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March 27, 1941

Mr. Emory Bryant  
Bloomingdale Civic Association  
130 Seaton Place, N. W.  
Washington, D. C.

Dear Mr. Bryant:

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 the program.

Very truly yours,

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

EML:dmh  
Encl.

March 20, 1941

Mr. C. K. Brown, Secretary  
Washington Chamber of Commerce  
611 F Street, N. W.  
Washington, D. C.

Dear Mr. Brown:

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

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

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

Very sincerely yours,

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

Encl.  
EML:daj

April 14, 1941

Miss Edith C. Buckman  
Acting Director  
School of Business  
Hampton Institute  
Hampton, Virginia

Dear Miss Buckman:

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.

March 26, 1941

Brotherhood of Sleeping Car Porters  
903 U Street, N. W.  
Washington, D. C.

Gentlemen:

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.

April 3, 1941

Rev. Walter K. Brooks  
Pastor, 19th Street Baptist Church  
19th & I Streets, N. W.  
Washington, D. C.

Dear Rev. Brooks:

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

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

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

Very sincerely yours,

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

EML:dah  
Encl.

March 28, 1941

Mrs. Mary Booker  
Marshall Heights Civic Association  
5400 Drake Ave., S. E.  
Washington, D. C.

Dear Mrs. Booker:

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,

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

EML:dmh  
Encl.

March 19, 1941

Mrs. Ida B. Blake, President  
Inst'l. Cafeteria Managers Asso.  
157 P Street, N. W.  
Washington, D. C.

Dear Mrs. Blake:

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:dnj



March 27, 1941

Mr. George W. Beasely  
Central Northwest Association  
925 T Street, N. W.  
Washington, D. C.

Dear Mr. Beasely:

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,

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

EML:dah  
Encl.

March 20, 1941

Mrs. Josephine E. Belford  
286 Holbrook Avenue  
Detroit, Michigan

Dear Mrs. Belford:

In accordance with the request of Congressman O'Brien you are invited to attend a conference on the Negro in Business in the Department of Commerce Auditorium April 18th and 19th.

The enclosed release contains a brief statement of the conference, and subsequent releases will announce detailed information as to speakers and sessions.

Very truly yours,

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

EML:dmk  
Encl. 1

August 15, 1946

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond 19, Virginia

Dear Mr. Bradshaw:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 27. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10 $\frac{1}{2}$  inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 26.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:daj

August 15, 1946

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual Insurance Co.  
301 East Warren Avenue  
Detroit 1, Michigan

Dear Mr. Blount:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 27. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10 $\frac{1}{2}$  inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 26.

Very truly yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:dml

August 15, 1946

Mr. J. B. Blayton  
Carnegie Professor of Business Adm.  
Atlanta University  
Atlanta, Georgia

Dear Mr. Blayton:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 27. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10½ inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 26.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:daj

August 15, 1946

Rev. J. S. Benn, Jr.  
Regional Vice-President  
National Negro Business League  
716 South 19th Street  
Philadelphia, Pa.

Dear Mr. Benn:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 27. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10½ inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 26.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:dmj

August 19, 1946

Miss Mary J. Barrett, Secretary  
Progressive Business Alliance, Inc.  
7122 Cedar Avenue  
Cleveland 3, Ohio

Dear Miss Barretts

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 28. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10 $\frac{1}{2}$  inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 27.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:dmj

August 19, 1946

Mr. W. R. Butler, Manager  
Groff Hosiery Co.  
324 South Rampart Street  
New Orleans, Louisiana

Dear Mr. Butler:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 28. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10½ inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 27.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:dmj



August 19, 1946

Mr. Claude A. Barnett, Director  
The Associated Negro Press  
3507 South Parkway  
Chicago 15, Illinois

Dear Mr. Barnett:

The U. S. Department of Commerce, upon the approval of Secretary Wallace, is sponsoring the Second Conference on the Negro in Business to be held in the Commerce auditorium, October 17-18-19, 1946.

A brochure containing an announcement of the conference and the discussion topics is in the process of preparation and is required to be submitted to the Government Printing Office on the morning of August 28. Photographs of prominent Negroes in business will adorn this brochure and accordingly, we request that you furnish us with a copy of your personal photograph of glossy print about 8 x 10½ inches in size to be included therein. It is respectfully urged that your photograph be received in our office not later than August 27.

Very sincerely yours,

Emmer Martin Lancaster  
Adviser on Negro Affairs

EML:daj

August 20, 1946

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Ins. Co.  
Richmond 19, Virginia

Dear Mr. Bradshaw:

Mr. Lancaster is now attending the Business League conference in Philadelphia, however I am sure that he would wish me to thank you for promptly sending your photograph to be included in the announcement of the second conference on the Negro in Business. I am sure that the photograph which you sent will be satisfactory.

Very sincerely yours,

Beatrice M. Johnson  
Secretary to Mr. Lancaster

VIRGINIA MUTUAL BENEFIT LIFE  
INSURANCE  COMPANY

Richmond 19, Virginia

August 19, 1946

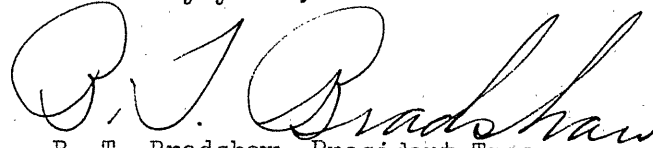
Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington 25, D. C.

Dear Mr. Lancaster:

I was indeed glad to receive your letter of August 15th and to learn that the U. S. Department of Commerce is planning to sponsor the Second Conference on the Negro in Business.

Unfortunately, the only photograph that I have at this time is the regulation newspaper cut size. I am forwarding this in the hope that it will be satisfactory. If it does not meet the requirements please so advise me and I shall make an effort to obtain an 8 X 10 $\frac{1}{2}$  inch photograph. This will not be easy to do at this time because all of our good photographers here are on vacation, but if you insist, you may rest assured that I shall put forth every effort to obtain exactly what you want.

Sincerely yours,



B. T. Bradshaw, President-Treasurer  
VA. MUTUAL BENEFIT LIFE INSURANCE CO.

BTB/b  
enclosure

October 10, 1941

Dr. W. H. Bell, President  
A. and M. College  
Alcorn, Mississippi

Dear Dr. Bell:

During the 1930 Census the Department of Commerce prepared a report on the Negro population of the United States entitled "Negroes in the United States: 1920 - 1932." Please advise if your school library contains this volume.

Very truly yours,

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

EMM:dmb

Mr. William A. Bailey  
Negro Business Specialist  
Bureau of the Census  
City Club Building  
Washington, D. C.

Dear Mr. Bailey:

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:cmj

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 11, 1941

Mr. William A. Bailey  
Section Chief, Bureau of the Census  
City Club Building  
Washington, D. C.

Dear Mr. Bailey:

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

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

Very truly yours,

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

EML:daj

#### FOREWORD

In considering Negro Business apart from all businesses, one must remember that only Individuals and Partnerships are represented. So that, though appreciable, the Negroes who own stock in and control certain Business Corporations are not taken into consideration in the preparation and presentation of the following data.

TABLE I

From this summary it is easily seen; that of the 45,954 business establishments operated by Negro Proprietors or Firm Members, slightly over 51 percent were in retail; less than 1/10 of one percent were in wholesale, and the remainder or nearly 49 percent were in service, exclusive of amusements and tourists camps. Negro Hotels constitute 6/10 of one percent of the total establishments.

Of the \$77,174,000 received by these establishments, the retail, although constituting slightly more than 51 percent of the establishments accounted for more than 63 percent of the receipts; the wholesale establishments, while constituting less than 1/10 of one percent of the establishments accounts for more than 2/10 of one percent of the sales. Hotels which were 6/10 of one percent of the establishments supplied nearly one percent of the receipts; while service which had more than 48 percent of the establishments had less than 36 percent of the sales.

Individual Proprietors and Firm Members followed almost the same ratio as the establishments.

Of the 26,802 employees, service accounted for more than 52 percent, while retail had almost 46 percent. Hotels had nearly 2 percent and wholesale the balance. The payroll followed almost similar lines.



DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

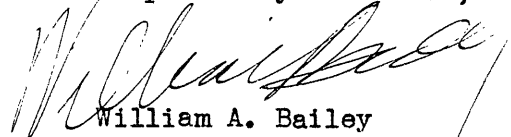
October 15, 1940

MEMORANDUM TO MR. EMMER M. LANCASTER  
ADVISOR OF NEGRO AFFAIRS  
DEPARTMENT OF COMMERCE  
WASHINGTON, D. C.

FROM: MR. WILLIAM A. BAILEY

Attached here-to are the names of some Manufactur-  
ers whom you may care to contact, in furtherance of your  
business plans.

Respectfully Submitted,

  
William A. Bailey

WAB:w

CHICAGO --- MANUFACTURERS

	NAME	ADDRESS
1	Automobile Spark Plugs Manufacturers B-4-All Spark Plug	3619 Cottage Grove
1	Beverages Manufacturers South Side Bottling Works	4732 Indiana Avenue
3	Caskets Manufacturers Consumer Casket Company Continental Casket Mfg. Company Washington & Wright Casket Company	3946 S. State Street 3840-44 S. State Street 4521 S. State Street
3	Dresses - Manufacturers Iola Dress Manufacturing Company Standard Garment Mfg. Company Tanya Shoppe	137 E. 51st Street 47 E. 51st Street 1619 Simpson Street, Evanston, Ill.
2	Exterminators (Mfg. of Insecticides) Homestead Products Company Magic Insect Exterminator Company	407 E. 35th Street 3630 Cottage Grove
1	Gasoline & Oil Burners - Manufacturers Jackson Sam & Son	3151 Indiana Avenue
1	Ice Cream - Manufacturers Service Links Ice Cream Company	5314 S. State Street
1	Incense Manufacturers Jap O Oriental Incense Company	4702 S. State Street
1	Lamp Shades Factory Home Lamp Shade Factory	5011 Calumet Avenue
1	Mattress - Manufacturers Lewis Brothers	5141 Wabash Avenue
3	Sausage Manufacturers Parker House Sausage Company Triangle Sausage Company Uncle Jerry's Sausage Company	4605 S. State Street 5434 S. State Street 5831 S. State Street
1	Shirt - Manufacturers Washington, G. J. Shirt Mfg. Company	3843 Indiana Avenue
1	Shoe Polish Manufacturers Green C. H. & Company	105 E. 35th Street
1	Tooth Powder Manufacturers Welters Tooth Powder Company	2542 Cottage Grove

CHICAGO --- MANUFACTURERS  
(Continued)

NAME	ADDRESS
Toilet Preparations Manufacturers	
Accurate Chemical Company	4320 S. Michigan Avenue
Apex Hair Company, Inc.	412 E. 47th Street
Davila Beatrice Mme.	5817 Lafayette Avenue
M. A. C. Laboratory	4015 Indiana Avenue
Murray Superior Products Company	3610 S. Cottage Grove
12 O'Neal Chemical Company	4553 Champlain Avenue
Overton Hygienic Mfg. Company	3653 S. State Street
Porro Toilet Preparations	4415 S. Parkway
Porter's Premier Products Co.	4417 S. State Street
Raynor, H. B. Chemical Co., Inc.	3659 Indiana Avenue
Teverbaugh, Lena	3626 Giles Avenue
Ward, Marguerita Co., Inc.	404 E. 47th Street
Tailors - Manufacturing	
1 Monarch Tailoring Company	3446 S. State Street
New Car Dealer	
1 Gaines, Dan	4510 Cottage Grove
Cigar Manufacturers	
Lane, Henry S.	5600 S. State Street
2 Smith, George G.	4337 Langley Avenue
Toilet Preparations	
2 O'Pal Manufacturing Company	4635 S. State Street
Black Beauty Company	4015 Indiana Avenue
Window Shades Mfg., Company	
J. C. Butler	623 E. 47th Street
2 South America Window Shade Co.	

MANUFACTURERS

NAME	ADDRESS
Mrs. U. S. Bond Casket Factory	Madison, Arkansas
The Brown Gas Log Company	Sawmill Run Boulevard Pittsburgh, Penn.
Brown Bomber Baking Powder Company	New York, N. Y.

### Notes

The effect of such balancing has been shown for the field of agriculture, and we further find that all the States except South Carolina, Alabama, Mississippi, Arkansas, Louisiana, Oklahoma, and Texas could stand an increase in their Negro farm operators, and such an increase would balance the farms operated by Negroes with the total proportion of all ~~percent~~ of Negro population, so that the percent of Negro-operated farms would bear the same ratio to all farms, as the ratio for the Negro population bears to the total population.

The table for balancing the Negro farm population is attached hereto, made a part hereof.

The same ratio, proportion has been followed through for woolen mills, textile mills, rubber factories, postal service, street railways, telegraph and telephone lines, insurance and real estate businesses, automobile agencies, wholesale and retail trade (with the exception of automobile agencies), professional services, semi-professional services. In other words, we should seek to obtain our proportionate share in all trades, occupations, and professions.

It must be noted in passing that the Negro when freed, was simply turned loose on the existing system, without any effort being made at the time to integrate him into all the occupations, so that, he must gravitate, and tended to gravitate, to those occupations entered with least resistance; to wit, domestic and personal services and unskilled labor.

No attempt has been made since emancipation to integrate the Negro into trades, occupations, and he is being left to drift in the same unbalanced way that he was at the time of his emancipation. It stands to reason, that the progress, though phenomenal, has not been as great as it would have, had some definite balancing been put into operation to integrate him into all occupations, trades, and professions.

It is believed that such an effort should be made by the churches, schools and all organizations, including those foundations furnishing money for the furthering of Negro education, to integrate the Negro into the population in the plan presented above.

What would be the objection to that? It would be that the Negro population is not static. It might be said in this connection that the Italian population, Jewish population, Japanese population, and foreign-born population is not static, yet it is integrated in our American system of occupations to a greater degree than is the Negro. The objection might be made that the Negro has not sufficient money to integrate himself. To this we would say that he has the money, and the means and labor and brains in which he has displayed in sufficient quantity to carry through a capable occupational integration.

TABLE 3.—PRINCIPAL KINDS OF BUSINESS, BY TYPE OF OPERATION

KIND OF BUSINESS	POPULATION			INDEPENDENTS			
	NUMBER OF ESTABLISHMENTS 8 Percent Negro 7 Total (Colored) 5 Population	TOTAL RECEIPTS Thousands of dollars 2 Total	Percent of establishments NEGRO 2	Total receipts Thousands of dollars Total	Negro Percent to total receipts, all types	% Negro Expenses (including proprietors' services) Additional expenses to operators	Percent to total receipts
<input type="checkbox"/> Total, United States	46.27	12,277,504.6	9.7	2,288,648	8.2	14.0	2.7
<b>NEW ENGLAND</b>	93.08	8,166,341	1.2	1,249,265	1.48	.12	<del>1.35</del>
Connecticut	89.18	1,606,903	1.8	171,945	3.3	.19	2.76
Maine	88.23	797,423	.1	39,006	1.5	.04	2.24
Massachusetts	98.43	4,249,614	1.2	255,948	6.4	.25	2.43
New Hampshire	75.00	465,293	.2	14,906	6	.04	2.3
Rhode Island	81.81	687,497	1.4	33,222	1.1	.33	3.5
Vermont	100.00	359,611	.2	24,898	2.2	.09	2.7
<b>MIDDLE ATLANTIC</b>	72.32	26,260,899	4.0	3,576,603	8.73	.24	<del>13.43</del>
New Jersey	96.87	4,041,334	5.2	253,778	3.72	1.47	9.47
New York	32.17	12,588,066	3.3	1,598,066	1.48	.09	5,125
Pennsylvania	47.24	9,631,350	4.5	1,734,199	3.63	.21	7,395
<b>EAST NORTH CENTRAL</b>	87.99	25,297,185	3.7	966,502	3.065	.32	<del>3.065</del>
Illinois	99.88	7,630,654	4.3	2,144,977	8.9	.42	8,330
Indiana	97.05	3,238,503	3.5	181,570	4.61	.25	5,893
Michigan	76.11	4,842,325	3.5	169,372	4.27	.25	5,501
Ohio	94.35	6,646,697	4.7	2,192,966	12.27	.56	9,074
Wisconsin	17.40	2,939,006	.4	181,767	5.5	.03	6.72
<b>WEST NORTH CENTRAL</b>	63.18	13,296,915	2.5	1,112,755	7.018	.63	<del>9.800</del>
Iowa	76.62	2,470,939	.7	214,928	1.18	.05	1,386
Kansas	90.83	1,880,499	3.5	166,042	9.41	.57	4,870
Minnesota	11.02	2,563,953	.4	185,255	2.7	.01	7.14
Missouri	44.70	3,629,367	6.2	255,940	5.844	2.28	10,024
Nebraska	14.07	1,377,963	1.0	129,458	3.8	.03	1,256
North Dakota	1.24	680,845	.1	77,975	1.0	.01	6.7
South Dakota	1.45	692,849	.1	83,157	4.0	.05	4.3
<b>SOUTH ATLANTIC</b>	99.18	15,793,589	28.0	1,058,468	29.5934	27.96	<del>4.27</del>
Delaware	100.00	2,783,800	13.7	97,077	8.07	8.31	5.22

TABLE 3.—PRINCIPAL KINDS OF BUSINESS, BY TYPE OF OPERATION

Total Col. Farm Pop. POPULATION				INDEPENDENTS FARM OPERATORS				CHAINS			
8	7	2	3	Total receipts	Negro Percent to total receipts, all types	% Negro Expenses (including proprietors' services)	Additional Percent expenses to total receipts	Total receipts	Percent to total receipts, all types	Expenses (including proprietors' services)	Percent expenses to total receipts
Percent of Negro Pop.	Total Colored Pop.	Total	Number of establishments	Thousands of dollars				Thousands of dollars			
96.27	1,227,750	46	9.9	2,278,648	88.28	14.04	27.28	17,279			
93.08	8,166,341	1.2		124,923	148	.12		<del>351</del> 628			
89.18	1,606,903	1.8		17,195	33	.19		276			
88.23	797,423	.1		39,006	15	.04		24			
98.43	4,249,614	1.2		25,598	64	.25		243			
75.00	465,293	.2		14,906	6	.04		23			
81.81	687,497	1.4		3,322	11	.33		35			
100.00	359,611	.2		24,898	22	.09		27			
72.32	26,260,899	40		357,603	873	.24		<del>13,431</del> 13,467			
96.87	4,041,334	5.2		25,378	372	1.47		947			
32.17	12,588,066	3.3		159,506	148	.09		5,125			
97.24	9,631,350	4.5		178,419	363	.21		7,395			
87.99	25,297,185	3.7		966,502	3065	.32		<del>3,575</del> 29,470			
99.88	7,630,654	4.3		214,497	893	.42		8,330			
97.05	3,238,503	3.5		181,570	461	.25		5,893			
76.11	4,842,325	3.5		169,372	427	.25		5,501			
99.35	6,646,697	4.7		219,296	1,227	.56		9,074			
17.40	2,939,006	.4		181,767	55	.03		672			
63.18	13,296,915	2.5		1,112,755	7018	.63		<del>20,800</del> 18,360			
76.62	2,470,939	.7		214,928	119	.05		1,386			
90.83	1,880,999	3.5		166,042	941	.57		4,870			
11.02	2,563,953	.4		185,755	27	.01		714			
44.70	3,629,367	6.2		255,940	5,944	2.28		10,024			
14.07	1,377,963	1.0		129,458	38	.03		1,256			
1.24	680,845	.1		77,975	10	.01		67			
1.45	692,849	.1		83,157	40	.05		43			
99.18	15,793,589	28.0		1,058,468	29,5934	27.96		<del>437</del> 28,427			
100.00	278,350	13.7		9707	807	8.31		522			

Iowa	76.62	2,470,939	.7	21,4728	118	.05	1,386
Kansas	90.83	1,880,499	3.5	166,042	941	.57	4,870
Minnesota	11.02	2,563,953	.4	155,355	27	.01	714
Missouri	11.70	3,629,367	6.2	255,340	5,844	2.28	10,024
Nebraska	14.07	1,377,163	1.0	129,458	38	.03	1,256
North Dakota	12.4	680,845	.1	77,975	10	.01	67
South Dakota	1.45	1,92,849	.1	83,157	40	.05	43
<b>SOUTH ATLANTIC</b>	99.18	15,793,589	28.0	1,058,468	29,5934	27.96	<del>4,27</del> 2
Delaware	100.00	1,330	13.7	9,707	807	831	522
District of Columbia	100.00	486,869	27.1	104	11	10,58	17
Florida	99.70	1,468,211	29.4	58,966	11,010	18.67	6,326
Georgia	99.99	2,908,506	36.8	255,598	86,787	33.95	7,273
Maryland	99.94	1,631,526	16.9	43,203	5,264	12.18	2,037
North Carolina	99.09	3,170,976	29.0	279,708	74,636	26.68	6,479
South Carolina	99.87	1,338,765	45.6	157,931	77,331	48.96	5,315
Virginia	99.81	2,421,551	26.8	170,610	39,598	23.21	6,124
West Virginia	99.79	1,729,205	6.6	82,641	490	59	4,964
<b>EAST SOUTH CENTRAL</b>	99.88	9,887,214	26.9	1,062,214	320,600	30.18	<del>24,865</del> 3
Alabama	99.86	2,646,248	25.7	257,395	93,795	36.44	<del>27,645</del>
Kentucky	100.00	2,614,589	8.6	246,499	9,104	3.69	12,094
Mississippi	99.83	2,009,821	50.2	312,663	182,578	58.39	<del>25,622</del>
Tennessee	99.95	2,616,556	18.3	245,657	35,123	14.30	9,832
<b>WEST SOUTH CENTRAL</b>	96.97	12,176,830	12.7	1,103,134	254,402	23.06	<del>48,116</del> 4
Arkansas	99.97	1,854,482	25.8	242,334	79,556	32.83	<del>17,034</del>
Louisiana	99.95	2,101,593	36.9	161,445	73,734	45.67	<del>14,161</del>
Oklahoma	66.14	2,396,040	7.2	203,266	15,172	7.44	494
Texas	99.85	5,824,715	14.7	495,489	85,940	17.34	<del>13,104</del>
<b>MOUNTAIN</b>	<del>2.78</del>	<del>3,901,789</del>	<del>.8</del>	<del>241,317</del>	<del>304</del>	<del>.12</del>	1,626
Arizona	2.20	435,573	2.5	14,173	87	.61	267
Colorado	12.97	1,035,791	1.1	59,956	78	.13	581
Idaho	2.29	445,020	.2	41,674	16	.04	67
Montana	1.77	537,606	.2	47,495	21	.04	73
Nevada	.96	91,055	.1	3,445	3	.09	17
New Mexico	2.45	423,317	.7	31,404	82	.26	137
Utah	.88	507,547	.2	27,157	5	.02	49
Wyoming	4.56	225,515	.6	16,011	12	.08	84
<b>PACIFIC</b>	6.74	8,194,433	1.1	261,733	506	.19	2,371
California	7.74	5,677,251	1.4	135,676	424	.31	1,475
Oregon	1.31	953,786	.2	55,153	9	.02	101
Washington	5.41	1,563,396	.4	70,904	73	.10	210



3.18 13,246,113  
 6.62 2,470,134 .7  
 0.83 1,380,499 .5  
 1.02 2,567,940 .4  
 11.70 3,629,367 6.2  
 140.7 1,377,103 1.0  
 1.24 680,845 .1  
 1.45 192,849 .1  
 19.18 15,793,587 28.0  
 00.00 1,835.0 1.7  
 00.00 486,869 27.1  
 99.70 1,468,211 29.4  
 99.99 2,908,506 36.8  
 99.94 1,631,526 16.9  
 97.09 3,170,276 29.0  
 99.87 1,738,765 45.6  
 99.81 2,421,851 26.8  
 99.79 1,729,205 6.6  
 99.88 9,887,214 26.9  
 99.86 2,646,248 25.7  
 100.00 2,614,589 8.6  
 99.83 2,009,821 50.2  
 99.95 2,616,556 18.3  
 96.97 12,176,830 12.7  
 99.97 1,854,482 25.8  
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 99.85 5,824,715 14.7  
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 9.6 91,055 .1  
 2.45 423,317 .7  
 8.8 507,847 .2  
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 5.41 1,563,376 .4

214,928 11.8 .05  
 166,042 941 .57  
 15,355 27 .01  
 255,140 5,944 2.28  
 15,745 38 .03  
 77,975 10 .01  
 23,157 40 .05  
 1,053,465 29,593 27.96  
 9,007 807 8.31  
 10.4 11,105 8  
 58,966 11,010 18.67  
 255,598 86,787 33.95  
 43,203 5,264 12.18  
 279,708 74,636 26.68  
 157,931 77,331 48.96  
 170,610 39,598 23.21  
 82,641 490 59  
 1,062,214 320,600 30.18  
 257,395 93,795 36.44  
 246,499 9,104 3.69  
 312,663 182,578 58.39  
 245,657 35,123 14.30  
 1,103,134 254,402 23.06  
 242,334 79,556 32.83  
 161,445 73,734 45.67  
 203,266 15,172 7.44  
 495,489 85,940 17.34  
 241,314 304 1.2  
 14,173 87 .61  
 59,956 78 .13  
 41,674 16 .04  
 47,495 21 .04  
 3,445 3 .09  
 31,404 82 .26  
 27,157 5 .02  
 16,011 12 .08  
 261,733 506 .19  
 135,676 424 .31  
 55,153 9 .02  
 70,904 73 .10

1,386  
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~~421~~ 28,427 OK  
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 - 27,645  
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 - 48,116 44,793 OK  
 - 17,034  
 - 14,161  
 - 494  
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 267  
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 73  
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 49  
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 2371 1786 OK  
 1,475  
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 210

17,279 OK

93,413

Sources:

Negroes in the United States: 1920-1932

Table 23 - page 582

Table 12 - page 9

Table 4 - page 15

Color and tenure of farm operators, Statistics for farms,  
Coverage + Value.

Table 6 page 110-125

2.

Area		Negro Population		Number of	
State:	City	Number	Percent of Total Population	Longshoremen and stevedores	Sailors and deckhands
Kentucky		226040	8.6	—	—
	Louisville	47354	15.4	—	—
Louisiana		776326	36.9	3453	1183
	Baton Rouge	10675	34.7	—	—
Missouri		223840	6.2	—	—
	St. Louis	93580	11.4	—	—
	Kansas City	38574	9.6	—	—
Tennessee		477646	18.3	—	—
	Memphis	96550	38.1	—	—
	Nashville	42336	27.8	—	—
Texas		854964	14.7	2739	—
	Houston	63337	21.7	—	—
Virginia		650165	26.8	—	—
	Richmond	52988	29.0	2930	377

Area	Negro Population		Number of	
	Number	Percentage of Total pop.	longshoremen and stevedores	Sailors and deckhands
Alabama	944,834	35.7	1353	—
Mobile	245,144	35.7		
Florida	431,923	27.4	1882	178
Jacksonville	48,196	37.2		
Miami	251,116	22.7		
Tampa	21,172	23.7		
Pensacola	9,583	20.3		
Georgia	1,071,125	36.8	1554	
Savannah	38,896	45.7		
Louisiana	776,326	36.9	3453	1183
New Orleans	129,632	28.3		
Maryland	276,379	16.7	2334	564
Baltimore	142,106	17.7		
South Carolina	793,621	45.6		
Charleston	28,062	45.1		
Texas	854,964	14.7	2739	
Galveston	132,266	25.0		
Virginia	650,163	26.8	2930	377
Norfolk	43,942	33.7		
Portsmouth	18,849	41.2		
Newport News	13,281	32.6		
			16775	2302

Tabulated by: AFR  
 Verified by:  
 Typed by:  
 Compared by:

Sources:  
 Negroes in the U.S. 1920-1932 → (Occupational  
 Population - Vol II, pts. 1 & 2 tables)

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

WASHINGTON

May 6, 1941

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

Dear sir:

Enclosed will be found tabulations on longshoremen and  
sailors as per our conversation of recent date.

Inasmuch as it may be necessary to load the ships in the  
Atlantic seaport will all possible speed and, inasmuch as trouble may be ~~obtained~~ i  
encountered in finding sufficient qualified men to load the ships as well as  
to serve as crews for same, this tabulation is submitted for your use and  
information.

Very respectfully submitted

*W. B. Bailey*  
P.S. Detailed information will be found in following Census publications:  
Negroes in United States 1920-32  
Occupational statistics, 1930  
(1940 figures not yet available)

There are 25,444 <sup>negro</sup> longshoremen + stevedores  
and 6,659 negro sailors and deckhands in  
the United States. B

Bureau of Census  
City Club Building  
Washington, D. C.  
April 23, 1941

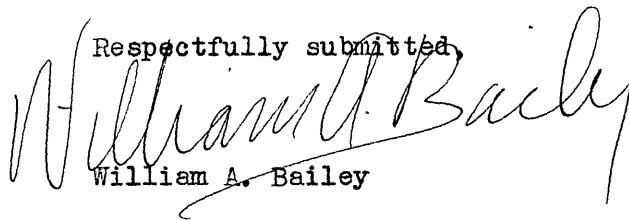
Dr. Emmer M. Lancaster  
Advisor, Negro Affairs  
Department of Commerce  
Washington, D. C.

Dear Dr. Lancaster:

In furtherance of our recent conversation concerning Negro Business in the Nation's Capital, there is enclosed herewith certain statistical data calculated to fit somewhere in your plans.

It is, however, in this regard, well to suggest that a definite goal be set, which shall be attained without too much effort, and that a long range plan for business in this area be worked out. By establishing an easily reached goal, and careful long range planning, there is no reason why group business cannot be doubled in this area.

Respectfully submitted,

  
William A. Bailey

ENCL.

WAB:g

Possible Areas (District of Columbia) for Business Penetration

Tract Number (1930)	Negro Population	Percent Negro	Illiteracy
10	17,482	78.7	5.2 %
14	19,145	64.1	2.2
11	10,951	47.1	2.7
25	1,181	55.2	0.2
28	11,728	48.9	6.4
29	6,389	70.3	6.5

Suggested Lines for Business Penetration

Assembler of Farm Produce

Poultry, Butter, and Eggs Store

Second Hand Store ( Furniture  
( Refrigerators  
( Apparel

Filling Stations

Fuel (Oil, Coal, Ice)

Liquor Stores (Packaged)

Soft Drink Manufacturing Company

Fruit and Vegetable Market

Building and Loan Company

Lumber and Building Materials

Laundry and Linen Service



Negroes (10 Years Old and Over) Casually Employed,  
District of Columbia: 1930

	Total	Male	Female
Agriculture	291	285	6
Forestry and Fishing	4	4	-----
Extraction of Minerals	47	47	-----
Manufacturing and Mechanical Industries	10,149	8,613	1,536
Transportation	6,232	6,078	154
Trade	5,982	5,379	603
Public Service	8,263	6,626	1,637
Professional Service	4,550	2,570	1,980
Domestic and Personal Service	34,937	9,707	25,230
Industries Not Specified	2,675	2,438	237
	<hr/> 73,230	<hr/> 41,747	<hr/> 31,383

Mr. Joseph V. Baker  
Division of Negro Research and Planning  
Department of Labor and Industry  
Harrisburg, Pa.

Dear Mr. Baker:

Mr. Jesse E. 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:cmj



COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF LABOR AND INDUSTRY  
BUREAU OF RESEARCH AND INFORMATION  
DIVISION OF NEGRO RESEARCH AND PLANNING  
HARRISBURG

#610 South Office Building

*Mr. Lancaster*

January 15, 1942

Mr. Jesse H. Jones, Secretary  
The U. S. Department of Commerce  
Washington, D. C.

Dear Mr. Jones:

Will you kindly send me several copies of your manual "Official Proceedings of the First Annual Conference on the Negro in Business".

My copy has been misplaced, and it is necessary to replace it in order to complete our files.

Thank you very much for your kind help and consideration, and looking forward to an immediate reply, I remain

Very truly yours,

*Frances S. Butler*

Frances S. Butler

for Joseph V. Baker, Chief

JVB/fsb

January 19, 1942

Mr. Joseph V. Baker  
Department of Labor and Industry  
Bureau of Research and Information  
610 South Office Building  
Harrisburg, Pa.

Dear Mr. Baker:

The letter addressed to Jesse H. Jones, Secretary of Commerce, by Frances S. Butler, has been referred to my office for appropriate action.

Under separate cover we have forwarded several copies of the Negro Business Conference Proceedings in compliance with your request.

Very truly yours,

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

EML:daj



COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF LABOR AND INDUSTRY  
BUREAU OF RESEARCH AND INFORMATION  
DIVISION OF NEGRO RESEARCH AND PLANNING  
HARRISBURG

August 20, 1941

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

Dear Mr. Lancaster:

Thank you for your letter of August 11.

I regret that I was unable to forward my reply before now, but I have just now returned to my desk after an extended trip. I hope my delay has not inconvenienced you.

[The Conference, I feel, was timely and helpful and that the United States Department of Commerce should be congratulated for having the forethought to call such a meeting.]

With heartiest best wishes,

Sincerely,

*Joseph V. Baker*  
Joseph V. Baker

JVB/h

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 11, 1941

Mr. Joseph V. Baker  
Division of Negro Research and Planning  
Department of Labor and Industry  
Commonwealth of Pennsylvania  
Harrisburg, Penna.

Dear Mr. Baker:

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

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

Very truly yours,

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

EML:daj

April 4, 1941

Mr. Joseph V. Baker  
Division of Negro Research and Planning  
Department of Labor and Industry  
Commonwealth of Pennsylvania  
Harrisburg, Penna.

Dear Mr. Baker:

I am pleased to know that you will attend the conference in Washington this month. At the request of Advisers I have limited the number of speakers in order to allow more time for discussion on the floor.

Your position with the Commonwealth of Pennsylvania naturally lends importance to any proposals which you might present, and I would like for you to actively participate in the discussion although I have not assigned you any speaking part on the program. Since the Bureau of Foreign and Domestic Commerce will make excerpts of all proposals, I think it advisable that prepared manuscripts by all who participate in the sessions be presented.

Very sincerely yours,

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

1901 11 11



COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF LABOR AND INDUSTRY  
DIVISION OF NEGRO RESEARCH AND PLANNING  
HARRISBURG

April 2, 1941

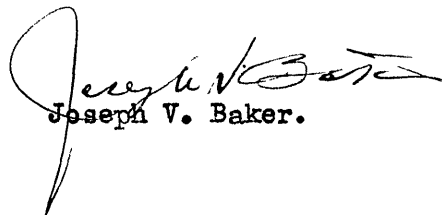
Mr. Emmer Martin Lancaster,  
Advisor Negro Affairs  
U.S. Department of Commerce  
Washington, D.C.

Dear Mr. Lancaster:

I merely drop this note to say that I am glad to accept the appointment to your Advisory Committee and will take whatever assignments on the program you should like me to have during the conference. I am sending you a mat.

With heartiest best wishes,

Sincerely,

  
Joseph V. Baker.

JVB:w



March 12, 1941

Mr. Joseph V. Baker  
253 North Broad Street  
Philadelphia, Pa.

Dear Mr. Baker:

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:daj

October 25, 1940

Mr. Joseph V. Baker  
255 North Broad Street  
Philadelphia, Pa.

Dear Mr. Baker:

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

EM:dnj



COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF LABOR AND INDUSTRY  
DIVISION OF NEGRO RESEARCH AND PLANNING  
HARRISBURG

253 North Broad St.  
Philadelphia, Pa.

September 27, 1940

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

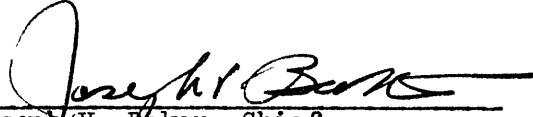
Dear Mr. Lancaster:

Thank you for your letter of  
September 26.

I am both glad to hear that you are  
going to actually create your Advisory Council and to  
tell you that I shall be honored to give to it what-  
ever I may have in the way of a contribution.

Let me add that it seems to me that  
at this time such a definite move on the part of the  
United States Department of Commerce is a very splendid  
and almost prophetic undertaking. I enjoyed talking  
to you in Detroit and I do hope that we will have the  
chance to meet again.

With heartiest best wishes,

  
Joseph V. Baker, Chief  
Division of Negro Research  
and Planning

JVB:st

September 26, 1940

Mr. Joseph Baker  
230 Earlham Terrace  
Germantown, Pa.

Dear Mr. Baker:

During the conference in Detroit of the National Negro Business League, I addressed the noonday luncheon of the Booker T. Washington Trade Association, on a proposed National Negro Business Advisory Council in the Department of Commerce. It is my impression that you were present on that occasion and heard this proposal explained in detail. The purpose of this inquiry is to ascertain if you will serve as a member of this Advisory Council.

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

January 24, 1942

Dr. William H. Bell, President  
Alcorn A and M College  
Alcorn, Mississippi

Dear Dr. Bell:

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

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

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

Please advise me immediately if you will accept this assignment.

Very sincerely yours,

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

EML:daj

Dr. William H. Bell, President  
Alcorn A. and M College  
Alcorn, Mississippi

Dear Dr. Bell:

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:daj

Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

October 16, 1941

13-200  
LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

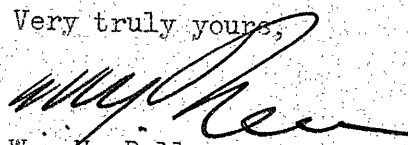
Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D. C.

Dear Sir:

Replying to your inquiry of October  
10th, we are pleased to advise that our library  
does have a copy of NEGROES IN THE UNITED STATES:  
1920 - 1932.

With appreciation for your every  
courtesy,

Very truly yours,

  
Wm. H. Bell,  
President.

a/

November 26, 1941

Dr. William H. Bell, President  
Alcorn College  
Alcorn, Mississippi

Dear Dr. Bell:

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 10th in Jackson, Miss. 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 Tower Building, number 610, Jackson, Miss.

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

Please let me know the outcome of your efforts.

Very truly yours,

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

EML:cmh



It would be stark nonsense for me to write at length in an effort to extol the worth of the Conference of the Negro in Business called in Washington April 18, 19, 1941, because I know of no better way of getting to the crux of the problem of the Negro race than for the leaders in the fields of business and education to be called together by the United States Department of Commerce to discuss this problem. I see a better day lurking in the distant future for the race when the breach between the Negro in business and the Negro in education--although ungrounded--is spanned by mutual and common understanding on the part of both. We must realize the interdependence of business and education and that each is indispensable to the other.

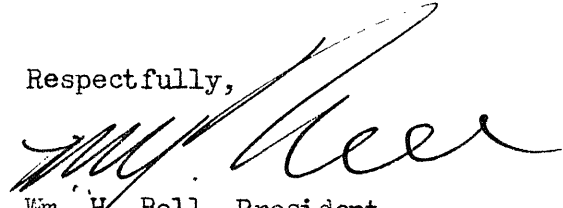
It is as important that men in business rely more heavily upon the Federal Government for the kind of service it is so capable of rendering because of its technique and influence upon the entire economic system of our country as upon the level of education for the basis of business. It should be of paramount concern to men in business to know of the effect of certain legislations and education upon production and consumption of goods and services. Contrariwise, the educator should be interested in the result of improved business status on the support and endowment of education.

By and Large, business must place its hopes in educational institutions for executives, economists, engineers, intelligent labor etc. Likewise, educational institutions must place its hopes in business for greater support. The ignorant or uneducated man seldom if ever improves methods of production or makes any contribution to the elevation of business efficiency; he is never a leader in fashions and styles which make for greater demands on production. It is not he who buys and remodels his home; who buys radios and first-class of all consumer goods etc. I would hold in contempt a race or people whose business was pitched to the tone of demands from its ignorant members. Therefore, I wish to commend the spirit that

I see a paper...  
of the...  
of the...  
of the...  
of the...

lies behind the Conference, and say again that I envisage a better day for the Negro when we take steps toward allying education and business and at the same time avail ourselves of the cooperation and services of the Government.

Respectfully,



Wm. H. Bell, President  
Alcorn A & M College  
Alcorn, Mississippi

a/

August 25, 1941

Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

August 25, 1941


LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

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

Dear Mr. Lancaster:

It is probably too late to serve your purpose; however, I am pleased to enclose herewith a statement of the April Conference as per your request August 11 which you may use as a whole or in part according to your desire.

Sincerely yours,



Wm. H. Bell,  
President.

a/

Enc.

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 11, 1941

Dr. Wm. H. Bell, President  
Alcorn A. & M. College  
Alcorn, Mississippi

Dear Dr. Bell:

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

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

Very truly yours,

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

EML:daj

Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

August 4, 1941

LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

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

Dear Mr. Lancaster:

Replying to your letter of July 30 regarding Miss Susan Liles of Akron, Ohio, I regret to advise that we have no vacancy in the field of her special preparation; however, we are filing your letter for future reference and should be pleased to recommend her elsewhere if the occasion arises.

I note with pleasure that the proceedings of the Conference called last Spring will soon be out. The report on our banks for 1939 and 1940 will prove interesting and helpful.

I am requesting the secretary of the Security Life Insurance Company to send you the information desired, and I believe Mr. S. L. Ratliff, Principal of the George Washington Carver High School, Tupelo, Mississippi, is treasurer of the Magnolia Mutual Life Insurance Company.

Looking forward to seeing you in Memphis, and with cordial good wishes, I am

Sincerely yours,

  
Wm. H. Bell,  
President.

a/

August 4, 1941

Mr. W. H. Williams, Secretary  
The Security Life Insurance Co.  
125½ North Parish Street  
Jackson, Mississippi

Dear Sir:

Please send to Mr. Eimer Martin Lancaster,  
Adviser on Negro Affairs, United States Department  
of Commerce, Washington, District of Columbia, the  
following information—total insurance in force  
as of December 31, 1940, and oblige.

Sincerely yours,

Wm. H. Bell,  
Chairman,  
Board of Directors.

a/

cc Mr. Lancaster

July 30, 1941

Dr. William H. Bell  
President, Alcorn A. & M. College  
Alcorn, Mississippi

Dear Dr. Bell:

Miss Susan Lyles of Akron, Ohio, desires an appointment as a teacher in your institution and requests that I interest you in her behalf. I have known Miss Lyles since her high school years and she is one of the few Akron girls who is zealous in the performance of assigned tasks. She has a very high moral standard and I feel she would be a fine influence among students anywhere. Miss Lyles is a personal friend of my wife and we are all deeply interested in seeing that she is properly placed. Our community is such that very few qualified and prepared girls are able to locate positions that are comparable to their training, consequently, we are compelled to secure suitable locations for them elsewhere. I am enclosing a brief statement of her college history and employment experience. Any consideration shown Miss Lyles will be deeply appreciated.

I have just submitted to the Secretary's Office for approval the official proceedings of our recent Conference. The stenographic notes and approval of the Recommendations and Findings have been dragging in slowly. This accounts largely for the delay in distributing this volume, however, I hope to have it in the mails before the expiration of the month.

I have just completed a condensed report for the years 1939 and 1940 of our twelve banking institutions owned and operated by Negroes. The principle items of their financial statements show a gradual increase over the year of 1939. This report also has been submitted to the Secretary's Office for approval. In addition, we have compiled the statements of more than one hundred insurance companies showing an appreciable advance over the year 1939 in the total insurance in force, total income, and assets. I hope to complete this volume by the time the Business League Convention meets in Memphis, however, this is a stupendous task and we have been in the process of collecting and compiling these statistics since February.

Office of the Director of the Office of War Relocation Administration  
Dept. of War Relocation Administration  
Washington, D.C.  
Mr. William H. Bell

9074 00 100

Page 2  
Dr. William H. Bell  
July 30, 1941

It is impossible for us to know each and every insurance company in the United States owned by Negroes. I have just observed from "Best Insurance Reports" that the Security Life Insurance Company, and the Magnolia Mutual Life Insurance Company of Tupelo were organized in 1940. It was my impression that you were Chairman of the Board of Directors of the former company, but I do not know whether or not the latter company is owned by Negroes. I would like to secure from you the total insurance in force as of December 31, 1940 in your company.

I hope to see you in Memphis and discuss some of the activities of my office.

Very sincerely yours,

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

Encl.  
EML:daj



Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

March 29, 1941

LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

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

Dear Mr. Lancaster:

Replying to your letter of the 27th, President Bell is out of the office; however, I am sure it will be all right for you to list his name as a speaker on your program. Of course, I am certain he would want you to assign him a specific subject to speak on in keeping with the theme of your meeting. Or you could let him know what the theme is and allow him to select his own subject. In either case you may list his name on your program as a speaker, and please do us the courtesy of some detailed information regarding this conference at the earliest possible date.

Sincerely yours,

*A. A. Abraham*

A. A. Abraham,  
Secretary

///

March 27, 1941

Mr. A. A. Abraham  
Secretary to the President  
Alcorn A. & M. College  
Alcorn, Miss.

Dear Mr. Abraham:

This will acknowledge receipt of your letter with reference to the speaking engagement of President Bell. At the close of each address the various sessions will be thrown open to the public for discussions. There will be no panel discussion as we generally understand that arrangement.

I could list President Bell's name as a speaker without any assigned subject on the same basis as the other speakers, including Dr. V. V. Oak. Since I must present the list of speakers to the Government Printing Office by April 1st, please advise if this arrangement is satisfactory.

Very sincerely yours,

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

EMM:daj

VS March

# Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

March 21, 1941

LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

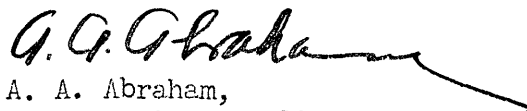
Mr. Emmer Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Washington, D. C.

Dear Mr. Lancaster:

President Bell is out of the office, but has requested me to write you and ask that you please disregard that part of his letter of the 13th of March in which he stated he would send you a specific subject under the general caption, "Business Education and the Negro" as soon as he figured out the best approach to make to what he would say. He will leave it to you to name the topic which you would have him discuss.

He prefers to serve on a panel rather than be put down for an address on what the schools may or may not be doing in their training program. If you are interested in such an analysis of the present programs of the schools with respect to their training courses for business, Dr. V. V. Oak, Wilberforce University, has given it more careful consideration than anybody else President Bell knows.

Sincerely yours,



A. A. Abraham,  
Secretary to President Bell.

///

Alcorn A. & M. College

ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

March 13, 1941

LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

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

Dear Mr. Lancaster:

Your letter of the 11th is acknowledged, and I share the joy and encouragement which you must feel in getting the departmental approval of the plan which you discussed in Detroit last August.

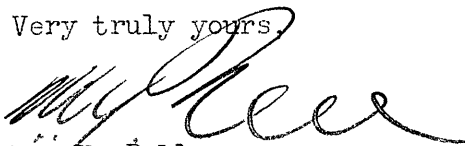
Your invitation to appear on the program is indeed flattering, and no doubt could be done much better by one with a larger contribution to make; however, I am amenable to your wishes and accept with a great deal of pleasure.

I am sure you will want a specific subject under the general caption, "Business Education and the Negro," and as soon as I can figure out the best approach to make to what I may say I shall send it to you. In the meantime, if there is any limit on the date which it may be submitted, please let me know.

I am enclosing a picture as requested and shall await further information regarding the conference.

With cordial good wishes,

Very truly yours,

  
Wm. H. Bell,  
President.

a/

Enc.

March 12, 1941

Dr. William H. Bell, President  
The Alcorn A. & M. College  
Alcorn, Mississippi

Dear Dr. Bell:

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,

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

EDM:dnj

March 11, 1941

Dr. William E. Bell, President  
Alcorn A. and M. College  
Alcorn, Miss.

Dear Dr. Bell:

The Department of Commerce recently approved the conference and committee on the Negro in Business which I discussed at the noonday luncheon of the Booker T. Washington Trade Association last August. April 18th and 19th has been set aside as the dates of the conference which will be held in the Department auditorium. A preliminary release announcing the conference has been issued to all interested organizations and individuals by the Press Bureau of the Department.

One of the sessions will be entitled "Business Education and the Negro". Because of your pioneer efforts in that direction, I would like for you to address the conference on that general subject from the viewpoint of the educator. Possibly another speaker will discuss the businessman's attitude on that same subject.

A second release with more details as to the speakers and sessions will be issued by this office containing the photographs of all members of the Business Committee. I would like to have your picture accompanying the acceptance of this invitation at your earliest opportunity.

Very truly yours,

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

EML:dmh

Alcorn A. & M. College  
ALCORN, MISSISSIPPI

WM. H. BELL  
PRESIDENT

October 2, 1940

LORMAN, MISS.  
FOR PASSENGERS, FREIGHT AND EXPRESS

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

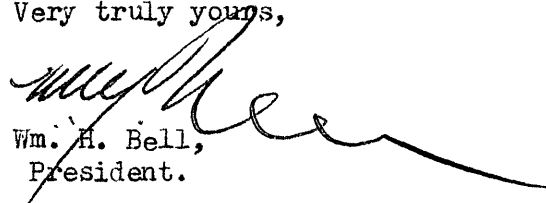
Dear Mr. Lancaster:

It was a happy privilege to form your acquaintance in Detroit and I assure you the association was a pleasure and inspirational.

I am grateful for the invitation which you extend to serve on a proposed National Negro Business Advisory Council in the Department of Commerce, and although I am not sure that I have any contribution to make I am pleased to accept and await your further instructions.

With cordial good wishes, I am

Very truly yours,

  
Wm. H. Bell,  
President.

a/

October 21, 1940

Dr. William H. Bell  
President, The Alcorn A. and M. College  
Alcorn, Mississippi

Dear Dr. Bell:

The conference of the proposed National Negro Business Advisory Council, upon request of the Department of Commerce, has been postponed until a later date in order that the newly appointed Secretary of Commerce, the Hon. Jesse H. Jones, may have adequate opportunity to effect departmental re-organization. Incidentally, the same delay exists in all Commerce bureaus wherein new programs were under consideration.

My delay in complying with your invitation to address the Conference of Negro Land Grant Colleges, was caused by similar requests from institutions in Ohio and at Hampton. However, I shall be pleased to accept this engagement.

During the next several weeks I may be reached at 1006 Big Falls Avenue, Akron, Ohio.

Very respectfully yours,

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

EML:daj



September 27, 1940

Dr. William H. Bell, President  
Alcorn A. & M. College  
Alcorn, Mississippi

Dear Dr. Bell:

During the conference in Detroit of the National Negro Business League, I addressed the noonday luncheon of the Booker T. Washington Trade Association, on a proposed National Negro Business Advisory Council in the Department of Commerce. It is my impression that you were present on that occasion and heard this proposal explained in detail. The purpose of this inquiry is to ascertain if you will serve as a member of this Advisory Council.

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

October 2, 1942

Mr. J. B. Blayton  
Carnegie Professor of Business Administration  
Atlanta University  
Atlanta, Georgia

Dear Mr. Blayton:

I am in the process of compiling a list of Negro Certified Public Accountants throughout the Country, and I believe you are in a position to help me. I would like first of all for you to send me a list of all Negro C.P.A.'S. of whom you have knowledge. In addition please advise me the name of the institution which conferred the degree upon you, whether or not you took a state examination and the length of time it took you to prepare for this degree.

Very truly yours,

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

EML:dmj

March 25, 1941

Mr. J. B. Blayton  
C. P. A., Carnegie Professor  
of Business Administration  
Atlanta University  
Atlanta, Georgia

Dear Mr. Blayton:

This will acknowledge receipt of your recent letter, and I am pleased to know that Professor A. A. Reid will accompany you to the conference.

The Chief of the Division of Publications informs me that only a photograph with a glossy print can be used on the material for our next release. I am returning the mat and urging that you send your photograph by April 1st which is the last day for the submission of material to the Government Printing Office.

Very sincerely yours,

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

Encl.  
EML:daj

RECEIVED  
COMMUNICATIONS SECTION  
MARCH 21 1941  
U.S. DEPARTMENT OF COMMERCE  
WASHINGTON, D.C.

MARCH 21 1941

ATLANTA UNIVERSITY  
ATLANTA, GEORGIA

DEPARTMENT OF ECONOMICS AND  
BUSINESS ADMINISTRATION

March 21, 1941

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


Dear Mr. Lancaster:

It is my plan to attend the conference called by the United States Department of Commerce in Washington, D.C. on April 18th and 19th, 1941.

I am enclosing a mat reproduced from a photograph of myself for whatever purposes you may wish to make of it. In news releases, and other billings, I prefer to be listed as the Carnegie professor of business administration in Atlanta University. I, of course have no objection to references to my other connections, if to do so serves your purpose.

Mr. A.A.Reid, accountant for Atlanta University has agreed to accompany me. I shall also prevail upon President Milton of Citizens Trust Company to attend this conference.

Yours sincerely,

  
J. B. Blayton, C.P.A.

WALNUT 6808

# J. B. BLAYTON & COMPANY

CERTIFIED PUBLIC ACCOUNTANT

AUDITORS  ACTUARIES

SOUTHERN OFFICES  
212 AUBURN AVENUE, N. E.

ATLANTA, GA.

VALUATIONS  
TAX SERVICE

AUDITS  
SYSTEMS  
INVESTIGATIONS

August 16, 1940

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 15th. I shall be glad to serve on the National Negro Business Advisory Council which is proposed.

Yours sincerely

*J. B. Blayton*

August 15, 1940

Professor J. B. Blayton  
Certified Public Accountant  
212 Auburn Avenue, N. E.  
Atlanta, Georgia

Dear Professor Blayton:

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

Mr. Blayton, Blayton

Mr. Blayton, Blayton  
Mr. Blayton, Blayton  
Mr. Blayton, Blayton  
Mr. Blayton, Blayton

June 24, 1940

Mr. J. B. Blayton  
Certified Public Accountant  
212 Auburn Ave., N.E.  
Atlanta, Georgia

Dear Mr. Blayton:

Your recent letter is hereby acknowledged and while I did not have the opportunity of meeting you yesterday, I was impressed with your presentation.

Your list of prospective members for the Advisory Committee will receive very careful consideration when the selection is made.

Respectfully yours,

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

EML:DMH

RECEIVED BY THE U.S. DEPARTMENT OF COMMERCE  
JUN 18 1940

808

# J. B. BLAYTON & COMPANY

CERTIFIED PUBLIC ACCOUNTANT

AUDITORS  ACTUARIES

SOUTHERN OFFICES  
212 AUBURN AVENUE, N. E.

ATLANTA, GA.

VALUATIONS  
TAX SERVICE

AUDITS  
SYSTEMS  
INVESTIGATIONS

June 18, 1940

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

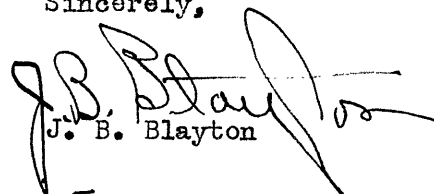
Dear Mr. Lancaster:

I believe, that you have an excellent idea. When I spoke at Howard University in the spring of 1938, I pointed out the wisdom of such a committee.

In addition to the names suggested below, perhaps Mr. Holsey, secretary of the National Negro Business League, Tuskegee Institute, Ala. could supply a useful list.

By all means this list should include men like Professor Lewis and his associates at Howard University, Professor L. D. Milton of Atlanta University who is also President of the Citizens Trust Company; Professor C. L. Reynolds, Dillard University, New Orleans, La.; Professor W. O. Bryson, Morgan College, Baltimore, Md.; W. H. Maynard, cashier of the Tuskegee Institute Savings Bank, Tuskegee Institute, Ala.; Professor George Singleton, Ettoreck, Va.; Mr. Frank Adair, Arkansas State College for Negroes, Pine Bluff Ark.; C. C. Spaulding, President of the North Carolina Mutual Life Insurance Co., Durham, N. C.; Dr J. E. Walker, President of the National Negro Business League, Memphis, Tenn.; Dr A. M. Townsend, Sunday School Publishing Board, Nashville Tenn.; John R. Pinkett, President of J. R. Pinkett Inc., Washington D. C.; E. C. Irwin, Business manager, Paine College, Augusta, Ga.; and such persons.

Sincerely,

  
J. B. Blayton

*Professor Cooper and his associates at Hampton also should be included.*

JBB/db



FRATERNAL INSURANCE SOCIETIES IN GEORGIA

Acme Life Assurance Society, Atlanta

Coastal Life Assurance Society, Baxley

First National Life Assurance Society, Atlanta

Independent Fraternal Union, Albany

International Life Assurance Society, Atlanta

Laurens Co. Benevolent Association, Dublin

Sons and Daughters of Peace, Davisboro

Stone Mountain Life Assurance Society, Atlanta

Whitfield Life Insurance Association, Dalton

To:

Mr. Jesse B. Blayton, Sr.  
Carnegie Professor of  
Business Administration  
Atlanta University  
Atlanta, Georgia.

September 27, 1941

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

September 27, 1941

Mr. Jesse B. Blayton, Sr.  
Carnegie Professor of Business Administration  
Atlanta University  
Atlanta, Georgia.

Dear Mr. Blayton:

This office is conducting an exhaustive survey of Negro financial institutions in an effort to determine their growth and expansion. Since we have experienced difficulty as to the racial designations of these companies, it necessary that we seek that information from other authoritative sources.

Attached to this letter is a list of fraternal insurance companies operating within the state of Georgia. I would like to have you identify those that are owned exclusively by Negroes.

I shall appreciate your interest in this request, and I await your usual prompt response.

Very truly yours,

*Emmer Martin Lancaster*

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

August 8, 1941

Mr. Jesse Blayton, Sr.  
Carnegie Professor of Business Administration  
Atlanta University  
Atlanta, Georgia

Dear Mr. Blayton:

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

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

July 24, 1941

Professor J. B. Blayton  
Carnegie Professor of  
Business Administration  
Atlanta University  
Atlanta, Georgia

Dear Professor Blayton:

At your request I have made some additions to your draft of the Recommendations and Findings recently submitted to me. The proposals contained therein were most appropriate and ably conceived.

I have not as yet received letters of approval from other members of the Committee.

I am submitting to the Secretary's Office, at the expiration of this week, a draft of the Official Proceedings of our recent Conference containing speeches, discussions and our findings. I hope that these will be approved shortly. Thereafter, they will be sent to all Conference delegates and other interested persons.

I presume that you will attend the Memphis Conference and discuss with me some of the proposals contained in this Committee report.

Very sincerely yours,

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

Encl.  
EML:dnj

March 12, 1941

Mr. J. B. Blayton  
212 Auburn Avenue, N. E.  
Atlanta, Georgia

Dear Mr. Blayton:

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,

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

EMM:daj

October 23, 1940

Mr. J. E. Blayton  
212 Auburn Avenue, N. E.  
Atlanta, Georgia

Dear Mr. Blayton:

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

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

CHAS. H. MAHONEY  
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## GENERAL OFFICES

301 EAST WARREN AVENUE

DETROIT, MICHIGAN

January 26, 1942

Mr. Emmer M. Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Room 2061  
Washington, D. C.

Dear Sir:

Thanks for your letter of January 23. I shall be glad to cooperate with you and your Department in regards to its War-Time program.

Last week I received a letter from Mr. Holsey, asking that I serve as Chairman of a State Committee. He said that he had suggested to you that the Regional Directors occupy these positions in the various states.

In your letter, you ask that I serve on a State Committee and that the Chairman will communitate with me. I am the Regional Director of this State for the National Negro Business League, but do not know who you have assigned to the Chairmanship of your State Committee. As soon as you straighten me out on this point, I will give you all my possible time and energy.

I have read over the enclosure and agree with you that much can be done for the Defense Program by Negroes who are engaged in business.

Sincerely yours,

*L. C. Blount*

L. C. Blount,  
Secretary-General Manager.

LCB:w

January 24, 1942

Mr. L. C. Blount  
Secretary-General Manager  
Great Lakes Mutual Insurance Co.  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

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

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

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

Please advise me immediately if you will accept this assignment.

Very sincerely yours,

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

EML:daj



Mr. L. C. Blount  
Secretary-General Manager  
Great Lake Mutual Insurance Co.  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

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:dnj

DEPARTMENT OF COMMERCE

OFFICE OF THE SECRETARY

WASHINGTON  
October 24, 1941

Mr. C. L. Blount  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

Your letter containing its pledge of cooperation with our program is a source of encouragement to me in my work. I usually pride myself on being able to select persons whose capacity for performance is unusual. In your case I am fully convinced that my choice has been most fortunate.

In a few days I shall send you an outline of the sub-committees which we discussed at the Memphis conference.

Very sincerely yours,

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

EML:gn

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

CHAS. H. MAHONEY  
PRESIDENT—GENERAL ATTORNEY

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HENRY W. HOLCOMB  
INSPECTOR

WILLIAM OSBY

R. LOUISE HENDERSON  
CHIEF ACCOUNTANT

## GENERAL OFFICES

301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

October 17, 1941

Mr. Sumner Martin Lancaster  
Adviser on Negro Affairs  
U. S. Department of Commerce  
Office of the Secretary  
Washington, D. C.

Dear Mr. Lancaster:


I enjoyed reading over the report of our conference held in Washington under the auspices of your office, but failed to say "Thank you." I am extremely grateful for it and will keep it in a sacred place always.

I am in full accord with the matter that you spoke to me about when we were in Memphis.

I saw Mrs. Postles Wednesday and told her I had expected her to come in and talk with me. She promised to do so.

It will give me a deal of pleasure to do whatever I can for your office and your program.

Very sincerely yours,

  
L. C. Blount  
Secretary-General Manager

LCB:ww

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 11, 1941

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual Insurance Co.  
501 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

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

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

Very truly yours,

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

EML:daj

# The Great Lakes Mutual Insurance Company

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R. LOUISE HENDERSON  
CHIEF ACCOUNTANT

## GENERAL OFFICES

301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

April 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 April 4. As busy as I am with my daily work and other Detroit activities, I am constantly trying to say "no" to persons who ask me to speak on different occasions.

The honor you have given me to speak at Mt. Carmel Baptist Church on April 18 is quite a coincident and I shall be happy to do it. My mother and father, as well as myself, when I lived in Washington, were members of this church. My connection with this church is definitely responsible for my being in the insurance business, so you can see why I would cherish this idea.

A public meeting of this type can be very profitable to the cause and the church should be packed. In this connection, I am suggesting that you get out 10,000 handcards about 4 x 6 inches announcing this public meeting. In order to get them distributed, I am suggesting that you get in touch with Mr. G. Norman Branch, Secretary of the Federal Life Insurance Company; Mr. George Brice, Manager of the Southern Aid; Mr. Charles H. Fearing, Sr., Manager of the North Carolina Mutual Life Insurance Company; Mr. A. L. Lindsay, Manager of the Supreme Life Insurance Company, and also the Manager of the Victory Life Insurance Company, whose name I do not recall at this time, and ask these gentlemen to have their agents help you distribute the cards.

- 2 -

Mr. Emmer M. Lancaster, con't

Apr. 7, 1941

I shall write each one of these managers and ask them to cooperate with you in this effort. I am Chairman of the Executive Committee of the National Negro Insurance Association and am positive they will be glad to help you if I ask them.

I am eager that the whole conference be a whale of a success and am willing to do all I can to help you.

Sincerely yours,



L. C. Blount  
Secretary-General Manager

LCB:ww

April 4, 1941

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual Insurance Co.  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

According to our previous letters I requested that you address the Saturday morning session of the conference on business education. However, I feel that you should be assigned to a more important task. Our public mass meeting will be held Friday night, April 18th at Mt. Carmel Baptist Church, 3rd and I Streets, N. W., and will be addressed by Under Secretary of Commerce, the Hon. Wayne Chatfield-Taylor. Except addresses of welcome by Perry W. Howard of the Negro Chamber of Commerce, there are at present no other major addresses on the program by Negro businessmen. I would like for you in this public mass meeting to deliver a major address on the general subject of the Negro in Business and inform Washington businessmen how Negroes in Detroit cooperate. In addition, you could include in this talk some of the material that you have already prepared on business education.

Rev. Jernigan will assist me in securing a crowd for this occasion and music will be furnished by the W.P.A. community Chorus of 48 voices, the Cantoren Girls' Chorus, led by Mary Europe, and vocal selections by Elisabeth Sinford Thornton. Thirty minutes will be allowed for your address, and I desire that a written manuscript be submitted in order that excerpts from it might be included in our printed report of the conference. Newspapers last week received a report and a partial list of speakers. You were assigned to speak on business education, but subsequent reports will list your new assignment.

Please advise me immediately if this arrangement is satisfactory to you.

Very sincerely yours,

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

Encl.  
EML:dnj

# The Great Lakes Mutual Insurance Company

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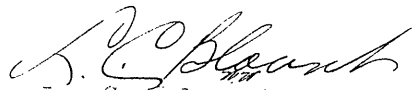
March 27, 1941

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

Dear Mr. Lancaster:

In reply to your letter of March 25,  
I accept your invitation to address the Satur-  
day morning session of the Conference on Negro  
Business on the subject "Business Education  
and the Negro". I understand thirty minutes  
will be allotted for my talk.

Very sincerely yours,



L. C. Blount  
Secretary-General Manager

WW



# The Great Lakes Mutual Insurance Company

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CHIEF ACCOUNTANT

## GENERAL OFFICES

301 EAST WARREN AVENUE

DETROIT, MICHIGAN

March 29, 1941


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

Dear Mr. Lancaster:

I am enclosing my photograph and  
some material from which you may select  
something to be used in your publicity  
of the Conference on Negro Business to  
be held in Washington April 18 and 19.

I hope my delay has not incon-  
venienced you too much.

Very sincerely yours,

  
L. C. Blount  
Secretary-General Manager

WW  
Encls.

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

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GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

March 24, 1941

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

Dear Mr. Lancaster:

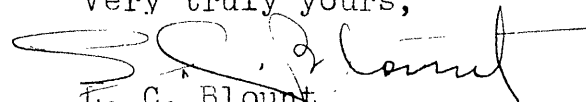
Thank you for your letter of March 12 giving dates and place of the Conference on Negro Business, which was recently approved by the Secretary of Commerce.

I expect to be present at the Conference and you may count on my active participation in the discussions. Within the next day or so, I shall forward you a photograph to be used in your publicity. I believe such a conference will prove invaluable to Negro businessmen and will go a long way toward stimulating widespread interest among them.

I am looking forward with anticipation to the Conference and shall be glad to do whatever I can to make it a huge success.

With sincere good wishes, I am

Very truly yours,

  
L. C. Blount  
Secretary-General Manager

March 25, 1941

Mr. L. C. Blount  
Secretary & Manager  
The Great Lakes Mutual Insurance Co.  
Detroit, Michigan

Dear Mr. Blount:

The Saturday morning session of the Conference on Negro Business will be devoted to a discussion on Business Education and the Negro. In previous correspondence you have discussed various phases of this subject quite forcibly. I desire that you address the conference on that general topic, for which a period of thirty minutes will be allotted for your speech.

In order that I might submit to the Government Printing Office a full program of speakers and sessions by April 1st, I shall be pleased to receive your acceptance on or before that time.

Very sincerely yours,

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

EML:dunj

March 12, 1941

Mr. L. C. Blount  
The Great Lakes Mutual Insurance Co.,  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

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:daj

# The Great Lakes Mutual Insurance Company

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CHIEF ACCOUNTANT

GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

February 20, 1941

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


Dear Mr. Lancaster:

I was quite pleased to get your letter of February 17 and to know that the conference will be held in the Department of Commerce in April.

You may count on me for any service I am able to render.

Best wishes to you.

Very sincerely yours,

  
L. C. Blount  
Secretary-General Manager

WW

February 17, 1941

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual  
Insurance Company  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

I have the pleasant task of informing you that on February 14th the Secretary of the Department of Commerce approved the conference which I discussed at the Trade Association Conference last August.

The conference will be held in the Department of Commerce on Friday and Saturday, April 18th and 19th. A bulletin is being prepared for general release announcing the conference and preliminary plans. Thereafter at frequent intervals releases will be issued containing detailed information as to the speakers and topics.

I appreciate your interest in this program and I shall be pleased to have your active cooperation in the conference discussion.

Respectively yours,

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

EML:DMH

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

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GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

October 29, 1940

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

Dear Mr. Lancaster:

I have your letter of October 23 with reference to the postponement of the proposed National Negro Business Advisory Council meeting.

In reply to your inquiry, I shall be pleased to continue to serve as a member of the Council. Also, there are some suggestions I should like to make to the Council and to you.

Very sincerely yours,



L. C. Blount  
Secretary-General Manager

October 23, 1940

Mr. L. C. Blount  
The Great Lakes Mutual Insurance Company  
301 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

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



# The Great Lakes Mutual Insurance Company

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CHIEF ACCOUNTANT

GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

August 14, 1940

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

Dear Mr. Lancaster:

Thank you for accepting our invitation to address the luncheon of the National Negro Business League on August 28. We are looking forward to your coming with a great deal of pleasure.

Cordially yours,

  
L. C. Blount  
Vice-President-Secretary

LCB:ww

August 8, 1940

Mr. L. C. Blount  
Secretary Great Lake Mutual Insurance Co.  
301 E. Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

This will acknowledge receipt of your recent letter and invitation to address the luncheon of the National Negro Business League on August 28th which I accept. I shall discuss the proposals set forth in my recent letter pertaining to the National Negro Advisory Council. You have my best wishes for a successful conference.

Respectfully yours,

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

EML:DMH

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

CHAS. H. MAHONEY  
PRESIDENT—GENERAL ATTORNEY

MOSES L. WALKER  
VICE-PRESIDENT—TREASURER

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HENRY W. HOLCOMB  
INSPECTOR

WILLIAM OSBY

R. LOUISE HENDERSON  
CHIEF ACCOUNTANT

GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

August Sixth  
1 9 4 0

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

Dear Mr. Lancaster:

I am glad to note in your latest letter that you have definitely decided to come to Detroit at the time of the meeting of the National Negro Business League.

On Wednesday, August 28, at 2:00 o'clock in the afternoon, we will hold our luncheon meeting which we expect to be attended by more than 300 persons engaged in business. We are asking that you be our principal speaker. The time allotted will be twenty minutes. Please let us have your word of acceptance.

Thanks for the opportunity to attend the conference of business men to be held in Washington.

Sincerely yours,



L. C. Blount  
Vice-President-Secretary

LCB:ww

July 30, 1940

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual Insurance Co.  
Detroit, Michigan

Dear Mr. Blount:

Upon my return to the city, your recent letter was presented to me, and I am much gratified by your cooperative tone and the helpful suggestions contained therein.

It is the desire of most businessmen whom I have contacted that this conference be called during the month of October, preferably the first Friday and Saturday of that month to satisfy most of the College Deans who during the summer months are conducting classes or pursuing graduate studies. This Washington humidity which lasts until mid-September is not inviting, consequently, an early October date is most preferred.

I shall attend the Detroit conference at all events, but I prefer that you write the Secretary of Commerce requesting my presence there.

It was my original intention to include you as a member of the Council and I am pleased that you have accepted.

Respectfully yours,

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

# The Great Lakes Mutual Insurance Company

## OFFICERS AND DIRECTORS

CHAS. H. MAHONEY  
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VICE-PRESIDENT AND MEDICAL DIRECTOR

JOHN W. ROXBOROUGH  
VICE-PRESIDENT

EVERETT I. WATSON  
VICE-PRESIDENT

AGNES BRISTOL  
ASSISTANT SECRETARY

JULIAN HOLDER  
ASSISTANT TREASURER

HENRY W. HOLCOMB  
INSPECTOR

WILLIAM OSBY

R. LOUISE HENDERSON  
CHIEF ACCOUNTANT

GENERAL OFFICES  
301 EAST WARREN AVENUE  
DETROIT, MICHIGAN

July 16, 1940

Mr. Emmer Martin Lancaster  
Adviser of Negro Affairs  
Department of Commerce  
Office of the Secretary  
Washington, D. C.

Dear Sir:

I have just returned to my desk and find yours of July 9, for which I thank you. Your idea for the Government to help Negroes in business, is a magnificent one. Perhaps the latest census just taken will help you from the statistical end. If it is found to be inadequate, then your Department might conduct such surveys in cities where the population of Negroes would warrant it. Then we need to conduct some sort of intelligence bureau whereby we can change the thinking of certain Professors of Negro Institutions about Negroes engaged in business.

I am suggesting these among the first things to be done, because boys and girls are coming out of school every year misinformed regarding their possibilities of engaging in business. Hence, the majority of them go for the professions.

Following this would come the curricula and your own idea of placing students in business establishments. Perhaps the Government can set up a program whereby it could help Negro students taken in by business people on an apprenticeship basis; thereby relieving the owner of the business of the whole cost of training the type of help he should be able to get otherwise.

I think our Life Insurance Companies are out-

2.  
Mr. E. M. Lancaster  
July 16, 1940

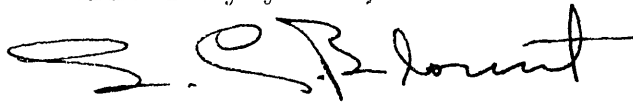
standing examples of the possibilities of Negroes.

Concerning the conference which you plan calling, these persons could be divided into several committees to work on various phases of businesses owned and controlled by Negroes. In this connection, the National Negro Business League will make a worthwhile contribution to this effort, and I am sure you will be of great value to the League.

Detroit modestly boasts of having the best organized group of Negroes engaged in business in the country. Perhaps you already know that the National Negro Business League meets in Detroit August 28, 29, and 30. It seems to me that you should be on that program, and if you have not already been invited, I should be glad to contact Mr. Holsey and ask him to have you as a speaker.

I will be happy to serve on the Council that you plan calling and will help in every way possible to cooperate with you in getting a definite program conducted by the Federal Government in the interest of Negro business people. I commend you highly for this thought.

Sincerely yours,



L. C. Blount,  
Secretary - General Manager.

LCB/w

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

# WESTERN UNION (38)

1201

SYMBOLS  
DL=Day Letter  
NT=Overnight Telegram  
LC=Deferred Cable  
NLT=Cable Night Letter  
Ship Radiogram

A. N. WILLIAMS  
PRESIDENT

NEWCOMB CARLTON  
CHAIRMAN OF THE BOARD

J. C. WILLEVER  
FIRST VICE-PRESIDENT

The filing time shown in the date line on telegrams and day letters is STANDARD TIME at point of origin. Time of receipt is STANDARD TIME at point of destination

WE10 10=DETROIT MICH 24 919A

ALMA LANCASTER, DIRECTOR OF NEGRO AFFAIRS=

UNITED STATES DEPARTMENT OF COMMERCE=

1942 MAR 24 AM 9 40

WILL THERE BE A CONFERENCE GIVE DATES WIRE IMMEDIATELY

COLLECT=

L C BLOUNT

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

March 25, 1942

Mr. L. C. Blount  
Secretary-General Manager  
The Great Lakes Mutual Insurance Company  
501 East Warren Avenue  
Detroit, Michigan

Dear Mr. Blount:

An answer to your telegram has been delayed in order that I might give careful consideration to its reply.

Our investigation reveals that part of the Commerce auditorium and all of the conference rooms have been converted into offices for the duration of the war. This makes it exceedingly difficult for us to obtain an assembly room in which to hold our conference. If our sessions are held in some non-governmental building or on Howard Campus, we have no assurance that the facilities therein will be available for our needs.

The program instituted by the government for the conservation of automobile tires is a deterrent to long distance motoring, and that question has been raised by one of the State delegations. Additional difficulties arise in the fact that it is impossible to predict with any degree of certainty the future trend of government activities. It would be exceedingly disturbing for us to prepare for our conference and later learn that our activities were curtailed because of unforeseen events.

This postponement is, of course, disappointing to me but it is one of the many sacrifices which government executives are forced to undergo in the present war effort.

I sincerely hope that this action will not dampen your enthusiasm, and that you will carry forward our program with your same vigor.

Very sincerely yours,

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

EML:dmj



Professor B. P. Brazeal  
Department of Economics  
Morehouse College  
Atlanta, Georgia

Dear Mr. Brazeal:

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:dnj

November 25, 1941

Professor B. R. Brazeal  
Department of Economics and  
Business Administration  
Morehouse College  
Atlanta, Georgia

Dear Professor Brazeal:

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 Atlanta and December 15th at Macon. 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 Atlanta.

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

Please let me know the outcome of your efforts.

Very truly yours,

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

EML:cmh

**MOREHOUSE COLLEGE**  
ATLANTA, GEORGIA

OFFICE OF THE DEAN

March 21, 1941

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

Dear Mr. Lancaster:

I wish to thank you for your letter of March 12 which advised me of the fact that the conference of teachers of business administration and persons who are actively engaged in business will be held Friday and Saturday, April 18 and 19 in the Department of Commerce Building in Washington. I have purposely refrained from answering this letter until this time because I was hoping that I would be able to eliminate a conflict in my schedule. Today I learned that this could not be done. I had already committed myself to attending a very important conference which is being held at Atlanta University on April 17, 18 and 19. It will be the Twenty-Fifth Atlanta University Conference on the Economic Conditions and Social Trends of the American Negro.

I regret that I am not able to attend the conference which is being called by the Department of Commerce, because I consider it a forward step. Rest assured that I shall be glad to cooperate in any way that I can, and whenever I chance to have some time to spend in Washington, I shall be happy to come out and talk with you about the conference and other matters which will be of mutual interest to us.

With every kind wish, I am

Yours sincerely



B. R. Brazeal, Chairman  
Department of Economics

BRB:G

March 12, 1941

Professor B. R. Brazel  
Department of Economics  
Morehouse College  
Atlanta, Georgia

Dear Professor Brazel:

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

EM:dnj

**MOREHOUSE COLLEGE**  
ATLANTA, GEORGIA

OFFICE OF THE DEAN

November 12, 1940

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

Dear Mr. Lancaster:

I shall be glad to continue to serve as a member of the National Negro Business Advisory Council. I will await further information concerning the program and activities of this council.

With every kind wish, I am

Yours sincerely

*B. R. Brazeal*

B. R. Brazeal  
Dean of Men

BRB:G

October 28, 1940

Professor B. R. Brasel  
Department of Economics  
Morehouse College  
Atlanta, Georgia

Dear Professor Brasel:

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:dnj

**MOREHOUSE COLLEGE**  
ATLANTA, GEORGIA

OFFICE OF THE DEAN

September 5, 1940

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

Dear Mr. Lancaster:

When your letter of August 15 reached Atlanta I was away in New York City doing some work on my thesis. This accounts for my not replying to it before today.

I shall be glad to serve as a member of the National Negro Business Advisory Council and shall await further instructions and information.

With every kind wish, I am

Yours sincerely

*B. R. Brazeal*

B. R. Brazeal  
Department of Economics

BRB:G

August 15, 1940

Professor B. R. Brageal, Dean  
Department of Economics and  
Business Administration  
Morehouse College  
Atlanta, Georgia

Dear Professor Brageal:

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



**MOREHOUSE COLLEGE**  
ATLANTA, GEORGIA

OFFICE OF THE DEAN

June 17, 1940

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

Dear Mr. Lancaster:

I have read your letter of June 13 very carefully and heartily endorse the proposals which you have set forth. I think it will be a very fine thing for a Negro Business Advisory Council to be formed so that it can cooperate with the Department of Commerce, Negro schools, and Negro businesses in the manner which you outlined.

I am of the opinion that it will be well for the meeting which you mentioned to be held in October, inasmuch as a number of teachers in Negro colleges are at the present time away on their vacations or pursuing graduate study.

Rest assured that we at Morehouse College will cooperate with you.

With every kind wish, I am

Yours sincerely

*B. R. Brazel*

B. R. Brazel  
Department of Economics  
and Business Administration

BRB:G

June 13, 1940

Office of Dean  
Department of Commerce and Finance  
Morehouse College  
Atlanta, Georgia

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 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. Maylor 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 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

-2-

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:dah

Professor A. W. Brown  
State A and M College  
Orangeburg, S. C.

Dear Mr. Brown:

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: daj

**STATE AGRICULTURAL AND MECHANICAL COLLEGE**

**ORANGEBURG, S. C.**

**DIVISION OF ARTS AND SCIENCES**

March 18, 1941

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

Dear Mr. Lancaster:

I am indeed glad that 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 will become a reality. The need is apparent.

It will be possible for me to attend the conference on April 18th and 19th in the Department of Commerce Auditorium. Miss Ophelia Parks, head of the business administration department at this institution, who was away at the time of your first correspondence with us, will accompany me.

You may expect our cooperation and participation.

Very truly yours,

*A. W. Brown*

A.W. Brown

AWB:ju

March 12, 1941

Professor A. W. Brown  
State A. and M. College  
Orangeburg, South Carolina

Dear Professor Brown:

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:dmg

October 24, 1940

Professor A. W. Brown  
State Agricultural and Mechanical College  
Orangeburg, South Carolina

Dear Professor Brown:

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,

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

EML:daj

164 Chestnut St. S.W.

Atlanta, Georgia

August 22, 1940

Mr. Emmer Martin Lancaster

Department of Commerce

Washington, D.C.

Dear Mr. Lancaster:

Your letter of August 15th addressed to State Agricultural and Mechanical College, Orangeburg, S.C. has been forwarded to me here.

I shall deem it an honor to become a member of your proposed National Negro Business Advisory Council.

For your information, I may be reached at Orangeburg after September 5, 1940.

Respectfully yours,

*A. W. Brown*

A. W. Brown



August 15, 1940

Professor A. W. Brown  
State Agricultural and Mechanical College  
Orangeburg, South Carolina

Dear Professor Brown:

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

STATE AGRICULTURAL AND MECHANICAL COLLEGE  
ORANGEBURG, S. C.

June 25, 1940

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

Dear Sir:

The interest which the Department of Commerce is taking in Negro businesses cannot fail to better their condition. This is an important as well as neglected phase of our economic system, and one which will bear considerable fruit if the persons responsible for its conduct receive advice and assistance of the type which the Department of Commerce is able to extend.

Your proposals for improving the quality of Negro business by contacts on the operating as well as the collegiate level are extremely interesting. I shall be pleased to offer any assistance possible toward this end. The council method will prove the best for arriving at a definite procedure to be followed in carrying out the proposals agreed upon. Early August should be a convenient date.

I shall appreciate hearing of any further decisions and suggestions you may make in this matter.

Yours very truly,



A. W. Brown

AWB:R

June 13, 1940

Office of Dean  
Department of Commerce and Finance  
State Colored Normal, Industrial, Agricultural  
and Mechanical College of South Carolina  
Orangeburg, South Carolina

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 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. Maylor 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 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

The Department of Commerce

Dear Sir:

ORGANIZATION: South Carolina  
any respective College of Business Administration  
Office of the Secretary of the Department of Commerce  
Department of Commerce  
Division of Post

-2-

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

Mr. Dallas C. Brown, Director  
Department of Business Administration  
West Virginia State College  
Institute, West Virginia

Dear Mr. Brown:

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 25, 1941

Mr. Dallas C. Brown  
Director, Department of  
Business Administration  
West Virginia State College  
Institute, West Virginia

Dear Mr. Brown:

I regret to state that the Department of Commerce will not be in a position to grant you a travel allowance to attend our conference.

I have been informed by the authorities of the Department that this practice is contrary to the policy of the Department. However, I hope that I may be able to secure a budgetary allotment to cover matters of this type in future years.

Very sincerely yours,

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

EML:dnej

**WEST VIRGINIA STATE COLLEGE**  
**INSTITUTE, WEST VIRGINIA**

DEPARTMENT OF BUSINESS ADMINISTRATION

20 March 1941

DALLAS C. BROWN, DIRECTOR

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

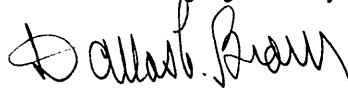
Dear Mr. Lancaster:

We here <sup>are</sup> ~~our~~ vitally interested in your program. However, previous commitments in the matter of travel in connection with the work of our college makes it inconvenient for the State of West Virginia to underwrite my expenses in connection with my attendance to the conference to be held Friday and Saturday, April 18th and 19th in the Department of Commerce Auditorium, Washington, D. C.

My personal finances at the present time make it unwise for me to assume this obligation. Therefore, I am requesting that, if possible, you have your department make some commitment in the matter of travel allowances for me, otherwise, I fear that I will not be able to attend.

Please accept my best wishes for a very successful conference.

Sincerely yours,



DALLAS C. BROWN  
Director

DCB/aal

March 12, 1941

Professor Dallas C. Brown  
West Virginia State College  
Institute, West Virginia

Dear Professor Brown:

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

ENL:daj



October 28, 1940

Professor Dallas C. Brown, Director  
Business Administration  
West Virginia State College  
Institute, West Virginia

Dear Professor Brown:

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

West Virginia State College  
Institute, West Va.

September 11, 1940

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

Dear Mr. Martin:

I will be glad to serve as a member  
of a National Negro Business Council as organized  
by your Department.

Sincerely yours

*Dallas C. Brown*

Dallas C, Brown, Director  
Business Administration

August 15, 1940

Professor Dallas G. Brown, C. P. A.  
Director of Business Administration  
West Virginia State College  
Institute, West Virginia

Dear Professor Brown:

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

~~JOHN W. DAVIS, PRESIDENT~~

~~CHARLES R. RUTHERFORD, BUSINESS MANAGER~~

## West Virginia State College

PHONE 4-181—EXT. 23  
INSTITUTE, WEST VIRGINIA

26 June 1940

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

Dear Sir:

Your letter of June 13, 1940, addressed to the Office of Dean, Department of Commerce and Finance, West Virginia State College, Institute, West Virginia, eventually reached my desk for attention.

We have studied carefully the proposals resulting from your conference with the members of the Department of Commerce and Finance of Howard University. These suggestions should furnish an excellent basis for profitable work on the part of your division among Negroes interested in business.

The committee, I believe, should be composed of leading Negro businessmen of the country, directors or deans of the colleges of commerce, organized ~~sections~~ primarily for the instruction of Negro youth in Business Administration and relating subjects, and representatives from various organizations that are attempting to improve and increase business among our people. For example, The National Negro Business League and The National Society of Accountants!

Numerous organizations hold meetings and conferences during the summer months, especially August. Consequently, I believe that the proposed conference should be held sometime after October. You will find enclosed a statement of the objectives and aims of our Department of Business Administration. The same may be used in any way that you see fit.

Please feel free to call upon us here for any assistance that you think we may give.

Sincerely yours,

*Dallas C. Brown*

Dallas C. Brown, CPA  
Director of Business Administration

Enc

Department of Business Administration  
of West Virginia State College

Objectives:

1. To coordinate business theory with business practice.
2. To improve business practice in the State of West Virginia and the Nation.
3. To increase the number of businesses operated by our people.
4. To increase the amount of business done by our people.
5. To improve the quality of instruction in the Department.
6. To get and maintain student enthusiasm.
7. To improve the scholarship of the students in the Department.
8. To improve and increase commercial education in the State.
9. To make a definite effort to place our graduates.
10. To train our students for work in the following fields:

(a) Distribution--including the selling of insurance (b) Secretarial and Clerical Work (c) Bookkeeping and Accounting (d) Teachers of Commercial Subjects (e) A General Business Career.

How the Department Plans to Reach the Objectives Heretofore Stated:

Objective No. 1

- a. A survey of businesses operated by Negroes--first in Kanawha County, eventually a survey of the entire state.
- b. A survey of the leading businesses operated by Negroes in the United States.
- c. The management of the College Book Store and Credit Union by students.
- d. To encourage students to engage in business while in school.

Objectives Nos. 2, 3 and 4

- a. Extension service in Retailing, Salesmanship, and Accounting.

- b. To organize a Chapter of Commerce in the State of West Virginia.
- c. To organize in the State associations composed of persons engaged in the same line of business. Example: (1) An association composed of druggists. (2) One composed of restaurant owners, etc.
- d. The publication of a journal for the information of business men.
- e. Through conferences, speeches, etc, to cause the Negro consumer to realize his responsibility in connection with patronizing Negro business men.
- f. To show definite opportunities for us in the business field.
- g. To indicate the business man's responsibility to the consumer.

Objective No. 5

- a. To present subject matter in its relationship to practical business.
- b. To encourage the writing of lectures and text books by the instructors.
- c. Frequent departmental meetings.

Objective No. 6

- a. To play a part in the projects heretofore mentioned.
- b. To have successful business men speak to the students several times each year.

Objective No. 7

- a. To establish a commerce club or council. The prerequisite for membership will be high scholarship.
- b. Efforts in connection with other objectives will almost automatically raise the scholarship.

Objective No. 8

- a. To determine the status of commercial education in the State.
- b. To sponsor a section on commercial education in the State Teachers Association.
- c. To visit the high schools in the State in order to sell commercial education to the principals and superintendents.
- d. To encourage contests between the schools teaching courses in commercial education.

Objective No. 2

- a. Membership in the Negro Business League and other business organizations.
- b. Maintain a placement bureau.
- c. Attend and play a part in conferences of business men whenever possible.

June 13, 1940

Office of Dean  
Department of Commerce and Finance  
West Virginia State College  
Institute, W. Va.

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 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. Maylor 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 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



RECEIVED  
U. S. DEPARTMENT OF COMMERCE  
BUREAU OF NEGRO AFFAIRS  
WASHINGTON, D. C.  
MAY 14 1944  
Mr. [Name]  
[Address]  
[City, State]

MAY 14 1944

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

February 9, 1942

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

I shall attend the Installation meeting of the Capital  
Trade Association Wednesday, February 18th, at 6:30 P.M.  
I presume that this meeting will be held in the assembly  
room of the Southern Aid Building.

Very sincerely yours,

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

EML:daj

February 4, 1942

Mr. B. T. Bradshaw  
Virginia Mutual Benefit Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

If it is possible for you to assemble your State Planning Committee in the very near future, I should like to come to Richmond and explain in detail the war program of this office and the Spring Conference.

Let us know your reaction to this suggestion.

Very sincerely yours,

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

EML:dmj

January 24, 1942

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

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

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

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

Please advise me immediately if you will accept this assignment.

Very sincerely yours,

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

EML:dmj

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Ins. Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

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

December 4, 1941

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

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

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

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

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

Please let me know the outcome of your efforts.

Very truly yours,

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

EML:dmh

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**  
RICHMOND, VIRGINIA

September 30, 1941

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

Dear Mr. Lancaster:

Since receiving your letter of September 20th I have not had an opportunity to talk with Mr. Don A. Davis, but I have indirectly communicated with him.

Since you have committed yourself to Hampton Institute as the place of your conference, I see no necessity in changing your plans. No doubt they have begun to make preparation and to change at this time would in all probability cause them some inconvenience.

In reference to the meeting of the Negro Organization Society, we are attempting to formulate a program for their meeting on November 5th. We are counting on you to make the principal address at the night meeting and would appreciate your advising us as to just what Governmental Specialists are available for the afternoon meeting. You will expedite matters a great deal and assist the Negro Organization Society materially in the formation of their program if you will forward your acceptance of the assignment to speak at the night meeting as well as the names of the available Governmental Specialists direct to Mr. Curtis A. Crocker, Field Secretary of the Negro Organization Society, 214 E. Clay Street, Richmond, Virginia.

Thanking you for your cooperation and depending upon you to help us out in this situation, I am

Yours very truly,

*B. T. Bradshaw*  
B. T. Bradshaw, President-Treasurer

BTB/w

October 4, 1941

Mr. B. T. Bradshaw, President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

This will acknowledge receipt of your letter dated September 30th. I shall be pleased to address the Negro Organization Society November 5th. I have discussed this meeting with several Government specialists, but I am unable to get their commitments until the matter has been cleared by their superiors.

Since the first day of this meeting will be devoted to an exhausted discussion of Negro business, I feel that delegates would be more interested in a subject of general application. I have decided to discuss the Negro in our Post-War Program.

The Government has established agencies known as the National Resources Plan Board which has undertaken a definite post-war program. No <sup>acknowledge</sup> of our Negro problems is included in its agenda. Consequently, I feel that the attention of our group should be called to this new issue, and a plan of integration be prepared. Please let me know your reactions on this subject.

Very truly yours,

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

EML:dmh



DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 20, 1941

Mr. Booker T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

The Secretary's Office has approved certain provisions of the Committee's Report with reference to annual and regional conferences. The regional conference program was designed to aid small businessmen who are unable to finance a trip to the District conferences.

I should like to hold our first regional conference in the State of Virginia and invite businessmen of surrounding states to participate therein. I feel assured that this meeting will be most successful because I have faith in the cooperation of Virginia Negroes. In addition, for psychological reasons I desire that this first regional conference be a successful one. These conferences will be built around the District offices of the Bureau of Foreign and Domestic Commerce, and Government business specialists will collaborate by giving instruction in bookkeeping and accounting, salesmanship, store arrangement, and business management. I should like for this conference to be held sometime during the early fall of this year. I am writing a similar letter to Mr. Don Davis, Sr. and Dr. Luther P. Jackson requesting their cooperation in this venture.

It is not the intention of my office to dominate the business situation in Virginia. Our plan is to collaborate and not usurp existing business organizations in the region. As a matter of fact, I should like for either the state or local business organization to take the leadership and supervise the conference. We will collaborate by furnishing the instructions which I have intimated.

Please let me know your reactions with reference to the success of such a conference.

Very sincerely yours,

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

EML:daj

DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 11, 1941

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Benefit Life Insurance Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

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

EMM:dnj

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**  
RICHMOND, VIRGINIA

June 11, 1941

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

Dear Mr. Lancaster:

I am indeed sorry that I did not get an opportunity to see you while you were in the city the other day.

However I'm certain you plan to be with us on Sunday afternoon June 15th at the regular meeting of the Virginia Trade Association. You will recall that the date was announced at your meeting on April 19th. The time is 2:30 P. M. to 5:30 P. M. and the place is the fourth floor of this building, the Southern Aid Society, Third and Clay Streets.

I shall be looking forward to seeing you.

Sincerely,

*B. T. Bradshaw*

B. T. Bradshaw, President-Treasurer

BTB/w

1 9 4 1		APRIL					1 9 4 1	
SUN	MON	TUE	WED	THU	FRI	SAT		
		1	2	3	4	5		
6	7	8	9	10	11	12		
13	14	15	16	17	18	19		
20	21	22	23	24	25	26		
27	28	29	30					

and 19th! Stop right now and mark your calendar for April 18th

WHAT'S GOING ON?

On those two days we are going to be in Washington.

FOR WHAT?

To attend the Conference on the Negro in Business which has been called by Attorney Emmer Martin Lancaster, Advisor on Negro Affairs, U. S . Department of Commerce. Business people from all over the country will be there and ranking officials of the Reconstruction Finance Corporation, Federal Housing Administration and Federal Deposit Insurance Corporation will address the group. A model store will be set up in the Commerce Department Auditorium; specific instruction on modern store arrangement, advertising and salesmanship will be offered by specialists of the Bureau of Foreign and Domestic Commerce; the "farming out" program of the Labor Division, National Defense Advisory Commission will be explained and discussed for the benefit of Negro contractors; and, all the facilities, factual studies and advice of the Department of Commerce business specialists will be available to you. In other words if you have any business problems, Washington is the place to take them on April 18th and 19th.

AM I INVITED?

Yes, Mr. Lancaster has been kind enough to grant me permission to invite all the members of the Virginia Trade Association and has expressed a desire to have all interested business people present.

IS THERE ANY COST INVOLVED?

3/28/41  
2

You will have to pay your own transportation to and from Washington and your own board and lodging while in the city, but there is absolutely no fee to attend the sessions. By grouping yourselves and traveling by auto you can save transportation cost while at the same time making an enjoyable trip.

IF I CAN'T ATTEND BOTH DAYS, WHICH DAY SHALL I COME?

The Official Program goes to press on April 1st and no doubt will appear in the Negro papers shortly thereafter. Watch the papers for the time the meetings are to begin and other information relative to the program. If you don't see it in the papers, contact this office and I'll endeavor to supply you with the information you want. In the meantime make your plans NOW to attend both days of the conference.

-----  
In the near future you will receive a release either from my office or from the office of our Secretary Mr. George Singleton relative to our accomplishments since our last meeting and relative to our plans for our regular meeting in June which will be held here in Richmond where we will be the guests of the mighty Capital Trade Association.

Watch for this release in the future, but right now  
ALL ROADS LEAD TO WASHINGTON on April 18th and 19th.

---

TO: ALL MEMBERS - VIRGINIA TRADE ASSOCIATION

FROM: B. T. BRADSHAW, PRESIDENT

DATE: MARCH 28, 1941

SUBJECT: CONFERENCE AT DEPARTMENT OF COMMERCE APRIL 18th and 19th, 1941

---

REMEMBER THE DATE AND THE PLACE

WASHINGTON, D. C. APRIL 18th and 19th.

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**  
RICHMOND, VIRGINIA

March 28, 1941

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

Dear Mr. Lancaster:

This will acknowledge receipt of your letter of March 25th. I am enclosing the glossy photograph of myself which you requested in place of the mat.

I am also enclosing a copy of a Release which I am sending today to the members of the Virginia Trade Association announcing the Conference for the 18th and 19th.

Very truly yours,



B. T. Bradshaw, President-Treasurer

w

March 25, 1941

Mr. Booker T. Bradshaw  
President - Treasurer  
Virginia Mutual Benefit Life  
Insurance Company  
Richmond, Virginia

Dear Mr. Bradshaw:

I have your recent letter announcing your intention to invite members of the Virginia Trade Association to attend the conference. I am pleased to receive this cooperation from the business organizations of your state.

The Chief of the Division of Publications informs me that only a photograph of glossy print can be used on the material for our next release. I am returning the newspaper mat and request that you send a photograph by April 1st which is the last day for the submission of material to the Bureau of Printing.

Most sincerely yours,

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

EML:dmh  
Encl.

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**

RICHMOND, VIRGINIA

March 24, 1941

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

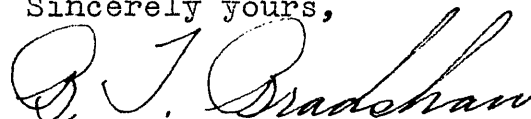
Dear Mr. Lancaster:

Thank you very much indeed for your kindness in authorizing me to invite the members of the Virginia Trade Association to attend the conference on April 18th and 19th. I am getting out a release to the members on this subject and shall send you a copy of same.

While I am naturally glad to receive your permission to invite our group, I'm indeed sorry that my letter caused you to change your plans relative to coming to Richmond. I'm sure I voice the sentiment of the Negro Business Men of Richmond when I say we would have been pleased and honored to have had you, and if you find it inconvenient to come at this time, in the future we shall expect a visit from you.

Please be advised that I shall be happy to act as Chairman of the session on Federal Agencies and the Negro in Business and to serve in any other capacity which will in any way contribute toward the success of the conference.

Sincerely yours,



B. T. Bradshaw, President-Treasurer

BTB/w



March 19, 1941

Mr. E. T. Bradshaw, Pres.-Treas.  
Virginia Mutual Benefit Life Ins. Co.  
214 East Clay Street  
Richmond, Virginia

Dear Mr. Bradshaw:

I was most pleased to receive your letter with the newspaper mat enclosed, and I fully appreciate your desire to enlist the support of the Virginia Trade Association.

Your suggestion of inviting business representatives to attend the conference is most constructive, and I do not consider your invitation presumptuous. If possible I would like to see the total membership of Virginia business organizations in attendance at the sessions. You have my authority to issue a blanket invitation to the entire group.

It was my intention to visit Richmond next week and discuss the program suggested by you. However, since you have volunteered your assistance my appearance will not be necessary.

The second session of the conference will be entitled Federal Agencies and the Negro in Business, and will be addressed by the Directors of the Reconstruction Finance Commission, the Federal Housing Commission and the Bureau of Foreign and Domestic Commerce.

Please advise if you will serve as chairman of this session.

Cordially yours,

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

BML:dmh

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**  
RICHMOND, VIRGINIA

March 18, 1941

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

Dear Mr. Lancaster:

I was indeed glad to receive your letter of March 12th and to know that you had matured your plans to form a National Negro Business Committee.

As previously indicated, I shall be happy to serve on such a committee and shall be present on the 18th. In fact the program dovetails so well with what we are trying to do here in Virginia with our Virginia Trade Association, I am wondering whether it would be permissible to invite the Presidents or a local committee of say three persons from each of our local leagues here to at least view the model store display, if not to attend the sessions.

If the above is not permissible, please do not hesitate to frankly say so because while my interest in the Negro Business persons of Virginia prompts me to seek to bring them every advantage that I can, I certainly do not wish to appear to presume upon my invitation.

It so happens that I do not have a photograph of myself at present. However, I am enclosing a newspaper mat which I trust will answer the purpose.

Looking forward to an interesting and constructive conference, I am

Yours very truly,

*B. T. Bradshaw*  
B. T. Bradshaw, Pres.-Treas.

BTB/w

March 12, 1941

Mr. B. T. Bradshaw  
Virginia Mutual Life Ins. Company  
214 East Clay Street  
Richmond, Virginia

Dear Mr. Bradshaw:

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:dng

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE COMPANY**  
RICHMOND, VIRGINIA

October 31, 1940

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

Dear Mr. Lancaster:

I can fully appreciate the fact that it might be necessary to hold your plans in abeyance because of the appointment of a new Secretary of Commerce and reorganization incident thereto. However I assure you my interest shall not wane in the interim and you can count on my continued cooperation in the prosecution of your program, as a member of the Advisory Council and otherwise.

Sincerely,

*B. T. Bradshaw*  
B. T. Bradshaw, President-Treasurer

BTB/w

October 24, 1940

Mr. B. T. Bradshaw  
President-Treasurer  
Virginia Mutual Life Insurance Company  
214 East Clay Street  
Richmond, Virginia

Dear Mr. Bradshaw:

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 Lamaster  
Adviser on Negro Affairs  
U.S. Department of Commerce

EMM:daj

**VIRGINIA MUTUAL BENEFIT LIFE**  
**INSURANCE**  **COMPANY**  
RICHMOND, VIRGINIA

August 22, 1940


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

Dear Mr. Lancaster:

I am indeed glad to know that your plans are about to materialize to form a National Negro Business Advisory Council.

In view of the fact I included among my Presidential recommendations to the Virginia Trade Association the drafting of a resolution to Honorable Harry L. Hopkins expressing appreciation for your appointment and pledging cooperation, I accept with pleasure appointment to membership on the Advisory Council.

Cordially yours,

  
B. T. Bradshaw, President-Treasurer

BTB/w

August 20, 1940

Mr. B. T. Bradshaw, President  
Virginia Mutual Life Insurance  
214 E. Clay Street  
Richmond, Virginia

Dear Mr. Bradshaw:

During the annual convention of the Virginia Trade Association at Hampton, Virginia June 23, 1940, I discussed the formation of a National Negro Business Advisory Council in connection with the Department of Commerce. I recall that you attended that meeting and heard my explanation.

At the present time I am in the process of forming that council, and the purpose of this inquiry is to ascertain if you desire to serve as a member thereof.

Trusting that your reply will be in the affirmative, I remain,

Respectfully yours,

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

EML:DMH

March 26, 1942

Mr. B. T. Bradshaw  
President Treasurer  
Virginia Mutual Benefit Life Ins. Co.  
Richmond, Virginia

Dear Mr. Bradshaw:

During my recent visit to Richmond we discussed the difficulties experienced by Negroes with the government training schools. I understood you to state that Negroes were barred from instruction in sheet metal and mechanical training. Please advise if that situation still exist.

Very sincerely yours,

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



RECOMMENDATIONS

by

B. T. Bradshaw

to the

VIRGINIA TRADE ASSOCIATION

6/23/40

1. That we obtain a ruling from the National Negro Business League establishing our status as a state body in relation to local leagues in so far as the prerequisites for membership in the National Negro Business League is concerned, and upon receipt of said ruling that we seek full participation as a member of the National body.

2. That we draft suitable resolutions from our state body and our local leagues to the Honorable Harry L. Hopkins expressing our appreciation for the appointment of a Special Advisor on Negro Affairs in the Department of Commerce and pledging our cooperation.

3. That we draft a suitable resolution to the President of the United States asking that Negroes be given their proportionate share of jobs in the rearmament program in connection with our National Defense. That in addition to the resolution to the President, that each member of our local leagues write our representative in Congress asking that Negroes be included in this program and pointing out that they could not be mistaken for foreigners or members of the "fifth column." I cannot over emphasize the importance of this recommendation not only at present but when European refugees begin taking away our jobs in wholesale lots.

4. That our Program Committee be enlarged and it's work extended to the Regional Institutes conducted by the Negro Organization Society so that the Better Business Division will be represented along with Better Homes, Better Schools, etc; that the Program Committee work out it's suggested programs for "Sunday Afternoon Seminars" in localities where we have Negro Businesses but have no Business League; and that the Negro Organization Society and kindred organizations be approached on the subject of purchasing a projection machine on a "community" basis so that some visual education relative to better methods of conducting business might be made available to the Negro business people of the state.

5. That our Public Relations Committee be instructed to conduct a slogan campaign among the housewives and other women consumers in the various communities where we have or contemplate organizing a local league. Judges could be appointed and the prizes could be donated by the local merchants. Then the winners in the local contest could compete in a statewide contest for a prize offered by the state body.

6. That our local leagues foster the organization and maintenance of Housewives Leagues (or rather Homemakers Leagues, I prefer calling them as that includes single as well as married women) to the end that we might control the buying habits of certain of our group and direct them into the right channel.

7. That in line with the wishes of the National Negro Business League and the United States Chamber of Commerce, we seek cooperation with our local Chamber of Commerce by interchanging programs, speakers, etc. This sort of cooperation was proposed by the United States Chamber of Commerce on April 12th when its officers received the officers of the National Negro Business League and a conference was held in Washington.

8. That we nominate from Virginia a candidate for the C. C. Spaulding Medal which will be awarded at the National Negro Business League meeting in Detroit to the Negro man or woman who, in the opinion of the judges has contributed most to the advancement of Negro business during the year.

9. That the Secretary of each local league consider it his duty to keep the Secretary of the state body advised as to the names and addresses of the membership of said local league and at least once each quarter, prepare a report of the activities of his league so that the Secretary of the state league might send out periodical releases to the various locals and other interested parties.

10. That the Executive Committee look into the possibilities of publishing a State Negro Business Directory as a means of raising funds for the Association.

July 9, 1940

Mr. Claude A. Barnett, Pres.  
Associated Negro Press  
3507 So. Parkway  
Chicago, Illinois

Dear Mr. Barnett:

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 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

DEPT. OF COMMERCE  
BUREAU OF ECONOMIC RESEARCH  
WASHINGTON, D. C. 20540

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  
Adviser on Negro Affairs,  
U. S. Department of Commerce.

EML:DMH



DEPARTMENT OF COMMERCE  
OFFICE OF THE SECRETARY  
WASHINGTON

August 21, 1941

MEMORANDUM.

To: Mr. Emmer M. Lancaster.  
From: Norman W. Baxter.

I believe that it would be better, since you have not heard from Mr. Schram, to paraphrase his remarks in the third person rather than attribute them to him under his name.

*NWB*

FEDERAL SECURITY AGENCY  
NATIONAL YOUTH ADMINISTRATION  
2145 C STREET NW., WASHINGTON, D. C.

April 8, 1941

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

My dear Mr. Lancaster:

Thank you for your letter of April 5 concerning the Conference on Negro Business sponsored by the Department of Commerce which will be held on April 18 and 19.

It is my plan to be present at the Conference and I shall be most happy to have the privilege of presenting the Federal Council of Negro Advisers to the Washington group and delegates on that occasion.

Sincerely yours,

*Mary McLeod Bethune*  
Mary McLeod Bethune, Director  
Division of Negro Affairs

April 5, 1941

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

Dear Mrs. Bethune:

I assume that you have knowledge of the Conference on Negro Business sponsored by the Department of Commerce which will be held in the Department Auditorium, April 18th and 19th. On Friday evening, April 18th, at Mount Carmel Baptist Church, a mass meeting will be held, and addresses by C. B. Flount, Secretary of the Great Lakes Mutual Insurance Company of Detroit, Michigan, and the Hon. Wayne Chatfield-Taylor, Under Secretary of Commerce, will be given.

As a gesture of inter-departmental cooperation I feel that all members of the Federal Council of Negro Advisers should be presented to the Washington group and delegates. The purpose of this letter is to ascertain if you will assume the task of introducing this group of Advisers to the audience that evening. I shall await your reply at your earliest opportunity.

Very sincerely yours,

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

EML:daj

May 7, 1941

Mr. Fleming W. Brown  
1613 5th Street, N. W.  
Washington, D. C.

Dear Mr. Brown:

I wish to express to you my appreciation for your assistance as organist in connection with the Negro Business Conference recently held at Mt. Carmel Baptist Church.

I sincerely hope that we may have the benefit of your fine services on similar occasions in the future.

Very sincerely yours,

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

EML:daj



May 6, 1941

Dr. Roscoe C. Brown  
Health Education Specialist  
U. S. Public Health Service  
Washington, D. C.

Dear Dr. Brown:

The pressure exerted by our recent Conference and the preparation of our proceedings have delayed my reply to your recent letter. I appreciate your interest in our business program and await the Conference suggested by you with reference to our respective programs.

The published volume of our Conference proceedings will be mailed to you shortly.

Very sincerely yours,

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

EML:dnej



IN REPLYING  
ADDRESS THE SURGEON GENERAL  
U. S. PUBLIC HEALTH SERVICE

FEDERAL SECURITY AGENCY  
U. S. PUBLIC HEALTH SERVICE  
WASHINGTON

April 23, 1941.

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

Dear Mr. Lancaster:

I regret very much that prior duties prevented my attendance at the First Annual Conference on the Negro in Business, held in the Commerce Department Auditorium, April 18 and 19, which was ably planned by you and which I hope received the support it deserved.

I am sure a comprehensive report of the proceedings will be prepared and, therefore, am requesting that you send me a copy of it when it becomes available.

Later, I hope to make personal contact with you to discuss our respective programs of work.

By direction of the Assistant Surgeon General.

Sincerely yours,

Roscoe C. Brown,  
Health Education Specialist,  
Division of Sanitary Reports  
and Statistics.

RCB/CBM

KENNETH LLOYD BRIGHT, MGR.

JOHN D. SILVERA, ASSOCIATE MGR.

*L'Overture Company*  
ARTISANS OF CREATIONS  WITH A DISTINCT INDIVIDUALITY

MAR 29 1941

SCHOOL  
AND  
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JEWELRY

TROPHIES  
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165 WEST 131ST ST.  
NEW YORK, N.Y.

AUDUBON 3-3216

FRATERNITY  
AND  
SORORITY  
EMBLEMS

COMMENCEMENT  
INVITATIONS


March 28, 1941.

United States Dept. of Commerce  
Bureau of Negro Affairs  
Washington D. C.

Sirs:

Please send me some information concerning meetings  
sponsored by your department for April 18th and  
19th in Washington D. C.

Very truly yours,

  
L'OUVERTURE COMPANY  
Kenneth Bright, Mgr.

KB:nb

August 17, 1940

Professor W. O. Bryson  
Morgan College  
Baltimore, Maryland

Dear Professor Bryson:

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



August 27, 1940

Mr. Edmund Burke, Comptroller  
Tuskegee Institute  
Tuskegee, Alabama

*Received*

Dear Mr. Burke:

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.

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Dept. of Commerce  
Bureau of Economic Warfare  
Mr. Harold E. Brown

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

F. D. PATTERSON, PRESIDENT

LLOYD ISAACS, TREASURER

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EDMUND H. BURKE, SECRETARY

## Tuskegee Institute

FOUNDED BY BOOKER T. WASHINGTON, 1881

OFFICE OF THE SECRETARY

TUSKEGEE INSTITUTE, ALABAMA

August 29, 1940

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

Dear Mr. Lancaster:

In Mr. Burke's absence from the office on his vacation, I wish to acknowledge with thanks your letter of the 27th.

I shall place your correspondence before him immediately upon his return to the campus.

Yours respectfully

*(Mrs.) Marie A. Dale*

Secretary to Mr. Burke

d/



August 15, 1940

Mr. Emmet Burke, President  
Consolidated Bank and Trust Company  
Richmond, Virginia

Dear Mr. Burke:

The Department of Commerce is interested in assisting Negro businesses with their problems as they relate to Governmental regulation, 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.

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RECEIVED  
U. S. DEPARTMENT OF COMMERCE  
OFFICE OF NEGRO AFFAIRS

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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

August 19, 1940

Mr. Llewellyn Coles, Editor  
Ohio State News  
Columbus, Ohio

Dear Mr. Coles:

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.

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DEPT. OF COMMERCE

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WASHINGTON, D. C.

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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

June 13, 1940

Office of Dean  
Department of Commerce and Finance  
Colored Agricultural and Normal University  
Langston, Okla.

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.

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-2-

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

September 27, 1940

Mr. George W. Cox, Vice President  
North Carolina Mutual Life Insurance Co.  
Durham, North Carolina

Dear Mr. Cox:

During the conference in Detroit of the National Negro Business League, I addressed the noonday luncheon of the Booker T. Washington Trade Association, on a proposed National Negro Business Advisory Council in the Department of Commerce. It is my impression that you were present on that occasion and heard this proposal explained in detail. The purpose of this inquiry is to ascertain if you will serve as a member of this Advisory Council.

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

September 11, 1940

Mr. I. T. Creswell  
Assistant Professor of  
Economics and Business Administration  
Fisk University  
Nashville, Tennessee

Dear Mr. Creswell:

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.

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WASHINGTON, D. C. 20540

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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

Fisk University  
Nashville, Tennessee

A. A. TAYLOR, DEAN

June 21, 1940

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

Dear Mr Lancaster:

I am greatly pleased to have your letter of June 13th, in which you state that the Department of Commerce is considering the formation of a Negro Business Advisory Council under the conditions stated in the third paragraph of your letter.

I am especially interested by this movement and trust that it may be eminently successful.

In reference to the composition of the council I believe that your proposal is extraordinarily sound. I should like to submit the name of Mr I. T. Creswell, Assistant Professor of Economics and Business Administration, for membership on this council.

Mr Creswell is leaving the city today for a period of six or seven weeks. I do not believe that he will be available for a meeting of the council before seven weeks, at least, have elapsed.

Sincerely yours,

*A. A. Taylor*  
A A TAYLOR, D e a n

AAT m

June 13, 1940

Office of Dean  
Department of Commerce and Finance  
Fisk University  
Nashville, Tenn.

Dear Sir:

The Department of Commerce is interested in assisting Negro businesses with their problems as they related 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.

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DATE JAN 11 1954  
COMMUNICATIONS SECTION  
U. S. DEPARTMENT OF COMMERCE

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Respectfully yours,

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

ENL:dmh

August 27, 1940

Dr. P. P. Crewzot  
2107 Dryades  
New Orleans, La.

Dear Dr. Crewzot:

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.

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Classification: CONFIDENTIAL  
Date of Review: 1/15/2000  
By: [illegible]  
Date of Review: 1/15/2000  
By: [illegible]

-2-

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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

April 16, 1941

Mr. James E. Curry  
5107 Old Interior Building  
Washington, D. C.

Dear Mr. Curry:

Enclosed you will find a release containing a brief announcement of the sessions and topic discussions for the Annual Negro Business Conference. I respectfully urge that you attend and participate in the discussions.

I have listed the name of Mr. Reddix on our official program as a speaker for the first session Friday morning, April 16th.

Very sincerely yours,

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

Encl.  
EML:daj

November 12, 1941

Mr. Matthew F. McAvoy  
Assistant Deputy Superintendent  
Personal Loan Division  
80 Centre Street  
New York City

Dear Mr. McAvoy:

This office is conducting a survey among financial institutions owned and operated by Negroes, for the purpose of determining their growth and expansion over a period of years.

At this time we are particularly interested in personal loan companies owned and operated by Negroes within your state. Since our knowledge as to their identity is inadequate, we shall be pleased to have your department impart this information to us at your earliest opportunity.

Furthermore, please advise if the condensed financial statements of these companies may be furnished us upon request.

Very truly yours,

Emmer Martin Lancaster  
Adviser to the Secretary  
U. S. Department of Commerce

EML:gm





Office of  
C. C. Spaulding, President

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

DURHAM, NORTH CAROLINA

April 17, 1941

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

Dear Mr Lancaster:

Acknowledgment is made of your letter of the 14 to  
Mr C C Spaulding.

I am sure Mr Spaulding appreciates the invitation  
to attend the conference on the Negro in Business  
to be held in Washington April 18 and 19 and re-  
grets his inability to be present. Mr Spaulding  
is out of the city and is not expected to return  
until the early part of next week. If the results  
of the conference are assembled, I am certain he  
would like to have copy of same.

Best wishes for a very successful conference.

Very truly yours,

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

b

April 14, 1941

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

Dear Mr. Spaulding:

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:dmh  
Encl.