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A. MACEO SMITH, DALLAS, PRESIDENT

CHAS. A. SHAW, HOUSTON, SECRETARY

H. M. MORGAN, TYLER, TREASURER

## TEXAS NEGRO CHAMBER OF COMMERCE

REGIONAL  
VICE PRESIDENTS

U. J. ANDREWS, SAN ANTONIO  
L. BUNKLEY, DENISON  
L. M. MOTEN, TRINITY  
E. E. NEAL, TYLER  
LEE PAYNE, OLNEY  
L. L. SMITH, CORSICANA

EXECUTIVE OFFICES

814½ Good Street Phone T-9860

Dallas, Texas  
January 6, 1942

EXECUTIVE COMMITTEE

P. H. HOLDEN, 1ST VICE-PRES.  
MRS. F. M. JOHNSON, 2ND VICE-PRES.  
H. J. MASON, ASST. SEC'Y  
R. Q. MASON, GENERAL COUNSEL  
O. J. THOMAS, SGT.-AT-ARMS  
E. G. EPPS, CHAPLAIN

Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

Reference is made to your letter of November 12 requesting information as to the names and locations of motion picture theatres in Texas owned and operated exclusively by Negroes.

I regret that I do not have the information you request; doubtless, you will have to write Negro leaders in the respective Texas towns on this subject. The theatres in Dallas, patronized by Negroes are owned by whites. The State and Harlem Theatres are owned by the True Film Company. The Majestic Theatre is owned by the Inter-State Circuit Incorporated. These are the theatres in Dallas where Negroes attend.

Very truly yours,



A. Maceo Smith, President  
Texas Negro Chamber of Commerce

AMS/rlf

January 14, 1942

Mr. A. Maceo Smith, President  
Texas Negro Chamber of Commerce  
814 1/2 Good Street  
Dallas, Texas

Dear Mr. Smith:

Frequent inquiries have been directed to this office for information as to various businesses situated in all sections of the Country. We have been unable to comply with those requests because of inadequate information as to their identity.

If your Organization has prepared a directory of Negro owned businesses in your community, the Department of Commerce would be pleased to receive a complimentary copy.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmj

January 24, 1942

Mr. A. Maseo Smith, President  
Texas Negro Chamber of Commerce  
814 1/2 Good Street  
Dallas, Texas

Dear Mr. Smith:

Mr. Jesse H. Jones, Secretary of Commerce, has advised all agencies within the Department to revise their peacetime programs to meet the emergencies of the present war conflict. Accordingly, the Division of Negro Affairs has replaced its pre-war program with the enclosed plan of action which has been approved by the Office of the Secretary.

(You have received a letter from Mr. Albon L. Holsey, explaining the nature of our recent conference wherein it was agreed that the Regional Vice Presidents of the League shall serve as State Chairmen.) I respectfully urge that you accept the Chairmanship of your State Planning Committee and suggest that you notify the members of the ~~National Committee on the Negro in Business~~ <sup>your</sup> and delegates to the Washington Conference, ~~whom I desire to include as members of your committee.~~ This does not preclude you from selecting other persons of your choice, nor are you restricted as to the technique and procedure of executing this plan of action. Furthermore, you are at liberty to amend, alter, or amplify this program and your criticism of this endeavor is invited.

The Second Annual Conference on the Negro in Business, which the Department of Commerce has not yet finally approved, is tentatively scheduled for April 10th-11th, 1942. All State Chairmen will be urged to attend this conference and present in person a report of their respective State activities. These reports will be included in the official conference proceedings of the Department of Commerce and distributed widely among organizations, businessmen, government specialists, libraries, and other interested persons.

Please advise me immediately if you will accept this assignment.

Very sincerely yours,

Ermer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmj

A. MACEO SMITH, DALLAS, PRESIDENT

CHAS. A. SHAW, HOUSTON, SECRETARY

H. M. MORGAN, TYLER, TREASURER

## TEXAS NEGRO CHAMBER OF COMMERCE

REGIONAL  
VICE PRESIDENTS

U. J. ANDREWS, SAN ANTONIO  
L. BUNKLEY, DENISON  
L. M. MOTEN, TRINITY  
E. E. NEAL, TYLER  
LEE PAYNE, OLNEY  
L. L. SMITH, CORSICANA

EXECUTIVE OFFICES

814½ Good Street Phone T-9860

*Dallas, Texas*  
January 19, 1942

EXECUTIVE COMMITTEE

P. H. HOLDEN, 1ST VICE-PRES.  
MRS. F. M. JOHNSON, 2ND VICE-PRES.  
H. J. MASON, ASST. SEC'Y  
R. Q. MASON, GENERAL COUNSEL  
O. J. THOMAS, SGT.-AT-ARMS  
E. G. EPPS, CHAPLAIN

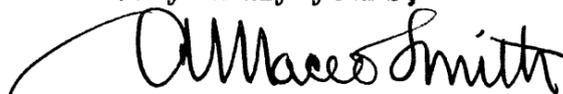
Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
United States Department of Commerce  
Washington, D. C.

My dear Mr. Lancaster:

Reference is made to your letter of January 14 inquiring about a Directory of Negro Owned Businesses in Dallas.

Enclosed is a complimentary copy of the Dallas Negro City Directory which I think will be helpful to you in preparing answers to questions about Dallas. I suggest that in your press releases you make mention of this achievement of the Dallas Negro Chamber of Commerce, giving full credit to the publishers.

Very truly yours,



A. Maceo Smith, President  
TEXAS NEGRO CHAMBER OF COMMERCE

encl.

AMS/rlf

March 20, 1941

Mr. James E. Scott, President  
Washington Real Estate Brokers Asso.  
711 Florida Avenue, N. W.  
Washington, D. C.

Dear Mr. Scott:

The First Annual Conference on Negro Business sponsored by the Negro Affairs Division of the Department of Commerce will be held in the Department Auditorium, Friday and Saturday, April 18th and 19th. Sessions will be held during the day beginning at 10:00 a.m., and closing at 5:00 p.m. Subsequent releases will contain further information as to sessions and speakers.

The Division of Negro Affairs solicits the support of your organization and urges the membership to attend and participate in the session discussions which will be open to the public.

The enclosed release contains excerpts from persons who have ascribed to this program.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

Encl.  
EML:dnj

March 21, 1941

Mr. L. J. Searcy, Secretary  
Negro Chamber of Commerce  
881 Mississippi Blvd.  
Memphis, Tenn.

Dear Mr. Searcy:

The First Annual Conference on Negro Business sponsored by the Negro Affairs Division of the Department of Commerce will be held in the Department Auditorium, Friday and Saturday, April 18th and 19th. Sessions will be held during the day beginning at 10:00 a.m., and closing at 5:00 p.m. Subsequent releases will contain further information as to sessions and speakers.

The Division of Negro Affairs solicits the support of your organization and urges the membership to attend and participate in the session discussions which will be open to the public.

The enclosed release contains excerpts from persons who have ascribed to this program.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

Encl.  
EML:daj

March 27, 1941

Mrs. Esther Popel Shaw  
National Association of College Women  
1111 Columbia Road, N. W.  
Washington, D. C.

Dear Mrs. Shaw:

The First Annual Conference of Negro Business sponsored by the Negro Affairs Division of the Department of Commerce will be held in the Department Auditorium, Friday and Saturday, April 18th and 19th. Sessions will be held during the day beginning at 10:00 a.m., and closing at 5:00 p.m. Subsequent releases will contain further information as to the sessions and speakers.

The Division of Negro Affairs solicits the support of your organization and urges the membership to attend and participate in the session discussions which will be open to the public.

The enclosed release contains excerpts from persons who have ascribed to this program.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh  
Encl.

March 19, 1941

Dr. W. C. Simmons, President  
Retail Druggist Association  
207 S Street, N. W.  
Washington, D. C.

Dear Dr. Simmons:

The first Annual Conference of Negro Business sponsored by the Negro Affairs Division of the Department of Commerce will be held in the Department Auditorium, Friday and Saturday, April 18th and 19th. Sessions will be held during the day beginning at 10:00 a.m., and closing at 5:00 p.m. Subsequent releases will contain further information as to sessions and speakers.

The Division of Negro Affairs solicits the support of your organization and urges the membership to attend and participate in the session discussions which will be open to the public.

The enclosed release contains excerpts from persons who have ascribed to this program.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

Encl.  
EML:snj

April 3, 1941

Rev. E. C. Smith  
Pastor, Metropolitan Baptist Church  
1217 R Street, N. W.  
Washington, D. C.

Dear Rev. Smith:

The enclosed release contains an announcement of a conference on the Negro in Business to be held in the Commerce Auditorium Friday and Saturday, April 18th and 19th. All business sessions will open at 10 a.m. and close at 5 p.m., and will be open to the public.

Your special attention is called to the public mass meeting to be held Friday, April 18th at Mt. Carmel Baptist Church, and will be addressed by the Hon. Wayne Chatfield Taylor, Under Secretary of Commerce. Music will be furnished by the W.P.A. Negro Community Chorus consisting of 45 voices, the Cantoren Girls' Chorus, directed by Miss Mary Europe, and vocal selections by Mrs. Elizabeth Sinkford Thornton. You and your congregation are invited to appear and actively participate in the conference and sessions.

This office wishes permission to place on your bulletin board posters and releases of the conference agenda. Please advise if this is permissible.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EMM:dmh  
Encl.

April 3, 1941

Rev. Stephen Gill Spottswood  
Minister, John Wesley A.M.E. Zion Church  
1615 14th Street, N. W.  
Washington, D. C.

Dear Rev. Spottswood:

The enclosed release contains an announcement of a conference on the Negro in Business to be held in the Commerce Auditorium Friday and Saturday, April 18th and 19th. All business sessions will open at 10 a.m. and close at 5 p.m., and will be open to the public.

Your special attention is called to the public mass meeting to be held Friday, April 18th at Mt. Carmel Baptist Church, and will be addressed by the Hon. Wayne Chatfield-Taylor, Under Secretary of Commerce. Music will be furnished by the W.P.A. Negro Community Chorus consisting of 48 voices, the Cantorum Girls' Chorus, directed by Miss Mary Europe, and vocal selections by Mrs. Elizabeth Sinkford Thornton. You and your congregation are invited to appear and actively participate in the conference and sessions.

This office wishes permission to place on your bulletin board posters and releases of the conference agenda. Please advise if this is permissible.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

Encl.  
EML:dntj

"I can do all things thru Christ who strengtheneth me."—Phill. 4:13

## \$50,000 CAMPAIGN - FEBRUARY 14, 1941 TO NOVEMBER 20, 1944

### JOHN WESLEY A. M. E. ZION CHURCH

THE NATIONAL CHURCH OF ZION METHODISM

Fourteenth and Corcoran Streets Northwest, Washington, D. C.

TELEPHONE NORTH 3824

REV. STEPHEN GILL SPOTTSWOOD, D. D., Minister

Dr. W. Scott Mayo, Minister of Music

#### CENTRAL COMMITTEE

Lt. Victor J. Tulane  
Chairman  
Carl C. Steward  
Vice Chairman  
Mrs. Ethel C. Carter  
Secretary  
Sergt. Charles S. Lomack

#### CAMPAIGN COMMITTEE

Sergt. Charles S. Lomack  
Chairman  
Mrs. Helen Ringgold  
Vice Chairman  
Mrs. Gertrude McDonald  
Secretary  
Claudius McNeil  
Assistant Secretary  
Lt. Victor J. Tulane  
Treasurer  
Plus Heads of All Intra-mural  
Organizations

#### PUBLICITY COMMITTEE

L. Herbert Henegan  
Chairman  
Alexander Barnes  
Miss Margaret L. Lewis

#### SPECIAL GIFTS COMMITTEE

William J. Trent, Jr.  
Chairman

#### SUPER-DRIVE COMMITTEE

Rev. Hampton T. Medford  
Chairman

#### COMMUNITY DRIVE CAPTAINS

Team No. 1  
Captain Hattie Mackall  
Team No. 2  
Captain George Hunt  
Team No. 3  
Captain Wm. P. Brooks  
Team No. 4  
Captain Carrie Stuckey  
Team No. 5  
Captain Sarah Brooks  
Team No. 6  
Captain Leola R. Bannister  
Team No. 7  
Captain Henrietta H. Armstead  
Team No. 8  
Captain Sarah Thomas  
Team No. 9  
Captain Mary Stewart  
Team No. 10  
Captain Ada Wormley  
Team No. 11  
Captain Anna Jefferson  
Team No. 12  
Captain Queen Edwards

April 7, 1941

Mr. Emmer Lancaster  
Advisor of Negro Affairs  
Department of Commerce  
Washington, D. C.

My dear Mr. Lancaster:

Replying to your letter of April 3rd, we beg to advise that we shall be pleased to co-operate with you in regard to publicity for the Conference of Negro business April 18th and 19th.

Such matters as you may have may be delivered to our office which may be entered at the southwest side door of the church. With best wishes, I am

Your very sincerely,

*Stephen Gill Spottswood*  
Minister, JOHN WESLEY CHURCH

SGS:cb

TO RAISE OUR MORTGAGE INDEBTEDNESS IN FOUR YEARS

TELEPHONES  
5-4551



# Universal Life Insurance Company

CAPITAL STOCK \$100,000.00 FULLY PAID  
HOME OFFICE: 234 HERNANDO STREET

Memphis, Tenn.

Office of  
M.S. STUART, Vice Pres

March  
Twenty 1  
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Dear Mr Lancaster:

This refers to yours of March 14. Replying I wish to state:

I wish very much to accept your invitation to serve as one of the members of a National Negro Business Committee; but before doing so I must state that I think it is unfair to require members of such a committee to personally bear the expenses incident to attending its meetings.

This movement, as you well know, Mr Lancaster, is on behalf of business. Surely business, even though it is Negro business, should not be an object of individual charity. Can not the Department of Commerce be got to do this much for Negro business? It seems to me that the improvement of Negro business is as much in the interest of the nation - yes, in defense of the nation - as many other movements that are receiving the necessary expense of operation from the federal government.

I am sure you recall other meetings assembled under the auspices of other departments - particularly the Department of Agriculture - for which the expenses of a much larger number than we would have was borne by that Department. Why, therefore, should a few individuals be expected to make such contributions to a movement so general from which such a large number of all kinds of businesses are expected to benefit?

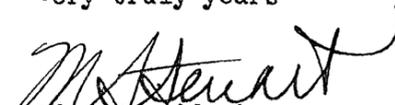
Our insurance companies cannot legally undertake the expenses of this type of promotion. Our National Negro Business League does not have money with which to do it. If the Department of Commerce cannot be shown the wisdom of doing this much for so worthy a cause, then I fear the movement is foredoomed to failure, for not many from distant points will follow very long if they have to personally pay the expense of attendance.

Mr Emmer Martin Lancaster  
T w o  
March 20, 1941

Dr Walker, President of the National Negro Business League, has authorized me to state that he shares the opinion I express herein.

I certainly hope that someone can sufficiently impress the proper authorities in the Department with the necessity of taking care of the expense of this movement.

Very truly yours

  
Vice President

Mr Emmer Martin Lancaster  
Adviser on Negro Affairs  
Department of Commerce  
Washington, D C

msstuart-t

March 26, 1941

Mr. Harold Strothers  
Gamma Tau Fraternity  
608 21st Street  
Washington, D. C.

Dear Mr. Strothers:

The First Annual Conference of Negro Business sponsored by the Negro Affairs Division of the Department of Commerce will be held in the Department Auditorium, Friday and Saturday, April 18th and 19th. Sessions will be held during the day beginning at 10:00 a.m., and closing at 5:00 p.m. Subsequent releases will contain further information as to the sessions and speakers.

The Division of Negro Affairs solicits the support of your organization and urges the membership to attend and participate in the session discussions which will be open to the public.

The enclosed release contains excerpts from persons who have ascribed to this program.

Very truly yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs  
U. S. Department of Commerce

EML:dmh  
Encl.

March 14, 1941

Mr. M. S. Stuart  
Universal Life Insurance Company  
234 Hernando Street  
Memphis, Tenn.

Dear Mr. Stuart:

During the past year communications were addressed to you with reference to the formation of a National Negro Business Committee and Conference to affect a more adequate integration into the Department of Commerce of Negroes engaged in business. Recently, the conference and committee were approved by the Secretary of Commerce, and a preliminary announcement thereof has been prepared and submitted to the Department's Press Bureau for immediate release.

Letters on file indicate that you approved of this program, and I am pleased to announce that this conference on the Negro in Business will be held Friday and Saturday, April 18th and 19th in the Department of Commerce Auditorium, Washington, D. C.

A subsequent release containing the sessions, speakers and photographs will be distributed shortly. In order to complete our program and comply with the requests of newspapers for a list of persons attending the conference, we respectfully urge that you send your photograph and advise us as to your attendance at your very earliest opportunity.

The Department of Commerce will not be able to defray the traveling or accommodation expenses of committee members, and no attendance or registration fee will be charged.

We expect your active participation in the conference discussions, and I await your reply.

Very truly yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs  
U. S. Department of Commerce

EMM: dsh

November 26, 1941

Mr. M. S. Stuart  
Vice President  
Universal Life Insurance Co.  
Memphis, Tennessee

Dear Mr. Stuart:

The Contract Distribution Division of O.P.M. has initiated a plan to avail to manufacturers and persons in business, facilities for defense contract orders.

On the 10th of November, three special trains left Washington for a tour throughout the country to inform manufacturers and small businessmen as to the function of the Contract Distribution Division and the procedure to secure defense contracts and procurement orders. Government officials from the O.P.M., Army, Navy and Maritime Commission will accompany these trains and advise businessmen on defense technique.

In my judgment this is an opportunity for Negroes in business to become acquainted with this defense service, and the purpose of this communication is to inform you and other prominent persons in business who desire to inspect these defense exhibits, the date and place of these defense trains. These trains will be on display December 16th in Nashville, December 17th in Chattanooga, December 18th in Knoxville, December 9 in Memphis. These special trains are not open to the public, and admission thereto is by cards issued by field offices of the Contract Distribution Division of the O.P.M., which for your information is located at the Federal Reserve Bank Buildings in Memphis and Nashville, and 909 - 910 James Building in Chattanooga.

The Washington office has been requested to advise the various field offices to include colored businessmen in the inspection tour of these trains, and I think it advisable that you contact your field office immediately.

Please let me know the outcome of your efforts.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh

April 2, 1941

Mr. John H. Sengstacke  
The Chicago Defender  
Chicago, Illinois

Dear Mr. Sengstacke:

This will acknowledge receipt of your recent letter concerning our Business Conference to be held in Washington.

The Afro-American has requested that I submit to them this Tuesday morning a partial list of speakers for our Conference which they intend to feature in this week's issue.

I think it is only fair that all the major Negro weekly newspapers should have the same material, consequently, you will find enclosed a partial agenda of the Conference.

Since no mention of the Conference has yet appeared in your publication I hope that this release will be given wide publicity through your columns.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmb  
Encl. 2

ESTABLISHED MAY 5, 1905



WORLD'S GREATEST WEEKLY ★ ★ ★ THE CHICAGO *Defender* ★ ★ ★

EXECUTIVE OFFICES

PUBLISHED BY  
THE ROBERT S. ABBOTT PUBLISHING CO.

March 26, 1941

Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
Department of Commerce  
Washington, D. C.

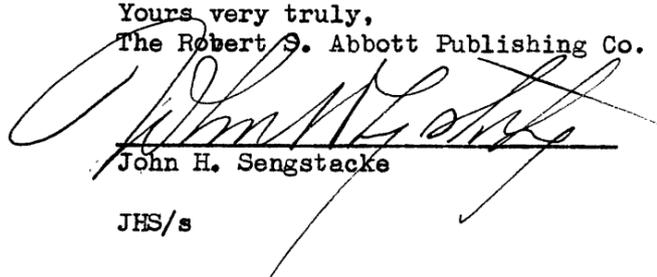
Dear Mr. Lancaster:

I regret that I cannot state positively at this time whether I will be able to attend the conference on the Negro in Business in Washington, April 18th and 19th.

I was very happy to learn that plans have been completed for the formation of a National Negro Business Committee, as contemplated, and you may rest assured that I will make every effort to attend. However, in case I find it impossible to attend, we shall have a representative present at both sessions.

If there is anything further we can do in the promotion of this conference, we are at your service.

Yours very truly,  
The Robert S. Abbott Publishing Co.

  
John H. Sengstacke

JHS/s

March 12, 1941

Mr. John H. Sengstacke  
The Chicago Defender  
Chicago, Illinois

Dear Mr. Sengstacke:

During the past year communications were addressed to you with reference to the formation of a National Negro Business Committee and Conference to affect a more adequate integration into the Department of Commerce of Negroes engaged in business. Recently, the conference and committee were approved by the Secretary of Commerce, and a preliminary announcement thereof has been prepared and submitted to the Department's Press Bureau for immediate release.

Letters on file indicate that you approved of this program, and I am pleased to announce that this conference on the Negro in Business will be held Friday and Saturday, April 18th and 19th in the Department of Commerce Auditorium, Washington, D. C.

A subsequent release containing the sessions, speakers and photographs will be distributed shortly. In order to complete the program and comply with the requests of newspapers for a list of persons attending the conference, we respectfully urge that you send your photograph and advise us as to your attendance at your very earliest opportunity.

The Department of Commerce will not be able to defray the traveling or accommodation expenses of committee members, and no attendance or registration fee will be charged.

We expect your active participation in the conference discussions, and I await your reply.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh

December 4, 1941

Professor G. G. Singleton  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Professor Singleton:

The Contract Distribution Division of O.P.M. has initiated a plan to avail to manufacturers and persons in business, facilities for defense contract orders.

On the 10th of November, three special trains left Washington for a tour throughout the country to inform manufacturers and small businessmen as to the function of the Contract Distribution Division and the procedure to secure defense contracts and procurement orders. Government officials from the O.P.M., Army, Navy and Maritime Commission will accompany these trains and advise businessmen on defense technique.

In my judgment this is an opportunity for Negroes in business to become acquainted with this defense service, and the purpose of this communication is to inform you and other prominent persons in business who desire to inspect these defense exhibits, the date and place of these defense trains. These trains will be on display December 19th at Richmond, Virginia. These special trains are not open to the public, and admission thereto is by cards issued by field offices of the Contract Distribution Division of the O.P.M., which for your information is located at the Johnson Publishing Building, 5th and Carey Streets in Richmond, the director of which is J. L. Mason.

The Washington office has been requested to advise the various field office to include colored businessmen in the inspection tour of these trains, and I think it advisable that you contact your field office immediately.

Please let me know the outcome of your efforts.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML: dmh

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 12, 1941

Professor G. G. Singleton  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Professor Singleton:

The official proceedings of the recent Negro Business Conference held in Washington, D. C. have been presented to the Commerce Duplicating Section for preparation and will be ready for publication next week. It has been suggested that a statement be secured from each member of the National Committee on the Negro in Business who attended the Conference with reference to his impressions thereof. These replies will be released simultaneously with the distribution of the proceedings.

I shall be pleased to receive your impression of the Conference and any constructive criticisms you wish to offer.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:daj

DEPARTMENT OF COMMERCE

OFFICE OF THE SECRETARY

WASHINGTON

July 17, 1941

Professor G. G. Singleton  
Virginia State College For Negroes  
Petersburg, Virginia

Dear Professor:

The official proceedings of the recent business conference held in Washington are in a process of preparation. However, we will not be able to complete this assembly of material until we receive the resume of the Saturday morning session prepared by you. The Secretary's Office desires that we submit a rough draft of our proceedings to his office the early part of the week, and I would be most appreciative to receive your report at your very earliest opportunity. I am not so much interested in a synopsis of the addresses because they will be included in the proceedings, but I do desire to have a summary of the discussion following the addresses. I feel assured that this letter will engage your immediate attention, and I await your reply.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:daj

VIRGINIA STATE COLLEGE FOR NEGROES  
PETERSBURG, VIRGINIA

JOHN M. GANDY, PRESIDENT

WILLIAM A. ROGERS, SECRETARY

LUTHER H. FOSTER  
TREASURER-BUSINESS MANAGER

March 19, 1941

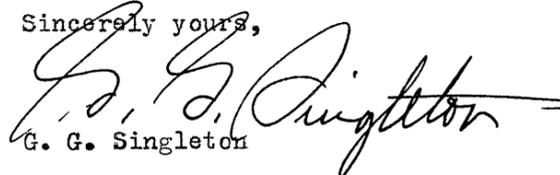
Attorney Emmer Martin Lancaster  
Advisor on Negro Affairs  
United State Department of Commerce  
Washington, D. C.

My dear Attorney Lancaster:

Thank you for your letter of March 13 and inviting me to become a member of a National Negro Business Committee. I am happy to learn that the conference and committee were finally approved by the Secretary of Commerce. I plan to attend the conference on the dates mentioned in your letter.

A photograph of me will be forth coming at a very early date.

Sincerely yours,

  
G. G. Singleton

GGs:rs

March 13, 1941

Mr. G.G. Singleton  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Mr. Singleton:

During the past year communications were addressed to you with reference to the formation of a National Negro Business Committee and Conference to affect a more adequate integration into the Department of Commerce of Negroes engaged in business. Recently, the conference and committee were approved by the Secretary of Commerce, and a preliminary announcement thereof has been prepared and submitted to the Department's Press Bureau for immediate release.

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The Department of Commerce will not be able to defray the traveling or accommodation expenses of committee members, and no attendance or registration fee will be charged.

We expect your active participation in the conference discussions, and I await your reply.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

July 23, 1941

Mr. A. Maceo Smith, President  
Texas Negro Chamber of Commerce  
814 1/2 Good Street  
Dallas, Texas

Dear Mr. Smith:

I regret that I will be unable to attend the Fifth Annual Convention of the Texas Negro Chamber of Commerce. The Executive Secretary of the National Negro Business League has requested the Secretary's Office to permit me to attend the National Negro Business League Convention in Memphis, Tennessee. It is certain that I shall be called upon to attend other business conventions in the north, west, and eastern sections of the country, consequently, the Secretary's Office felt that since I was attending one convention in the south, it would be unnecessary for me to make an additional trip at this time.

I hope to see you at the convention in Memphis, and discuss with you a program of regional conferences to be conducted by this office in collaboration with the various Negro organizations throughout the country. If possible, I would like to arrange for a regional conference somewhere in your immediate section of the country before the expiration of this year. It is our plan to place at the disposal of Colored businesses all the facilities and the practical business surveys conducted by the Department. I feel that the best means to promote this type of program is to visit each section and secure the presence of Government specialists on our programs.

Please write me your reactions as to these proposals at your earliest opportunity.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dnj

S. JONES, President

M. H. JACKSON Executive Secretary

H. D. WINN, Treasurer

B. E. HOWELL, VICE PRESIDENT  
I. B. H. WILLIAMS, VICE PRESIDENT  
D. B. GARNER, VICE PRESIDENT  
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R. T. HAMILTON  
ARMENTA HATCHER  
W. T. BURKE  
WILLIS CARSON  
CHARLES EVANS

## NEGRO CHAMBER OF COMMERCE

### EXECUTIVE OFFICES

814½ Good Street Phone 8-9860

Dallas, Texas

July 18, 1941

B. B. LIPSCOMB, Ass't Sec'y  
C. P. JOHNSON, Ass't Sec'y  
C. J. JACKSON, Ass't Sec'y  
R. O. MASON, GEN. COUNSEL  
L. G. PINKSTON  
T. W. PRATT  
A. MACEO SMITH  
C. F. STARKS  
H. STRICKLAND  
A. H. THOMAS  
C. A. WALTON  
E. E. WARD  
WM. GARLAND  
J. B. JONES  
R. A. LOWE  
ZEB MARTIN  
M. M. MCGAUGHEY

Division of Negro Affairs  
United States Department of Commerce  
Commerce Building  
Washington, D. C.

Attention: Mr. Lancaster

Dear Sir:

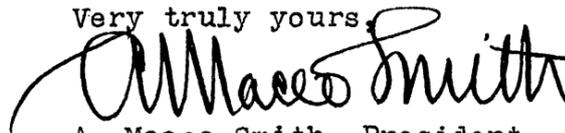
The Fifth Annual Convention of the Texas Negro Chamber of Commerce, comprising thirty-eight affiliated units, will be held in Dallas, Texas, August 3rd and 4th. Attached is copy of a letter addressed to Mr. Messerole which explains itself.

The Board of Directors of this state organization has instructed me to make two requests of you:

1. Accept our invitation to attend this meeting.
2. Discuss with Mr. Messerole the invitation set out in the copy of the attached letter.

We feel that the Department of Commerce should extend its services to Negro Merchants in a very practical manner and the invitations to Mr. Messerole and you embody these views. Please notify me at your convenience of your reaction.

Very truly yours,



A. Maceo Smith, President  
Texas Negro Chamber of Commerce

AMS/smc  
Attachment

July 17, 1941

Mr. W. H. Messerole, Retail Store Specialist  
Department of Commerce  
Washington, D. C.

Dear Mr. Messerole:

The Fifth Annual Convention of the Texas Negro Chamber of Commerce, which comprises thirty-eight local units in Texas, will be held in Dallas August 3rd, and 4th, 1941. The Board of Directors of this organization requests the honor of your presence to discuss the subject: "NEGRO MERCHANT IN THE RETAIL FIELD" with their delegates. I discussed this matter with Mr. Alton L. Holsey of the National Negro Business League and he reminded me of the fine services you rendered at the Virginia Trade Association on the occasion of their annual meeting June 15th. It is my hope and wish that you will be able to serve us in a like manner.

I regret that we will be unable to cover honorarium and travel expenses. However, we feel that your visit to the southwest for the purpose of stimulating small Negro business will afford an opportunity for the government to extend its great services to a group of small merchants who stand most in need of information.

Very truly yours,

A. Maceo Smith, President  
Texas Negro Chamber of Commerce

AMS/smc

FEDERAL WORKS AGENCY  
UNITED STATES HOUSING AUTHORITY

814 $\frac{1}{2}$  Good Street  
Dallas, Texas  
December 30, 1941

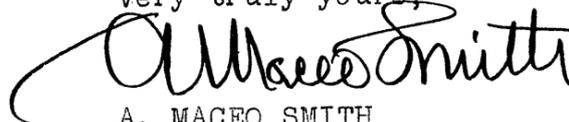
Mr. E. Martin Lancaster  
Adviser on Negro Affairs  
Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

Reference is made to your recent letter requesting a list of Negro companies operating under the supervision of the Board of Insurance Commissioners in the State of Texas.

As Regional Racial Relations Adviser for the United States Housing Authority and as President of the Texas Negro Chamber of Commerce, I am acquainted with the work of these companies and have placed a red check mark beside their names in the enclosed report from the Department of Insurance of the State of Texas.

Very truly yours,



A. MACEO SMITH  
Regional Racial Relations  
Adviser

Enclosure

AMS/rlf

January 2, 1942

Mr. A. Mace Smith  
Adviser Regional Racial Relations  
Federal Works Agency  
614 1/2 Good Street  
Dallas, Texas

Dear Mr. Smith:

This will acknowledge receipt of your recent letter containing the information requested in our correspondence to you. I wish to express my appreciation for your wholehearted cooperation in this endeavor.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U.S. Department of Commerce

EML:dmj

OLANDER J. SMITH, PRESIDENT  
EDWARD E. ROBINSON, VICE-PRESIDENT  
ULYSSES L. GARLAND, SECRETARY  
EDWARD W. JORDAN, TREASURER

LESTER POWELL  
CLINTON McBRIDE  
GEORGE HARRIS  
MOSE JOHNSON

M. C. CLARK  
PRES. DUNBAR MUTUAL INSURANCE CO.  
JOHN O. HOLLY  
PRES. FUTURE OUTLOOK LEAGUE, INC.

**The American Enterprise Associates, Inc.**  
TOLEDO, OHIO

*Smith  
3-4-41*

October Sixth,  
1 9 4 1

Mr. Emmer Martin Lancaster, Advisor  
Negro Affairs,  
U. S. Department of Commerce,  
Washington, D.C.

My dear Mr. Lancaster :

Thanks immensely for your information relative to the appointment of Mr. Davidson and Mr. Fleming as Investigators of the President's Fair Employment Practice Committee.

As you know, I arrived here Wednesday, the 24th, of last month. On the 27th, which was Saturday, I received a wire from Mr. Cramer advising that Mr. Davidson would arrive here the following week, October 2nd, and would remain through the 4th. However, I received a subsequent wire on the first informing me that Mr. Fleming would arrive here Friday morning instead.

He was here at 8:30 as promised, we immediately went into conference with our Directors in attendance, in the afternoon, we had a formal hearing with both white and Negro leaders in attendance. We had a very fine hearing on both Friday and Saturday. Monday and Tuesday was used by Mr. Fleming in his own manner, he left however, on Tuesday to be present at last Wednesday's meeting of the Committee.

We are supposed to and we are confident we will be able to raise an additional \$2,000 this week and advise Mr. Cramer accordingly before the next meeting October 22nd. However, I suggest that you phone Mr. Cramer that you noticed the appointment of the above two gentlemen and would like to know what, if anything, has been done, or is to be done about the American Enterprise Associates in Toledo. You may be able to get some advanced information. Let me know the facts at once.

Gratefully,  


DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

July 24, 1941

Mr. Olander J. Smith, President  
The American Enterprise Associates, Inc.  
Toledo, Ohio

Dear Mr. Smith:

I was pleased to receive your recent letter with reference to the Recommendations and Findings of the recent Conference. I assure you that these Recommendations will be carried out by this office to the fullest extent. You will receive periodically and at frequent intervals various releases on the Negro in business from now on.

I shall attend the Negro business conference in Memphis, and at that time will make arrangements with visiting delegates concerning regional conferences.

The Official Proceedings of our recent Conference will be submitted to the Secretary's Office for approval, and they should be in the mails within the next several weeks.

I presume that you have received your loan from the RFC and that this company is fulfilling its Government contracts. This office is extending to you its best wishes in your present business ventures.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:daj

WASHINGTON  
OFFICE OF THE  
DEPARTMENT OF

OLANDER J. SMITH, PRESIDENT  
EDWARD E. ROBINSON, VICE-PRESIDENT  
ULYSSES L. GARLAND, SECRETARY  
EDWARD W. JORDAN, TREASURER

LESTER POWELL  
CLINTON MCBRIDE  
GEORGE HARRIS  
MOSE JOHNSON

M. C. CLARK  
PRES. DUNBAR MUTUAL INSURANCE CO.  
JOHN O. HOLLY  
PRES. FUTURE OUTLOOK LEAGUE, INC.

**The American Enterprise Associates, Inc.**  
TOLEDO, OHIO

July 22, 1941.

Hon. Homer Martin Lancaster  
Advisor on Negro Affairs  
U.S. Department of Commerce  
Washington, D.C.

Dear Mr. Lancaster :

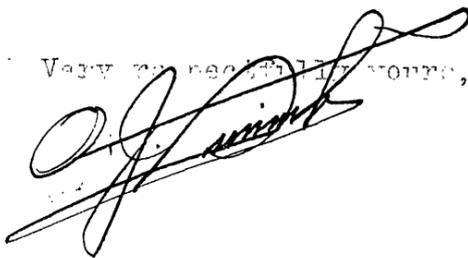
I have the pleasure of acknowledging your letter of July 15th, 1941, in which was attached a copy of your additions to the report of the Committee on Recommendations and Findings for which please accept my thanks.

With respect to the wishes of the Secretary of Commerce and those of yourself regarding the approval of the Committee of the additions to the report before me, I am in thorough accord with the complete analysis and hereby stipulate my approval.

The nature of these proposals however, are such as to warrant semi-annual meetings of the Committee with yourself and for the Chairman of the Committee with a view toward compliance with the Findings and Recommendations during the interim so that a full and definite report can be made to the next Conference of the accomplishments or the reasons for the lack of accomplishments. In other words, the importance of these Recommendations are of such nature as to compel every effort to comply therewith rather than to allow these essentials to die after full publicity of our aims. We really want to do something about the evils complained of and I make this suggestion for that purpose, for your consideration.

I am, Mr. Lancaster,

Very respectfully yours,



OJS/ur.

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

July 15, 1941

Mr. Olander J. Smith  
The American Enterprise Company  
1103 City Park Avenue  
Toledo, Ohio

Dear Mr. Smith:

I have made several additions to the report of the Committee on Recommendations and Findings which were recently forwarded to you by Mr. J. B. Blayton.

Since the enclosed draft, which has been approved by the Secretary's office, might be included in our published proceedings, I respectfully urge that you indicate your approval thereon at your earliest convenience.

Very truly yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs  
U. S. Department of Commerce

EML:dmh  
Encl.

June 5, 1941

Mr. Olander J. Smith  
The American Enterprise Company  
1103 City Park Ave.

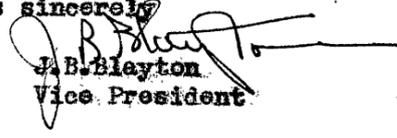
Dear Mr. Smith:

I am sending your letter of May 29th. to Mr. Lancaster with the suggestion that the notes of the conference be reviewed. He is at liberty to include any of your suggestions which to him seem proper. I have already said to him that he should exercise freedom in editing the report so long as respect for the facts and spirit of the conference are observed.

It was an error on my part to omit reference to the chairmanship of Mr. Lancaster. I am sure that this will be remedied in the edited copy.

Certainly I do not mean that the Washington Conference should join the National Negro Business League. Neither do I mean that members of the Conference must join the League. I meant to suggest that all of these forces should cooperate for the greater good. After all, each has something to contribute. This is a big job. Your debates on the floor of the Conference convinced me beyond peradventure of doubt that you understand that much better than I do. It would seem, then, that it should be the objective of us all to harness all of the forces at our disposal. I do believe that I could truthfully read this into the report as the consensus of opinion of the Conference even if no motion to that effect was offered.

Yours sincerely,

  
J. B. Clayton  
Vice President

EDWARD E. ROBINSON, PRES  
MOSE JOHNSON, V. PRES.

ULYSSES L. GARLAND, SEC.  
EDWARD W. JORDAN, TREAS.

### The American Enterprise Company

# 1105 - City park Ave.  
~~1105 - City park Ave.~~

TOLEDO, OHIO

May 29, 1941.

Mr. J. B. Blayton  
Citizens Trust Company,  
#212 - Auburn Ave. N. E.  
Atlanta, Georgia.

Dear Mr. Blayton :

I regret not having acknowledged receipt of your reported Summary of Committeemen of the Negro Business Conference which came to me last week, but before leaving the City again I am determined to submit you my further opinion as a result of your conclusions.

May I direct your attention to page #2 "Recommendations" #5.

Why recommend the use of facilities of the National Negro Business League; National Negro Insurance Association; National Bankers Association; the National Society of Accountants etc? rather the suggestion be reversed, because if these agencies already have the facilities to meet our recommendations, it is a reflection upon their system of operation if not a serious question for a reason for their existence, if they have not used such facilities or seen the wisdom of their use to the advantage of the race and themselves. We at this Conference were seeking facts of the "cause" not the "effect" of the Negro's economic condition and business plight, and it is our duty to show courage and determination toward remedying such conditions without criticism or favor of any agency. I would either delete this paragraph or reverse the requirements therein without criticism but with an acknowledgment of the fact that neither of these agencies have in the past seen the serious importance implimenting their programs consistant with the views of this Conference.

Page #2-Title #2-Paragraph #3 Re: F.H.A.) I must take positive issue with your summary here. Instead of a "minority" of the Conference objected to present FHA regulations, it was definitely a "majority" criticism of the system with respect to negro participation. There was not one that spoke a contrary opinion. I fully concur with your findings that a "majority" of the Conference believes that the F.H.A. is a sound insurance business and is adhering strictly to insurance and business principles in the conduct of it's affairs.

-2-

Mr. J. B. Blayton  
5/29/41.

Under no conditions can I agree with your present interpretations. Let's face the issue with candor, with frankness, and with a determination to remedy our conditions as a race. We had no other reason for this Conference.

Page #3 "Recommendations" 1 - 2 & 3.) It would seem far more helpful to small business enterprises if we follow the chronological order of recommended changes, orientations etc. possibly as set forth in my recommendations Article #9 "Retailers And Daily Sales Records" in so doing, something definite will be offered. This to me is very seriously needed. In other words, name the "help we see that will benefit small businessmen". Paragraph #3 here, should have followed your conclusions under Title #1.

Re: Title #3 page #3) Again you failed to state a definite objective in the matter of vocational guidance as very specifically set forth in my recommendations Article #8 "Educational Institutions and Their Responsibility". Set the facts up, don't be afraid to be frank if you wish to be helpful because we are attempting to remedy a condition and every one should plainly understand what we see as cause for our opinion.

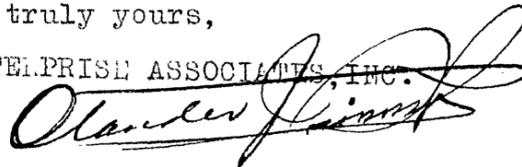
Page #4 "General") Do you mean, in speaking of "groups etc." that the Conference members be associated with the National Negro Business League? or, did you have reference to business organizations generally. I think it would be very wise to state here frankly what you mean. Personally, I do not recall any expression that would connect the Conference in any measure with the National Negro Business League or other organizations, and it would have been a serious mistake had their been such an expression. This Conference was called independent of the National Negro Business League or other group organizations and should be so respected at the same time giving proper credit and recognition to Mr. Housley secretary of the National Negro Business League for his very splendid cooperation and assistance toward making the Conference a real Conference.

Finally, I notice with very painful regret your failure to designate Mr. Lancaster as Chairman Pro Tem, and further, to recommend that the Committee reconvene in August and the Conference in October as viewed necessary to any serious concern in any objective as discussed during the Conference. Why you did not consider this important I do not know, but I do know that failure to continue this Conference will result in a serious reflection on the intelligent seriousness of the Negro to honestly do something about the conditions of which he complains so dramatically up and down high-ways of America. This Conference gave us an opportunity to do something constructive for our Race and for America as a whole and we certainly should have the fortitude and intelligence to take advantage of it now instead of crying about our conditions later. Like many white's I too am beginning to question the serious determination of the Negro to actually remedy his condition. It really is his job.

Very truly yours,

AMERICAN ENTERPRISE ASSOCIATES, INC.

By



ojs/sp.

OLANDER J. SMITH, PRESIDENT  
EDWARD E. ROBINSON, VICE-PRESIDENT  
ULYSSES L. GARLAND, SECRETARY  
EDWARD W. JORDAN, TREASURER

LESTER POWELL  
CLINTON MCBRIDE  
GEORGE HARRIS  
MOSE JOHNSON

M. C. CLARK  
PRES. DUNBAR MUTUAL INSURANCE CO.  
JOHN O. HOLLY  
PRES. FUTURE OUTLOOK LEAGUE, INC.

**The American Enterprise Associates, Inc.**  
TOLEDO, OHIO

August 16, 1941.

Mr. Emmer Martin Lancaster  
Advisor Negro Affairs  
U.S. Department of Commerce,  
Washington, D.C.

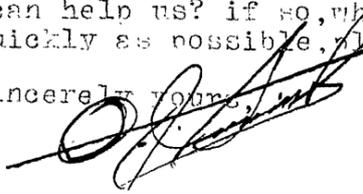
My dear Mr. Lancaster :

I am transmitting to you herewith a copy of my communication addressed to Miss. Mary McLeod Bethune in connection with our project here as a result of a communication just received from Mr. Paul C. Gerhart, Jr. of the Office of Production Management concerning which I discussed with you during my recent visit there.

Both my letter to Miss Bethune and that of Mr. Gerhart are self explanatory and I need not dwell further here.

However, I need not tell you how surprised I was to receive this attitude from Mr. Gerhart. We view his letter as an excuse rather than a reason, we also view his letter as definite discrimination against the Negro a situation that I also understand has prevented Derby's development in Chicago. The fact is, that larger industries of a similar nature do not desire either the establishment nor existence of small industries, yet these large industries will not employ Negroes.

In requesting that Miss Bethune arrange a conference for us with Mrs. Roosevelt, I have supplied her with all facts and correspondence for her full information, however, you will notice that I expressed a thought of your willingness to cooperate with her in such conference arrangements and stated also that I would suggest to you that you phone her. Please do so at once and give her your assistance. I think too, that both Miss Bethune and yourself should participate in such a conference. Please insist upon an early conference with Mrs. Roosevelt because of the limitation period on our machinery prices which expires around the 19th, Tuesday. However, I believe it possible to retain these prices if the matter is not unduly delayed. Do you think that Mr. Sawyer of Cincinnati can help us? if so, what do you suggest? Let me hear from you as quickly as possible, please.

Sincerely yours,  


ois/sp.  
inc-1

OFFICE OF PRODUCTION MANAGEMENT  
Social Security Building

Washington, D.C.

*COPY*  
Exhibit #10

August 18, 1941.

Mr. Olender J. Smith, President  
The American Enterprise Associates, Inc.  
1103 - City Park Avenue  
Toledo, Ohio.

Dear Mr. Smith :

In accordance with my recent agreement to address you further concerning procurement policy, you are advised that I am informed that, while the Government has always taken the position of aiding small business, the sewing, stitching and garment industry is one in which, even with present defense orders, there is considerable unemployment and many idle factories. It is the opinion of the purchasing office concerned that to make an exception to their practice of discouraging the organization of new companies in this field would only aggravate an already serious situation within the industry. I am advised further that it would, therefore, not be sound economic policy, even though the cause is a worthy one, to further overexpand this industry.

In view of this comment from the regularly established purchasing office for this type of production, to which the office of Production Management must agree in principle, you are advised that Defense Contract Service, since it does not have control of contracts awarded, must advise you that your opportunity to serve on Defense contracts of this kind is hereby restricted to the above extent.

I herewith return the material left in this office at the time of your recent visit, consisting of a blueprint of a three-story building; a communication from the building owner showing details of the lease; a list of machinery with prices quoted by the Singer Sewing Machine Company; a list of office equipment with prices quoted by the Office Equipment and Supply Company, Toledo; a quotation of electrical wiring and installation of equipment by the Preeter Electric Company, Toledo; a list of personnel certified as qualified by the Ohio State Employment Service; a list of the bids turned in by this concern to date, together with amounts; a resolution of the Directors, dated July 20, 1941; and a letter from Chester J. Gray to Mr. C.R. Terry, dated July 28, 1941.

You are advised that this office is in entire sympathy with the program you have outlined, and while at this time we cannot suggest any alternative move, in view of the circumstances governing defense orders, we sincerely hope you will be able to find a solution at a later date in work on contracts for private industry.

Sincerely yours,  
Paul C. Gerhart, Jr.  
Associate Procurement Consultant  
Defense Contract Service.

August, 15th.  
1941.

Miss. Mary McLeod Bethune  
Director, Division of Negro Affairs  
National Youth Administration,  
2145 - G Street N.W.  
Washington, D.C.

My dear Miss Bethune :

You recall I am sure, our communication to you under date of April First, 1941, and my personal conference with you at your office April 18th, prior to my attending the morning session of the First Annual Negro Business Conference at the United States Department of Commerce. At that time I outline to you the purpose and proposals of this Corporation and its need and desire of financial aid toward the purchase of machinery and equipment necessary for operation.

You will also recall that during the Conference session at the Department of Commerce I explained our effort to obtain financial assistance from the R.F.C and that Mr. Emil Schram, Chairman of the R.F.C Board personally invited me to his office from the conference floor, for a conference on the matter of R.F.C aid. The Conference sent with me to this meeting with Mr. Schram, Mr. Golden B. Darby, Executive secretary of the Chicago Negro Chamber of Commerce. After reviewing our whole Brochure, Mr. Schram called in his assistant Mr. Cole who later called in Mr. Wiallet R.F.C examiner as a result of which the R.F.C definitely committed itself to a loan to us of \$8,000 provided that we raised \$19,000 all of which facts we presented in a report to the Conference during the afternoon session April 19th.

Accordingly, upon my return to Toledo, we immediately began to endeavor to raise the required amount, and not being able to do so after about two months we contacted Negro leaders in Cleveland, but there too, the Negro was in the same financial condition as to ready cash as those here, however, through the Urban League and Mr. M.C. Clarke, president of the Dunbar Mutual Insurance company and other leaders we conferred with several white leaders who suggested that the matter be put before the Ohio State Negro Welfare Commission. This was done, and after about eight weeks of effort the Commission met and determined that because of its financial

-2-

Miss Mary McLeod Bethune  
Director, Negro Affairs  
National Youth Administration,  
Washington.

condition such aid was impossible, however, it considered means of aiding us otherwise and finally determined to state its position to the Office of Production Management and recommend its approval of aid and on July 28, the Commission addressed a communication to Mr. C. R. Terry of the Cleveland Office of Production Management herewith marked Exhibit #3. which I personally presented Mr. Terry the next day at Cleveland.

However, at the request of Mr. Paul C. Gerhart, Jr. Associate Procurement Consultant Defense Contract Service of the Office of Production Management at Washington, as contained in his communication to us June 26th, here marked Exhibit #1. I conferred with Mr. Terry in company with our attorney, and as a result of this conference Mr. Terry addressed us stating the assistance to be given us by the Office of Production Management, here marked Exhibit #2. We immediately contacted the firms who would supply our machinery and equipment including the lessor of our proposed factory building all of whom addressed Mr. Terry and this Company their desire of aid and the conditions under which such aid would be extended us, and attached to their letters an inventory of the materials to be furnished and the costs of same, here marked Exhibits #4-5-6-7. These were presented Mr. Terry of the Office of Production Management in Cleveland during our conference July 29th, and at his suggestion I took these letters and other facts to Washington where I conferred with Mr. Gerhart August 4th, with whom I also filed these letters.

Because of the Government's concern in Negro employment as stated in Mr. Gerhart's letter dated June 26, Exhibit #1, and the aid and assurance as contained in Mr. Terry's letter of July 11th, Exhibit #2, we respectfully and officially suggested that :

1. that the Government give us production contracts in sufficient number and capital amounts that would enable us to liquidate the cost of our machinery and equipment.
2. that this Company would assign such contracts and the proceeds therefrom to the R.F.C, the Federal Reserve Bank at Cleveland, or, to some Bank or Trust Company with authority to deduct all items of indebtedness including the cost of such services until all indebtedness was liquidated.
3. that this Company would agree to the appointment of a Trustee and of an administrative assistant to the president of this Company to manage its affairs and to continue such arrangements until such time as our corporate indebtedness was liquidated or until such time as the R.F.C or other banking institution was convinced of our managerial.

... Mr. C. H. ...  
... of the Office of Production Management  
... to the Office of Production Management  
... condition and ...  
Washington.  
National Youth Administration  
Director, Negro College of Business  
Miss Mary McLeod Bethune  
-8-

Miss Mary McLeod Bethune  
National Youth Administration,  
Washington.

These four propositions were contained in a letter of resolutions adopted by our Directors and dated July 20th, 1941. here marked Exhibit # 8.

Therefore, at the time of my conference with Mr. Paul C. Gerhart, Jr. of the Office of Production Management at Washington August 4th, 1941, Mr. Gerhart was very encouraging, he stated after phoning to Col. Hare and reviewing our problem with him that, as to our request for contracts, this would have to come through the Philadelphia Quartermaster General but that he could aid us and that he would write or confer with the Quartermaster General, supply him with all facts and thus obtain the Generals disposition of our contracts; that if his disposition was favorable, then we could take such contracts and obtain the capital either through the aid of the Federal Reserve Bank or some other Banking institution with which to purchase our machinery and equipment and begin production. If, however, the Quartermaster General was unfavorable to this proposition that he (Mr. Gerhart) would make an appointment with Secretary of War Patterson who possessed authority to give us such contracts.

To intelligently submit our matter Mr. Gerhart requested that I file with him the following facts:

1. Blueprint of our factory building,
2. Communication from our Lessor showing details of lease;
3. List of machinery with prices quoted by Singer Machine Co;
4. List of office equipment with prices.
5. Quotation of electrical wiring by the Preeter Electric Co;
6. List of personnel certified as qualified by the State;
7. List of bids and amount of same;
8. Resolution of our Directors dated July 20, 1941.
9. Letter from Chester Gray of the Negro Commission of Ohio addressed to Mr. C.R. Terry, dated July 28, 1941.
10. The amount for supplies from L.R. Hirsch Co.

The proposal of our Post-war program was not requested but mailed to Mr. Gerhart August 9th, 1941. Exhibit #9.

Nothing was heard from Mr. Gerhart until I phoned him Wednesday, August 13th, and at that time he promised to check on our matter and write me immediately. It is the matter of his letter that just came to us that I now address you. The letter is herewith marked Exhibit #10.

We know, and so do you know that, the Government has been unable to obtain the manufacture of Army and Navy clothing in proportion to the Army and Navy needs. We know it from the type and repetition of bids submitted us, and we know that the Government can share with us three or four orders for manufacture, and if it did share at least four such bids as already filed with the Quartermaster including the award we had in November of last year, this Company would be able to definitely establish itself; pay the costs of our machinery and equip-

...of the Office of ...  
...of the ...  
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...of the ...  
...of the ...

-4-

Miss. Mary McLeod Bethune  
National Youth Administration,  
Washington.

ment and all other items of indebtedness and then to proceed with our program as outlined in our Post-war set-up.

Since when have the Government assumed the responsibility of discouraging business, small or large? It has consistently encouraged small and big business. That has been and still is a repeated program, every one knows that and so do we know it. In this City and all over the Country, new companies have been set up and others enlarged to meet the defense need and garment factories have not been any exception. Mr. I.P. Smith, president of the Hetrick Manufacturing Company here advised me personally that the Government was overloading him, that his Company does not want and do not need any Government contracts. I know from the daily papers that this Firm has been given hundred upon hundreds of thousands of dollars in defense contracts. I am sure that we could obtain information of the location and names of new garment factories who have more war contracts than they can manufacture. If not, why has the Government found it necessary to sublet, or, suggest the sub-letting of contracts to smaller firms that cannot get contracts, by the larger Companies. However, all of these new and old Companies exclude Negro workers and will continue to do so. What will the Negro do after the defense program is stopped? we will be right where we are today, "on the begging list". Are we to be denied the opportunity for self help, and self development, because some one does not desire the expansion of the garment industry? Mr. Gerhart's conclusions are ambiguous, inconsistent, and entirely without foundation, especially so, in consideration of our basic program. It is simply clever discrimination against this Company. The facts will not bear any other conclusion regardless to his statement as to a "sound economic policy".

We cannot accept this sentence of life poverty even from our Government, and we will not without a fight to the finish. We have asked only that the Government give us the same consideration toward help that it has given to other Firms. We have been honest and above reproach in our every dealings toward establishing this Firm and the purpose therefor.

This Corporation has been singled out as one that must have no privilege in the defense program, this is plain from the reverse attitude of Mr. Gerhart now. It is plain discrimination against us as a racial enterprise and this discrimination cannot be smothered with any admission that our project is a worthy one. This is a Corporation duly organized and existing under and by virtue of the laws of the State of Ohio and any prejudice exerted against our corporate right to share equally the privilege of any other business and the development of same is contrary to every concept of justice, the Government is plainly here participating in the cruel system of racial discrimination and it cannot justly complain of others who are guilty of the same diabolical act, and I do not, nor do my Directors believe that the President nor Mrs. Roosevelt will deny us the simple small aid that we have before

RECEIVED  
MAY 19 1941  
U.S. DEPARTMENT OF COMMERCE  
WASHINGTON, D.C.

requested and now request. The only thing that we ask of the Government is at least four contracts from bids that we have submitted including the award to us last November. With these contracts and with our set-up we will be able to liquidate our indebtedness, employ a large number of our Race workers now and establish an avenue of permanent work, as set forth in our Post-war program and in addition, we already have the assurance of a manufacturing contract from one of the nations largest chain store merchants when once we are in operation.

We believe that the present disposition of our matter by the Office of Production Management warrants executive attention, however, we know that the President is quite too occupied with national and international affairs to devote any time to our appeal, we must then make our appeal to Mrs. Roosevelt who after-all is more closely in touch with the Negro problem. We are, therefore, pleading with you for your immediate cooperation and interest in presenting this matter to Mrs. Roosevelt's attention. Would you make such arrangements for us? if so, we would appreciate such a conference as quickly as possible. The urgency of an early conference, is due among other things, to the increasing costs of our machinery and equipment, which if you will notice in the letter of the Singer Sewing Machine Company is limited to 30 days from July 19, 1941, and expires August 19, which is Tuesday. However, if some adjustment can be made within a reasonable period it is possible that this cost price can be retained.

So that you will be fully informed, we are transmitting to you herewith the letters and exhibits reviewed by Mr. Gerhart, Jr. of the Office of Production Management. These are our personal files and we will ask that you please guard them carefully for our later use. Upon receipt of this letter we ask please that you write us your views, we also ask that you wire us collect that you have received our letter and facts herewith and any other comment you may desire to add.

If you find that you cannot help us in this matter please do not hesitate to so inform us. If you desire that I return to Washington at any moment wire me accordingly and I shall leave at once. Mr. Emmer Martin Lancaster, our mutual friend, Director Negro Affairs of the Department of Commerce can give you such cooperation and assistance as you might wish toward encouraging our conference with Mrs. Roosevelt and I am sure that he will gladly confer with you should you phone him. I will suggest that he phone you in the matter at once. Remember, I am one of your boys, you have to help me.

Very gratefully yours

AMERICAN ENTERPRISE ASSOCIATES, INC.,

By.

president.

EDWARD E. ROBINSON, PRES  
MOSE JOHNSON, V. PRES.

ULYSSES L. GARLAND, SEC.  
EDWARD W. JORDAN, TREAS.

**The American Enterprise Company**

#1103 - City Park Ave.  
~~1000 Broadway, New York, N.Y.~~

TOLEDO, OHIO

April 26, 1941.

Hon. Emmer Martin Lancaster  
Advisor on Negro Affairs  
U. S. Department of Commerce  
Washington, D.C.

My dear Mr. Lancaster :

Thank you immensely for your courtesy addressed the Toledo Chamber of Commerce and Mr. Grove Patterson Editor of the Toledo Blade. I am busy endeavoring to complete requirements as mentioned as quickly as possible and I shall keep you advised as to progress.

I am today transmitting to the attention of Hon. J.B. Blayton, Secretary of the First Annual Conference on Negro Businessmen, my recommendations pursuant to the agreement of all Committeemen.

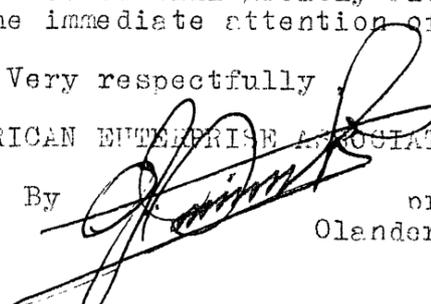
For your information, a copy of such recommendations are attached hereto. I am also forwarding copies to Hon. Carlton W. Gaines; Golden B. Derby; and Garnerd Wilkinson. I am not definite in the matter of the correct address of Mr. Wilkinson but I am directing my copy to him in care of the office of the Superintendent of Schools (negro) of the District of Columbia. If this address is incorrect please so inform Mr. Wilkinson by phone so that he might arrange for proper delivery.

You are also being submitted copy of my letter accompanying my recommendations to Mr. Blayton. All of the matter which I have considered are to me, very important, and should have the immediate consideration of all Committeemen. I hope you concur with my opinions as expressed in my letter and recommendations. An inter-change of the respective recommendations of Committeemen will greatly aid our effort and certainly should have the immediate attention of all Committeemen.

Very respectfully

AMERICAN ENTERPRISE ASSOCIATES, INC

By



President.  
Olander J. Smith.

OJS/sp  
enc-11

C O P Y

#1103 - City Park Ave.

*014*  
April 26, 1941.

Hon. J. B. Blayton, Secretary  
Negro Business Conference,  
Citizens Trust Company  
212 - Auburn Avenue N.E.  
Atlanta, Georgia.

My dear Mr. Blayton :

Pursuant to instructions given the Committee on "Findings And Recommendations" of the First Annual Conference on Negro Business April 18-19, 1941, Held at the Department of Commerce, I have the honour to transmit to you herewith my Findings and Recommendations in accordance therewith.

I should like to suggest that in view of the importance of the matters submitted this Conference and their relationship to the welfare of the nations negro that, this Committee reconvene not later than August 18, 1941, for consideration of all recommendations of this Committee with a view toward recommending official action thereon to a semi-annual Conference which should be called not later than October 18, 1941.

This suggestion, I view of importance because of the present national emergency and the possibility of war which unquestionably will affect the economic welfare of the nations negro citizenry.

It is my opinion that negro business men must meet the conditions of governmental emergency measures, with firm vision and senseable decision looking toward a more wholesome national existence and participation of the negro consistant with the rights of all other citizens that make up our American way of life. It may become necessary to reconvene the Conference earlier than above suggested, especially, if war is declared sooner. We should resolve ourselves into an official body vested with authority to act on these and other matters vital to the national life of the negro, and make our decisions known to the President through official Committee action.

As secretary, I leave the matter of conveying such opinions to Committeemen, in your care.

Very respectfully yours,

AMERICAN ENTERPRISE ASSOCIATES, INC

By.

President.  
Olander J. Smith.

OJS/sp  
Inc-11

FINDINGS AND RECOMMENDATIONS  
OF THE COMMITTEE, AT  
THE FIRST ANNUAL CONFERENCE ON NEGRO BUSINESS,  
APRIL 18-19 A.D 1941  
AT  
The Department of Commerce  
Washington, D.C.

By  
Olander J. Smith, president  
AMERICAN ENTERPRISE ASSOCIATES, INC  
Toledo, Ohio

FINDINGS AND RECOMMENDATIONS OF  
OF THE COMMITTEE, AT THE  
FIRST ANNUAL CONFERENCE ON NEGRO BUSINESS,  
APRIL 18-19 A.D. 1941 AT  
The Department of Commerce.....  
Washington, D.C.

As Recommended by Olander J. Smith :

Your Committee finds that the Federal Housing Administration as presently administered through various lending agencies in the nation, does not extend to the negro the full and impartial benefits of the FHA Act; that in many sections of the nation, FHA lending agencies have certain established policies whereby certain districts and /or certain houses in certain districts , particularly those occupied by negroes, are systematically denied FHA facilities by the ingenious practice of either "marking out on the City Map" such district or houses by red penciling, or otherwise enforcing a policy injurious to the comfort and welfare of negro property owners including the enforcement of a too rigid rule pertaining to the "earning" requirement clause against negroes whose earning capacity varies with respect to the locality of his employment as well as kind of same; that wages of the negro South are less than those of the negro North; that wages of the Negro East vary with those of the negro West; that the policy of "credit requirements" because of these various wage levels, as well as the problem of negro employment generally , must be considered as vital to any credit consideration of any negro applicant for FHA assistance.

IT IS THEREFORE, RECOMMENDED, that an immediate investigation be had by the FHA Administrator with a view toward a correction of the

of the "practices" and the "basis of consideration" of negro applicants; that the FHA Administrator include on his staff a "negro administrative assistant" whose duties among other things should be devoted to a studied correction of these conditions and toward an established policy of loans to negroes in certain districts of the nation based upon the general earning capacity of the negro in such areas, and with special concern in the rehabilitation of not only one particular house but with the rehabilitation of adjoining and surrounding houses as well with a definite view toward an improvement of such negro district in keeping with the government's acknowledged program of "home remodeling" . Such a policy will eliminate bad housing conditions in areas where a general slum clearance program is not possible nor considered wise, and will greatly increase the social and economic life of the people in the area or district so served, as well as to enhance the value of such area or district.

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Re: Negro Defense Employment.

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As was clearly established before this Conference, the most vital problem facing the nations negro is that of defense employment; his right to share the benefits of such a program as well as his duty and well defined obligation to share fully the financial responsibility imposed upon the whole citizenry of the nation through the inescapable tax payment upon his life necessities. Unless the negro is permitted the full liberty of a means of earning his livelihood, he becomes a subject of relief or the recipient of general charity for his sustenance . Only by earning and spending his earnings for the necessities of life can he be of value, socially or economically, to the "form" of life in America which has for its existence the strength and force of economic and social liberty. Nothing can be done toward increasing either the number

(#2 Con't) Re: Negro Defense Employment.

of retail dealers or their sales unless and until the negro whom he must depend upon for business, has a job. While negro employment increase is vital to negro retailers as well as to the retail trade generally, no employment abuse is more vicious and yet more vitally important and of more far reaching effect upon the economic life of the negro than discrimination practiced by unions and industrialists engaged in defense production. IT IS THEREFORE , RECOMMENDED :  
That a "negro administrative assistant" be employed in the Office of Production Management , whose duties among other things should be an immediate investigation and correction of discriminatory practices against negro labor in the defense industry; that such an appointee be a negro versed in law and with business rather than "social" training or "race relations expert" etc.

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Re: Labor Conditions

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This Conference brought out through its policy of freely discussing all issues that by virtue of the force and influence of "Labor Organizations" the negro has been forced out of employment in many instances and in other instances refused membership in labor unions crafts and /or trades which, with the influence of the National Labor Relations Board, is a prerequisite to any possible employment, particularly in Industry. Thus the negro has been forced to rely upon the WPA or upon relief agencies for his sustenance. This experience is found to be so broad and so vicious in it's application and results as to warrant federal investigation and attention to the methods and policies of labor unions whose rights are the subject of enforcement by the NLRB ;

(#3 Con't) Re: Labor Conditions.

that the Wagner Labor Act is either injurious to the right of negro labor or the "intentions" of the legislators are being improperly construed and improperly enforced to the abandonment of the rights of the negro laborer to participate in the labor market on a basis of "equality" of right to share fully the employment privileges granted other racial groups.

IT IS THEREFORE, RECOMMENDED :

that the President appoint a negro to the National Labor Relations Board; that a negro "investigator" of labor conditions and labor unions acts and policies be appointed immediately as vital to the social and economic welfare of the nations negro as a stabilizing force to his peace, security and national loyalty in these times of confusion and discord; that the matter of such an appointment be the immediate consideration of this Committee with a view toward an official recommendation to the President. Such a duty, the business men of this Conference owe the nations negro citizenry and should be approached with uncompromising firmness.

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Re: Organization of Retailers.

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It seemed the consensus of opinion of every delegate at this Conference that negro retail proprietors needed a sense of direction toward better business management. To accomplish this objective the nation's negro retailers should be organized immediately that they might have the full benefit of the technical advice and services of the Department of Commerce and of the Bureau of the Census in the pursuit of their business. This is important to retailers in every line of operation and of equal importance to the negro contemplating the establishment of new retail stores. Without reference here to the many subjects concerning which the Department and the Census Bureau have given immense study and consideration of vital



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Re: Training Negro Consumers to Patronise Negro Business.

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Undoubtedly, as was so well emphasized at this Conference, the negro consumer must be made to realize how important he is to any given community life, he must be sold on the idea of spending his money with negro proprietors and as this can hardly become a function of a Governmental agency such as the Department of Commerce or Bureau of the Census, he must himself approach this problem. IT IS ACCORDINGLY RECOMMENDED: That retailers' organizations in the various localities of the nation could serve their mutual efforts well by organizing all local negro retail proprietors and together discuss means of capturing negro trade from other groups or areas; that they put on annual or semi-annual programs, or "Retailers Fair" for the purpose of training negro consumers to patronize negro stores; give prizes; and put on exhibitions of their various products. Such an organized force with a definite program will certainly focus attention on and encourage greater loyalty to racial enterprises. This should immediately be the subject of a vigorous nation wide campaign of negro retail proprietors which can well be encouraged by this Committee. It is so recommended.

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Negro Retailers Need Social Vision

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An evil of the most discouraging kind as a major factor in the consideration of the matter of negro patronage of negro retail stores, is the failure of negro proprietors to show any concerted concern in the welfare of the community from which they seek business, and seem to feel they should by all-means buy his goods. Many of the delegates were especially

(#7 Con't) Re: Negro Retailers Need Social Vision.

interested in a change of this situation. It is felt that with a larger social vision and a larger social responsibility on the part of negro proprietors there will come a corresponding respect and a larger social vision of the consumer public. The absence of such social vision and refined educational leadership on the part of such proprietors has resulted in serious sales loss to the advantage of white proprietors who are always ready with contributions to quite often questionable enterprises, but which do serve to establish such white proprietor as a friend of the negro, when in reality he is simply a scheming businessman, whether good or bad. The social vision of such negro proprietor is not necessarily a matter of his participation in <sup>the</sup> legitimate social life of the community. It may be that he is lacking in his personal greetings; his personal appearance; it may be that his stores' general appearance does not meet the requirements of neatness; even the appearance of his home or if he lives in the store building, the appearance of his living quarters is a serious factor. In short, his whole social mannerism is constantly subject to examination. He must realize that he is a public servant and being such, he must at all times consider the public's wishes as important to his business success. It is then, immediately RECOMMENDED : That the matter of a "larger social vision" on the part of negro proprietors be the subject of further study; that this matter be referred to an "authority" for a treatise to be distributed among such retailers together with these and other recommendations considered vital to negro trade as here considered

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Re: Educational Institutions And Their  
Responsibility.

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One of the sad revelations at this Conference was the fact that for too long, negro educational institutions have failed to properly aid students in determining their vocation on the basis of his or her particular characteristics and personality, as evidenced possibly by his or her scholastic averages. Such institutions must, as was the general opinion of the Conference, to justify continued confidence in their studied efficiency, assume at once, a greater responsibility in encouraging the negro youth to a greater penetration into and closer integration with the economic structure as it is today constituted, and will be constituted in tomorrow years. To leave the question of vocation entirely to an inexperienced and uninformed mind is a tragedy that today finds too many well trained lawyers, dentists, and physicians, waiting table; acting as messenger boys; elevator tenders, and other menial types of employment for which they are by training over-fitted, and for which they naturally have an abhorrence. Such experiences have resulted in a very marked discouragement to the negro youth to the extent that there exists little or no incentive or ambition to seek further educational training. This is indeed a tragedy, much of the fault of which must be placed at the door of the unconcerned, incompetent or ill-advised higher school leadership and learning. This Conference would fail in a serious duty if it neglected attention to this important part of the life and training of our youth. IT IS THEREFORE RECOMMENDED THAT : negro educational institutions recognize a larger responsibility to the youth dependent upon such institutions for vocational guidance as well as intellectual training, especially in this period of stress upon definite qualifications for various types of service; that this subject should be treated in treatise

(#8 Con'td) Re: Educational Institutions And Their Responsibility.

form by some one qualified to discuss the subject from the standpoint of today's "demand" and distributed among negro students of the nation.



(#9) Retailers And Daily Sales Records

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With various federal tax, state tax, together with the absolute necessity of businessmen complying with federal regulations relative to income tax and the various limitations, credits, and allowances in connection therewith, it is becoming increasingly necessary for retail proprietors and businessmen generally to maintain a regular and consistent system of sales, balances, income and expenditures of the business. I think that Court fines and prison sentences in recent years serve as a curt reminder of the exactness of tax laws. I know of stores in many sections of my city, especially those operated by negro proprietors, that continue the last century method of paying bills and buying stock. No thought is given to the amount of daily sales, kind of sales, daily expenditures nor weekly gross or net earnings. If he has the money he pays and sticks the receipt on the wall; if he does not have the money he invites the credit agent to come back later. Some time such agent or agents make several trips before they finally collect, and what are the results of this business efficiency? unstable earnings; unknown profits; unknown stock; and bad credit, with these commercial epithets comes physical exhaustion from long and indefinite hours of work; nervousness; bad health, and finally "business failure" all of these experiences are avoidable if negro pro-

(#9 Con't) Re: Retailers And Daily Sales Records.

proprietors will accept advice and services of an accountant , the cost and benefit of which will pay for itself in business efficiency and very likely avoid a lawyer fee or a day in jail if not years of a physicians attention, and above all, a continued and possibly an expanded business. If I could offer brief advice to a negro proprietor it would possibly be like this :

Don't carry your "books" in your head;  
Don't carry your bills and receipts on your store wall;  
Don't carry all your money in your pocket or cash register;  
Don't pay your bills over the counter;  
Don't discuss your business in the presence of customers;

Know your gross income;  
Know your net income;  
Know what department brings in the most capital;  
Know your various tax costs and the amount paid out in tax receipts  
Know the amount of business you do each month  
Know the amount of business you did in the corresponding month a year ago;  
Know your customers; their habits and peculiar likes and dislikes;  
Know that your customer is satisfied before he leaves your store.

The failure of negro proprietors to give attention to these simple requirements to good business methods results in a capital loss of no small amount as well as personal worry and indecision. IT IS THE PLEASURE OF THIS COMMITTEE TO RECOMMEND THAT : the importance of a careful bookkeeping system as well as an analysis of present tax requirements together with consideration of the above 13 "personal habit points" be the subject of a "treatise" to be printed and distributed to negro retail proprietors in the nation by the Department of Commerce.

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Not "Social Workers And Race Relation Experts"  
But "Lawyers And Businessmen" is the need in  
Policy-making Positions.

This Committee finds that in far too many instances, appointments have been made without consideration of experience or qualifications, to

(#10 Con't)

"policy-making" positions; that in a great many instances, however, the duties of such negro executive have been performed with credit and efficiency; that a study of many executive appointments on the basis of experience and general qualifications will disclose a lack of adaptability and vision necessary and pertinent to the life of the nations negro consistent with the economic and social changes as they affect his life today and will affect his life in tomorrow years. It is clearly the duty and responsibility of negro business men to chart the course of governmental attention and action directed toward economic freedom of the nations negro. IT IS THEREFORE, RECOMMENDED : that the wisdom and policy of employing trained business men and lawyers in various governmental departments rather than Social Workers , and /or Race Relations Experts, be the subject of immediate study with a view toward an official recommendation to the President for changes in certain executive functions where it is found that the absence of the necessary experience, training, and qualifications warrant substitution; that such changes however must be made without any reflection upon those involved and be made without loss of salary or positional standing except as to "title", efficiency being the only consideration based upon the best service possible to the Government and to the nations negro.

IT IS FURTHER RECOMMENDED THAT ; because of the exigency of the many subjects considered by this Conference concerning which administrative and executive attention is vital to the welfare, peace and security of the nations negro, that this Conference be reconvened within six months and not later than October 18, 1941 ; that Hon. Emmer Martin Lancaster be by this Committee selected as Chairman Pro tem ; that this Committee meet again for the continuation of the business of this Conference within sixty days and not later than August 18, 1941.

Respectfully submitted,  
Olander J. Smith, president  
AMERICAN ENTERPRISE ASSOCIATES INC.

EDWARD E. ROBINSON, PRES.  
MOSE JOHNSON, V. PRES.

ULYSSES L. GARLAND, SEC.  
EDWARD W. JORDAN, TREAS.

The American Enterprise Company  
#1103 - City Park Ave.  
TOLEDO, OHIO

April 16, 1941.

Mr. Emmer Martin Lancaster,  
Negro Advisor,  
Department of Commerce,  
Washington, D. C.

Re: LBE - 1485

*Requirements as stated  
by 7/12 Division Memo  
Cleveland R.F.C. office.*  
1. That we provide a post-war program  
2. " " match the R.F.C. loan  
3. " " submit an "earning record"

Dear Mr. Lancaster :

I am just today in receipt of a communication from Miss. Mary McLeod Bethune, Director, Division of Negro Affairs of the National Youth Administration, advising of a meeting called by you for April 18 and 19th, in connection with governmental procedures and plans in the matter of the Government's Defense program.

This Corporation, organized by negroes as a garment manufacturing concern is interested in obtaining R.F.C assistance in the purchase of machinery and equipment, and, concerning which we have experienced some difficulty, because of what we believe an unjustified demand of us by this Government agency. It was concerning this that we addressed Miss Bethune, and she has suggested that, in view of your above meeting, we should communicate with you at once for your co-operation and advise you of our intention to be represented at this meeting .

I shall have to leave here tomorrow night for Washington, and not being informed the place of such meeting, or the time of same, it would be good of you to have one of your staff phone me at the Whitelaw Hotel, about the time of my arrival 8:30 A.M. the place and time of the meeting. I shall deeply appreciate this courtesy .

Very truly yours,

AMERICAN ENTERPRISE ASSOCIATES, INC

By. *[Signature]*  
Clayder J. Smith, President.

OJS/s

April 24, 1941

Mr. Karl P. Rumpf, Manager  
Industrial Department  
Toledo Chamber of Commerce  
Toledo, Ohio

Dear Mr. Rumpf:

This First Annual Conference on the Negro in Business presented by the United States Department of Commerce closed its two day session on Saturday, April 19th, 1941. Discussions and proposals presented by businessmen, government specialists and educators comprised the program agenda.

The business organizations of Toledo, Ohio were ably represented by Mr. Olander J. Smith, President, The American Enterprise Association.

During the Friday session of the Conference, Mr. Emil Schram, Chairman of the Reconstruction Finance Corporation spoke on Negro integration and the R. F. C. At the close of Mr. Schram's address a discussion ensued with reference to certain loan conditions demanded of the American Enterprise Association, Inc. Mr. Smith who invoked the discussion was invited by Mr. Schram to confer with him privately Saturday morning. The conference between the R. F. C. official, Mr. Smith and Mr. Golden Darby, Secretary, The Chicago Negro Chamber of Commerce resulted favorably.

As conditions precedent to the approval of the loan, the following requirements were requested by the Corporation.

1. Presentation to the Corporation of one letter from a respectable banking institution expressing its willingness to advance pay-roll money.
2. A complete list of persons owning stock in the company.
3. That Mr. Smith raise the sum of \$19,000.

Office of the  
Director of Commerce  
Department of Commerce  
Mr. Kelly B. Smith, Manager

-2-

The Division of Negro Affairs is generally interested in the welfare of Negro business enterprises, and especially urges that in view of the assistance offered by the Corporation, the Chamber of Commerce place at Mr. Smith's disposal all available assistance for the early completion of these arrangements.

This office will render all available assistance to interested agencies in this venture, and we would appreciate your reactions with reference to this proposal.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh

April 26, 1941

Mr. Grover Patterson  
Editor, The Toledo Blade  
Toledo, Ohio

Dear Mr. Patterson:

The First Annual Conference on the Negro in Business presented by the U. S. Department of Commerce closed its two day sessions Saturday, April 19, 1941. Discussions and proposals presented by businessmen, government specialists and educators comprised the program agenda. Mr. Olander J. Smith, President, the American Enterprise Association, Inc., ably represented the business organizations of Toledo, Ohio.

During the Friday afternoon session which was addressed by Mr. Emil Schram, Chairman of the Reconstruction Finance Corporation, a discussion ensued with reference to certain conditions in connection with the granting of a loan toward the firm represented by Mr. Smith. Mr. Smith was advised by Mr. Schram to interview him Saturday morning privately at his office. The conference between officials of the R. F. C. and Mr. Smith was most favorable, and a loan by that agency was promised to the firm represented by Mr. Smith on condition that the following requirements were made:

1. Presentation to the Corporation of a letter from a reputable banking institution expressing its willingness to advance payroll money.
2. The submission to the Corporation of a complete list of stockholders.
3. That Mr. Smith be required to raise a sum of \$19,000.

The Division of Negro Affairs is interested in the welfare and development of Negro enterprises, and we especially urge that the firm represented by Mr. Smith be awarded all available assistance.

In the event that further information is desired in connection with these requests this office will be glad to comply with that service.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:daj

CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its deferred character is indicated by a suitable symbol above or preceding the address.

# WESTERN UNION

1201

(29)

R. B. WHITE  
PRESIDENT

NEWCOMB CARLTON  
CHAIRMAN OF THE BOARD

J. C. WILLEVER  
FIRST VICE-PRESIDENT

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EMMER MARTIN LANCASTER= 206/

NEGRO ADVISOR DEPT OF COMMERCE=

LETTER TOLEDO CHAMBER OF COMMERCE AND BLADE NOT HERE STOP  
 MUST HAVE IMMEDIATELY STOP IF NOT ALREADY FORWARDED  
 INFORM BOTH PARTIES COPY OF CONFERENCE PROCEEDINGS WILL BE  
 SENT THEM WHEN PRINTED STOP SEND ME COPY OF YOUR  
 COMMUNICATIONS STOP DONT DELAY LETTERS STOP PROGRAM HERE  
 DEPENDS UPON YOUR LETTER=

OLANDER J SMITH

EMMER OLANDER

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

November 26, 1941

Mr. Charles A. Shaw  
General Manager  
Watchtower Life Insurance Co.  
Houston, Texas

Dear Mr. Shaw:

The Contract Distribution Division of O.P.M. has initiated a plan to avail to manufacturers and persons in business, facilities for defense contract orders.

On the 10th of November, three special trains left Washington for a tour throughout the country to inform manufacturers and small businessmen as to the function of the Contract Distribution Division and the procedure to secure defense contracts and procurement orders. Government officials from the O.P.M., Army, Navy and Maritime Commission will accompany these trains and advise businessmen on defense technique.

In my judgment this is an opportunity for Negroes in business to become acquainted with this defense service, and the purpose of this communication is to inform you and other prominent persons in business who desire to inspect these defense exhibits, the date and place of these defense trains. These trains will be on display December 3rd at San Antonio, December 4th at Houston and December 5th at Dallas. These special trains are not open to the public, and admission thereto is by cards issued by field offices of the Contract Distribution Division of the O.P.M., which for your information is located at the Federal Reserve Bank Building in Dallas.

The Washington office has been requested to advise the various field offices to include colored businessmen in the inspection tour of these trains, and I think it advisable that you contact your field office immediately.

Please let me know the outcome of your efforts.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:cmh



**WATCHTOWER LIFE INSURANCE COMPANY**

HOME OFFICE: 222 WEST DALLAS AVENUE - P.O. BOX 2097

**HOUSTON, TEXAS**

March 17, 1941

Mr. Emmer Martin Lancaster,  
Adviser on Negro Affairs  
United States Department of Commerce  
Washington, D. C.

Dear Mr. Shaw:

Acknowledgment is made of your letter of March 12, in which you advise of the conference on the "Negro In Business" to be held Friday and Saturday, April 18 and 19, in the Department of Commerce Auditorium, Washington, D. C. It would be a definite pleasure for me to be able to be in attendance at this conference, but my schedule at the present time will not permit me to avail myself of this opportunity. If, however, there is any service I may render you in this particular section in connection with any program which may be adopted, I shall be pleased to do so.

Very truly yours,

Chas. A. Shaw,  
Secretary

CAS:tjc

ADDRESS ALL COMMUNICATIONS TO THE COMPANY AND NOT TO ANY INDIVIDUAL

March 12, 1941

Mr. Charles A. Shaw  
Watchtower Life Insurance Company  
222 West Dallas Avenue  
Houston, Texas

Dear Mr. Shaw:

During the past year communications were addressed to you with reference to the formation of a National Negro Business Committee and Conference to affect a more adequate integration into the Department of Commerce of Negroes engaged in business. Recently, the conference and committee were approved by the Secretary of Commerce, and a preliminary announcement thereof has been prepared and submitted to the Department's Press Bureau for immediate release.

Letters on file indicate that you approved of this program, and I am pleased to announce that this conference on the Negro in Business will be held Friday and Saturday, April 18th and 19th in the Department of Commerce Auditorium, Washington, D. C.

A subsequent release containing the sessions, speakers and photographs will be distributed shortly. In order to complete our program and comply with the requests of newspapers for a list of persons attending the conference, we respectfully urge that you send your photograph and advise us as to your attendance at your very earliest opportunity.

The Department of Commerce will not be able to defray the traveling or accommodation expenses of committee members, and no attendance or registration fee will be charged.

We expect your active participation in the conference discussions, and I await your reply.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dmh

OFFICE OF  
THE DIRECTOR

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
WASHINGTON

May 8, 1941

Bureau of Foreign and Domestic Commerce  
Department of Commerce  
Washington, D. C.

✓			
RECEIVED			MAY 9 1941

Sir:

A recent communication received by this Bureau includes a request for certain information or publications issued by your office. I have noted below the nature of the request and the name and address of the writer, who has been advised that this part of the communication has been referred to your office.

Very respectfully,



Vergil D. Reed  
Acting Director.

Miss Catherine Singleton, 522 W. Dibert Avenue,  
Springfield, Ohio, requests a copy of the report on  
recent Conference on The Negro in Business.

April 28, 1941

Hon. Emil Schren, Chairman  
Reconstruction Finance Corporation  
Washington, D. C.

Dear Sir:

This office wishes to express its appreciation for your appearance and presentation at the Friday evening session of the Conference on the Negro in Business. Informal discussion and written communications received by this office express pleasure and general benefit from your remarks on the policy and procedure of the Reconstruction Finance Corporation.

I feel assured that Negro businessmen have a greater respect for your Agency by reason of your frank and informative address.

Since all other government officials have submitted their speeches in writing for our published volume we urge that you prepare and submit to us a written manuscript of your address for this publication.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:dng

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

July 23, 1941

Mr. Emil Schram  
President, New York Stock Exchange  
New York City, New York

Dear Mr. Schram:

A request has been presented to the Secretary's Office for permission to publish immediately the official proceedings of the First Annual Conference on the Negro in Business which convened in Washington, D. C., April 18th and 19th. A copy of your address and the discussion which followed is enclosed for verification and correction.

Your comment with reference to these proceedings will be appreciated by this office.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

Encls.  
EML:daj

November 26, 1941

Mr. A. Maceo Smith  
3205 1/2 Thomas Avenue  
Dallas, Texas

Dear Mr. Smith:

The Contract Distribution Division of O.P.M. has initiated a plan to avail to manufacturers and persons in business, facilities for defense contract orders.

On the 10th of November, three special trains left Washington for a tour throughout the country to inform manufacturers and small businessmen as to the function of the Contract Distribution Division and the procedure to secure defense contracts and procurement orders. Government officials from the O.P.M., Army, Navy and Maritime Commission will accompany these trains and advise businessmen on defense technique.

In my judgment this is an opportunity for Negroes in business to become acquainted with this defense service, and the purpose of this communication is to inform you and other prominent persons in business who desire to inspect these defense exhibits, the date and place of these defense trains. These trains will be on display December 3rd at San Antonio, December 4th at Houston and December 5th at Dallas. These special trains are not open to the public, and admission thereto is by cards issued by field offices of the Contract Distribution Division of the O.P.M., which for your information is located at the Federal Reserve Bank Building in Dallas.

The Washington office has been requested to advise the various field offices to include colored businessmen in the inspection tour of these trains, and I think it advisable that you contact your field office immediately.

Please let me know the outcome of your efforts.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EML:cmh



Office of  
C. C. Spaulding, President

**MUTUAL**  
**LIFE INSURANCE COMPANY**

DURHAM, NORTH CAROLINA

December 2, 1941

Mr Emmer Martin Lancaster  
Adviser on Negro Affairs  
U S Department of Commerce  
Washington, D C

Dear Mr Lancaster:

Your letter of November 25 informing me of the special trains which will tour the country is indeed appreciated. I have already written the office at Charlotte, North Carolina for admission cards and I shall be pleased to let you know the outcome of my effort.

With all good wishes,

Sincerely yours,

C. C. Spaulding

CCSpaulding eb

"No Home Complete Without North Carolina Mutual Policies"

November 25, 1941

Mr. G. C. Spaulding  
President  
N. C. Mutual Life Insurance Co.  
Durham, North Carolina

Dear Mr. Spaulding:

The Contract Distribution Division of O.P.M. has initiated a plan to avail to manufacturers and persons in business, facilities for defense contract orders.

On the 10th of November, three special trains left Washington for a tour throughout the country to inform manufacturers and small businessmen as to the function of the Contract Distribution Division and the procedure to secure defense contracts and procurement orders. Government officials from the O.P.M., Army, Navy and Maritime Commission will accompany these trains and advise businessmen on defense technique.

In my judgment this is an opportunity for Negroes in business to become acquainted with this defense service, and the purpose of this communication is to inform you and other prominent persons in business who desire to inspect these defense exhibits, the date and place of these defense trains. These trains will be on display December 9th at Greensboro, on December 10th at Charlotte and on December 18th at Raleigh. These special trains are not open to the public, and admission thereto is by cards issued by field offices of the Contract Distribution Division of the O.P.M., which for your information is located at the New Liberty Life Building in Charlotte.

The Washington office has been requested to advise the various field offices to include colored businessmen in the inspection tour of these trains, and I think it advisable that you contact your field office immediately.

Please let me know the outcome of your efforts.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

EMM:dmh

October 1, 1940

Mr. C. C. Spaulding, President  
North Carolina Mutual Life Insurance Co.  
Durham, North Carolina

Dear Mr. Spaulding:

I presume the pressure of business has prevented you from further consideration of my recent invitation to become a member of the National Negro Business Advisory Council. The dates of the conference of this Council have been tentatively set for November 8th and 9th. At this writing forty-six prominent professors and businessmen have accepted membership on the Council. Among those of eminence, only yours and the acceptance of Dr. F. D. Patterson are absent.

As a part of this program, we are planning a mass meeting Friday evening, November 8th. The committee desires that Dr. Patterson act as chairman of the meeting, and that the principal speakers will be you and the Hon. Jesse H. Jones, Secretary of Commerce.

I hope to secure approval of this conference at the close of the week, and thereafter full details in bulletin form will be published.

Please write me your reactions at your earliest opportunity.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH



Office of  
C. C. Spaulding, President

**LIFE INSURANCE COMPANY**

DURHAM, NORTH CAROLINA

October 4, 1940

Mr E M Lancaster  
Adviser on Negro Affairs  
U S Department of Commerce  
Washington, D C

Dear Mr Lancaster

I have carefully considered your request to have me serve on the National Negro Business Council and regret I am unable to give you a favorable reply. I must of necessity relinquish a few of my responsibilities and it would be unwise to accept additional assignments. I am sorry I cannot serve.

Best wishes,

Very truly yours,

  
C. C. Spaulding

CCSpaulding eb



Office of  
C. C. Spaulding, President

**MUTUAL**  
**LIFE INSURANCE COMPANY**

DURHAM, NORTH CAROLINA

August 21, 1940

Mr E M Lancaster  
Adviser on Negro Affairs  
Department of Commerce  
Washington, D C

Dear Mr Lancaster

Mr Spaulding is out of the office for a few days,  
but before leaving asked that I acknowledge re-  
ceipt of your letter of August 15.

He asked that I mention to you the meeting of  
the National Negro Business League to be held in  
Detroit, Michigan August 28, 29, and 30. He ex-  
pressed the opinion that the League and your De-  
partment could be of mutual help to each other.

He will communicate with you later concerning his  
serving as a member of your Advisory Council.

I trust you will find it possible to attend the  
meeting in Detroit.

Very truly yours,

*E. S. Berry*  
(Mrs) E S Berry  
Secretary to Mr Spaulding

b

August 15, 1940

Mr. C. C. Spaulding  
North Carolina Mutual  
Life Insurance Company  
Durham, North Carolina

Dear Mr. Spaulding:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisory Council to which you replied favorably. The purpose of this communication is to ascertain if you will serve as a member thereof.

Details pertaining to the program and date of the conference will be outlined later in the form of a Department release.

I await your reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH



OFFICE OF  
G. C. SPAULDING, PRESIDENT

**MUTUAL**  
**LIFE INSURANCE COMPANY**

DURHAM, NORTH CAROLINA

June 26, 1940

Mr Emmer Martin Lancaster  
Advisor on Negro Affairs  
U S Department of Commerce  
Washington, D C

Dear Mr Lancaster

Acknowledgment is made of your letter of June eighth.

While I have not had an opportunity, as yet, to give serious consideration to the matter discussed in your letter, I am of the opinion that such a conference as you have in mind should be called in Washington in the Department of Commerce. It occurs to me, also, that a smaller group of men - considerably less than fifty - could compose the Council and this group should include persons who would be able to finance such a trip.

I think your plan has merit and no doubt it could be worked out very effectively.

Best wishes,

Very truly yours,

  
C. C. Spaulding  
PRESIDENT

b

June 8, 1940

Mr. C. C. Spaulding, President  
North Carolina Mutual Life Insurance Co.  
Durham, N. C.

Dear Mr. Spaulding:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulations, but unfortunately, except for statistical data upon retail establishments and their incomes, we have very little knowledge of their problems. Information pertaining thereto in my opinion can be acquired only through a medium of contact with the Federal Government. I have in mind the formation of a Negro Business Advisory Council or committee similar to the Business Advisory Council which meets at the call of the Secretary of Commerce, to recommend and advise methods of improving business by Governmental assistance.

I would be pleased to learn your views on such an organization as well as other problems relating thereto.

I propose that this Negro Council should be composed of fifty or more prominent Negro businessmen throughout the country who are representative of all types of business including financial and manufacturing interests, retail and wholesale establishments.

Of course I could not expect these men, serving voluntarily, to spend money for a trip to Washington to discuss these matters, but they could meet with us at the conference of the National Negro Business League in Detroit, Michigan, this summer or at other times most convenient to the majority of the committee.

I shall be pleased to have your reactions with reference to these proposals.

Respectfully yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs,  
U. S. Department of Commerce.

EML:dmh

August 27, 1940

Mr. Edward Simmons, Prop.  
Ocean Fish Company  
Charleston, S. C.

Dear Mr. Simmons:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulations, but unfortunately, except for statistical data upon retail establishments and their incomes, we have very little knowledge of their problems. Information pertaining thereto in my opinion can be acquired only through a medium of contact with the Federal Government. I have in mind the formation of a Negro Business Advisory Council or committee similar to the Business Advisory Council which meets at the call of the Secretary of Commerce, to recommend and advise methods of improving business by Governmental assistance.

I propose that this Negro Council should be composed of fifty or more prominent Negro businessmen throughout the country who are representative of all types of business including financial and manufacturing interests, retail and wholesale establishments.

Recently Professor Jesse W. Lewis and Associate Professors H. Naylor Fitzhugh and James B. Mitchell of the Department of Commerce and Finance, Howard University, conferred with me with reference to the foregoing. Out of this conference several proposals were made with reference toward using the Negro Advisory office of the Department of Commerce as a clearing house for all Negro businesses throughout the country pertaining to (a) business administration curricula in various Negro institutions, (b) Placement of students in business establishments; this would be determined by maintaining a list furnished by the schools of all choice students applying for jobs in various types of businesses and a list of those businesses desiring expert

Mr. E. M. Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce

employees of college experience, (c) factual studies to be made available for the benefit of small Negro businesses, (d) a conference to be called and held in the auditorium of the Department of Commerce and its use thereof as headquarters for the proposed committee of which the professors of business administration courses in Negro institutions will be members.

I shall appreciate your reactions with reference to these proposals, and I await your immediate reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH



**WATCHTOWER LIFE INSURANCE COMPANY**

HOME OFFICE: 222 WEST DALLAS AVENUE - P.O. BOX 2097

HOUSTON, TEXAS

November 5, 1940

Mr. Emmer Martin Lancaster, Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D.C.

Dear Dr. Lancaster:

Acknowledgment is made of your letter of October 29, with reference to your conference of the proposed National Negro Business Advisory Council being postponed until a later date. In answer to your inquiry with reference to my willingness to continue to serve as a member of this Council, I am advising that I shall be very pleased to serve in any way possible.

Very truly yours,

Chas. A. Shaw,  
Secretary

CAS:tjc

October 29, 1940

Mr. Charles A. Shaw, Secretary  
Watchtower Life Insurance Company  
222 West Dallas Avenue  
Houston, Texas

Dear Mr. Shaw:

The conference of the proposed National Negro Business Advisory Council, upon the request of the Department of Commerce, has been postponed until a later date in order that the newly appointed Secretary of Commerce, the Hon. Jesse H. Jones, may have adequate opportunity to effect re-organization plans now under consideration.

This program has not been disapproved and the conference will go forward at an early date next year. Please advise if you will continue to serve as a member of the Council.

Cordially yours,

Emmer Martin Lenoaster  
Adviser on Negro Affairs  
U.S. Department of Commerce

EML:daj



**WATCHTOWER LIFE INSURANCE COMPANY**

HOME OFFICE: 222 WEST DALLAS AVENUE - P.O. BOX 2097

HOUSTON, TEXAS .

September 10, 1940

Mr. Emmer Martin Lancaster, Adviser on Negro Affairs  
United States Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

Acknowledgment is made of your letter of September 1, which was written for the purpose of ascertaining if I would serve as a member of the National Negro Business Advisory Council concerning which you wrote me several days ago. I shall be pleased to serve as a member of this council and shall make an effort to cooperate in its program in such manner as to make it an effective unit of progress.

I shall appreciate receiving from you details pertaining to this program and any other information which you see fit to furnish.

Very truly yours,

Chas. A. Shaw,  
Secretary

CAS:tjc

September 1, 1940

Mr. Charles A. Shaw  
General Manager  
Watchtower Life Insurance Co.  
Houston, Texas

Dear Mr. Shaw:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisory Council to which you replied favorably. The purpose of this communication is to ascertain if you will serve as a member thereof.

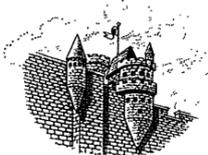
Details pertaining to the program and date of the conference will be outlined later in the form of a Department release.

I await your reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH



## WATCHTOWER LIFE INSURANCE COMPANY

HOME OFFICE: 222 WEST DALLAS AVENUE - P.O. BOX 2097

HOUSTON, TEXAS

August 30, 1940

Mr. Emmer Martin Lancaster, Adviser on Negro Affairs  
United States Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

I have read with a great deal of interest the information contained in your letter of August 27, with reference to the desire of the Department of Commerce to be of definite assistance to Negro businesses with their problems. I concur in your opinion that any knowledge of the problems of our businesses can only be acquired through a medium of contact with the Federal Government and I believe that the most logical medium would be through the formation of the Negro Business Advisory Council which you have in mind. It is my opinion, however, that if this council is to be of any benefit either to the government or Negro businesses it should be composed of a cross section of well informed, practical business men who have had a successful experience in the varied fields of business mentioned by you. I am not inclined to believe that this council, or any other medium of contact with the Federal Government, will be of very much value if its personnel is composed of theorists. In my opinion, the greatest opportunity facing the young Negro man and woman today is in the field of business, but there is a great need for our young people to be apprized through some medium of these opportunities which are awaiting exploitation by trained men and women who are willing "to give what it takes" and will take advantage of these opportunities.

One of the greatest problems facing the life insurance companies owned and operated by our group is the problem of trained agency material, who have a vision of the great opportunity which lies in this field and who are willing to apply themselves in such manner as to become definite assets of any organization with which they might become associated. In spite of this crying need by every one of our life insurance companies I do not know of any educational institution which is definitely supplying this need with worthwhile material.

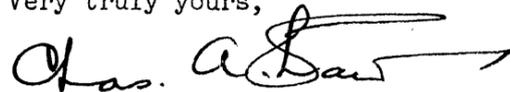
I shall be very pleased to cooperate with you in any manner you

# 2  
8-30-40  
Mr. Emmer Martin Lancaster:

may desire that will result in some definite and constructive results in enabling our various businesses to solve the numerous problems with which they are confronted.

With every good wish, I am

Very truly yours,



Chas. A. Shaw,  
Secretary

CAS:tjc

August 27, 1940

Mr. Charles A. Shaw  
General Manager  
Watchtower Life Insurance Co.  
Houston, Texas

Dear Mr. Shaw:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulations, but unfortunately, except for statistical data upon retail establishments and their incomes, we have very little knowledge of their problems. Information pertaining thereto in my opinion can be acquired only through a medium of contact with the Federal Government. I have in mind the formation of a Negro Business Advisory Council or committee similar to the Business Advisory Council which meets at the call of the Secretary of Commerce, to recommend and advise methods of improving business by Governmental assistance.

I propose that this Negro Council should be composed of fifty or more prominent Negro businessmen throughout the country who are representative of all types of business including financial and manufacturing interests, retail and wholesale establishments.

Recently Professor Jesse W. Lewis and Associate Professors H. Naylor Fitzhugh and James B. Mitchell of the Department of Commerce and Finance, Howard University, conferred with me with reference to the foregoing. Out of this conference several proposals were made with reference toward using the Negro Advisory office of the Department of Commerce as a clearing house for all Negro businesses throughout the country pertaining to (a) business administration curricula in various Negro institutions, (b) placement of students in business establishments; this would be determined by maintaining a list furnished by the schools of all choice students applying for jobs in various types of businesses and a list of those businesses desiring expert

Молитову, Алексей  
Александрович  
Секретарь  
М. С. Соловьев

employees of college experience, (c) factual studies to be made available for the benefit of small Negro businesses, (d) a conference to be called and held in the auditorium of the Department of Commerce and its use thereof as headquarters for the proposed committee of which the professors of business administration courses in Negro institutions will be members.

I shall appreciate your reactions with reference to these proposals, and I await your immediate reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH

VIRGINIA STATE COLLEGE FOR NEGROES  
PETERSBURG, VIRGINIA

JOHN M. GANDY, PRESIDENT

WILLIAM A. ROGERS, SECRETARY

LUTHER H. FOSTER  
TREASURER-BUSINESS MANAGER

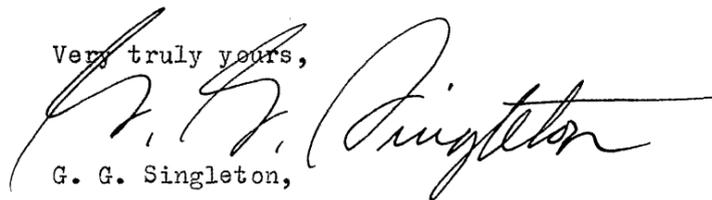
August 16, 1940

Mr. Emmor Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

In reply to your letter of recent date, I shall be very happy to serve as a member of the National Business Advisory Council.

Very truly yours,

  
G. G. Singleton,

GGG.

August 15, 1940

Professor G. G. Singleton  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Professor Singleton:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisory Council to which you replied favorably. The purpose of this communication is to ascertain if you will serve as a member thereof.

Details pertaining to the program and date of the conference will be outlined later in the form of a Department release.

I await your reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH

June 29, 1940

Dr. G. G. Singleton, Secretary  
Virginia Trade Association  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Mr. Singleton:

Your recent letter with reference to the proposed  
Business Advisory Council is most encouraging. I  
shall attend the Virginia Trade Association Conven-  
tion Sunday at Hampton Institute.

Yours respectfully,

Emmer Martin Lancaster  
Advisor on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH

Dr. C. C. Singleton, Secretary

June 24, 1940

Professor G. G. Singleton  
Virginia State College for Negroes  
Petersburg, Virginia

Dear Professor Singleton:

Yesterday's conference was impressive and I appreciate your invitation. I shall be pleased if you send me a program of yesterday's events and proceedings, and a roster for my mailing list of the attending delegates and their business connections.

Respectfully yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs,  
U. S. Department of Commerce.

EML:DME

ALL RIGHTS RESERVED  
Professor G. G. Singleton

VIRGINIA STATE COLLEGE FOR NEGROES  
PETERSBURG, VIRGINIA

JOHN M. GANDY, PRESIDENT

WILLIAM A. ROGERS, SECRETARY

LUTHER H. FOSTER  
TREASURER-BUSINESS MANAGER

June 12, 1940

Mr. Emmer Martin Lancaster  
Advisor on Negro Affairs,  
United States Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

Your idea regarding the appointment of a Negro Business Advisory Council, as expressed in your letter of June 8, is an excellent one. It is certainly gratifying to know that the Department of Commerce is interested in the problems of Negro business.

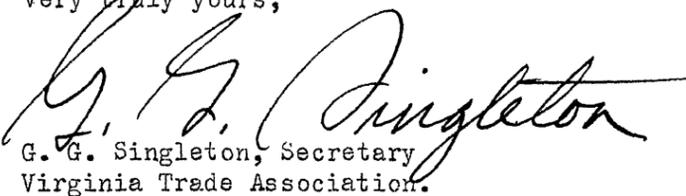
My first impression is that the great majority of Negro business men are completely uninformed regarding Governmental regulations and the services that Governmental departments can render for them. They have never been called in to sit around the conference table and the men who have preceded you in office have been content with the collection of the type of statistical data you mentioned. This is not meant as a reflection on them. They did all they could, I guess.

I believe you have the right approach to the situation. It is necessary to contact the men who are actually in business, the men who have the problems, whatever they are.

The Virginia Trade Association holds its annual conference at Hampton Institution, Hampton, Virginia., on Sunday, June 23, 1940. Many business men from all parts of the state will be there to discuss their problems. I want to extend to you a special invitation to be present at this meeting. The occasion offers an opportunity for you to give us some enlightenment as to how and to what extent the Government can and will assist Negro business. May I urge you to make every effort to be present?

I shall be happy to co-operate with you in any way that I can in putting your proposal as to the Advisory Council into effect.

Very truly yours,

  
G. G. Singleton, Secretary  
Virginia Trade Association.

GGG:lpg

June 8, 1940

Dr. George C. Singleton, President  
Virginia Trade Association  
Virginia State College  
Ettrick, Va.

Dear Dr. Singleton:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulations, but unfortunately, except for statistical data upon retail establishments and their incomes, we have very little knowledge of their problems. Information pertaining thereto in my opinion can be acquired only through a medium of contact with the Federal Government. I have in mind the formation of a Negro Business Advisory Council or committee similar to the Business Advisory Council which meets at the call of the Secretary of Commerce, to recommend and advise methods of improving business by Governmental assistance.

I would be pleased to learn your views on such an organization as well as other problems relating thereto.

I propose that this Negro Council should be composed of fifty or more prominent Negro businessmen throughout the country who are representative of all types of business including financial and manufacturing interests, retail and wholesale establishments.

Of course I could not expect these men, serving voluntarily, to spend money for a trip to Washington to discuss these matters, but they could meet with us at the conference of the National Negro Business League in Detroit, Michigan, this summer or at other times most convenient to the majority of the committee.

I shall be pleased to have your reactions with reference to these proposals.

Respectfully yours,

Emer Martin Lancaster  
Advisor on Negro Affairs,  
U. S. Department of Commerce.

EML:dmh

VIRGINIA STATE COLLEGE FOR NEGROES  
PETERSBURG, VIRGINIA

JOHN M. GANDY, PRESIDENT

WILLIAM A. ROGERS, SECRETARY

LUTHER H. FOSTER  
TREASURER-BUSINESS MANAGER

October 24, 1940

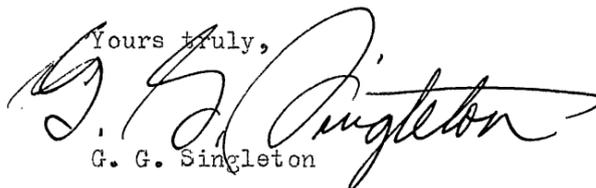
Attorney Eumer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

It is regrettable that the conference of the proposed National Negro Business Advisory Council must be postponed at this time. The postponement, however, is understandable in view of the re-organization plans of the new Secretary of Commerce.

The fact that your program has not been disapproved is indeed encouraging. I shall be glad to continue to serve as a member of the Council.

Yours truly,



G. G. Singleton

GGS:RS

October 25, 1940

Mr. G. G. Singleton  
Virginia State College For Negroes  
Petersburg, Virginia

Dear Mr. Singleton:

The conference of the proposed National Negro Business Advisory Council, upon the request of the Department of Commerce, has been postponed until a later date in order that the newly appointed Secretary of Commerce, the Hon. Jesse H. Jones, may have adequate opportunity to effect re-organization plans now under consideration.

This program has not been disapproved and the conference will go forward at an early date next year. Please advise if you will continue to serve as a member of the Council.

Cordially yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U.S. Department of Commerce

EMM:dnj

August 23, 1940

Mr. John H. Sengstacke  
Chicago Defender  
Chicago, Illinois

Dear Mr. Sengstacke:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisory Council to which you replied favorably. The purpose of this communication is to ascertain if you will serve as a member thereof.

Details pertaining to the program and date of the conference will be outlined later in the form of a Department release.

I await your reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH

ESTABLISHED MAY 5 1905



WORLD'S GREATEST WEEKLY ★ THE CHICAGO Defender ★ ★ ★

PUBLISHED BY  
THE ROBERT S. ABBOTT PUBLISHING CO.

OFFICE OF THE PRESIDENT

August 29, 1940

Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
U.S. Department of Commerce  
Washington, D.C.

Dear Mr. Lancaster:

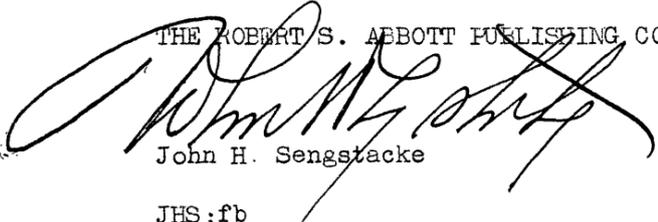
I appreciate very much your invitation to become a member of the National Negro Business Advisory Council, but because pressing business will necessitate my remaining in Chicago for at least the next three months, I feel that I must, for the time being, refuse the honor.

However, I am deeply interested and should like to become affiliated with the Council as soon as my business permits. Certainly I should like to remain in touch with the enterprise and be informed as to the progress of it.

With best wishes for success, I am

Yours very sincerely,

THE ROBERT S. ABBOTT PUBLISHING COMPANY

  
John H. Sengstacke

JHS:fb

P.S. Will you be good enough to send me the Department release outlining the details of the program, when such is available.

ESTABLISHED MAY 5, 1905



WORLD'S GREATEST WEEKLY ★ THE CHICAGO Defender ★ ★ ★

PUBLISHED BY  
THE ROBERT S. ABBOTT PUBLISHING CO.

OFFICE OF THE PRESIDENT

October 21, 1940

Mr. Emmaer Martin Lancaster  
Adviser on Negro Affairs  
U.S. Department of Commerce  
Washington, D.C.

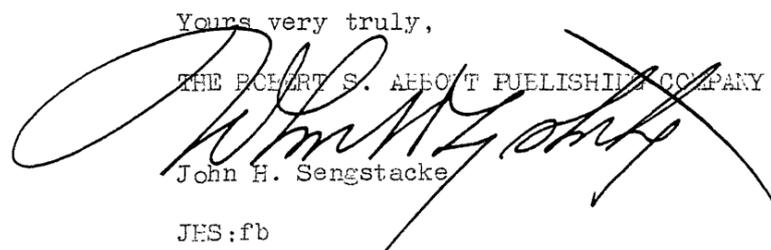
Dear Mr. Lancaster:

I have your letter informing me that the proposed conference of the National Negro Business Advisory Council has been postponed. We shall be pleased to develop a news story from the statement of the Council which you were kind enough to enclose and will send you a copy of same upon publication.

Whenever further plans for the conference are made, I shall be glad to receive notice of them.

Yours very truly,

THE ROBERT S. ABBOTT PUBLISHING COMPANY

  
John H. Sengstacke

JES:fb

October 19, 1940

Mr. John H. Sengstacke  
The Chicago Defender  
Chicago, Illinois

Dear Mr. Sengstacke:

The conference of the proposed National Negro Business Advisory Council, upon the request of the Department of Commerce, has been postponed until a later date in order that the newly appointed Secretary of Commerce, the Hon. Jesse H. Jones, may have adequate opportunity to effect departmental re-organization which is now under consideration.

The program has not been disapproved but will go forward at an early date next year. Incidentally, the same delay has been effected in all the Commerce bureaus where new plans were under consideration.

Enclosed you will find a statement of the proposed conference and Council with excerpts from letters of those who have approved the program. You may use this information as a news item if you think it is fitting.

Very respectfully yours,

Emmer Martin Lancaster  
Advisor on Negro Affairs  
U.S. Department of Commerce

ENCL.  
EML:dng

August 15, 1940

Mr. M. S. Stuart, Vice President  
Universal Life Insurance Company  
Memphis, Tennessee

Dear Mr. Stuart:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisory Council to which you replied favorably. The purpose of this communication is to ascertain if you will serve as a member thereof.

Details pertaining to the program and date of the conference will be outlined later in the form of a Department release.

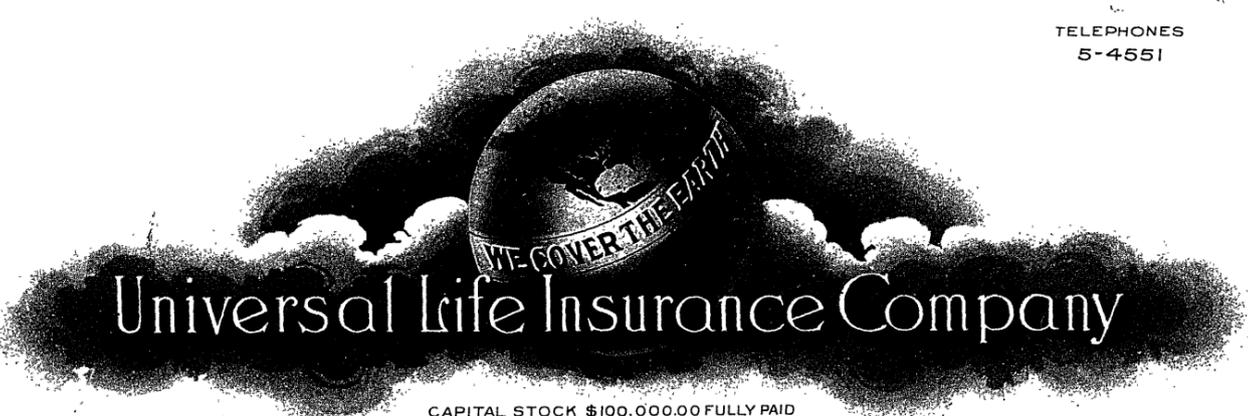
I await your reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH

TELEPHONES  
5-4551



# Universal Life Insurance Company

CAPITAL STOCK \$100,000.00 FULLY PAID  
HOME OFFICE: 234 HERNANDO STREET

Memphis, Tenn.

Office of  
M.S. STUART, Vice Pres.

Aug. 17, 1940

Department of Commerce,  
Washington, D.C.  
Attention of Mr. (?) Emmer Martin Lancaster,  
Adviser on Negro Affairs,  
U.S. Department of Commerce.

Dear Sir: (?)

Replying to your letter of August 15, 1940, I wish to state that I shall be very glad of the opportunity to be of service to our business as a member of the National Negro Business Advisory Council; and I therefore accept the honor contained in your kind invitation of above mentioned date.

I await with interest the release of the details of the organization.

Yours truly,



M.S. Stuart, Vice President

TELEPHONES  
5-4551



# Universal Life Insurance Company

CAPITAL STOCK \$100,000.00 FULLY PAID  
HOME OFFICE: 234 HERNANDO STREET  
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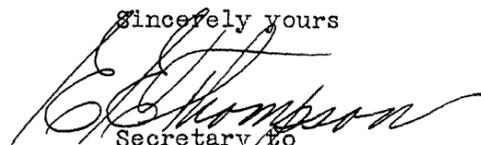
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My dear Mr Lancaster:

Your letter of October 28 to Mr M S Stuart finds him again confined to the hospital where he has just submitted to the second and major operation in an effort to correct the eye ailment with which he has been troubled.

I have told him of the contents of your letter and he wishes me to assure you that he will be pleased to continue as a member of the Council and is, in fact, rather relieved that he will have some time in which to improve his physical condition before active pursuance of the program commences so that he may give full and unhampered cooperation.

Sincerely yours



Secretary to  
Mr M S Stuart

Mr Emmer Martin Lancaster  
Adviser on Negro Affairs  
U S Department of Commerce  
Washington

October 28, 1940

Mr. M. S. Stuart, Vice President  
Universal Life Insurance Company  
254 Hernando Street  
Memphis, Tennessee

Dear Mr. Stuart:

The conference of the proposed National Negro Business Advisory Council, upon the request of the Department of Commerce, has been postponed until a later date in order that the newly appointed Secretary of Commerce, the Hon. Jesse H. Jones, may have adequate opportunity to effect re-organization plans now under consideration.

This program has not been disapproved and the conference will go forward at an early date next year. Please advise if you will continue to serve as a member of the Council.

Cordially yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs  
U.S. Department of Commerce

EML:daj

TELEPHONE  
5-4551



# Universal Life Insurance Company

CAPITAL STOCK \$100,000.00 FULLY PAID  
HOME OFFICE: 234 HERNANDO STREET

Memphis, Tenn.

Office of  
M.S. STUART, Vice Pres

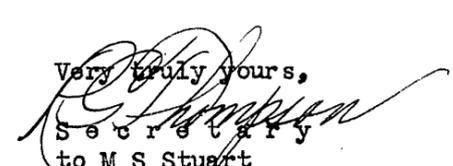
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Dear Mr Lancaster:

This acknowledges receipt of your letter of July 9 to Mr M S Stuart and I have to advise that Mr Stuart is out of the office for a short time because of an eye ailment for which he has just undergone an operation.

However, I have read to him your letter and he has asked that you be informed of his approval of the general plan outlined in your letter since it is his opinion that such an Advisory Council is greatly needed and could be of material assistance to the Negro in the business field.

I am sure you understand that Mr Stuart is not in condition to concentrate a great deal upon the details for the working out of such an Advisory Council nor the date of conference; and he asks, therefore, that you accept this letter as an indication of his willingness to serve in any way possible as may be in keeping with any plan worked out by you and those with whom you have consulted.

Very truly yours,  
  
Secretary  
to M S Stuart

Mr Emmer Martin Lancaster  
Adviser on Negro Affairs  
U S Department of Commerce  
W a s h i n g t o n

ESTABLISHED MAY 5, 1905



WORLD'S GREATEST WEEKLY ★ THE CHICAGO Defender ★ ★ ★

PUBLISHED BY  
THE ROBERT S. ABBOTT PUBLISHING CO.

OFFICE OF THE PRESIDENT

August 21, 1940

Mr. Emmer Martin Lancaster  
Advisor on Negro Affairs  
U.S. Department of Commerce  
Washington, D.C.

Dear Mr. Lancaster:

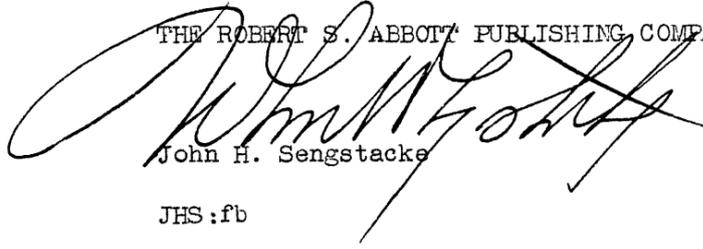
Thank you for your letter of August 16 informing me of the advisability of establishing a Negro business advisory council which would meet at the call of the Secretary of Commerce to recommend and advise methods of improving business by government assistance.

We feel that such a council would be of immeasurable value in solving and correcting the many problems we are confronted with. We heartily agree with the proposal and any assistance we can be in hastening the development of such a council, please call upon us.

With kind regards, I am

Yours very truly,

THE ROBERT S. ABBOTT PUBLISHING COMPANY

  
John H. Sengstacke

JHS:fb

August 16, 1940

Mr. John H. Singstacke, Publisher  
Chicago Defender  
Chicago, Illinois

Dear Mr. Singstacke:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulations, but unfortunately, except for statistical data upon retail establishments and their incomes, we have very little knowledge of their problems. Information pertaining thereto in my opinion can be acquired only through a medium of contact with the Federal Government. I have in mind the formation of a Negro Business Advisory Council or committee similar to the Business Advisory Council which meets at the call of the Secretary of Commerce, to recommend and advise methods of improving business by Governmental assistance.

I propose that this Negro Council should be composed of fifty or more prominent Negro businessmen throughout the country who are representative of all types of business including financial and manufacturing interests, retail and wholesale establishments.

Recently Professor Jesse W. Lewis and Associate Professors H. Naylor Fitzhugh and James B. Mitchell of the Department of Commerce and Finance, Howard University, conferred with me with reference to the foregoing. Out of this conference several proposals were made with reference toward using the Negro Advisory office of the Department of Commerce as a clearing house for all Negro businesses throughout the country pertaining to (a) business administration curricula in various Negro institutions, (b) placement of students in business establishments; this would be determined by maintaining a list furnished by the schools of all choice students applying for jobs in various types of businesses and a list of those businesses desiring expert

DEPT. OF COMMERCE  
CHICAGO OFFICE  
CHICAGO DEPARTMENT  
1937

employees of college experience, (c) factual studies to be made available for the benefit of small Negro businesses, (d) a conference to be called and held in the auditorium of the Department of Commerce and its use thereof as headquarters for the proposed committee of which the professors of business administration courses in Negro institutions will be members.

I shall appreciate your reactions with reference to these proposals, and I await your immediate reply.

Respectfully yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH