

408-A H 8

January 6, 1942

Mr. Ralph Haines
Box 369
Montclair, New Jersey

Dear Mr. Haines:

I was pleased to receive your recent letter and to observe your interest in our business program. Under separate cover I am sending you the business information that you requested.

At the present time I am planning to conduct another Conference on or about the 10th and 11th of April. I think it advisable for you to come at that time because you will be able to meet and associate with some of our prominent business leaders from all sections of the Country. I shall keep you informed as to the outcome of this arrangement.

Hosea Lindsay is getting on alright and at the present time we have 22 Akron people on the Government pay roll in Washington. Please extend my best wishes to your family.

Very sincerely yours,

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

EML:dmj

Box #369
Montclair
N. J.

Dear Emma:

Happy New Year and many
of them to you and your family.

Thanks for the Notes and literature
on Negro Affairs of which I am
very interested in. I have moved
and have settled here in Montclair
N. J. a growing and prosperous
community for the Negro.

I would like for you if possible
to send me 4 copies exactly like
you sent me the official Proceedings
of the first Annual conference on the
Negro in Business. These copies we would
like to place in the Y. M. C. A. & Y. W. C. A.

you in Washington. ^(A)

How is Hosea Lindsay making out. fine I hope also Mildred and Virginia Allen.

I expect to see Henry Sparks in the next few days.

Please write me at your earliest chance.

also please remember me to your mother.

I wish to remain

As Friend

Ralph Hamis

Box # 369

Montclair

N. J.

libraries here. ^(B) Also we have a very nice Democratic organization here with a nice library and would like to place one in it.

At present I am connected with the Manhattan Raybestos Rubber Mfg Co Passaic N. J. but am very interested in Negroes in Business, and the foundations of good business and successful business.

I would like to call or come down some week-end and see you, this is a field that really needs lots of attention because our people enter into business with not one idea or fundamental principle of business.

If it is possible please drop me a line and let me know when the best time would be to catch

The Federation of Civic Associations

MEETS IN THE BOARD ROOM OF THE DISTRICT BUILDING

EVERY FOURTH FRIDAY

WASHINGTON, D. C.

April 12, 1941.

OFFICERS

Lt. Col. Howard D. Queen, President
1810 California Street, N. W.
Mrs. Velma G. Williams, Vice President
2700 Georgia Avenue, N. W.
Dr. E. F. Harris, Second Vice President
49 D Street, S. E.
Mrs. Ruby M. Kendrick, Recording Secretary
751-A Fairmont Street, N. W.
Miss Ursula Jackson, Ass't Recording Secretary
1513 T Street, N. W.
Mr. Woolsey W. Hall, Corresponding Secretary
1330 Wallach Place, N. W.
Mr. W. D. Nixon, Treasurer
839 20th Street, N. E.
The Rev. David C. Lynch, Chaplain
217 D Street, S. W.
Dr. George H. Richardson, President Emeritus
309 11th Street, N. E.
Mr. George W. Beasley, Parliamentarian
926 T Street, N. W.

STANDING COMMITTEES

Civil Protection—Mr. W. D. Nixon
Civil Service—Mr. George W. Beasley
Collation—Mrs. Mary W. Booker
Commercial Interest—Mr. John A. Edelin
Credentials—Mr. W. F. Henson
Education—Mr. Woolsey W. Hall
Housing—Dr. E. F. Harris
Legislation—Mr. S. L. McLaurin
Membership and Organization—Mr. Hugh Bradford
Public Health and Sanitation—Dr. W. J. Howard
Publicity—Mr. Edward H. Lawson
Public Safety—Mr. J. C. Payne
Public Utilities—Mr. Guy Tinner
Public Works—Mr. Howard D. Woodson
Recreation—Mr. Ernest F. Harper
Social Service—Mrs. Edna W. Payton
Suffrage—The Rev. David C. Lynch

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

Dear Mr. Martin:

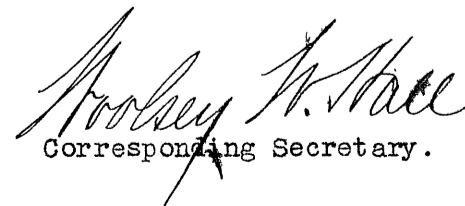
In response to the request in your letter of April 7, 1941, for the names of representatives of the Federation of Civic Associations of the District of Columbia who will attend the business sessions of the Conference on the Negro in Business, in the Department of Commerce Auditorium on Friday and Saturday, April 18 and 19, 1941--opening at 10 a.m. and closing at 5 p.m.--you are informed that the following will represent us:

Lieut. Col. Howard Donovan Queen, President (1810 California Street, N. W.).

Mr. W. D. Nixon, Treasurer (839 20th Street, N. E.).

Mr. John A. Edelin, Chairman Committee on Commercial Interest (1640 B Street, S. E.).

Very truly yours,


Corresponding Secretary.

April 7, 1941

Mr. Woolsey W. Hall
Corresponding Secretary, The Federation
of Civic Associations
1330 Wallach Place, N. W.
Washington, D. C.

Dear Mr. Hall:

A conference on the Negro in Business sponsored by the U. S. Department of Commerce will be held in the Commerce Auditorium on Friday and Saturday, April 18th and 19th, 1941. Daily sessions will open at 10 a.m., and close at 5 p.m., and will be open to the public. A public mass meeting will be held on Friday, April 18th at Mt. Carmel Baptist Church at 8:15 p.m., and will be addressed by L. C. Blount, Secretary, Great Lakes Mutual Insurance Company, Detroit, Michigan, and Wayne Chatfield-Taylor, Undersecretary of Commerce. Prominent businessmen, educators and government specialists will present an array of facts, statistics and proposals of vital interest to the public. The membership of your organization is urged to attend.

A radio broadcast on the Negro in Business will be conducted over station WJMV, Saturday, April 12th, at 9:45 a.m. Rev. Josiah E. Elliot, Rector, St. Lukes P. E. Church will be the principal speaker.

In order that recognition in our published proceedings might be given to all participating organizations, you are requested to submit to this office the names of your representatives who will be able to attend the business sessions.

Very sincerely yours,

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

EML:dnj

March 26, 1941

Mrs. Julia West Hamilton
Federation of Colored Women's Clubs
320 U Street, N. W.
Washington, D. C.

Dear Mrs. Hamilton:

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 27, 1941

Mr. Ernest T. Harper
Kingman Park Civic Association
520 21st Street, N. E.
Washington, D. C.

Dear Mr. Harper:

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 27, 1941

Mr. E. F. Harris
Lincoln Civic Association
49 D Street, S. E.
Washington, D. C.

Dear Mr. Harris:

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,

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

HML:dmh
Encl.

April 3, 1941

Rev. E. L. Harrison
Pastor, Shiloh Baptist Church
1500 9th Street, N. W.
Washington, D. C.

Dear Rev. Harrison:

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 Cantorzen Girls' Chorus, directed by Miss Mary Europe, and vocal selections by Mrs. Elisabeth 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:dnj

Iota Phi Lambda Sorority



Gamma Chapter

Washington, D. C.

539 Fla. Ave., N. W.,
March 28, 1941.

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

My dear Mr. Lancaster:

Thank you so much for your letter of March 19 concerning the First Annual Conference on Negro Business sponsored by the Negro Affairs Division of the Department of Commerce.

Mrs. Marion H. Elliott, Journalist of our local chapter here, will be glad to represent us and serve as reporter for the Mass Meeting to be held on Friday night, April 18, 1941.

In connection with our program for the approaching celebration of National Business Week, we are sponsoring a Business Show at the Lincoln Colonnade for three nights - April 8, 9, and 10. We would be pleased to have you visit the show each night, but we are extending you a special invitation to be our honored guest on Tuesday night, April 8, when the formal opening will take place. Because of your connection with the Division of Negro Affairs in the Department of Commerce, we feel certain that you can bring us a real message, and that the inspiration you give us will be of immeasurable value to us in our future efforts.

Thanking you for including Iota Phi Lambda in your program, and for the consideration you will give this invitation, I am

Most respectfully yours,

Marquette E. Harvey
President

GAMMA CHAPTER

Iota Phi Lambda National Business Sorority

March 19, 1941

Miss Margaret Harvey, President
Iota Phi Lambda Sorority
537 Florida Avenue, N. W.
Washington, D. C.

Dear Miss Harvey:

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 in Negro Affairs
U. S. Department of Commerce

Encl.
EMM:dnj

FEDERAL SECURITY AGENCY
U. S. OFFICE OF EDUCATION
WASHINGTON

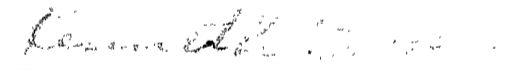
April 18, 1941

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

My dear Mr. Lancaster:

Thank you for your invitation to attend your conference on THE NEGRO IN BUSINESS. It will be a pleasure to participate on both days.

Very truly yours,


Kenneth B. Haas, Regional Agent
for Distributive Education

April 14, 1941

Mr. Kenneth B. Haas
Agent for Distributive Education
Business Education Service
Vocational Division
U. S. Office of Education
Department of the Interior
Washington, D. C.

Dear Mr. Haas:

The enclosed release contains an announcement of a conference on the Negro in Business to be held in Washington, D. C., April 18th and 19th, 1941.

Delegates from business organizations and educational institutions of fourteen states will be represented. Educators, businessmen and specialists will present facts, statistics and proposals relating to the Negro in business.

The U. S. Department of Commerce invites you to attend and to participate in the conference discussions.

Very sincerely yours,

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

EML:dmb
Encl.

April 3, 1941

Rev. J. L. S. Holloman
Pastor, Second Baptist Church
816 3rd Street, N. W.
Washington, D. C.

Dear Rev. Holloman:

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 Cantorah Girls' Chorus, directed by Miss Mary Europe, and vocal selections by Mrs. Elizabeth Simford 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:daj

January 23, 1942

Mr. Albert L. Hypps, Assistant President
Negro Business League
1901 7th Street, N. W. 1800 11th St. N. W.
Washington, D. C.

Dear Mr. Hypps:

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.

The victory program of the 1,700 member organizations of the United States Chamber of Commerce was of such magnitude that the President expressed his gratitude, publicly. I am convinced that Negroes in business desire that their patriotism shall not be surpassed by any other business organization and their traditional loyalty to the Government remain inviolate.

I respectfully urge that you serve on the planning committee of your State, and you may select that operation suitable to your talents. Your State Chairman will communicate with you on the technique, assignments and procedure best adapted to your locality.

You are advised to communicate with this office frequently and your criticisms of this endeavor are invited. In order that our next war release, containing the action of our committees, might receive proper timing and adequate publicity, please reply immediately to this communication.

Very sincerely yours,

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

EML:dmj

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

August 26, 1941

Mrs. Irene C. Hypps
Head, Business Education Department
Public Schools, Divisions 10-13
Cardozo High School
Washington, D. C.

Dear Mrs. Hypps:

By the time you receive this letter I shall be on my way to Memphis, Tennessee.

I have received calls from two sources with reference to your recent plans. The enclosed paragraph from a letter to Mr. Holsey expresses my views in reference to his reply. Soon after Mrs. Bethune received your letter I was asked to confer with T. Arnold Hill and Joseph H. B. Evans concerning its contents. These are the only individuals who have contacted me with reference to your plans. Of course, it is not my desire to interfere with any program which will aid Negro business throughout the country by receiving aid from the Government.

You have my full cooperation in your present venture.

Very sincerely yours,

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

Encl.
EML:daj

7-20-41

WASHINGTON
OFFICE OF THE SECRETARY
DEPARTMENT OF

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

COPY

COPY

July 25, 1941

Mr. Alben L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

. . . I have no desire to hinder any expansion movement which relates to the Government business program for Negroes. I have no objection to any support or assistance which you may render in connection with Mrs. Hypps' program. As a matter of fact, I think this is a worthy venture and that the League should support it. . . .

Very sincerely yours,

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

EML:dntj

OFFICE OF THE
DEPARTMENT

2009

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Armstrong High School
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Cardozo High School
- BERTHA C. ANDERSON
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M.M. Washington Vocational
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Related Subjects
Phelps Vocational School
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Related Subjects
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Administration Annex No. 2
- RAYMOND M. ALEXANDER
Financial Secretary
Armstrong High School
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- WALTER L. CRAIG
Editor-in-Chief, Journal
Phelps Vocational School
- ALBERT A. BURGESS
Business Manager, Journal
Phelps Night School

National Capital Vocational Association

Administration Annex Number 2
14th and Q Streets, Northwest

Washington, D. C.

August 18, 1941

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

My dear Mr. Lancaster:

I would like for you to know some of the things which have transpired since the June meeting of the Virginia Trade Association. You will recall that I recommended and the Association voted to request the Honorable Jesse Jones, Secretary of the U. S. Department of Commerce, an expansion of the facilities and services available for businesses as small as those represented by the average Negro proprietor.

It seemed futile for one association to make a single request of such import, therefore, thirty-two other business and business education organizations were contacted. I have been reliably informed of thirteen similar requests that have been sent in to the Secretary and presume that there were others. Since these thirteen represented ten different states, it shows something of a national need.

Mr. Carlton Gaines writes me that the Honorable Jesse Jones may be on the program of the National Negro Business League when it meets in Memphis this month. If so, that is a fine opportunity to follow up such a request by the national body. Both Mr. Gaines and Mr. Holsey have invited me to attend.

A further contact has been made with the Senate Special Committee to Study Problems of American Small Business. Mr. Charles G. Daughters, Committee clerk in charge of the business education needs, asked that a report on the special needs of the Negro small business man be prepared. This has been done and that report is now in process of being printed. I think it is to be released shortly by the Committee and copies will be available (free) from the Committee room in the Senate Office Building.

Since Mrs. Bethune is chairman of the Negro government advisers she was informed of the requests that had been sent into the U. S. Department of Commerce and of the needs for special services to be rendered to Negroes in business. In her reply, dated July 25, Mrs. Bethune states that she will be very glad to get with you directly and do whatever she can in addition to a more direct contact with the Secretary. This is most significant and I hope that you will talk over any plans that you might like to see put into effect with her.

You will understand, of course, that no official contact was established with your office because it seemed more effective if all requests came from those representing the needs of Negroes out in the field of business and business education. The source of this movement has come solely from the contacts which business persons and business teachers have made with one another at recent meetings where the immediate problems of the Negro in business and Negro youth preparing for business have been discussed.

We take for granted that in your official capacity as Special Adviser on Negro Affairs in the U. S. Department of Commerce, you favor and will cooperate with any constructive suggestions of services to Negro business and integration of personnel to insure such services in the Research, Marketing, and Small Store Structure and Operation divisions. In fact, you are the only individual in position to make concrete recommendations.

We feel it a responsibility to see that something is done to improve the conditions of business as practiced by our group. Our's is not a mere racial interest, but a sincere desire to help in the strengthening of America's economic resources. Any steps toward the successful adjustment of so important a minority as the Negroes in America represent, will be a contribution toward the defense of our democracy.

In whatever ways we may assist your present program, you know that we are willing to serve. In any ways that you may further our requests, we hope that you will do so.

Very truly yours,

Irene C. Hypps
Irene C. Hypps

August 8, 1941

Mr. Albert Hypps
7 Logan Circle, N. W.
Director, Negro Business Institute
Washington, D. C.

Dear Mr. Hypps:

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,

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

EML:dah

May 8, 1941

Mrs. Irene C. Hypps
Head, Business Education Department
Washington Public Schools
Divisions 10-15
Cardozo High School
Washington, D. C.

Dear Mrs. Hypps:

By this time we have recuperated sufficiently to undertake the task of correlating and compiling our Conference proceedings. The Committee on Recommendations and Findings has not yet submitted their Report, nor do I have the remarks of Messrs. Emil Schraw, Abner H. Ferguson and Robert L. Mahornay, which were written up by Mrs. M. L. McNeel and Mrs. R. K. Williams.

It is unnecessary for me to inform you that the assistance which you rendered this office has been most valuable. I have expressed this fact publicly and privately and I hope that you will be available for suggestions and proposals as the program of this office unfolds. I hope to have the volume of Conference proceedings available for distribution by the end of this month.

Very sincerely yours,

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

EML:daj

story be written from a news angle concerning personalities rather than another announcement of the conference since they have already run an announcement of the conference. Mrs. Hypps will be glad to write the story for you if you will supply her with the material, pictures (Mr. Blount's especially), etc. She will send around to the Y. for the material this evening. I told her you would call her as soon as you returned from the Broadcast. Her phone number is Dupont 3718

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

Notes From Telephone Conversation with
Mrs. Hypps

Suggested possibility of having N.Y.A. Band supply instrumental music for Mass Meeting. Spoke to Mr. ~~Smith~~ E. Smith, Director of Band about playing. Mr. Smith thinks they can arrange it, although they have an engagement out of town on Wednesday night, they expect to return before Friday night. Mr. Smith's phone number is Taylor 1373. *Taylor 1379 Arthur Smith*

Suggests you contact Major R. R. Wright of Philadelphia to appear as a speaker or be given some prominent place on your program because of his business connections. She will look up his address for us.

She contacted Matthews of the Afro in connection with a story concerning the conference. Matthews suggests that a good

PUBLIC SCHOOLS OF THE DISTRICT OF COLUMBIA
OFFICE IN CARDOZO HIGH SCHOOL
RHODE ISLAND AVENUE AND NINTH STREET NW.
WASHINGTON, D. C.

DEPARTMENT OF BUSINESS PRACTICE
DIVISIONS 10-13

Dear Mr. Lancaster,

Inclosed is a copy of the release that I have given to the Afro. I'll get out a different one for the Tribune in the morning.

On the second sheet are the names of the local members of your National Committee, whom you can call in Thursday evening. Mr. George H. Murray, chairman of the teachers' secretarial group might also be invited but that's all -- unless you want to include the insurance managers and Mr. Douglas. It seems to me, however, that you don't want to make your reception and arrangements group too large.

Cordially yours,

Gene Hypps

Commerce Department Will
Entertain National Committee

The Division of Negro Affairs of the U. S. Department of Commerce, of which Emmer Lancaster is the adviser, opens its first annual conference on "The Negro in Business" on Friday morning of this week. A public mass meeting will be held on Friday evening at the Mt. Carmel Baptist Church, with the Hon. Wayne Chatfield-Taylor, Undersecretary of Commerce; and L. C. Blount, secretary-general manager of the Great Lakes Mutual and a former Washingtonian Insurance Co., Detroit, Mich., as the principal speakers. Mrs. Mary McLeod Bethune will present the members of the Federal Council of Negro Advisors, and Albon L. Holsey the visitors and delegates. Special music will be rendered by the NYA band, the WPA chorus, the Cantoren Girls Chorus; and Elizabeth Sinkford Thornton, soloist. Perry W. Howard will deliver the welcome address.

Four other sessions of the conference will be at the Department of Commerce auditorium. On Friday morning, William A. Bailey, Walter R. Chivers, and M. C. Clark will talk on "The Negro in Business". Friday afternoon, specialists of the Commerce Department, will speak on the services of their bureaus. The Saturday morning session is devoted to "Business Education and the Negro. Att'y H. Elsie Austin, Dr. V. V. Oak, Mrs. Irene Hypps, and Dr. Wm H. Bell will treat this topic from both the college and secondary school levels. At the closing session on Friday afternoon, the theme is that of "National Defense and Negro Business" with Leon M. Wallace of Louisiana, and Robert L. Mehorney, Chief, Defense Contract Service, speaking, and Carlton W. Gaines presiding.

Local members of the National Committee on the Negro in Business will serve as a Committee on Arrangements in receiving the out-of-town delegates and visitors. These are William A. Bailey, chairman, Att'y H. Elsie Austin, Dr. Dorothy Bolding Ferebee, Charles E. Hall, F. T. Harris, Albert L. Hypps, Daisy N. Jackson, Jesse W. Lewis, John R. Pinkett.

Associate committees on publicity, and secretarial service are composed of S. A. Douglas, Norman H. Branche, Clarence H. Robinson, C. W. Fearing, Sr., A. L. Lindsay, George E. Brice; George H. Murray, Mrs. R. C. Hill, Mrs. E. M. McIntyre, Mrs. R. B. Gray, Mrs. M. L. McNeel, Mrs. M. C. Lee, Mrs. H. R. Short, Mrs. B. K. Williams, Mrs. B. P. Maloney and Mrs. M. J. Nightengale. Cardozo High School office practice pupils are also assisting in the clerical work of the conference sessions.

A Committee on Findings and Recommendations will meet at the close of the conference ~~sessions~~. In addition to the members of the National Committee, others invited to participate are Major R. R. Wright, Congressman Arthur D. Mitchell, ~~and~~ Dr. Garnet C. Wilkinson, and officials of other government departments.

The Washington Chamber of Commerce is sponsoring a special entertainment and smoker at the Musolit Club on Saturday night in honor of the Conference members.

PUBLIC SCHOOLS OF THE DISTRICT OF COLUMBIA
OFFICE IN CARDOZO HIGH SCHOOL
RHODE ISLAND AVENUE AND NINTH STREET NW.
WASHINGTON, D. C.

DEPARTMENT OF BUSINESS PRACTICE
DIVISIONS 10-13

April 12, 1941

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

My dear Mr. Lancaster:

I have been thinking over the suggestion I made yesterday in regard to a committee that might function as a welcoming and general host group. Why not use your Washington members of the National Committee and have Mr. Bailey or someone familiar with the Department set-up act as chairman? Since they would all be local, you could have a committee meeting on Thursday in order to have them feel a part of the active machinery. It would be perfectly proper to designate them as a Committee on Arrangements.

Suggestion number two is that the teacher group who are to serve in stenographic capacities and for helping register and what not, might be termed Associate Committee on Arrangements. I have asked Mr. George H. Murray to act as their chairman -- just so as to have some one person responsible. His address is 928 S St., n. w.; telephone, North 2889. He has had a great deal of experience in arranging and looking after the details of programs for the Musolit Club and for the Teachers Advisory Council Institute Committee.

Where none of these committee names need to go on a program, they would make good local publicity and create much good-will. However, as in all cases where my suggestions are concerned -- only use what may suit your own purposes. It really makes no difference to me.

Is the Commerce auditorium equipped with a microphone? Since it seats so many, your speakers will want to be heard. Good luck to you. I won't mail the Afro and Tribune releases until tomorrow, therefore, if you decide to use the suggested committee set-up let me know.

Very truly yours,
Irene C. Hypps
Irene C. Hypps

March 19, 1941

Mr. Albert L. Hypps, Director
Negro Business Institute
1901 7th St., N. W.
Washington, D. C.

Dear Mr. Hypps:

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:daj

April 16, 1941

Mr. Albert L. Hypps
President, Negro Business Institute
1903 7th Street, N. W.
Washington, D. C.

Dear Mr. Hypps:

In connection with the Negro Business Conference I shall be pleased for you to attend a meeting in my office, room 2061, Department of Commerce Building at 7:30 p.m., Thursday, April 17th. The session will meet promptly and adjourn at 8:00 p.m.

Very sincerely yours,

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

EML:daj

September 30, 1941

Mr. Charles E. Hall
617 You Street, N. W.
Washington, D. C.

Dear Mr. Hall:

I was very happy to receive your recent letter containing comments upon the material released from this office. Your suggestion that these pamphlets should be filed in our Negro college libraries is an excellent one, and every effort will be made to comply therewith.

I am always pleased to receive your advice, and I hope that you will feel free to drop in my office at any time.

Very truly yours,

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

EMM:cmh

Charles E. Hall
617 YOU STREET, N. W.
WASHINGTON, D. C.

Sept. 25-41

Mr. Sumner M. Lancaster
Adviser, Negro Affairs
U. S. Dept. of Commerce
Washington, D. C.

Dear Mr. Lancaster:

In acknowledging the receipt of a copy of the "Official Proceedings of the First Annual Conference on the Negro in Business," sponsored by the Department of Commerce, I wish to compliment you upon your efficient work in the preparation of this splendid and informative report.

I was also pleased to receive from you a copy of pamphlets relating to "Retail Negro Proprietorships," "Banking Institutions owned and operated by Negroes," and the "Store Modernization Check List." This check list or sheet is especially needed by our retail dealers many of whom will doubtless improve the physical appearance and condition of their establishments now that they have a printed form of instruction to guide them. In my opinion a complete set of these pamphlets should be on file in each of the libraries of our Negro Universities, Colleges and High Schools.

Through your Division of Negro Affairs, the Department of Commerce is putting over a worthwhile job among Negro business men that will be reflected in a general improvement in methods and a substantial increase in the value of their gross and net sales.

Thanking you again, and with kind personal regards, I am

Very truly yours
Charles E. Hall

August 8, 1941

Mr. Charles E. Hall
617 U Street, N. W.
Washington, D. C.

Dear Mr. Hall:

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:dmh

April 16, 1941

Mr. Charles E. Hall
617 "U" Street, N. W.
Washington, D. C.

Dear Mr. Hall:

In connection with the Negro Business Conference I shall be pleased for you to attend a meeting in my office, room 2061, Department of Commerce Building at 7:30 p.m., Thursday, April 17th. The session will meet promptly and adjourn at 8:00 p.m.

Very sincerely yours,

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

EML:daj

Charles E. Hall
617 YOU STREET, N. W.
WASHINGTON, D. C.

March 25-41

Mr Emmet M. Lancaster
Adviser, Negro Affairs
U. S. Dept. of Commerce
Washington, D. C.

Dear Mr Lancaster:

In response to your letter of March 14, I shall be pleased to attend your conference on Negro business on the dates indicated and hope the discussions of the Department experts and businessmen and educators will result not only in an increased efficiency in the enterprises now operated by Negro owners but will also suggest fields for subsequent development. You will please limit my participation to the general round-table discussions.

I have no recent photographs but can supply you with one or more mats, should these answer your purpose. The inclosed article suggests the practicability of the consolidation of our several Casket factories. Copies have been sent to several of our bankers also to -

Mr W. S. Bond, President
Bond Funeral Directors Exchange, Inc
Madison, Arkansas

Mr George A. Carper, Pres
Funeral Director Casket Co
3204 Lucas St. St Louis Mo.

These men may wish to discuss the subject which is being quite generally considered.

Very truly yours
Charles E Hall

March 14, 1941

Mr. Charles Hall
617 U Street, N. W.
Washington, D. C.

Dear Mr. Hall:

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.

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

EML:dmh



THE Washington Eagle

OFFICIAL PUBLICATION OF THE ELKS AND DAUGHTER ELKS OF I. B. P. O. E. OF THE WORLD

VOLUME XIV—No. 7

WASHINGTON, D. C., APRIL, 1941

Entered at the Post Office at Washington, D. C., as Second Class matter under act of August 24, 1912. Published Monthly. Yearly Subscription 30c

Million Dollar Casket Industry Possible Thru Cooperative Effort

By CHARLES E. HALL, Grand Statistician

While there are no records showing the number and kinds of caskets purchased annually by members of our racial group, data relating to the number of our deaths in the United States by states and principal cities are available and men familiar with the operations of our morticians believe that a Negro-owned casket company doing a business of ONE MILLION dollars per year or more could be easily financed and successfully operated.

Factory Consolidation Necessary

In this connection it has been pointed out that in 1939 there were 173,510 Negro deaths in the United States and that our average deaths per year from 1935 to 1939, inclusive, was approximately 182,000. If the two or three casket factories now operated by Negro manufacturers could be consolidated into one large company thoroughly equipped and managed, and if our hundreds of morticians would purchase their caskets and other supplies from this company, our Race for the first time in its history would have a million dollar a year industry that would give steady employment to a great number of skilled and semi-skilled workers. Each of the two or three casket factories now in operation could be expanded to meet the requirements of the territory in which they are now located and serve, and each would constitute a unit of the consolidated organization. It is believed that this economic expansion could be successfully promoted and operated if our morticians, our casket manufacturers, bankers and insurance executives would meet together and thoroughly discuss every phase of the industry including the manufacturing, financing and distribution of the production.

The Possibilities

It is, of course, unreasonable to believe that this concern would supply all of the caskets used for the burial of colored persons throughout the United States, but assuming the marketing to our undertakers of one-half the number required for our use each year and estimating on the basis of a very low wholesale average value of twenty dollars per casket, this company would do a gross business of more than a million and a half dollars. And if the company sold but one-third the number required it would still be a million dollar per year industry capable of expansion under efficient management.

We have the market, two or three factories now operating and the salesmen. Surely our trained bankers and insurance executives can evolve a financial plan to satisfactorily underwrite the project. Our Race is becoming increasingly interested in business enterprises owned and operated by members of this racial group in the creation of employment for their sons and daughters, and in having a greater amount of money retained for circulation within the group. We are facing a new era, possibly an era of great economic expansion and our inclusion in the new order may be largely determined if not limited to our own efforts. We must do something about it, and we can at least make and distribute our own coffins and embalming fluid through the hundreds of intelligent morticians—who funeralize our dead.

Industry Possible Thru Cooperative Effort

By CHARLES E. HALL, Grand Statistician

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Our Funeral Bill

As previously stated we had 173,510 deaths in 1939. If the average cost per funeral was one hundred dollars, it means that our Race paid \$17,351,000 to the undertakers during that year. If the average cost is conservatively estimated at \$75 per funeral our funeral bill was in excess of THIRTEEN MILLION DOLLARS. This is Big Money in any language and definite plans should be made to give our group a bigger "cut", and it can be done.

Regardless of our problems, and they exist without number, there is no reason why we cannot overcome some of the obstacles that surround us thru an intelligent cooperative effort to strengthen our assets.

January 23, 1942

Mr. F. T. Harris
Executive Secretary
N.E.A.C.P.
Washington, D. C.

Dear Mr. Harris:

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.

The victory program of the 1,700 member organizations of the United States Chamber of Commerce was of such magnitude that the President expressed his gratitude, publicly. I am convinced that Negroes in business desire that their patriotism shall not be surpassed by any other business organization and their traditional loyalty to the Government remain inviolate.

I respectfully urge that you serve on the planning committee of your State, and you select that operation suitable to your talents. Your State Chairman will communicate with you on the technique, assignments and procedure best adapted to your locality.

You are advised to communicate with this office frequently and your criticisms of this endeavor are invited. In order that our next war release, containing the action of our committees, might receive proper timing and adequate publicity, please reply immediately to this communication.

Very sincerely yours,

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

EML:daj

November 26, 1941

Mr. Lewis E. Holland, Dean
Samuel Houston College
Austin, Texas

Dear Mr. Holland:

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: dsh

May 23, 1941

Mr. F. T. Harris
Executive Secretary
M. E. A. C. P.
1935 Ninth Street, N. W.
Washington, D. C.

Dear Mr. Harris:

The request contained in your recent letter for the addresses of members of the National Negro Business Committee will be sent to you as soon as possible.

Very truly yours,

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

EML:dmh

Mr. D. C.
Mr. E. V. C. B.
Executive Secretary
Mr. E. J. Kellie

F. T. Harris
Executive Secretary

MEACP

Movement for the Economic Advancement of Colored People

Office: 1935 Ninth Street, N. W.
Washington, D. C.

May 21, 1941.

Mr. E. M. Lancaster,
Advisor on Negro Affairs,
U. S. Dept. Commerce,
Washington, D. C.

Dear Sir:

Please send me the names and addresses of the members of the Advisory Council, if you have them convenient. Also enclosed is the latest issue of "Economic Life."

Yours truly,
Frederick T. Harris
Frederick T. Harris

MEACP

Movement for the Economic Advancement of Colored People

F. T. Harris
Executive Secretary

Office: 1935 Ninth Street, N. W.
Washington, D. C.

March 28, 1941.

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

My Dear Mr. Lancaster:

Please find enclosed a photograph of myself as per your request.

Our paper will go to press during the week of April 1. Will you have your program ready by that time? If so, please send me one by mail.

Very truly yours,

F. T. Harris

F. T. Harris

MEACP

Movement for the Economic Advancement of Colored People

F. T. Harris
Executive Secretary

Office: 1935 Ninth Street, N. W.
Washington, D. C.

March 22, 1941.

E.M. Lancaster
Adviser on Negro Affairs
U.S Dept. of Commerce
Washington, D.C.

My Dear Sir:

In reply to your letter of March 13, please be advised that I will attend the conference. Since I do not have a photograph of myself just now, it will be another week or ten days before I can have one made. I hope this will be soon enough, if not please advise me.

Very truly yours,

Frederick T. Harris
Frederick T. Harris

March 13, 1941

Mr. F. T. Harris
Executive Secretary, NEACP
1935 9th Street, N. W.
Washington, D. C.

Dear Mr. Harris:

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

MEACP

Movement for the Economic Advancement of Colored People

F. T. Harris
Executive Secretary

Office: 1935 Ninth Street, N. W.
Washington, D. C.

January 4, 1941.

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

My Dear Sir:

In reply to your letter some time ago asking me if I would serve on the proposed Advisory Council for Negro business, I am glad to say I will.

Very truly yours,

F. T. Harris

F. T. Harris

October 24, 1940

Mr. F. T. Harris
Executive Secretary, NBAOP
1935 9th Street, N. W.
Washington, D. C.

Dear Mr. Harris:

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 reorganization 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

MEACP

Movement for the Economic Advancement of Colored People

F. T. Harris
Executive Secretary

Office: 1935 Ninth Street, N. W.
Washington, D. C.

August 22, 1940.

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

Dear Sir:

In reply to your letter of August 21,
in which you ask if I will serve on the proposed
National Negro Business Advisory Council, I am
pleased to say I will.

Note: the Street No. is 1935.

Yours truly

F. T. Harris

F. T. Harris

August 21, 1940

Mr. F. T. Harris
Secretary M.E.A.C.P.
1931 - 9th Street, N. W.
Washington, D. C.

Dear Mr. Harris:

Recently a letter was addressed to you containing proposals for the formation of a National Negro Business Advisery 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

MEACP

Movement for the Economic Advancement of Colored People

F. T. Harris
Executive Secretary

Office: 1935 Ninth Street, N. W.
Washington, D. C.

August 20, 1940.

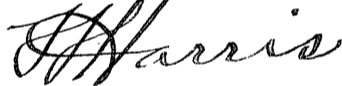
Mr. E. M. Lancaster
Adviser on Negro Affairs,
U.S. Department of Commerce,
Washington, D.C.

Dear Sir:

In reply to your letter of August 19,
I am glad to say that the plan meets my approval.
Please inform me when I may have an interview with
you concerning the matter.

Yours very truly,

F. T. Harris



August 19, 1940

Mr. F. T. Harris
Secretary M.E.A.C.P.
1931 - 9th Street, N. W.
Washington, D. C.

Dear Mr. Harris:

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

-2-

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

January 23, 1942

Mr. Lewis R. Holland, Dean
Department of Economics
Samuel Houston College
Austin, Texas

Dear Mr. Holland:

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.

The victory program of the 1,700 member organizations of the United States Chamber of Commerce was of such magnitude that the President expressed his gratitude, publicly. I am convinced that Negroes in business desire that their patriotism shall not be surpassed by any other business organization and their traditional loyalty to the Government remain inviolate.

I respectfully urge that you serve on the planning committee of your State, and you may select that operation suitable to your talents. Your State Chairman will communicate with you on the technique, assignments and procedure best adapted to your locality.

You are advised to communicate with this office frequently and your criticisms of this endeavor are invited. In order that our next war release, containing the action of our committees, might receive proper timing and adequate publicity, please reply immediately to this communication.

Very sincerely yours,

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

EML:dmj

August 15, 1940

Professor Lewis R. Holland, Dean
Department of Economics
Samuel Houston College
Austin, Texas

Dear Professor Holland:

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

SAMUEL HUSTON COLLEGE

AUSTIN, TEXAS
~~XXXXXXXXXXXX~~

June 25, 1940

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

Dear Sir:

In response to your letter of June 13 with reference to the formation of a Negro Business Advisory Council or committee I wish to state that I highly endorse the idea and pledge my cooperation.

Needless to say that such an organization could greatly aid Negro business in the manner proposed by Professors Lewis, Fitzhugh, and Mitchell of Howard University.

You may count on me to serve where and when possible to the best of my ability.

Sincerely yours,

Lewis R. Holland

Lewis R. Holland
Head Dept. Economics

June 13, 1940

Office of Dean
Department of Commerce and Finance
Samuel Huston College
Austin, Texas

Dear Sir:

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 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.

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Post Office
Wesleyan College
General Manager of Commerce and Finance
Department of Commerce
Office of Post

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.

This office plans to issue a bulletin periodically of the work of the department for wide distribution.

I shall appreciate your reactions with reference to the proposals, especially the composition of the committee and the date of the conference. I await your immediate reply.

Respectfully yours,

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

EML:dmh

January 23, 1942

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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.

The victory program of the 1,700 member organizations of the United States Chamber of Commerce was of such magnitude that the President expressed his gratitude, publicly. I am convinced that Negroes in business desire that their patriotism shall not be surpassed by any other business organization and their traditional loyalty to the Government remain inviolate.

I respectfully urge that you serve on the planning committee of your State and you may select that operation suitable to your talents. Your State Chairman will communicate with you on the technique, assignments and procedure best adapted to your locality.

You are advised to communicate with this office frequently and your criticisms of this endeavor are invited. In order that our next war release, containing the action of our committees, might receive proper timing and adequate publicity, please reply immediately to this communication.

Very sincerely yours,

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

EML:dmj

March 13, 1941

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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:dnh

October 23, 1940

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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

September 17, 1940

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

August 28, 1940

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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 businessmen 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

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

EML:DMH

*This project has my unreserved
indorsement. Any protracted
absence has caused delay in the
word of commendation. If I can
be of any service feel free to
Command me.*

Gordon Starnes

Sept 16/50

*I can think of nothing more
intensely needed among Negroes !!!!!!*

August 28, 1940

Dr. Gordon B. Hancock
Virginia Union University
Richmond, Virginia

Dear Dr. Hancock:

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ПО ДЕЛА НА НЕГРОСЪТА
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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

December 30, 1942

Mr. Albon L. Holsey, Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee, Alabama

Dear Mr. Holsey:

Thanks very much for including our latest release
in the January issue of the Service Magazine.

I think that the Steering Committee of the League
used sound judgement in its decision to go ahead with the
1943 Conference. We need to apprise our businessmen of the
most recent Government war regulations and acquaint them
with available opportunities offered in the present war
economy. The best method of conveying this information
to them is by conducting conferences or clinics and present
information or authorities who are specialists in their
particular field.

I feel assured that the Baltimore Conference
will be most effective for I believe that Mr. Allen
will exert his utmost energy in the interest of the
Organization.

Very truly yours,

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

EML:dmj

THE NATIONAL NEGRO BUSINESS LEAGUE

ORGANIZED 1900

BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

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TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO

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October 26, 1942

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Dear Miss Johnson:

Thank you for your prompt reply

to my letter requesting copies of your release on

"Government Contract Awards and the Negro in Business".

Please convey my greetings to

Mr. Lancaster when he returns.

Yours very truly,

Albon L. Holsey
Albon L. Holsey
Executive Secretary

ALH*p

Miss Beatrice M. Johnson
Secretary to Mr. Lancaster
Department of Commerce
Office of the Secretary
Washington, D. C.

NEXT ANNUAL CONVENTION; CHICAGO, AUGUST 26, 27, 28

THE NATIONAL NEGRO BUSINESS LEAGUE

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

Dear Mr. Lancaster:

The programs of the National Negro Business League conventions have been progressively better since our national officers have helped to make them up.

For the past several years we have selected a "General Theme" for the convention with panel discussions which were related to the theme.

May we now ask that you submit suggestions for the theme for the 1942 Chicago convention together with panel topics.

Your further suggestions of white and colored speakers for Founder's Night and panel chairmen and discussants will be appreciated.

We hope to have your full help and cooperation so that the Steering Committee's task of arranging the program may speedily be accomplished.

Yours very truly,

Albon L. Holsey
Executive Secretary

March 2, 1942

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

This will acknowledge receipt of your recent letter with reference to the agenda of the 1942 conference. I shall give this matter considerable study and inform you the results of my deliberations.

The Planning Committees have been quite active and I predict that this campaign will be most successful.

Very sincerely yours,

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

EML:daj

THE NATIONAL NEGRO BUSINESS LEAGUE

ORGANIZED 1900

BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

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February 12, 1942

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

Dear Mr. Lancaster:

A few days ago when I was in Memphis, Dr. Walker told me of the assistance that you were giving Miss McNamee of Memphis in securing some work in Washington. I met Miss McNamee and was very much impressed with her personality and her general record of efficiency. Anything you can do to help this worthy young woman will be very much appreciated.

Yours very truly,

Albon L. Holsey
Executive Secretary

THE NATIONAL NEGRO BUSINESS LEAGUE

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February 12, 1942

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

Dear Mr. Lancaster:

On my return to the Institute, I found your letter of the 3rd awaiting my attention in which you gave me the names of some of the national officers who have not yet replied to your letter.

I saw Mr. Ragland in person and he was very enthusiastic about the appointment, and both Mr. J. E. Smith and Mr. Willard Allen have written and told me that they would be very glad to accept. Mr. McKissack is out of Tennessee and down here in Alabama doing a construction job at the new air base here. I gave you the name of someone else who could fill his place.

I imagine Mr. Falls has been very much excited over the lynching at Sikeston because he has been out of St. Louis on several occasions, and it is probably for that reason that you have not heard from him. Knowing Mr. Falls as I do, you can count on his cooperation in every way.

I do not know what to say about Mr. Hornsby and Mr. King. Sometimes I never hear from them. Most of the men were very enthusiastic about your asking them to serve and will, I know, give a fine account of themselves.

Yours very truly,

A. L. Holsey
Executive Secretary

alh/g

February 12, 1942

Mr. Alton L. Halsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Halsey:

At this writing Mr. Hornsby of Georgia, has failed to answer either of my communications with reference to his participation in our war emergency program. Do you think it advisable for me to offer the Chairmanship of the State of Georgia to Professor J. B. Blayton?

Very sincerely yours,

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

EML:daj

February 3, 1942

Mr. Albon L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

The response from most of the Vice Presidents of the League has been most heartening and I predict that our arrangement will work out satisfactorily. Vice Presidents who have not responded include Ragland, Allen, Hornsby, McKissack, Falls, Smith and King. Please contact these men immediately and send me the address of William A. Clement.

I have just received the League Resolutions and I am most gratified at the special consideration given to the U. S. Department of Commerce. I fully appreciate your wholehearted cooperation in this endeavor.

Very sincerely yours,

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

EML:dmj

THE NATIONAL NEGRO BUSINESS LEAGUE

ORGANIZED 1900
BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO

TUSKEGEE INSTITUTE, ALABAMA

January 28, 1941

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

Dear Mr. Lancaster:

Enclosed herewith is a copy of the Resolutions adopted by the Business League when we held our meeting in Memphis last August. We have just been able to get these off the press, but you will note that reference is made to the Department of Commerce, and also to you.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g
enc.

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February 2, 1942

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

Dear Mr. Lancaster:

Enclosed herewith is copy of a letter which I am sending today to Mr. Luther C. Harris of Nashville, Tennessee, which is self-explanatory. If you have not already appointed someone else from the state of Tennessee, we would be very glad if you would follow Mr. McKissack's suggestion and invite Mr. Harris to serve as the Tennessee State Chairman.

I was in Oklahoma City last Friday night and the members of the Negro Chamber of Commerce had a Luncheon for me. Mr. Ragland had just received a letter from you appointing him as State Chairman. This letter was read during the Smoker, and those present applauded the appointment of their fellow worker by the Department of Commerce. I was very glad to observe with what pride and satisfaction they greeted this information.

I have had letters from a number of Regional Vice-Presidents, all of whom said they would be very glad to serve in any way that you would have them serve.

Yours very truly,

Albion L. Holsey
Executive Secretary

alh/g
enc.

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December 11, 1941

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

Dear Mr. Lancaster:

Some time ago you wrote me about Civil Service examinations soon to be offered in connection with the Department of Commerce, and requested that I suggest to as many of our people as possible to take these examinations. Please be good enough to send full information regarding these examinations to Mr. Robert Smith, Principal, Colored School, Tchula, Mississippi.

I have talked with Mr. Smith and find him both wide awake and well trained with the type of background which would enable him to pass the examination, and if an appointment is available, would I believe, be quite a credit to the race as well as to the Department.

We had a very interesting meeting of the Steering Committee here Monday and regret very much that you could not be with us. Much action was taken which will be of interest to you and you will be receiving right behind this letter a copy of the Minutes of the meeting held here Monday.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g

December 15, 1941

Mr. Robert Smith, Principal
Colored School
Tchula, Mississippi

Dear Mr. Smith:

Mr. Alton L. Holsey, Executive Secretary of the National Negro Business League has informed me that you desire information with reference to Civil Service Examination announcements by the Civil Service Commission. Inclosed you will find a list of examinations that have been recently announced by the Commission. Application blanks and further information may be secured from the U.S. Post Office in your district.

In the event that you have any difficulty in securing this information, please advise this office immediately.

Cordially yours,

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

EML:cmj

Enclosure

January 15, 1942

Mr. Alton L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

The form letter which we discussed at our last meeting is enclosed. I feel assured that this collaboration between both Organizations will result in constructive benefits to Negro businessmen throughout the Country.

Write me at your convenience.

Very sincerely yours,

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

EML:dmj

ENCLOSURE

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

November 27, 1941

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

Dear Mr. Lancaster:

On my return to the Institute, I found your letter of the 12th regarding motion picture theaters owned and operated by Negroes.

I do not have the information which you request on file in my office, but will have to send out an inquiry to our local organizations requesting them to send as much information as they may have with respect to the names and locations of such theaters. I know that Mr. James A. Jackson, 26 Broadway, New York City, would be very helpful also in contributing some definite information on this subject. At one time I know that he had a complete list of Negro owned and operated motion pictures.

We very much hope that you are planning to come down to Tuskegee on December 8th for the meeting of the Steering Committee. If you are coming, please let me know at once so that I may make suitable arrangements for your entertainment while here.

alh/g

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MRS. LUCY WINSLETT
OKLAHOMA CITY, OKLAHOMA
PUBLICITY DIRECTOR
MRS. A. V. BOUTE, NEW ORLEANS, LA.

Very sincerely yours,

Albon L. Holsey
Executive Secretary

December 1, 1941

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

I don't think I shall be able to attend the conference in December at Tuskegee. It is my desire to come to Tuskegee during the spring for the Founder's Day ceremonies.

Arrangements are now being made for the Second Annual Conference on the Negro in Business to be held in Washington during the Easter vacation of 1942.

Very truly yours,

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

EML:gm

December 1, 1941

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

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Very truly yours,

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

EML:gm

November 26, 1941

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute
Tuskegee, Alabama

Dear Mr. Holsey:

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 12th at Mobile and December 15th at Birmingham. 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 O.P.M., which for your information is located at the Federal Reserve Bank Building in Birmingham.

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

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:

TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

November 15, 1941

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

Dear Mr. Lancaster:

Upon the authorization of the Chairman of the Steering Committee and the President of the League, I am writing to notify you that the Steering Committee will meet at Tuskegee Institute on Monday, December 8th at 9:30 A.M.

All National Officers of the League are invited to attend the Steering Committee meeting and to participate.

In the meantime, please let me know if you plan to attend and also send your suggestions for any important matters which should go on the agenda.

Yours very truly,

A. L. Holsey

Executive Secretary

alh/g

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PUBLICITY DIRECTOR

MRS. A. V. BOUTE, NEW ORLEANS, LA.

October 30, 1941

Mr. Albon Holsey
Executive Secretary
National Negro Business League
Tuskegee, Alabama

Dear Mr. Holsey:

Enclosed is an announcement and application blank from the Civil Service Commission for an examination for Junior Professional Assistant. The optional subject of Junior Business Analyst would appeal to some of your friends. If a sufficient number of Negroes pass this examination, the appointments in the Department of Commerce would be easier.

Very truly yours,

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

Encls.
EML:cmh

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OKLAHOMA CITY, OKLAHOMA
PUBLICITY DIRECTOR
MRS. A. V. BOUTE, NEW ORLEANS, LA.

October 14, 1941

DEAR MEMBER:

Herewith enclosed is your membership card for the current fiscal year in the National Negro Business League. We take this occasion to express our thanks to you for your interest and cooperation.

Your name has already been entered on the subscription list of SERVICE magazine. We hope you will find the monthly reports of business activities among our people interesting.

During the year you can help in several ways:

1. Send us news about business activities in your community. Photographs are also useful to illustrate some particularly outstanding enterprise.
2. If there is no local organization in your city which affiliates with the Business League, encourage such organization. We will gladly send information.
3. Help us to secure some additional members in your community. Speak to such prospects and send us their names for follow-up. We can send you some blanks for individual application for membership.

Let us all join together this year to enable the Business League to render an expanding service among our people.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g

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TUSKEGEE INSTITUTE, ALABAMA

August 18, 1941

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

Dear Mr. Lancaster:

I am enclosing herewith a copy of a recent issue of the Domestic Commerce News Letter and have checked a paragraph which was particularly interesting to me. What I would like for you to do if you will, would be to write me a letter calling attention to this localized service of the Department of Commerce, which I in turn may mimeograph and send to all of the local organizations and urge them to take advantage of this field service.

Yours very truly,

A. J. Maloney
Executive Secretary

alh/g

Dictated but not signed.

enc.

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

September 12, 1941

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

Dear Mr. Lancaster:

I thought you would be interested in seeing
a copy of a letter from Mr. Norman W. Baxter,
Assistant to the Secretary of the Department of
Commerce.

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enc.

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Yours very truly,

Albion L. Holsey
Executive Secretary

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Y

DEPARTMENT OF COMMERCE
Office of the Secretary
Washington

September 8, 1941

Dear Mr. Holsey:

Mr. Jones has asked me to acknowledge your letter of September 5.

He appreciates your statement that Messrs. Lancaster and Bailey were able to add to the success of your deliberations at the meeting of the National Negro Business League and asked me to thank you for the copy of Dr. Walker's remarks,

Sincerely yours,

Norman W. Baxter
Assistant to the Secretary

TRADE WEEK

TRADE WEEK

During the recent convention of the National Negro Business League, Mr. William A. Bailey, Division of Business, Bureau of the Census, Washington, D. C., made official presentation of the Census Report entitled, "Retail Negro Proprietorships - 1939". This report says:

"Retail sales of the 29,827 unincorporated Negro Establishments in 1939 amounted to \$71,446,000, an increase of 49.0 percent over the corresponding total for 1935".

As encouraging as is this report, the sales are still 27.5 percent less than sales in Negro retail outlets in 1929, according to the Census Report.

Negro Trade Week campaigns offer the most direct and effective method for stimulating sales increases. Reports from communities where these campaigns have been conducted show substantial increases in business and a definite awakening on the part of Negro consumers.

It is hoped that every local organization will begin NOW to plan for the Fall Trade Week Campaign.

As the result of defense activities, many Negro families have more dollars to spend and Negro-operated business should immediately organize to get their share of this increased income. Trade weeks help to direct these dollars into Negro cash registers; and make it possible for Negro proprietors to add new lines of merchandise, engage additional help, do more advertising and render more effective customer service. New dollars also mean new business established.

These campaigns reflect the highest type of community cooperation in that local Housewives Leagues, local churches, schools, newspapers, fraternal organizations and other groups join together in giving wholehearted support to such a broad and practical objective.

Upon request, we shall be glad to supply a suggested outline of procedure for planning such campaigns. This outline represents a collection of experiences of local groups which have put over these cooperative efforts.

Yours very truly,

A. J. Holley
Executive Secretary

/k

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September 5, 1941

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

My dear Mr. Lancaster:

I am writing to thank you for the definite contribution which you made to the success of the Business League convention which was held in Memphis last week.

We were so very happy that the Nominating Committee tendered you a place on the Executive Committee of the Business League and we hope you will accept this assignment and be willing to work with us throughout the year.

I think your presence on the Executive Committee will mean much towards stimulating interest among all of our National Officers in the next convention which will be held in Washington next Spring.

When I am in Washington I shall plan to stop to see you and talk more in detail about some of our plans for the coming year.

Yours very truly,

Albon L. Holsey
Executive Secretary

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August 11, 1941

*Mr. Lancaster
Room 2061*

Mr. Alton L. Holsey,
Executive Secretary,
National Negro Business League,
Tuskegee Institute,
Alabama

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Dear Mr. Holsey:

Mr. Lancaster advised me some time ago that you might want me to address the meeting of the National Negro Business League, and I have been looking forward to the opportunity; but now that an exact date is set, I find that a trip to Memphis during the last few days of August interferes with a trip to New England that has been already arranged. The collection of final data for our wholesale grocery study, which is the purpose of my New England trip, cannot be delayed because of Government Printing Office considerations. Therefore, to my sincere regret, I am afraid I cannot address the Convention this year.

Sincerely yours,

W. H. Moserole,
Business Structure and Operations Unit

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August 7, 1941

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

Dear Mr. Lancaster:

Thank you for your letter of August 4.

We are writing Mr. Trent and Mr. Meserole today. I have a letter from Mr. Bailey and he assures me that he will be on hand for the address which he is to deliver, on Friday morning.

You will be on the same morning on the panel discussion, subject of which is "How May Education Help Solve Problems of the Small Business Man?"

I am writing to Memphis today and reminding them that you prefer to stay at a hotel rather than a private home. There is only one hotel in Memphis that I know of and that is the Clark Hotel. I have stopned there overnight, but I am not sure that you will be wholly comfortable there for three or four days. However, I will make a reservation there for you.

Yours very truly,

Albon L. Holsey
Executive Secretary

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July 25, 1941

Mr. Alton L. Holsay
Executive Secretary
The National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsay:

I have just returned from a conference with Mr. Walter F. Crowder, Chief of Business Structure and Operations Unit, who is the immediate superior of W. H. Meserole. It is certain that Meserole will be permitted to address the Conference on August 29th. In all probability he will speak on "Small-Scale Retailing and Store Arrangement."

My office will release at the Conference the latest general statistics on Negro business which were compiled during the last Census. We will also have for distribution the bank survey and possibly the insurance survey which I have discussed with you. Of course, the distribution of these surveys depends upon the amount of work which the Publication Division of the Department now has.

The Official Proceedings of the Conference are being submitted to the Secretary's Office for approval, and will be ready for distribution about a week preceding the Conference. I am enclosing your copy of the Recommendations and Findings which is your permanent property.

I have called the office of William Trent, Race Relations Officer of the Federal Works Agency, concerning the contribution which the Negro has made to National Defense in the field of industry. His secretary informs me in his absence that it is possible that an exhibit in connection with your request can be arranged. Upon his return to the city Monday I shall contact him again and inform you definitely by the expiration of the week. With reference to agriculture, the only thing that this Department can furnish is statistics submitted by the Census Bureau in the matter of consumption of vegetables, food, etc. Please advise if these things are what you wish.

I have no desire to hinder any expansion movement which relates to the Government business program for Negroes. I have no objection to

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Page 2
Mr. Alton L. Holsey
July 25, 1941

any support or assistance which you may render in connection with Mrs. Hypps' program. As a matter of fact, I think this is a worthy venture and that the League should support it.

Write me at your earliest opportunity.

Very sincerely yours,

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

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Mr. Alton L. Holsey
Director
U. S. Department of Commerce
Washington, D. C.

7/25/41

The National Negro Business League
 was organized in 1900 and has since that time
 been a leading organization for the advancement of
 the Negro people in business and industry.

JULY 23 1941
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 BUREAU OF NEGRO AFFAIRS

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July 23, 1941

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

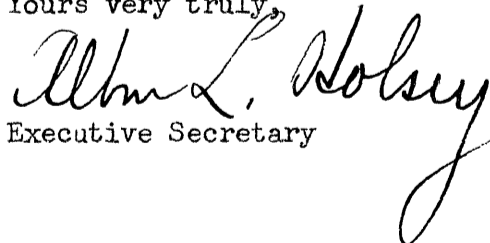
Dear Mr. Lancaster:

Would you be good enough to contact Mr. Meserole and see if he would come down to Memphis to take part in the Business League program this year? I have in mind particularly to have him speak for us on Friday morning the 29th when we take up problems of small business enterprises.

You will be interested to know that I suggested to Mr. A. Maceo Smith in Texas that he invite you and Mr. Meserole to address the Texas State Negro Chamber of Commerce when they hold their annual meeting early in August. I understand that invitations have been sent to you and Mr. Meserole and very much hope that it will be possible for you to accept.

Enclosed herewith is copy of the Report of the Committee of Findings which you sent me. I think the revisions are most appropriate and hope that you will give it widest possible circulation.

Yours very truly,



Albon L. Holsey

Executive Secretary

alh/g

enc.

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July 14, 1941

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

Dear Mr. Lancaster:

I have had a letter from Mrs. Irene C. Hyppes suggesting that our organization get behind a movement to have a Negro placed in the small stores division of the Department of Commerce. Before doing anything in this regard I wanted to check with you and to know if such an effort meets your approval.

I wonder if you have been able to make any progress in the matter of Exhibits for the Business League. You may recall that I spoke to you about it the last time I was in Washington. We want to have photographs or other Exhibit material showing what the Negro is contributing to National Defense through industry and agriculture.

With kind personal regards, I am,

Yours very truly,

Albion L. Holsey
Executive Secretary

alh/g

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August 8, 1941

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

Dear Mr. Lancaster:

Let me thank you for sending me copies of your correspondence with Mr. Granger of the National Urban League.

I think you will be interested in the enclosed letter from Mr. Granger to me which contained the suggestion leading up to Mr. Granger's request to you for the information which you sent him.

My understanding is that Dr. Walker has appointed Mr. Jesse O. Thomas chairman of the committee to work on this matter and I am sure that as plans develop, you will be called upon to cooperate, and we hope that you will be willing to serve as a member of that committee.

With kind personal regards, I am

Yours very truly,

Albion L. Holsey
Executive Secretary

ALH:ek
Encl.

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C
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Y

NATIONAL URBAN LEAGUE

1133 Broadway Room 526 New York City

Department of Industrial Relations

July 19, 1941

Mr. Albon L. Holsey, Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

Some months ago on behalf of Mr. Eugene Kinckle Jones, I acknowledged with thanks the offer of the National Negro Business League to cooperate with the National Urban League in advancing the interests of Negroes during the national defense program.

At this time I should like to call your attention to one specific type of cooperation which no organization is so well equipped as the National Negro Business League to offer. The Urban League has worked zealously during the past twelve months to speed the integration of Negro workers into defense industry. The results of our efforts and the efforts of organizations similarly interested have already been recognized. We note with concern, however, that the same progress has not been made in assuring the Negro business men and contractors a share of defense contracts which have been awarded by the Federal Government.

I know that the National Business League agrees with us that while Negro Business will profit from the increased income of Negro workers in the defense program, these profits are small compared to those that should accrue from a proportionate division of the hundreds of millions of dollars being spent in small defense contracts.

It seems to us that the National Negro Business League has an unparalleled opportunity at this time to devise ways and means by which Negro business capital can be pooled, management skills organized, and formal bids presented in order to place with Negro business those types of defense contracts that can be efficiently handled with substantial profit.

Mr. Holsey

-2-

July 19, 1941

It seems to us that in such an approach there might easily lie the beginnings of a real small industry for the race. Though the defense program has proceeded a long way during the past year, it is only now getting to the place where subcontracts are being let on a scale to use the small contractor and industrial plant. Efficient organization during the next several months might easily prepare Negro business for handling these contracts while they are still being let. Do you think this subject worthy of extended discussion at the National Negro Business League's convention to be held next month? Can the National Urban League be of service to you in developing the idea?

It is probable that none of our National staff could be present unless Mr. Jesse O. Thomas could arrange to attend the convention on his way to the National Urban League's Conference which takes place from August 30 to September 1 at Green Pastures Camp, Jackson, Michigan. I shall be very happy to offer whatever cooperation we are able to extend.

Very sincerely yours,

/s/ Lester B. Granger
Lester B. Granger
Assistant Executive Secretary
NATIONAL URBAN LEAGUE

LBG:RVA

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Dear *Mr. Lauraster:*

Under separate cover we are sending you
a copy of the last issue of SERVICE.

On page 16 you will find a reference

✓ to you

 of interest to you

Each month the section of the magazine which
is devoted to activities of the National Negro
Business League and its affiliated groups contains
reports on Negro progress in business, and comments
on timely topics relating to economic conditions
among Negroes.

Yours very truly,

A. L. Holsey

alh/g

Executive Secretary

P. S. If you are not already a member of the National
Negro Business League, full information will be
sent you upon request.

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

May 4, 1942

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

Dear Mr. Lancaster:

I am enclosing herewith copies of three letters which I thought would be of interest to you. Mr. Leon Wallace of Baton Rouge has already sent you a copy of his interesting letter to me dated April 29th.

We have attempted in our correspondence with a few selected Negro leaders to encourage them to fully support your efforts in trying to integrate Negroes into the production of War material.

It looks as though I am to be in Washington sometimes during this month and hope I can get there before you leave for Jacksonville because I want to bring with me all of the information which I have gathered to add to that which you have assembled.

It must be very gratifying to you to find so many of our Regional Vice-Presidents responding so whole-heartedly to your call for names and addresses of Negro manufacturers. I think this has done much to focus attention among our people on the disadvantages of inertia and indifference to such opportunities as this one offers.

Through our office here we have striven in every possible way to give 100% support to your efforts because we are very anxious to see some of our people take full advantage of these opportunities.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g
enc.

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NEGRO BUSINESS LEAGUE OF JACKSONVILLE

410 Broad Street

Jacksonville, Florida

April 28, 1942

C
O
P
Y

Mr. A.L.Holsey
Tuskegee Institute
Alabama

Dear Mr. Holsey:

I am in receipt of your letter of April 24th enclosing excerpts from your recent address. I think your suggestions are very timely and you should call a conference on these matters as soon as possible. I think the presidents of the various Leagues over the country should prepare a list of all probable participants in the Small War Plants Corporation and forward same to you to be analyzed.

There may be quite a number of eligible manufacturers or plants which Mr. Lancaster does not know about so it seems that in addition to the list he is preparing, a check-up list from the various Leagues will give you a more thorough survey of Negroes in various types of production. I do not know of any Negro enterprises who have already qualified.

We are holding a Business and Consumers Clinic here in Jacksonville on May 27th. Mr. Emmer Martin Lancaster will conduct two round-table discussions, one in the morning and the other in the afternoon in the assembly room of the Afro-American Life Insurance Company. In the evening of the same day there will be a mammoth mass meeting here in the main auditorium of Bethel Baptist Institutional Church. The main theme for the day will be, "The War Emergency and the Negro in Business".

Kindly let me know what you think of this program.

Yours very truly,

/s/ Geo.W.Powell,President

TEXAS NEGRO CHAMBER OF COMMERCE

2011 North Washington St.

Dallas, Texas

April 28, 1942

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

Reference is made to your April 24th letter relative to small war plant corporations which was created by a recent act of Congress.

I think there are sufficient possibilities in the legislation to warrant the proposed conference. It appears that the Business League, the Urban League and the Negro Affairs Division of the Department of Commerce should be the agencies represented in this conference. The Planning Committees that Mr. Lancaster appointed could be utilized in the selection of persons to attend this conference.

Attached is copy of a memorandum I recently sent out to local chambers in Texas on this subject. I have begun to get some replies, in already.

If travel authority could be provided the committeemen, the conference might be held in Washington, D. C. I'll be able to advise later as to possible companies that might be qualified to get some of these war contracts in Texas. I agree in spirit with your recent address delivered at the meeting of the Georgia Teachers Association.

Cordially,

/s/ A.Maceo Smith, President
Texas Negro Chamber of Commerce

C
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P
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DALLAS NEGRO CHAMBER OF COMMERCE

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

April 29, 1942

C
O
P
Y

Mr. Albon L. Holsey,
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

Your letter of April 24 addressed to Mr. J. S. Jones, former President of our local Chamber of Commerce has been referred to me for reply.

The excerpts from your address are interesting and challenging to us and we are planning a meeting of leaders and small businessmen early in May in an effort to establish some competent Negro business or businesses which may be eligible for government contracts under the recent act of Congress. It appears to me that such a group out of its own resourcefulness both financially and in thinking of types of business would be splendid possibilities for development. You, perhaps, are aware of the Negro concern located in San Diego, California, owned and operated by Negroes which is now in process of manufacturing parachutes for the government. Their first contract order called for 30,000. The business is providing employment for a large number of women and men. It is owned and operated by H. "Skippy" Smith, 28 year old Los Angeles parachute jumper. Eddie "Rochester" Anderson launched the venture with a backing of \$5,000.00.

For such a conference as you have proposed there should be invited those individuals and representatives of organizations who are definitely interested in such a program. The owner of small business should attend where possible.

Our local plans are not yet complete as to how we shall work locally, but, we will pass this information on to you as soon as we have completed arrangements. As soon as the list of Negro enterprises which may qualify for war contracts is compiled by Mr. Lancaster, we would like you to forward a copy to us. Please keep us in constant touch with all developments.

Yours very truly,

L. Virgil Williams
Executive Secretary

May 12, 1942

Mr. Albon L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

This will acknowledge receipt of your recent letter and its enclosures which I have read with considerable delight and interest.

I feel that a conference based upon this war conversion program would be most appropriate. However, I feel that the August Convention meeting in Chicago could handle this situation most appropriately. You understand that the information contained in my memorandum was Senate legislation only, and has not been passed by the House of Representatives. Consequently, at the present time it is only a proposal and not a law. My belief is that the House will approve this measure and thereafter the task of securing deputies and forming a committee to execute the measure will follow. It appears to me that several months will expire before this legislation becomes effective. At the time of our convention in Chicago we will be in the midst of this conversion program, and the effect of proper timing will not be late.

I do not think that I shall hold a conference in Washington this year. If you think our suggestions will be of any benefit to your Executive Committee, I shall be glad to submit this to them.

Very truly yours,

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

EML:dmj

August 8, 1941

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

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:dmh

August 4, 1941

Mr. Albon L. Holsey
Executive Secretary
National Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

I have discussed with Mr. William Trent, the Race Relations Adviser, Federal Works Agency, the possibility of an exhibit on the Negro industry. He desires to assist you and suggested that you write him directly. I feel assured that his office will be able to prepare this material for you.

I am not sure that our insurance report will be available this month. Certain discrepancies have arisen between the statements submitted by the state insurance departments and those prepared by the companies. It may be necessary for me to contact the companies for an explanation of these differences.

The bank report will be ready for distribution. I cannot say that we will have sufficient time to prepare any charts for display. But, I can assure you that we will have releases, and William A. Bailey has informed me that his department will distribute the latest statistics on the volume of Negro business nationally. Tomorrow, I have a conference with Mr. Pettit, Chief of the Agricultural Division, concerning various phases of Negro agricultural statistics.

I suggest that you write Mr. Meserole directly and secure confirmation from him of his appearance at the conference.

It is gratifying to know that Mr. Thomas N. Roberts has been appointed to an important position in the Department of Agriculture. Upon his arrival in Washington I would like to meet him.

While in Memphis I prefer to stop at a hotel, please inform me which one has the best accommodations.

Very truly yours,

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

EML:dmh

Dear Mr. Lancaster:

Деловое предложение, адресованное
нашему Negro Business League
исполнительному секретарю
г-ну Альберту Л. Холси.

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OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

July 29, 1941

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

Dear Mr. Lancaster:

Let me thank you for your letter of the 25th.

It is very good to have word from you that Mr. Meserole will be with us and is to address the convention on Friday morning, August 29th. I am writing Dr. Walker and the Negro Chamber of Commerce in Memphis and suggesting that they make a special effort to have Negro retailers in Memphis to hear Mr. Meserole's talk.

Thank you also for the assurance of statistical material from your Department. I imagine you will want these charts to be displayed in the Exhibit room and would therefore appreciate your giving me some general idea of the wall and floor space which would be required to give them proper display.

I think that the material which you have gathered on banks and insurance companies set up in chart form would be a fine contribution to the convention.

Thank you for your efforts to secure some Exhibit material on the Negro in industry through Mr. Trent's office. It is good to know that you are going to follow this through. The agricultural statistics will be very appropriate because they will fit in with the actual agricultural products which we are going to have on display to show what the Negro is contributing to National Defense through participation in the Food-for-Defense program.

Mr. Thomas N. Roberts who recently received the appointment as Special Assistant to the Director of Personnel in the Department of Agriculture is spending a few days here at Tuskegee with his family before taking up his active duties in Washington. I suggested that when he gets back to Washington that he drop in to see you for an informal get-acquainted chat.

With kind personal regards, I am,

Yours very truly,
Albion L. Holsey
Executive Secretary

NEXT ANNUAL CONVENTION, MEMPHIS, TENNESSEE, AUGUST 27, 28 AND 29

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DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

July 15, 1941

Mr. Albon L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

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 sincerely yours,

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

EML:dmh
Encl.

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

July 3, 1941

Mr. Alton L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

The Secretary's Office has just approved my request to attend the National Negro Business League Conference. Please advise me the nature of the panel to which you have assigned me.

I should like for you to extend an invitation to Mr. William A. Bailey, Bureau of the Census, City Club Building, to attend this Conference.

Write me at your earliest opportunity.

Very sincerely yours,

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

BML:daj

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON
MAY 19 1941

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June 12, 1941

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

Dear Mr. Lancaster:

The National Negro Business League will hold its next annual convention in Memphis, Tennessee, August 27th to 29th.

I am authorized by our Steering Committee to extend you an invitation to participate in the program.

Most of the convention time will be devoted to Panel Discussions and if you can arrange to be with us, I will notify you later of your assignment.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

April 14, 1941

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

Dear Mr. Lancaster:

I had a long distance call the other day from President J. R. E. Lee of Florida A. and M. College, Tallahassee, wondering why Florida was not represented in the Conference which will be held in Washington this week. If you have not already done so, may I suggest that you send an invitation by telegram to Mr. J. R. E. Lee, Jr., Business Manager of the Florida A. and M. College, Tallahassee, inviting him to attend. Mr. J. R. E. Lee, Jr. is also Registrar for the Business League.

I plan to arrive in Washington sometimes during the day on Thursday the 17th and will get in touch with you for any specific instructions you may wish to give me as to my part on the program.

I was in New Orleans last week and the Negro Board of Trade is endeavoring to send two men to the Conference which you have called.

Yours very truly,

Albion L. Holsey
Executive Secretary

alh/g

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March 19, 1941

Mr. Alton Holsey
The Natl. Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

This will acknowledge receipt of your recent letter and photograph, and I am pleased to know that you will attend the conference.

In accordance with our previous arrangement you will serve as chairman of the Friday morning session entitled "The Negro in Business". Details as to the speakers and sessions will be supplied to you later.

Cordially yours,

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

EML:dmh

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OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

March 17, 1941

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

Dear Mr. Lancaster:

In response to your request of the 13th I am
sending you a photograph of Mr. Holsey. He has
already written you in a previous letter of his
plans to attend your conference.

Yours very truly,

George B. Heman
Secretary to Mr. Holsey

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BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

March 15, 1941

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

Dear Mr. Lancaster:

I have received the first announcement of the Conference which will be held in Washington Friday and Saturday, April 18th and 19th, 1941. I am glad that your plans have at last come to a focus and am looking forward with high anticipation to the results from it.

I have taken up with my officials in Washington this matter and have asked that I be authorized to attend.

Yours very truly,

Albon L. Holsey
Executive Secretary

P.S. Just received your letter. Photos being sent as requested.

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March 13, 1941

Mr. Alton Holsey
The Natl. Negro Business League
Tuskegee Institute, Alabama

Dear Mr. Holsey:

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:dmb

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OBJECT:

TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

October 26, 1940

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

Dear Mr. Lancaster:

I regret very much that the meeting of the National Negro Business Advisory Council has been postponed until early next year. So far as within my power, you can count upon me to cooperate with you to the limit to make the meeting a success whenever it can be arranged.

With kind personal regards, I am,

Yours very truly,

Albon L. Holsey
Executive Secretary

P.S. Please fill out the enclosed for our files

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October 16, 1940

Mr. Alben L. Holsey, Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee, Alabama

Dear Mr. Holsey:

I have the unpleasant task of informing you that the conference of the National Negro Business Advisory Council, upon advice of the Administrative Assistant to the Secretary of Commerce, has been postponed until the early part of next year. This is a situation over which I had no control, and is extremely disappointing to me.

Please advise me if you will still serve in the capacity that I have entrusted to you, and whether your adherence to our program will continue.

Respectfully yours,

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

EML:dj

September 25, 1940

Mr. A. L. Holsey
Executive Secretary
National Negro Business League
Tuskegee, Alabama

Dear Mr. Holsey:

Your recent letter containing names of prospective council members has been received. The list contains several who I have contacted previously and their acceptances have been received.

I have not had the opportunity to confer with the new secretary, Jesse L. Jones, but I presume that this conference will take place shortly. At present, I have set as the tentative dates of the conference, November 15th and 16th. These dates will not interfere with the program of the Land Grant colleges.

At your convenience please select the person to make the presentation speech at the Businessmen's Session of the conference.

Respectfully yours,

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

EML:DMH

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JAMES ROUCE, HITCHCOCK, OKLAHOMA

ORGANIZED IN 1900
BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT
OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

September 16, 1940

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

Dear Mr. Lancaster:

We were glad that you were able to be present at the Detroit convention of the National Negro Business League and wish to take this occasion to thank you for the contributions which you made, particularly when you spoke at the noonday luncheon and discussed in such detail the principles which you have in mind for your conference.

I do not know whether your list is complete or not but I am sending some additional names which may be considered by you if you have not already included them.

Yours very truly,

Albon L. Holsey
Albon L. Holsey
Executive Secretary

ALH:gem

THE NATIONAL NEGRO BUSINESS LEAGUE

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June 26, 1940

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

Dear Mr. Lancaster:

It was a very great pleasure to meet you in your office the other day and I am placing your name on our mailing list to receive with our compliments a copy of our magazine which contains a report of Business League activities.

I am at work on the list which I promised to send you and will forward it to you this week before I leave for Chicago.

Yours very truly,

Alh. F. Holsey
Secretary

alh/g

DETROIT, MICHIGAN
NEXT ANNUAL CONVENTION. OKLAHOMA CITY, OKLAHOMA. AUGUST 28, 29, 30, 31

June 8, 1940

Mr. Albon L. Holsey, Secretary
The National Negro Business League
Tuskegee, Institute
Tuskegee, Alabama

Dear Mr. Holsey:

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

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June 17, 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 June 8th.

I have notified the President of the Business League and the Chairman of our Standing Committee about your suggestion and I am sure that all of our officers will be very happy to have you arrange for the proposed conference to be held in Detroit during the session of the Business League.

Last Monday we had a meeting of our Steering Committee in Atlanta, Georgia to make arrangements for the convention program, and we decided that Wednesday and Thursday afternoons, August 28th and 29th, would be devoted to group meetings. You see your plan very definitely dovetails with the set-up which we have for this year's convention.

May I take this occasion to express my congratulations and best wishes to you on your appointment as Advisor on Negro Affairs, and to assure you that our organization will gladly cooperate in every way possible.

Your presence in Detroit during the convention will give the President of our organization an opportunity to appropriately present you to the audience at one of the evening services.

If we can be of further service, don't hesitate to let me know.

I expect to spend a few hours in Washington the latter part of this week and if I can possibly do so, will run in to your office and personally get acquainted with you.

Yours very truly,

G. J. Halley
Secretary

NEXT ANNUAL CONVENTION. ~~OKLAHOMA CITY, OKLAHOMA~~ AUGUST 28, 29, 30
DETROIT, MICHIGAN

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March 10, 1942

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

Dear Mr. Lancaster:

Enclosed herewith is copy of a letter which
I received from Mr. Samuel Scott of Scotty's
Service Garage in Pittsburgh.

If you have any suggestions to pass along to him,
it will be very much appreciated.

Yours very truly,

Albon L. Holsey
Executive Secretary

alh/g
enc.

March 12, 1942

Mr. Samuel Scott
Business Manager
Scotty's Service Garage
2414-16 Centre Avenue
Pittsburgh, Penn.

Dear Mr. Scott:

Your letter addressed to Alton L. Holsey, Executive Secretary of the National Negro Business League, has been referred to this office for appropriate action.

As soon as I have contacted the War Production Board, I shall inform you of the opportunities available for contract awards in your type of business.

Very sincerely yours,

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

EML: dmj

DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
WASHINGTON

August 10, 1942

Mr. Albon L. Holsey, Executive Secretary
National Negro Business League
Tuskegee Institute
Tuskegee, Alabama

Dear Mr. Holsey:

I am enclosing a copy of a letter received from Mr. Clifton E. Mack. I have not heard from the regional director of the Chicago WPB. However, I shall contact the Washington office in the event the Chicago communication is not received.

Very sincerely yours,

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

EML:gm

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February 18, 1942

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

Dear Mr. Lancaster:

By all means ask Mr. Blayton to serve as State Chairman, and my suggestion would be that your letter to him be so worded that if he cannot accept, he would recommend someone in the state of Georgia to be State Chairman.

I cannot understand why Mr. Hornsby does not answer our letters.

I will be glad from time to time, to receive from you reports on any activities of these national officers so that I can mimeograph them and send them out to our local membership, and in that way help further to stimulate interest in your program and to encourage the support of local leaders behind your efforts.

With kind personal regards, I am,

Yours very truly,

Albon L. Holsey
Executive Secretary

February 24, 1942

Mr. Albon L. Holsey
Executive Secretary
Tuskegee Institute
Tuskegee, Alabama

Dear Mr. Holsey:

I shall contact Mr. Blayton immediately and ask that he serve as chairman of the Georgia State Planning Committee.

I visited Richmond last week and spoke to the Capital Trade Association, on the War Effort Program. I shall address the Maryland Association for the Promotion of Business, in Baltimore on Wednesday, February 25.

A flood of releases will be issued to you and to all business men, from this office shortly.

Very truly yours,

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

EML:gm

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ORGANIZED 1900

BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT:
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO
TUSKEGEE INSTITUTE, ALABAMA

September 9, 1942

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MRS. A. V. BOUTE, NEW ORLEANS, LA.

Dear Mr. Lancaster,

Under separate cover we are sending you
a copy of the last issue of SERVICE.

On page 20 you will find a reference

✓ to you

 of interest to you

Each month the section of the magazine which
is devoted to activities of the National Negro
Business League and its affiliated groups contains
reports on Negro progress in business, and comments
on timely topics relating to economic conditions
among Negroes.

Yours very truly,

A. L. Holsey
Executive Secretary

alh/g

P. S. If you are not already a member of the National
Negro Business League, full information will be
sent you upon request.

THE NATIONAL NEGRO BUSINESS LEAGUE

ORGANIZED 1900
BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

OBJECT
TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO

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TUSKEGEE INSTITUTE, ALABAMA

September 5, 1942

HERE IS YOUR
MEMBERSHIP CARD

Greetings:

To you as we have the pleasure and privilege of sending you this symbol of your membership in the National Negro Business League. We are sure you will keep it with you and take pride in showing it to your friends as evidence of your interest in and support of the economic progress of our race.

Your membership entitles you to a year's subscription to SERVICE magazine beginning with the October issue. Each issue contains a section devoted to Business League activities. Read it each month and feel free to send us reports or news clippings of any significant business activities among our people in your community.

We appreciated your presence at the Chicago convention of the League and hope that you received some ideas or information which may be helpful to you during the coming months.

Please regard our office as your office and call upon us for any service we can render, and please remember that every national officer of the league is your co-worker in the cause of economic advancement for the Negro. Write often and freely giving such suggestions as may occur to you.

Very truly yours,

U. L. Holsey
Executive Secretary

alh/c

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NEXT ANNUAL CONVENTION; CHICAGO, AUGUST 26, 27, 28

THE NATIONAL NEGRO BUSINESS LEAGUE

ORGANIZED 1900

BOOKER T. WASHINGTON, FOUNDER AND FIRST PRESIDENT

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TO PROMOTE THE COMMERCIAL AND FINANCIAL DEVELOPMENT OF THE NEGRO

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March 19, 1942

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

Dear Mr. Lancaster:

Enclosed herewith is copy of a letter which I have received from Mr. Alfred West of the Pittsburgh West Auto Body Shop. His letter does not give much detailed information, but evidently he is equipped to do welding, painting, etc. in connection with autos. In fact, I am sending his card also.

My general impression is that his set-up would be too limited for any particular type of contract for Defense work. I did not wish however, to discourage his efforts in as much as he wrote to me, but would like to have your reaction to the situation and a general statement from you which would guide me in answering letters of this type.

Of course, this all emanates from the efforts which the League has been putting forth to try to coordinate some of the facilities of some small business enterprises in order to help them to secure some Defense contracts. I see frequent references to efforts which are being made to expedite the matter of allocating contracts to small production units. I wish you would bring me up to date with any new material or comments that would be helpful.

Yours very truly,

Albion L. Holsey
Executive Secretary

alh/g

enc

March 26, 1942

Mr. Alton L. Holsey
Executive Secretary
The National Negro Business League
Tuskegee Institute
Tuskegee Institute, Alabama

Dear Mr. Holsey:

Upon receiving your letter relative to the inquiry of Mr. Alfred West, I contacted the Small Business Unit, The Contract Distribution Office, and the Conversion Bureau of the War Production Board, to ascertain their policies with reference to garages. The response received from these sources was not very encouraging.

However, this morning it was revealed that 100 million dollars is about to be appropriated to retool small plants for the production of war materials and to create a War Plant Corporation to distribute and refinance subcontracts. In my opinion, this program will reach some of the operations now conducted by Negroes.

The war Production Board has suggested that you advise Mr. West to contact the Contract Distribution Division, 405 Fulton Building, Pittsburgh, Pennsylvania. The Manager of that office is Mr. M. S. McOmber, who will advise Mr. West adequately on this matter.

Very sincerely yours,

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

EML:dmj



IN REPLY ADDRESS
PROCUREMENT OFFICE

TREASURY DEPARTMENT

PROCUREMENT DIVISION

Charleston, West Va.

910 Quarrier Street

December 15, 1941.

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

Dear Sir:

Reference is made to your letter dated December 11, 1941, concerning the participation of Negroes in the business of the Government.

As you are no doubt aware, our business is conducted under the procedure of competitive bidding. When we originally organized our field offices, we examined all trade journals, telephone classifications, etc., to secure potential bidders. After the public was familiar with the purpose of our agency, they wrote us requesting their names be placed on our mailing lists to receive Invitations to Bid. If their business standing and financial condition were satisfactory, we mailed them application to receive Invitations to Bid on the commodities they were interested in selling. Our mailing list applications do not require them to state what color or creed they are and for that reason we are unable to definitely furnish you the identity of Negro businessmen dealing with the Government.

Of the business concerns we are personally acquainted, there are none that are owned and operated by Negroes but there may be some in outlying states with which we are not familiar. We make no effort to differentiate. If the Negro businessman is financially responsible to trade with the Government, and if he meets our specifications and is the low bidder he will receive the same consideration as anyone.

Some of the items purchased in this office that may be of interest to Negro concerns are cement, sand, gravel, tile, culvert pipe, lumber, stationery and office supplies, building hardware, brick, paints, drugs, groceries (dry and green), and dry goods and notions. In fact we buy everything that is sold. We welcome any names you may furnish and will conduct business with these persons in the regular manner, contingent of course, upon the bidder qualifying to the Government's requirements.

Very truly yours,

H. A. Hetz
H. A. Hetz
Procurement Officer.

FEDERAL SECURITY AGENCY
U. S. OFFICE OF EDUCATION
WASHINGTON

September 24, 1941

Mr. E. M. Lancaster
Division of Negro Affairs
U. S. Department of Commerce
Washington, D. C.

My dear Mr. Lancaster:

Thank you for your "Official Proceedings of the First
Annual Conference on the Negro in Business," and for the
other materials which you sent to me.

Very truly yours,

Kenneth B. Haas
Kenneth B. Haas, Regional Agent
for Distributive Education

June 8, 1940

Dr. James W. Hazard Jr., President
Negro State Chamber of Commerce of Arkansas
A. M. N. College
Pine Bluff, Arkansas

Dear Dr. Hazard:

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

OFFICE OF PRODUCTION MANAGEMENT

SOCIAL SECURITY BUILDING

WASHINGTON, D. C.

April 30, 1941

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

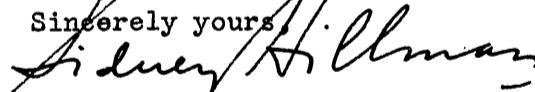
Dear Mr. Lancaster:

Thank you for your kind letter of
April 28.

I wish to advise you that I enjoyed
very much addressing the First Annual Con-
ference on the Negro in Business and I am
very happy to learn that my talk was so well
received.

With kind personal regards, I am

Sincerely yours,



Sidney Hillman

April 28, 1941

Hon. Sidney Hillman
Associate Director-General
Office of Production Management
Washington, D. C.

Dear Sir:

This office wishes to express its gratitude for your appearance at the Friday evening meeting of the First Annual Conference on the Negro in Business. The information imparted to this group was not only most timely but tended to answer many of the queries about which there has been much unrest among Negroes.

I feel assured that the Office of Production Management will accelerate the integration of Negroes into the defense program, and thus satisfy this urgency about which the masses of Negroes are deeply concerned.

Very sincerely yours,

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

EML:dnj

100-100000

April 17, 1941

Mr. Sidney Hillman
Associate Director-General
Office of Production Management
Social Security Building
Washington, D. C.

Dear Mr. Hillman:

I have been informed by the Secretary's Office that you will address the First Annual Conference on the Negro in Business, Friday evening, April 18th, at Mt. Carmel Baptist Church, 3rd and Eye Streets, N. W.

We are pleased to receive confirmation of this acceptance, and conference delegates will be deeply interested in your message on the matter of national defense.

Very sincerely yours,

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

Encl.
EML:dnj

APR 13 1941

UNITED STATES DEPARTMENT OF AGRICULTURE
FARM SECURITY ADMINISTRATION

IN REPLY REFER TO

April 13, 1941

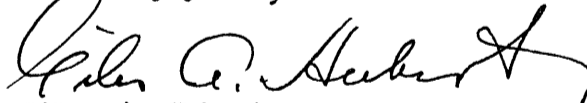
Mr. Emmer Martin Lancaster,
Adviser on Negro Affairs,
U. S. Department of Commerce,
Washington, D. C.

Dear Mr. Lancaster:

I am very sorry that because of previous commitments which take me out of the city, I will be unable to attend the conference on the Negro in Business sponsored by the Division of Negro Affairs, Department of Commerce, on April 18.

I hope that you have a very successful meeting.

Sincerely yours,



Giles A. Hubert,
Assistant to the Director,
Rural Rehabilitation Division.

March 25, 1941

Dear Mr. Hillman:

The Department of Commerce is sponsoring a Conference of Negro Business to be held in Washington April 18 and 19.

One of the sessions will be held on the night of April 18 at the Mount Carmel Baptist Church, corner Third and I Streets, Northwest.

The Department believes it would be extremely helpful if you would attend on that occasion and make a short address in order to acquaint the Negro leaders who will attend on the part that the Negro may play in the defense program.

Your cooperation will be greatly appreciated.

Sincerely yours,

Norman W. Baxter,
Assistant to the Secretary.

Mr. Sidney Hillman,
Associate Director-General,
Office of Production Management,
Washington, D. C.

April 15, 1941

Hon. Perry W. Howard
1839 S Street, N. W.
Washington, D. C.

Dear Mr. Howard:

I have been informed by Mr. C. K. Brown that you will deliver the address of welcome at the business conference mass meeting, Friday evening, on behalf of the Washington Negro Chamber of Commerce. I have listed your name on the program for the performance of this service.

I am pleased to have your active cooperation in this business program and I urge that you attend our daily sessions and participate in the discussions.

Very sincerely yours,

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

EML:daj

April 30, 1952

Dr. Harold A. Haynes
First Assistant Superintendent of Schools
Franklin Administration Building
13th and K Streets, N. W.
Washington, D. C.

Dear Mr. Haynes:

Your contribution and complimentary comments concerning the recent conference on the Negro in Business are deeply appreciated by this office. I am grateful for the time which you freely contributed to the session on "Business Education" and the spirit which you injected into the discussion.

I sincerely hope that this fine relationship between our offices will be continuous and that your services will always be available for similar ventures in the future.

Very truly yours,

Emmer Martin Lancaster
Adviser on Negro Affairs

EML:bmj