufacture of good wagons and buggies; and the white people came to our institution for that kind of work. We also put in a printing plant, and did job printing for the white people as well as for the blacks.

By having something that these people wanted, we came into contact with them, and our interest became interlinked with their interest, until to-day we have no warmer friends anywhere in the country than we have among the white people of Tuskegee. We have found by experience that the best way to get on well with people is to have something that they want, and that is why we emphasise this Christian Industrial Education.

Not long ago I heard a conversation among three white men something like this. Two of them were berating the Negro, saying the Negro was shiftless and lazy, and all that sort of thing. The third man listened to their remarks for some time in silence, and then he said: "I don't know what your experience has been; but there is a 'nigger' down our way who owns a good house and lot with about fifty acres of ground. His house is well furnished, and he has got some splendid horses and cattle. He is intelligent and has a bank account. I don't know how the 'niggers' are in your community, but Tobe Jones is a gentleman. Once, when I was hard up, I went to Tobe Jones and borrowed fifty dollars; and he hasn't asked me for it yet. I don't know what kind of 'niggers' you have down your way, but Tobe Jones is a gentleman."

Now what we want to do is to multiply and place in every community these Tobe Joneses; and, just in so far as we can place them throughout the South this race question will disappear.

Suppose there was a black man who had business for the railroads to the amount of ten thousand dollars a year. Do you suppose that, when that black man takes his family aboard the train, they