

Dr. Hahn was assured that the immigrants forwarded by him would receive every accommodation needed to secure their comfort, and that land would be provided for them in tracts to suit their requirements. He again wrote as follows :

REUTLINGEN, May 18, 1866.

WM. R. COLE, ESQ., Baltimore,

RESPECTED SIR:—Your favor dated March 21st, was received on the 10th of last month, and soon after a number of pamphlets in respect to the resources of Maryland. Please accept my thanks for the same; After a careful examination, I beg to lay before you my experiences and propositions in reference to German emigration, and more particularly to your land settlement scheme; at the same time I have the honor to present you a letter of Mr. Antiquary Beck, an emigrant agent of many years' standing.

The emigration from our neighborhood, the farming people of which are principally engaged in raising fruit and cultivating the vine grape, goes on very briskly. The imminent war will give it still larger dimensions.

Besides the impulse last mentioned, it is the absolute want of disposable land and its high price, the low rate of wages compared with that in the United States, which induces people to emigrate.

But a farther inducement has to be added regularly in order to ripen the determination to emigrate; the summons, or at least the invitation, on the part of relatives in the United States. These relatives are invariably the objective point of emigration.

As a reason for this phenomenon, it may be stated, that the German—the Schwabe (Wurttemberg man) especially, never leaves his home without knowing of, or having a certain objective point in view.

This is the whole secret about the prosperity of any land enterprise. It is not the immense territory of the United States which attract my countrymen, but single well situated points.

From this fact I draw the conclusion, that whoever will promote the cause of emigration, must put up such *certain points* as the distinctive points of attraction.

Your pamphlets, in the hand of a well educated farmer, will certainly attract his attention, and may induce him to go to Maryland. It will interest the economist of ordinary capacity, but not *move him*, at least not exclusively. A single letter from a relative will take him to far less favorable points. And this class forms the chief body of the emigrants.

After this little psychological exordium, permit me to review your project, and to ask you in what relation those experiences are with your project, and if both work together harmoniously.