

H

Permalife  
25% COTTON CONTENT

Form 1227

CLASS OF SERVICE DESIRED	
Fast Day Message	<input checked="" type="checkbox"/>
Day Letter	<input type="checkbox"/>
Night Message	<input type="checkbox"/>
Night Letter	<input type="checkbox"/>
Patrons should mark an X opposite the class of service desired; OTHERWISE THE TELEGRAM WILL BE TRANSMITTED AS A FAST DAY MESSAGE.	

# WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT      GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Receiver's No.
Check
Time Filed

Send the following telegram, subject to the terms on back hereof, which are hereby agreed to

*Copy*  
*H. C. H.*  
8/13 1919

To Campbell and Haynes

Department Labor Washington D.C.

Wise Valentine collect offering <sup>and asking reply on</sup> substitute Report  
Mr. Post situation <sup>favorable</sup> in hand here <sup>tonight</sup> St. Louis

before Detroit. Hall see Mrs Waddleton about meeting tonight

Official business, Post rate paid  
attest: George A. Haynes, Director, Negro Commis Department of Labor  
Contingent Expenses 1920

SENDER'S ADDRESS FOR ANSWER  
Wabash and Yrnel

#205470

SENDER'S TELEPHONE NUMBER  
Office of Sec'y.

sent,  
Special  
delivery

DEPARTMENT OF LABOR  
OFFICE OF THE SECRETARY  
WASHINGTON

Hand  
4/15/19  
C

Dear Miss Campbell:

Please find  
my Card of authority <sup>(Leather book)</sup> in my desk  
drawer - Think it is in upper  
left hand. Take to Mr Post for  
a new inside statement signed  
by him alone. The one in it now  
is signed by Miss Bassman.  
Send this at once to Chicago  
and the letter of instructions  
which Mr Reid suggested  
Mr Post write me. I spoke  
to Mr Hall about this letter.

Yours George H. Hayes

Aug 7 / 1919. H. Camp Director

Permalife  
 100% COTTON CONTENT

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# WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT    GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Receiver's No.
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Send the following telegram, subject to the terms on back hereof, which are hereby agreed to

*H-Comp*  
 8/13

1919

To Campbell, Carl Haynes  
Department Labor, Washington D.C.  
 Wire Valentini Collect offering <sup>and asking reply on</sup> ~~for~~ substitute. Report  
Mr Post situation in hand here ~~and~~ going St Louis before Detroit  
Hall see Mrs Maddleton about ~~tonight~~ meeting tonight  
Haynes, Director  
Official business, Govt rate, paid  
Attest George K Haynes, Director, Dept. of Economics    Contingent expenses, office of  
Secretary.

SENDER'S ADDRESS FOR ANSWER

SENDER'S TELEPHONE NUMBER

DEPARTMENT OF LABOR  
OFFICE OF THE ASSISTANT SECRETARY  
WASHINGTON

August 15, 1919.

*Mailed  
Gibbs  
8/28/19*

Dear Dr. Haynes:

When Mrs. Haynes gave me your collar pin I immediately dropped it into my pin tray on the desk and although I have searched daily for it I have not been able to find it any place. You do not give me any street address for Detroit but I am sending the cards there in the care of the Employment Service.

Mr. Giles Jackson has been in the city twice - the day following your leave and today. He called the office both times. The first time he stated that he came up with the hope of seeing you and would go back and write you for an interview later. This morning he asked me to say that he had some information on the matter you both are interested in, and to express to you his best wishes and say that he was sorry to have missed you again, especially since he would soon be going to Atlantic City, remaining there for the Elks Convention which will keep him until after the 26th.

Mr. Jay Clifford was in the office today and wanted to see you very badly about an urgent matter. He would not tell me what it was but I understand the War Risk has dismissed some of his helpers; he probably wanted your influence in getting them back.

Mr. Valentine wrote you not to send a substitute so Mr. Jennifer did not go.

I sent the picture to Miss Lyons of The World Outlook. I suppose you are going to be back here in time to get the article to her by September 1.

*H-Camp*

I am enclosing some correspondence as per the request of Mr. Reid, and this has also lead me to enclose a letter from Mr. Macbeth which I have been holding for fear it might not reach you.

P.S.

Have you Mrs. Irvin's reports on Ohio?

Yours truly,

MATTIE.

February 10, 1920.

Dear Dr. Haynes:

Supplementing your letter from Mr. Phillips of February 3, I am enclosing oath of office, which Mr. Baldwin has just made special request for the filing thereof. Mr. Baldwin states that unless his office receives the oath before February 15 it will be impossible for you to receive any pay for the first half of this month. Will you not, therefore, give this your immediate attention?

This morning I forwarded to you a telegram from Miss Ury calling off the engagement in Baltimore for February 15.

Trusting that all goes well with you and your new work, I am

Yours sincerely,

*noted*  
*Yest*  
*2/11/m*

*H. Campbell*

Tennessee Agricultural and Industrial  
State Normal School

WILLIAM J. HALE, PRESIDENT  
Nashville

RECEIVED  
October 8, 1919  
DEPARTMENT OF LABOR  
OCT 11 1919

Director of Negro Economics

*Noted*  
*R*  
*YAH*  
*10/17/19*

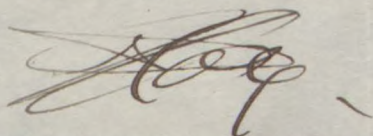
Mr. George E. Haynes  
Department of Labor  
Washington, D.C.

My dear Mr. Haynes-

Your letter of October 4th received. I was in Washington for two or three days and regret that I was unable to see you. I had a talk with Congressmen Burns and Hull. I am readily behind the movement and I am waiting to hear from you further or until you give me the word.

With very best wishes for Miss Campbell and family, I am

Yours very truly,



H-V

October 13, 1919.

Mr. William J. Hale,  
President, State Normal School,  
Nashville, Tenn.

Dear Mr. Hale:

I thank you so much for your good words to Congressmen Burns and Hull, and regret that I did not have the pleasure of seeing you and showing you some courtesies while you were here. You will doubtless be interested to know that the Secretary has just approved an estimate for the next fiscal year for this work and has transmitted it to the Treasurer for presentation to the Appropriations Committee. I shall call on you for help on this later, as well as on the matter of some other legislation which we are shaping up.

Yours very truly,

Director of Negro Economics.



Tennessee Agricultural and Industrial  
State Normal School

WILLIAM J. HALE, PRESIDENT  
Nashville

RECEIVED  
DEPARTMENT OF LABOR

October 16, 19 19

OCT 20 1919

Mr. George E. Haynes  
Director of Negro Economics  
Department of Labor  
Washington, D. C.

*Noted* *HP*  
Director of Negro Economics

Dear Mr. Haynes-

Your letter of October 13th received for which I thank you.  
Our school opened over two weeks ago with a very large  
attendance,

With very best wishes for you and family, I am

Yours very truly,

H-V



DEPARTMENT OF LABOR  
OFFICE OF THE ASSISTANT SECRETARY  
WASHINGTON

File 3-93 (D. N. E.)

February 5, 1919.

Mr. Charles E. Hall,  
Supervisor of Negro Economics for Ohio,  
74 E. Gay Street,  
Columbus, Ohio.

Sir:

Pursuant to instructions, authority is hereby granted covering the travel and other expenses incurred by you in proceeding from your official station, Columbus, Ohio, to Washington, D. C., and return to Columbus, on such dates as will permit you to travel, comfortably and continuously, to and from your official station, to perform official duties connected with the work of this Department at Washington, D. C., on February 15, 17 and 18, 1919.

These expenses are therefore properly payable from the appropriation "War Emergency - Employment Service 1919", and, in order to expedite payment of voucher, copy of this authority should be attached thereto.

*Louis P. Post*

Assistant Secretary.

kp

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
WASHINGTON

June 15, 1920.

Mr. Karl F. Phillips,  
Asst. Director Negro Economics,  
Department of Labor,  
Washington, D. C.

Dear Mr. Phillips:

Replying to your inquiry concerning the colored population of Philadelphia permit me to advise you that this data is not yet available, and that it will probably be sometime before a detailed release, covering the different elements of the population, will be made for that city.

Yours very truly,

*Charles E. Hall*

*Best*  
*6/25/20*

CH/AM

RECEIVED  
DEPARTMENT OF LABOR  
JUN 15 1920

Director of Negro Economics

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
WASHINGTON

Washington, D. C.,  
March 2, 1921.

Dr. George E. Haynes,  
Director, Negro Economics,  
Department of Labor,  
Washington, D. C.

Dear Mr. Haynes:

I have had your name placed on the mailing list of this bureau for copies of our Preliminary Announcements - Agriculture, 1920. These county press summaries show the number of colored and white farmers for the years 1910 and 1920, but the colored include Negroes, Indians, Chinese, Japanese and all other non-white.

The total number of Negro farm operators in each state will be indicated only on the State Summaries, copies of which you will receive. The same information for each of the 3067 counties will probably be available within a few weeks.

Very truly yours,

*Charles E. Hall*

*R*  
*you*  
*3/2/21*  
CH/AM.

RECEIVED  
DEPARTMENT OF LABOR  
MAR 3 1921

Director of Negro Economics

March 3, 1921.

✓  
Mr. Charles E. Hall,  
Department of Agriculture,  
Bureau of the Census,  
Washington, D.C.

Dear Mr. Hall:

I received the preliminary announcements of colored and white farmers for the years 1910 and 1920 issued by your division of the Bureau of the Census. I appreciate very much getting this information which will be of considerable advantage to us in dealing with these problems. If you have any summaries of the Southern States available I would appreciate getting these as early as possible.

I am hoping to see you soon for a conference about statistical work on Negro wage-earners and would also appreciate having a word from you about the bulletin just issued.

Yours very truly,

Director of Negro Economics.

H/MLC

*MP*

D R A F T

Mr. John R. Hawkins  
14 and Q Streets, N.W.  
Washington.

My dear Mr. Hawkins:

I am leaving today for Chicago representing the Department of Labor because of the labor situation out there. I found my way into a meeting of the Investigating Committee here following the riot situation and was very much pleased to see the business-like way in which the gentlemen were going at the matter. I had hoped to be here to attend the next meeting but am called away on account of critical situation at Chicago. I am writing, however, to say that I am at the service of your committee in any way I can help.

I may add that if any question arises that comes within the jurisdiction of this Department affecting labor interest of the community this Department will want to have it called to its attention.

Yours very truly,

September 29, 1919.

Mr. Frank Howard Hallion,  
Editor, "M e t h o d",  
311 North Fourth St.,  
Richmond, Va.

My dear Mr. Hallion:

I have enjoyed reading the "Method" and thank you for the courtesy of sending me a copy. Mr. Phillips, also, thanks you for his copy. I hope you will keep us on your mailing list.

I am glad that the organization of Negro business is flourishing in Richmond. It is one of the safest and best ways of insuring the stability of Negro business.

With kind regards to the League, I am

Yours very truly,

Director of Negro Economics.

76

# METHOD

A BUSINESS MAGAZINE

Exponent of the Progressive Negro Business Man

FRANK HOWARD HALLION, MANAGING EDITOR

514 NORTH SECOND STREET

Richmond, Va. October 22, 1920.

*E.*  
Dr. George Haynes,  
Department of Labor,  
Washington, D. C.

Dear Dr. Haynes;

Will you please put Method on your mailing list, or rather change my address to 514 North Second St., instead of 311 North Fourth St.?

*attention* ( Your release from Newark N. J., October 22, on Spectacular Negro Enterprises would certainly furnish enlightening and interesting reading matter for Method, The Magazine of Negro Business. I wonder if you would prepare an article on same for an early issue, sending me your cut to use in connection.

The first issue will be out November 15, and you will possibly not have time to get your article ready by the 1st, the latest date for we go to press that date. The December issue would catch it.

I am putting you on my mailing list.

Very sincerely yours,

*Frank H. Hallion*  
Managing Editor.

FH/ UF

RECEIVED  
DEPARTMENT OF LABOR  
OCT 25 1920

Director of Negro Economics



C o p y

514 North Second Street,  
Richmond, Va., October 22, 1920.

Dr. George E. Haynes,  
Dept. of Labor,  
Washington, D. C.

Dear Dr. Haynes:

\* \* \* \* \*

Your release from Newark, N. J., October, on Spectacular Negro Enterprises would certainly furnish enlightening and interesting reading matter for "Method" - The Magazine of Negro Business. I WONDER IF YOU WOULD PREPARE AN ARTICLE ON SAME FOR AN EARLY ISSUE, SENDING ME YOUR CUT TO USE IN CONNECTION.

The first issue will be out November 15, and you will possibly not have time to get your article ready by the 1st, the latest date, for we go to press that date. The December issue would catch it.

\* \* \* \* \*

Very sincerely yours,

Frank H. Hallion

Managing Editor.

1st Indorsement

Referred to Dr. Haynes for immediate personal reply.

*Frank H. Phillips*  
Assistant.

*noted*  
*10/26/20*

October 25, 1920.

Mr. Frank H. Hallion,  
Managing Editor - "Method,"  
514 North Second Street,  
Richmond, Va.

My dear Mr. Hallion:

We have today noted your change of address, and have corrected our mailing list so as to insure your getting, both personally and as Managing Editor of the "Method," copies of future departmental releases and publications.

Your request for an article by Dr. Haynes has been referred to him at New York for immediate personal reply.

Yours very truly,

Assistant Director Negro Economics.

P. S. Please accept thanks for putting this office on your mailing list.

R  
J. H. H.  
11/2/20

November 3, 1920.

Mr. Frank H. Hallion,  
Managing Editor - "Method",  
514 North Second Street,  
Richmond, Va.

Dear Mr. Hallion:

I shall be glad to prepare a short article for your magazine later in the winter. I regret that this month and next month are already crowded so full with matter already promised that I am somewhat uncertain how soon I can get this to you.

Thanking you for this opportunity,

I remain

Yours very truly,

Director of Negro Economics.

H/MLC

Follow up

# METHOD

A BUSINESS MAGAZINE

Exponent of the Progressive Negro Business Man

FRANK HOWARD HALLION, MANAGING EDITOR

514 NORTH SECOND STREET

Richmond, Va. November 5, 1920.

RECEIVED  
DEPARTMENT OF LABOR

NOV 6 1920

Dr. George E. Haynes,  
Director of Negro Economics,  
Department of Labor,  
Washington, D.C.

Director of Negro Economics

Dear Dr. Haynes:

I thank you for your letter relative to the article  
I have asked you to prepare for Method, and regret very much your inability  
to comply right off.

Professor Erwin, with whom I have talked concerning  
this particular article, is very anxious to see it. He is one among  
many who would appreciate a product of your pen on the subject in hand.

May I encroach upon your already crowded time by asking  
if it would be possible for you to write this article for the December  
Method? If you can get your matter in by the 12th of December, although  
our forms will have then been made up, I shall hold open space for you.  
This, Dr. Haynes, is in the light of a favor I am asking you to render  
a new, struggling, worthy, enterprise.

With very best wishes for both you and Mr. Phillips, I am

Sincerely yours,

*Frank H. Hallion*  
Managing Editor.

FH/UF

November 6, 1920.

Mr. Frank Hallion,  
Managing Editor,  
"The Method" ,  
514 North Second St.,  
Richmond, Va.

Dear Mr. Hallion:

I would like very much to make you a promise to get the material to you by December 12, but I am going to be under very heavy pressure between this and that time, with a trip South on my hands. Some of my previous promises must be cleared up so I fear to have you expect it and not get it in time. I will give you something at the earliest date, but am unable to say just when now.

Yours very truly,

Director of Negro Economics.

H/MLC

# METHOD

THE MAGAZINE OF NEGRO BUSINESS

EXPONENT OF PROGRESS

FRANK HOWARD HALLION, Managing Editor

514 North Second Street

RICHMOND, VIRGINIA.

RECEIVED November 24, 1920.  
DEPARTMENT OF LABOR

DEC 1 1920

Director of Negro Economics

Dr. Geo. E. Haynes,  
Department of Labor,  
Washington, D. C.

*R. E. Hallion*  
*12/1/20*

My dear Sir:

So much has been said concerning the short comings of Negro business, and so much has been said concerning the efficiency of Negro business, it strikes me that the views of some of those persons who have made headway in the business world would at this time do a whole lot toward helping to stabilize the general business morale of our people, and would be the means of placing in a new and better light before the public, the business ventures of the race.

Would you, therefore, do us the favor to write for Method an answer to the following question: "What Does Negro Business Most Need?" You may make this article in the form of a letter directed to the editor and I want to publish them in an early issue on a page or pages to be headed with the question asked, with the statement: "Answered by Ten Heads of Leading Enterprises." I am asking you to be one of the ten.

You are on list to receive a complimentary copy of the first issue of Method, which makes its appearance about the ~~25th of November.~~ *first of December.*

With best wishes, I am,

Sincerely yours,

*Frank H. Hallion*

Editor.

FHH:AET

December 1, 1920.

Mr. Frank H. Hallion, Editor,  
The "Method",  
514 North Second Street,  
Richmond, Virginia.

My dear Mr. Hallion:

Responding to your letter just received requesting answer to the question What does Negro business most need, I hope my answer may not seem hasty or opinionated, for it grows out of some statistical studies and general observations of Negro business enterprises. It seems to me that Negro business most needs two things:

First, men of better training and experience and larger vision of the meaning of modern business as a method of large service to people who will pay for value received instead of as simply a means of acquiring wealth.

The second need will doubtless be supplied by the first, -the best and most up-to-date principles *and methods* of doing business. The modern business system of accounting and of finding out and meeting the wants of its customers is remarkable for its efficiency and accuracy. Negro business needs this.

Yours very truly,

Director of Negro Economics.

H/MLC

# METHOD

THE MAGAZINE OF NEGRO BUSINESS

EXPONENT OF PROGRESS

FRANK HOWARD HALLION, Managing Editor

514 North Second Street

RICHMOND, VIRGINIA.

December 3, 1920.

RECEIVED  
DEPARTMENT OF LABOR

DEC 4 1920

Dr. George E. Haynes,  
Director of Negro Economics,  
Department of Labor,  
Washington, D. C.

Director of Negro Economics

Dear Dr. Haynes:

Find enclosed copy of letter I am sending, in interest of the Division. This is one of the things I had on my mind to talk with you about when you were in Richmond some time ago. It is my presumption that the torrential rains prevented your return to the office.

I do not know if I have covered the subject to these gentlemen, just as you would like to have it covered, and if time would permit, I would send you copy for criticism and correction before being mailed, but I feel that this matter should be pressed, and whatever we have in mind to do should be done immediately. I am not going into detail in the letters to Senators Swanson, Glass, Montague and Flood, concerning the work of the Division, believing that the editorial does this fairly well.

I shall be glad to have a line from you as to what you think of this effort, and as to what you think I may further do to help the cause.

With best wishes, I am

Sincerely yours,

*Notes  
Lynch  
12/7/20*  
Frank H. Hallion,

Editor.

FHH:AET

Method should reach you in a Monday mail.



A similar letter has been sent  
to Senator Glass and Congressman  
Montague and Flood.

717

December 3, 1920.

Senator Claude A. Swanson,  
Senate Office Building,  
Washington, D. C.

Honored Sir:

Under separate cover, I am mailing you a marked  
copy of METHOD, the magazine of Negro Business, containing an  
editorial on the work of the Division of Negro Economics of  
the Department of Labor.

This Division has accomplished great good, especially  
was this so in the State of Virginia, and I wish it had been so that  
you could have had opportunity to take close cognizance of the re-  
sults obtained by this arm of the United States Government.

You know that the appropriation carrying provision for the  
continuation of this work, under Dr. George E. Haynes, was cut  
short, and the Director also had to cut short his operating organ-  
ization.

Some time, during this Congress perhaps, the matter  
of continuing the Division of Negro Economics will again come  
up, and I am writing to ask that you throw such aid and influence  
as you feel disposed toward helping to perfect a work which has  
done so much to help the white people of Virginia, by a scientific  
organization, with their labor problem, both in the industrial and  
the domestic life. The Negroes of Virginia, I feel free to state,  
will be under untold obligations to you for any thing you may  
feel disposed to do in this premises.

With very best wishes, I am, Sir,

Most respectfully yours,

(Signed) Frank H. Sullivan

Editor.

Dec. 3, 1920.

December 3, 1920.

December 14, 1920.

Mr. Frank Howard Hallion,  
Editor - "Method",  
514 North Second Street,  
Richmond, Va.

Dear Mr. Hallion:

I have to congratulate you on the first issue of "Method" for its substance, its makeup, and its form. I have to thank you also for the liberal attention you have given to Negro Economics. I am sure this will help.

Copy of your letter to Senator Glass was received, and I appreciate it more than I can tell you, as it was broad-minded and unsolicited.

The enclosures are self-explanatory.

Yours very truly,

Director of Negro Economics.

h

p

Enclosures - 2

*See Page 4*

# METHOD

The Magazine of Negro Business

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EXPONENT OF PROGRESS

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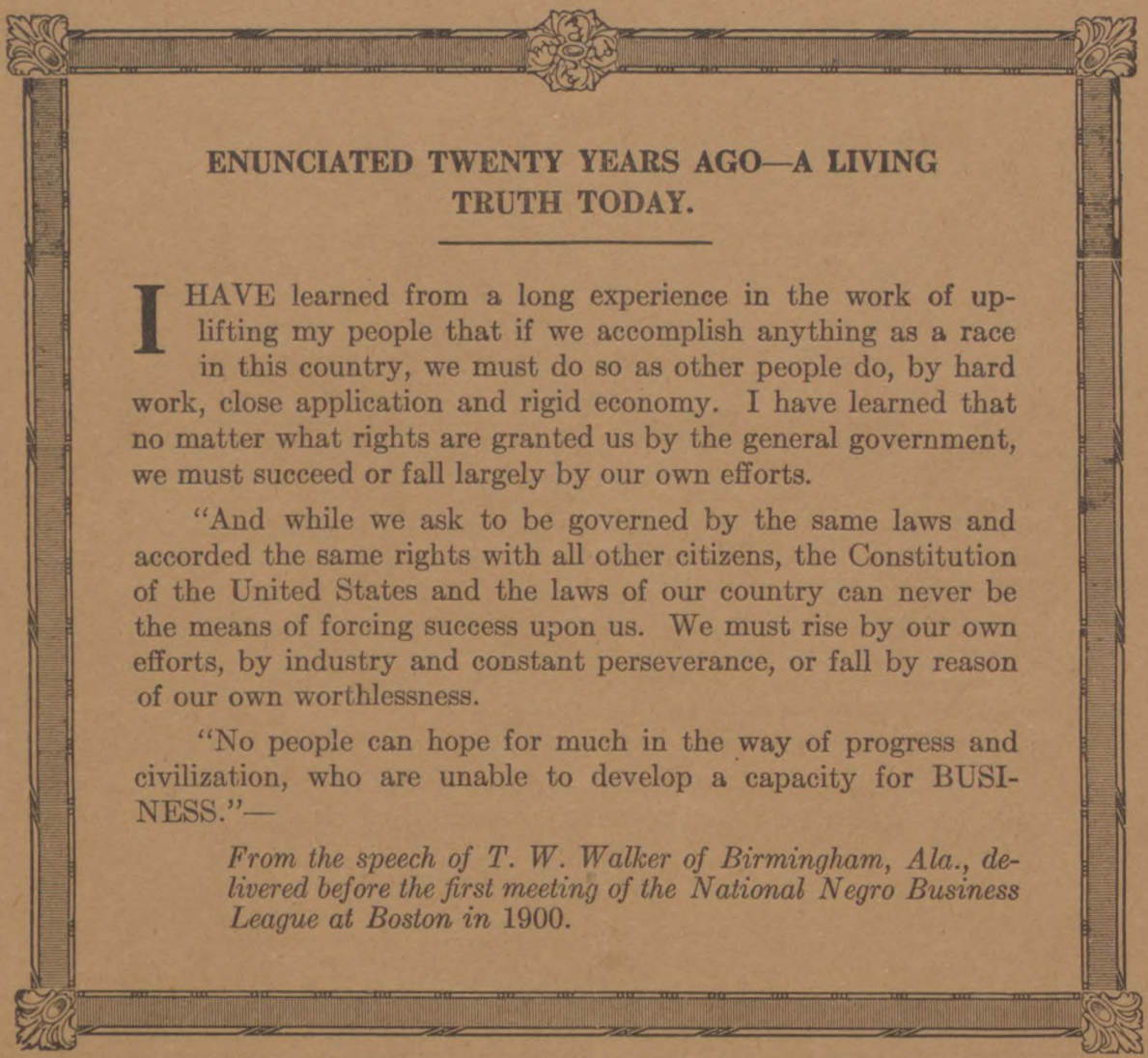
Vol. 1, No. 1.

Richmond, Va., December, 1920

\$1.50 Per Year

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ENUNCIATED TWENTY YEARS AGO—A LIVING  
TRUTH TODAY.

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I HAVE learned from a long experience in the work of uplifting my people that if we accomplish anything as a race in this country, we must do so as other people do, by hard work, close application and rigid economy. I have learned that no matter what rights are granted us by the general government, we must succeed or fall largely by our own efforts.

“And while we ask to be governed by the same laws and accorded the same rights with all other citizens, the Constitution of the United States and the laws of our country can never be the means of forcing success upon us. We must rise by our own efforts, by industry and constant perseverance, or fall by reason of our own worthlessness.

“No people can hope for much in the way of progress and civilization, who are unable to develop a capacity for BUSINESS.”—

*From the speech of T. W. Walker of Birmingham, Ala., delivered before the first meeting of the National Negro Business League at Boston in 1900.*

**\$20. in Gold - 1st Prize**

**\$10. in Gold - 2d Prize**

**\$5.00 in Gold - 3d Prize**

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## **Method Subscription Contest**

**OPEN TO 100**

This Contest begins with the December issue and closes on March First, 1921.

Pleasant, profitable work, introducing METHOD to your community. The regular commission on all subscriptions will be paid to all entering the contest. The Prizes are extra, and you are paid for your service whether you win a prize or not.

We will send you five sample copies free to start you.

METHOD is new and distinctive. Everybody who is interested to any degree in business is a live prospect. You do not have to be a salesman—**Method sells itself.**

Number of contestants limited to *One Hundred*. This statement is being read in many States, so write immediately for particulars to

**The Editor, METHOD,**

514 North Second Street,

Richmond, Virginia.

*Just drop a card.*

# METHOD

## THE MAGAZINE OF NEGRO BUSINESS EXPONENT OF PROGRESS

Pledged to help keep America the leading nation of the world by diligent effort to further the economic status of its colored citizenry

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Vol. 1. No. 1. Richmond, Virginia. December 1920 \$1.50 the Year

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Published once a month at 514 North Second Street,  
Richmond, Va., by

THE HALLION PUBLISHING COMPANY.

FRANK HOWARD HALLION, *Editor.*

Subscription Rates—\$1.50 the year in advance. By  
the copy, 15 cents. Give old and new address when  
ordering change of address

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“Seest thou a man diligent in his business. He shall  
stand before kings. . . .”—Prov. 22: 29.

---

### CHRISTMAS

In the everlasting rush, hustle and bustle for the almighty dollar, it behooves us as business men to pause at least periodically and consider whither we are driving. We should ask ourselves a few questions and then proceed to answer them, for they must be answered.

In the competition of business are we mindful that the immediate point we are trying to gain and the dollars we are struggling to get are not the ultimate aim of our being?

In the eternal thralldom of financial effort do we ignore our religious duties and relegate the obligations God has imposed upon us?

While custom dictates in business that “every tub must stand on its own bottom”; “each for himself and the devil take the hindmost,” do we listen to the other teachings which, if they mean anything, mean we are our brothers’ keepers?

Then again, do we go about our business as if it were an unpleasant duty and view it in the light of a necessary evil, or do we look upon it through eyes which reflect our daily routine as a delightful means to a bigger aim?

Do we try to inject the element of JOY into our daily contact with our fellow-workmen, or are we “too busy”?

Nineteen hundred years ago the Lord and Master came heralded as a fountain of joy. He never came to declare any unpleasant duties. He never came to impose any ugly obligations. He never came to set up a system of discontent and discord. He never came to teach men to work only for personal profit. He never came to declare any selfish, one-man program system of life. He never came with a gloomy edict to forbid a Christian having pleasure. He came with JOY. He preached JOY. He lived JOY.

What a lesson in His life for business men today; and while we are again on the threshold of the Anniversary of His birth, let us remember His teachings and try to apply them to our business. Let us try to lighten somebody’s burden. Let us speak an encouraging word to the office boy. He is human. Let us compliment the work of the stenographer. She is something more than a gum machine. Let us tell that book-keeper what a help he is to our business. He also likes JOY; and the joy market will never be cornered. What avenues of JOY we can open up with such a slight effort!

Mr. Richard H. Edmunds, the editor of the *Manufacturers Record*, nearly two years ago spoke in an editorial that what is most needed in this country is a revival of good, old-fashioned, prayer-meeting religion. If ever a man spoke the truth it was Mr. Edmunds. A revival of old-fashioned religion would without doubt cure most of the diseases of our League of Nations, or a Democratic or Republican, or a Socialistic Administration could

diagnose. It was this old-fashioned prayer-meeting religion which Christ, centuries ago, came to declare and He came to declare it with JOY. If we practice the same kind of religion we will have earned the right to sing in chorus with the Herald Angels of old, "Joy to the World; the Lord is Come."

#### METHOD.

Method is a synonym for system. In christening this magazine we selected this name as the most appropriate for our needs. It fits to a nicety the principles for which we are established.

All business must be run under system. Without system, if a man is successful, it is in spite of himself and not because of his methods. We deplore the condition of some offices and business places we have visited, and wonder at their existence in view of all the lack of system that is so evident. There was a time when the entire records of a business could be kept in the head of one man. That time is no more. Business is the most complex study presented to us today. With its arms stretching out into every field of human activity, system is absolutely necessary, not necessarily for the purpose of preventing and detecting fraud, but it takes a load off the memory and leaves an executive's mind free for constructive thinking.

The modern accountant's work is a masterpiece of intricate, almost automatic detail, evolutionary in its application to the business man's needs and not revolutionary as so many of us are afraid. The accountant's work depends absolutely upon system. The success of a business depends largely upon the accountant's work. The accountant is the doctor for a sick business. He is the safety valve for the business that attempts to stretch out too far. He is the accelerator for the business machine that runs too slow—and his entire work depends upon system. Hence our statement that business is dependent upon system—Method.

#### THE POLICY OF METHOD.

We make no apology for our debut. There is a reason for the existence of every human being on earth. Insofar as a man ascertains that reason, just

to that degree is he a successful man, and insofar as he fails to ascertain why he is here, just to that degree is he a failure and misfit in the general scheme. What is true of individuals is true of institutions like Method. We have our work to do—our service to render, and that service will be for the Negro business man, which said service constitutes the reason for our existence.

We hope this magazine might furnish you the inspiration to follow closely what the Negro is doing in business. It is with the spirit of business that we fare forth on our mission. No politics, no "isms" of any kind except commercialism, shall guide our policy in contending for a business race. We invite you to read it each month and we shall always be glad to publish any authentic information concerning our business men provided such articles carry no prejudice toward or against religious organizations or strictly political subjects.

As an exponent of the progressive business man, who very often is the younger type of man, we have no axe to grind with that fine group of older men who have done so much toward making it possible for the younger man to succeed and climb higher. Under given conditions, however, we feel that it is time the younger Negro was taking some of the load off the shoulders of the fathers, and we also feel that it is time some of the fathers were taking some of the stumbling blocks from in front of the sons. We therefore especially invite the younger and struggling Negro business man to keep in touch with us, so that we may help him and that he may help us and we may help others through him.

#### THE NATIONAL NEGRO BUSINESS LEAGUE.

"Reorganization and Reconstruction" was the slogan of the National Negro Business League at its 1920 Session at Philadelphia. Not a single reorganization or reconstruction suggestion came to the attention of the open convention that anybody remembers. The only reorganization and reconstruction idea proposed at all was one which was delegated to a "special committee" to meet sometime in October. No one yet has given any intelligent reason for not allowing the business of the League to come before the open convention so that

the membership might act on its own matters and not depend on the League's political machinery to foster the work in a way most advantageous to that machine. It simmers down to the point in the eye of the public of the League being a political organization and not an economic one for the advancement of the business interests of the American Negro. How long the general public will stand for this is a matter of conjecture. Suffice it to say, it has already stood for it twenty years.

The program enunciated by Secretary Emmett J. Scott at Saint Louis in the 20th Annual Session of the League is a masterpiece of business economics. The only trouble with it is that Dr. Scott enunciated a program which brings into being a wonderful power, but he did not enunciate any plan for applying that power to the needs of the Negro business man. The reconstruction idea proposed to the League in writing at its last convention and hid in a "special committee" had to do with a means of application for this program of Dr. Scott's, and essayed to meet the present day demands on the League by a dissolution of the League in its present form into a stock corporation. The details of this plan were sent out by the former Special Assistant to the Secretary of the League to members of the Official Board and one or two other prominent persons. The managing editor of the Philadelphia American, one of Pennsylvania's most widely circulated journals, stated in a letter to the former Assistant Secretary, that he would review and criticize this plan through the columns of the American for the benefit of the public.

In Dr. Scott's Saint Louis program the National Negro Business League has in its hands one of the most effective assets any group of people could lay hold of. There are numerous men and women scattered all through the race who would go the limit in helping to put this program into action; but then there is the machine to consider. Our people are becoming too busy now to be disposed to enter into any movement that is going to take their precious time, if the leaders of that movement insist on wavering. What is the answer?

It appears that the answer would be the organization of a new League or an organization of some name to actually put across the program that the

National Negro Business League is allowing to go to waste. There are two or three points in the program that can easily be handled by an institution like Method, and Method proposes to render the service represented by those two or three points.

How long will the progressive Negro stand by and see the business interest of the race retarded? How often do the business men of the race inflict their presence upon organizations composed of the professional men, such as the Medical Association or the Teachers' Association? How long will the business man stand for his own organization being run by school teachers? How long will the men who know what the League really ought to represent rest content with the National officers taking up all the time at the conventions, giving no appreciable time for the discussion of business subjects—the real object for which the League was first founded? Then, these same officers after monopolizing the program of the Convention will return home and not even the headquarters of the League itself can hear very much more from them until the next annual "frolic." At one session of the Philadelphia convention, out of a four-hour program, about twenty-five minutes were given to business men for the discussion of business subjects, the National officers taking up the rest of the time in nobody yet knows what.

Personally we are a League man and anywhere you see us you will find a League enthusiast, but—and right on that "but" hangs the suggestion that the progressive element of American Negro Manhood ought to organize itself into a body to carry on the work the League is neglecting. What's the matter with bringing into being "The American Chamber of Business" so that the Negro business man will have a clearing house of ideas and methods just like the Chamber of Commerce of the United States functioning for the white people?

Method will publish any constructive criticism of its stand on this subject.

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#### HOUSING.

Housing seems to be as serious a situation now as during the World War; indeed in some of the larger cities it is even more serious. Poor housing conditions reflect in the efficiency of a man's work,



and most of the larger industrial institutions of the country have recognized this fact and have made provision to take care of its thousands of employes.

It is alarming to see how little concerted effort is made by Negroes to meet a similar situation among our own people. Of course, we have few great plants comparable to those concerns that are able to finance the erection of a whole town, but we do have real estate men by the score. In several of the larger cities a score or more of colored real estate men do business and they seem to be working away, each in his own way, to solve the housing problem. We wonder if the real estate men have ever thought of establishing a Real Estate Association? We wonder how many Local Negro Business Leagues, those local organizations corresponding in spirit to the chambers of commerce, have invited the real estate men to sit in on their meetings and handle this question for them. If the housing problem is to be solved, the real estate men must do it, despite the fact that a bill has been introduced in Congress to virtually convert the Postal Savings system into a Building and Loan Association; but, the real estate men can do it better as an organization than they can working individually. Building hotels won't do it. People want homes and not stopping places. Certainly we need hotels but the pressing need is living quarters for the average family.

Read in this issue the interesting and instructive article on this subject by Mr. Thos. J. Calloway, of Washington, a man who has made exhaustive study of the situation.

#### THE WOEFUL LACK OF BUSINESS COURTESY.

One thing war conditions have brought about is lack of courtesy. This is due largely to the fact that no business is suffering for the want of patronage, and this period of inflated prosperity has begotten contempt on the part of too many merchants and others toward their one-time much sought customers. Go into most any store and notice the general lack of that deference accorded a would-be purchaser in pre-war days.

Now, this period of abnormal prosperity attribut-

able to abnormal conditions in the supply market will not last always and when it is over the demand end of the game is also going to let down. Then the now haughty merchant who almost seemingly scorns in some instances his patrons, will be out again gunning for elusive profits that come into his till from the pockets of the people who give him his living. The public does not easily forget, even if P. T. Barnum was right about the people liking to be fooled, and the merchant who now makes a specialty of courtesy will be remembered when the slack season comes and he will have no trouble keeping the trade he had built up, while his less careful brother will be bemoaning the fact that his rent is due, his stock is slow moving and the receivers threatening to close him up, as he should be. Moral: "Don't bite the hand that feeds you."

#### THE DIVISION OF NEGRO ECONOMICS OF THE UNITED STATES DEPARTMENT OF LABOR.

Every Negro of thought has at some time given the work of Dr. Haynes of the Division of Negro Economics of the Department of Labor some consideration. Some have given it more than passing thought, and it is our firm conviction that every forward-looking Negro in the country should get behind this one proposition for this Congress and use his influence to have the work of this division perpetuated. We are going to write a letter to Senator Carter Glass and to our Congressman right away, and by the time this article is published the letters will be in the hands of these gentlemen. We hope also that as many of our friends who can will do likewise and not wait until the time for Congress to act upon this matter before taking it up with the powers who are to decide upon it.

The Associated Negro Press under a release of November 27th states:

"R. L. Mays, international president of the Railway Men's International E. I. A., has taken up with Senator Medill McCormick and Congressman Martin B. Madden the subject of having Congress provide for the continuation of the Bureau of Negro Economics in the Department of Labor.

Congressman Madden in a statement to Mr. Mays says: "This bureau and several others were

created as war measures for the better correlation of different groups of workers during the war period. It was thought by many that when the war ended there would be no need for their further continuance, but if the experience of those most directly affected leads them to believe that the work done during the war proved of such value as to justify its continuance as a peace-time activity, I see no reason why their judgment should not be given great weight and the question of legislation making it a useful arm of the government given early and favorable consideration."

In another release under the same date the same Associated Negro Press Service has this to say:

"Thousands of Negroes, who flocked North by trainloads during the summer, are returning South.

"Disappointed by failure to find the higher wages and better conditions about which employment agents glibly talked, their old employers say they are eagerly seeking to return to the work they left.

Country Negroes declare their higher pay was more than counter-balanced by increased living costs in industrial cities. City Negroes often found their wages in Northern cities did not equal their pay in Southern cities.

"Reports received by local employment bureaus show that 250,000 Negroes went North during June, July and August this year. There was considerable Negro migration almost from the start of the war.

"Tennessee, Arkansas, Mississippi, Georgia, Alabama and Kentucky were chiefly hit by the Negro migration, Mississippi showing an actual decrease in population.

"The supply of Negro labor in Mississippi is estimated to have been cut 50 per cent during the summer.

"According to R. C. Wells, of the Memphis employment Bureau, and railroad men, the migration of Negroes has now almost completely stopped, while the return movement is growing so heavy that, if it continues at its present rates, about 85 per cent of those who left will have returned before the end of the winter."

Further on in this article we are printing the Plans of The Department with reference to this work, the same having appeared in an article pre-

pared by Dr. George E. Haynes, Director of the Division of Negro Economics, especially for the "Negro Labor Survey Edition" of the California Free Lance, a publication which has done as much in the interest of Negro Labor as any other journal in the race. Study the conditions as set out in the second release of the Associated Negro Press and then drift over to the program of the Division of Negro Economics, and then see if you don't think it is well nigh impossible for the Federal Government to handle this important phase of administration duties without some well organized division under the immediate direction of some specially trained Negro expert like Dr. Haynes. We draw no further conclusions here, but put the matter up to you straight, furnishing the facts and ask that you draw your own conclusions. After you draw your conclusions, get busy with your stenographer and dictate that letter to your congressman and senator before it passes out of your mind.

The work of the Division of Negro Economics was cut short when appropriations were exhausted and Congress failed to make any further provision for this important work. However, Dr. Haynes has been able to maintain a skeleton of his war-time efficiently organized field staff, and under untold handicap has been able to prove beyond a question that this work is all but indispensable to the general governmental welfare. By dropping this work when it did the government lost the services of some mighty good men. The State Supervisor of Virginia had built up 56 county Negro Workers' Advisory Committees and they were a compact, careful, painstaking group. The government lost the services of T. C. Erwin, state supervisor for Dr. Haynes Division in Virginia, one of eleven state divisions. It was the Government's loss but possibly the race's gain for Prof. Erwin since that time has helped organize and is now the president of what promises to be one of the most prosperous banks in Virginia.

The program of the Division of Negro Economics as furnished the California Free Lance Labor Survey Edition by the Director of Negro Economics is as follows:

1. *Surveys*—The department plans to continue keeping informed of migration and movements of negro labor and of its available supply, shortage or

demand in various localities, in order that both employers and wage-earners may be served.

2. *Investigations*—Negro conferences and meetings of various kinds wherein the state of mind of the negro people may be ascertained from a neighborhood and locality viewpoint will be the subject of information to the department.

3. *Publication and Publicity*—Publicity will be given to such facts and information as will be helpful to white employers, white workers and negro workers in creating good will and a spirit of co-operation. Local conferences of these groups, where the lead and consent of representative white citizens may be obtained, will be held and the free and frank discussion of local problems and conditions of labor will be had.

4. *Co-operation*—The department will seek greater co-operation from white employers and white workers who are interested in improving the productive efficiency of negro workers and improving their relations to white employers and white workers. In this effort the department will welcome the aid of individual employers and of associations of employers, chambers of commerce, councils of national defense and organizations, agencies and boards, as well as local officials and local governmental agencies that may be interested.

The department recognizes in this negro work the local character of the problems between local employers and local employes and that the complete co-operation of all the interests involved is indispensable to any amicable adjustment of the delicate and difficult questions that are now confronting agriculture and industry where negroes are involved.

Conferences and co-operation with employers will be sought, looking to the training, housing, thrift, health, regularity, stability and recreation of negro workers as being the means through which greater efficiency may be attained by them, to the end that the growing demand for more efficient labor may be met by the use of negro workers in as many lines as possible.

5. *Advisory Service*—Advisory service of the division of negro economics to the several bureaus and divisions of the department in such ways as will help in the more effective recruiting, distribution

and improvement of negro workers will be continued.

6. *Efficiency Campaigns*—The department plans to stimulate the co-operative negro workers' advisory committees to be of more practical value for increasing the productive power and efficiency of negro workers and improving their relations to white employers and white workers. To this end a variety of means is contemplated in the way of shop talks, pictures, cartoons and placards; public speeches and the presentation of printed matter to negro audiences; and a generally systematic educational campaign.

#### *Present Scope of Negro Economics.*

After the close of the past fiscal year Congress failed to provide any funds with which to finance the negro economics work in its full strength during the fiscal year. This lack of funds made necessary a closing up of the field offices in eleven states and curtailment of the administrative force at Washington.

The high regard for the work by the secretary of labor and his desire to continue it with whatever strength was possible is well evidenced by the following words of the secretary in a personal letter to the director of negro economics under date of July 12, 1919:

So important do I consider the information, advice and departmental aid furnished through your work as director of negro economics, a war service of the Department of Labor which I created in order to harmonize the labor relations of white workers, negro workers and white employers and thereby to promote the welfare of all wage-earners in the United States, that I hereby request you to continue the service.

#### PATRONIZE OUR ADVERTISERS

Dependability is the bulwark of modern business. METHOD is an exponent of modern business, and modern business men look for dependable mediums through which to sell dependable goods to dependable people.

The commodities offered in our advertising pages are dependable, and we recommend that you lend a partial ear to the messages of the houses offering them.

## GETTING UNDER ROOF

By

THOS. J. CALLOWAY

*(The author is possibly best remembered by his "Getting Under Roof" at the Jamestown Exposition—16,000 exhibits of 9,000 Negro exhibitors. Mr. Calloway has made an exhaustive study of housing conditions, having been engaged in a big way in the real estate business ever since the Exposition, and is located in Washington. We are fortunate in being able to give to our readers Mr. Calloway's views on this all important subject.—The Editor.)*

The most urgent problem of the race is that of correct or improved housing. Just now all the cities and industrial centers have the same story of over-crowding and enormous rents to pay. The high wages are all for naught if the wage earner must pay it all out for a place in which to live and still, even after paying such prices, have a place that is not conducive to the most comfort. It is useless to recite statistics of the various cities to prove this statement, for it is the same and universal story in all centers. What then is the remedy? This is all that can interest us at this time.

Shall the remedy be to preach and urge all persons to leave the cities and go back to the spacious farms? Such advice will fall on deaf ears. The great majority of those who have left the farm for the city will not go back. They dread the isolation, the long days of hard, strenuous work, the uncertainty of harvests, the poor school facilities for their children, the absence of social life, etc. At whatever sacrifice or shortening of their ways by unhygienic living they will suffer all these rather than go back. Then, too, the cities need their labor and in these cities they can find the high attractive wages that purchase the wants of their lives, good schools and churches, lodges and social clubs. All this goes to show that the "back to the farm" slogan is a losing propaganda; at least till rural life is improved either by government activity or otherwise.

One remedy would be to build up apartments of many stories like those of New York City and continue to multiply them as fast as the city population demands. My multiplying apartments of eight to ten stories height provision can be made for a vast

population in a small area. But is it wholesome to live under such congested conditions? Let any one who has made even a casual inspection of the congested section of New York City answer.

There is another solution for the city housing, and this seems to me to be the best. I would make suburban living available to the family of small income by providing it a lot and a cottage in the fresh air within a trolley ride of the city jobs. This plan calls for less investment than the plan to multiply apartments in the heart of the city, it offers private ownership to the family which is conducive to a higher standard of citizenship, it enables the thrifty family to have a garden, poultry, etc., and thus meet the cost of living in this way supplemental to their wages.

Will suburban living attract the family of small income? A few years ago some of us decided to try the experiment. We secured a tract of land on the trolley connecting Washington, D. C., and Baltimore, Md., and Annapolis, Md. Our tract is nearly 14 miles from the heart of Washington and about 7 miles from the line of the District of Columbia and Maryland, being located in Prince George's County, Maryland. We named our subdivision Lincoln, Maryland, after the martyred President. The building lots were made to average 50 feet wide by 150 feet deep so as to provide ample space for the garden, the flower beds, the chicken yard, the pig sty, fruit trees, etc. The separating streets were from 50 to 70 feet wide so as to assure plenty of air space and roominess between homes. We had some cool springs of splendid water and these springs were gathered into a reservoir specially constructed of concrete and hold fifty thousand gallons. Upon a high point we erected a ten thousand

gallon wooden tank and we provided a gasoline engine and pump with which to hoist the water into the tank. From the tank the water flows by gravity through a two-inch main into all the homes. With this water system all necessity of wells was removed and the opportunity for modern plumbing was made available. Most of the homes are so provided, so that there is little difference between the city convenience and those in Lincoln, Md. But the real question is, has Lincoln attracted many home-seekers from the city? If we are to be guided by the actual numbers who are living there the answer would not seem to be very decidedly pro. At this time there are less than fifty homes in Lincoln and Buena Vista, the latter being an outgrowth of our experiment. But the actual count does not show that we have not the real solution of the city housing problem. If we could finance the building of homes in such way that the city renter could move into a home on rent terms without so large a first payment it would be no difficulty in getting takers. We have had many times more applications for homes than we have been able to provide, for the reason that heretofore we have had to require a very substantial first cash payment which the city applicant has been unable to provide. Given sufficient building funds we would have a constant stream of immigrants. We are now engaged in constituting such a fund and we hope to demonstrate the solution to the financial as well as moral satisfaction of those engaged in the movement.

It may be asked, How does the life in Lincoln compare with that in the city in its moral and civic aspects?

In answer let me cite some illustrations. For some years, beginning shortly after the beginning of the colony, there has been maintained a Lincoln Citizens Association, membership in which attaches to each resident. This organization looks after the general interests of the community. It conducts an annual fair in which are shown choice specimens of chickens, pigs, garden and farm products, sewing, fancy work, canned articles, and for those pronounced the best prizes are awarded by disinterested judges. Some one is invited to deliver an address and music is usually provided. The

effect of the fair is to stimulate garden and poultry raising, to stimulate a lively competition for prizes and to create a local interest in general progress. Another demonstration of the good work of the association has just been proven. The road leading from Lincoln to the state highway had to be abandoned because of a broken down bridge and certain lack of title. Another and shorter way had to be adopted, but there were certain engineering difficulties that made the new way very expensive. It was necessary to build some 400 feet through a marsh by hand labor. Without any appropriation to provide for this the men of the community volunteered to meet on two nights a week and by the use of artificial light carry on the work. In this way the work was completed in six months and a road that would have cost three or four thousand dollars to accomplish was done by volunteer labor by men who had public spirit enough to do this work after performing a day's work in their own jobs. One other illustration: The public school became too small. It was decided to have a larger and better building than the country could be expected to provide. A subscription list was started and some entertainments given so that some eighteen hundred dollars in cash and bonafide subscriptions has been raised. Other illustrations might be given in the care of the public park and in the erection of the church. I do not need to remind the reader that children and adults who live in such atmosphere must be more moral, more co-operative, more public spirited, more serious minded than the average citizen of the city who is surrounded with so many institutions promoted to commercialize his amusements and to entertain him to no serious purpose.

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The Delsarte Film Corporation, a moving picture concern, has been organized in New York. As far as we can learn, this corporation intends having colored players in the leading role. The subject matter of the plays will be for the most part racial.  
—*The Promoter.*

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The Sarco Realty Co. has commenced building a theater at the southeast corner of 137th Street and Seventh Avenue, New York.—*The Promoter.*

## ADVERTISING--SCIENTIFIC AND PRATICAL

By F. GRANT GILMORE,  
Advertising Expert, of Philadelphia, Pa.

*(Mr. Gilmore is the author of that great Negro drama, "The Problem," one of the few mediums which have successfully disputed the claims of "The Birth of a Nation." The white as well as the colored press stands at a respectful distance before the pen of this rare talented business man. Mr. Gilmore is located in Philadelphia, from which place he conducts a national advertising agency. The Gilmore Co., of which he is president, is the accredited agent for the Advertising Department of METHOD.—The Editor.)*

The success of individuals, firms, corporations or any institution through which the interest of the public is solicited requires originality in thought and originality in an expression of that thought. One can be an inventor, yet with all the knowledge of the mechanical construction of his particular discovery, remain unable to market his product. It is here the advertiser is called upon to give to the world that which ingenuity conceived.

Advertising is both a science and an art, improved by experience with a persistency to force your product on the markets of the world regardless of competition. Advertising in fact was designed to batter down competition and turn the wiles of the competitor into boosters for your own product. A writer has said "The pleasure was in pursuit and not in possession." The love of the game is the motive power behind the advertising man who sees in the object he is exploiting a service not only to the trade but to humanity.

To rise to fame along commercial lines various methods are adopted to prosecute the motive of the individual. A man starts in business. If he has capital he must in an economical way so apply his judgment that the money invested will receive the proper impetus to give life to his enterprise. Originality, personality and persistency are brought forward to add vigor to this new life of commercial activity. In commercial circles we find divers cases. A man has risen to wealth and power. He trains his sons to follow in his wake. The father dies and the son becomes the head of affairs. Although the son knew the scientific end of the business he lacked the one potent force that was the secret of his father's success. The father spent thousands a year advertising his business. At his death the

son believed he could "cut expenses" as the firm was well known; so the son gives orders to stop publicity, taking from the business the life that was the source of the firm's success.

Publicity awakens the curious. Once aroused, investigation is in order. I have something. You



think you need it. I picture the great good and service I can be to you. You see; you read; you buy. The quality may be good or bad, nevertheless you have my goods and I have your money, and the cycle of trade is completed.

There are several forms of advertising, promiscuous, scientific, conservative, tactful originality, practical. Promiscuous advertising for example—a man tells of his product on a small bill or sheet; he employs men to distribute the same all over the city,

they are thrown in the gutter where they are not read; they lack the influence to attract hence are useless. Conservative advertising—When an article has demonstrated its value to the public the promoter needs only to keep alive the existence of the product as for example, the Ford car, the Kodak, the telephone. Scientific Advertising—That which is displayed to the person needing the article. A firm manufactures cork limbs. Although any one may need the service of the firm or manufacturer, yet you find most of his advertising in medical journals. The ad attracts the surgeon and he does the rest. Tactful originality—The New Product—The advertiser must first find the market for an article which is unknown, plunging with reckless abandon upon competitors using new thought, original display, courting criticisms never abandoning his mo-

tive—putting the thing “over.” Once established, success is assured. He then adopts practical methods. Practical advertising is using only the mediums needed to keep alive the interest and cutting the expense of the initial drive.

All branches of human activity must advertise. We find schools of learning, universities and colleges, advertising; modern religion finds that the more publicity it uses, the more the public becomes interested in its cause. Along all lines of civic, social, financial, in fact in all lines of endeavor, results obtained only through this particular channel. It only remains to improve the science of advertising that the application will fit the interest in which we are directly concerned. It is largely through this modern science that we will succeed as individuals, a race and a nation.

## FARMING AMONG OUR PEOPLE IN THE SOUTH

By

R. W. WESTBURY,

*President, National Negro Farmers' Association.*

Just at this time the farmers of the South, especially the Negro farmer, are facing what appears to be a desperate situation. Most of these are what is generally termed the one-crop farmer, in many instances the share-cropper; and now the price of cotton has fallen so far below their expectations the Negro farmer finds himself in rather bad condition.

During the war, under the direction of the Food Administration, more attention was paid to food-stuffs and greater economy practiced. Enough food was raised for home consumption and some to spare, but the high price of cotton for the past few years has induced the farmer to plunge largely into debt, neglect the food crops and practice extravagance. Many now find themselves unable to meet their demands. The cotton must be sold at a sacrifice, causing much loss and many privations.

We believe that the Negro is especially adapted to the South and to farming and when properly taught and educated in the business ethics as well as the scientific methods of farming he is a grand success.

We have living examples in our own state (South Carolina) of his ability to acquire wealth and success as a farmer. The greatest need of the Negro farmer in the South is more education and protection from those who would take advantage of his ignorance and trustfulness to induce him to spend his earnings extravagantly.

Jefferson City, Mo., Nov. 30.—The State Board of Agriculture has received information that corn is selling as low as 40 cents a bushel in localities not accessible to markets. Any considerable distance from a railroad, the usual price is now 50 cents per bushel. Corn has not been so low in years. Two reasons are ascribed for existing conditions. One is the large crop and another is the fact that farmers have largely ceased feeding for the market.

Persons from Wichita, Kans., who were here today, say that corn is selling in that State as low as 35 cents per bushel some distance from a good market.—*St. Louis Argus.*

## INSURANCE--A VOCATION

BY GEORGE W. BLOUNT.

*The following article has been published and distributed as a hand-poster by Mr. Blount, but it carries such an optimistic insurance message to the man in the field that METHOD is glad to publish it again for the benefit of Negro insurance generally.—The Editor.*

Fundamentally the purpose of life insurance is to provide protection against all financial loss which may be caused by sickness, accident, disability, old age, or death. It cultivates and encourages systematically the habits of thrift and economy. It provides the safest and most profitable form of saving and investment for the average person.

Insurance is recognized as a necessity and it is daily increasing in volume. As long as there is a demand for insurance, there will be a need for the efficient man who is willing to render useful service to the insuring public and insurance business.

With life insurance as your vocation, you have the opportunity of rendering to mankind a most useful and valuable service, a quality of service equal

in value to that being rendered by those representing any other vocation, profession or business.

To write insurance so that it will remain permanently on the books of your company, it requires careful preparation, regular and systematic study with earnest thought in your daily task. Be loyal to your company and its officers. Be an enthusiastic promoter and teacher of life insurance and its benefits. Help build and represent a financially sound, efficiently and progressively managed, modern company.

Your personal success will take care of itself if you put the interest of your company, its policyholders and prospects first and yourself afterwards. "He who serves best will profit most."

## METHOD GETS A "SEND ALONG"

CONGRATULATORY REMARKS FROM DR. EMMETT J. SCOTT,

*Secretary National Negro Business League.*

*(Dr. Scott needs no introduction to the public. His twenty years of racial service at Tuskegee and his practical program for the National Negro Business League are known from the Gulf to Canada and from Coast to Coast. Dr. Scott is one of the younger Negro men of vision, and we might add "pep."—The Editor.)*

"In contributing a few words to the initial issue of Method, The Magazine of Negro Business, a monthly to be published and edited by Frank Howard Hallion, lately associated with me as Special Assistant at the Headquarters of the National Negro Business League at Washington, D. C., I wish to say: Mr. Hallion attracted my attention more than a year ago by his energetic effort to put the Richmond Negro Business League 'on the map.' It was these efforts which led to my requesting him to join us in Washington as executive assistant at our national headquarters. His keen interest in the cause of the League and his sympathy with the program submitted by me at the Saint Louis Session of the National Organization, have been of

the greatest possible help to us in our efforts, along with the other officers of the League, to make it a living, vital force in the business life of our racial group.

"Under the direction of the devoted band of workers at the helm of the National Organization, I feel quite sure that if we may have the sympathetic co-operation of business men in all parts of the country, we shall make our National Organization a potential force in the commercial life of America.

"It gives me great pleasure, therefore, in this more or less informal way, to congratulate Mr. Hallion upon this individual effort of his in behalf of Negro business. He has my warmest congratulations and best wishes."



AN UNLIMITED FIELD OF OPERATION  
AND AN UNBOUNDED OPPORTUNITY  
FOR SERVICE

By THE EDITOR

In reply to a letter sent out from Method to newspapers and other journals of the race, seeking advice and opinion, we have received some very helpful suggestions and some interesting opinions which we feel our readers would like to hear. We haven't the space to print every communication received but give here extracts from the offices of some of our friends and admirers. We print here the opinions and keep the advice part for ourselves.

From away out in Frisco J. E. Wysinger, of the Western Outlook, sends this message in his letter to the editor: "As the field is a virgin one, much may be accomplished in giving our business men advice and arousing a community of interest that will be helpful to the race as a whole; and as your name implies, more *Method* in the conduct of business enterprises." He closes by saying, "With these few lines we hope you may realize your fondest hopes and become in fact the 'Exponent of Progress.'"

Rev. K. W. McMillan, of the Inquirer Publishing Company down in the Lone Star State, writes: "We are indeed glad to know of the appearance of such a magazine as yours among us, and congratulate you upon the step you have taken. We believe that you can do wonderful things." We believe so, too, Rev. McMillan, and are glad to see that somebody else does also.

John H. Rives, editor of the Dayton Forum, after congratulatory remarks, states: "You will be of great service to the race if you can through "Method" lead our business men into a modern system of conducting business." We are going to let the business men lead themselves, Mr. Rives, by telling each other every month through "Method" just how they are conducting their particular business. Kind of a hard thing to try to do so too much "leading."

Up from where you get your furniture Geo. M. Smith, managing editor of the Michigan State News, sends us these encouraging sentences: "I am very much interested in our group becoming more

modern and more united in our business relations and believe that in our efforts to compete, one with another, we often lose valuable advantages through lack of corporation. If your proposed magazine will point a way to a bigger and better fraternity among Negro business men, you may count on us among your followers." Read the editorial on Christmas, Mr. Smith, and see if we are not trying to preach the gospel of a brotherly spirit among business men.

The Smoky City sends down this through Ira F. Lewis, managing editor of the Pittsburgh Courier: "We think that this magazine which you are putting out will fill a long felt want in the colored business field." We agree with Mr. Lewis that want has been "long felt," and we are trying to fill it.

Then come Wesley C. Peoples, the great Pacific Coast publisher, and offers us the service of news releases distributed weekly by his various newspapers. He says: "Anything we can do for you in this neck of the woods, do not fail to call on us."

"Your proposition is a good one, for this reason: the destiny of the Negro depends upon colored literature just as long as you give them good clean, truthful facts," writes Elijah Stricklin, Jr., from the office of The Advocate, Wilmington, Del. With some good, sound advice bearing on journalism in general Mr. Stricklin closes wishing us unbounded success. We shall try our best, Mr. Stricklin, to make our matter truthful, good and clean.

H. T. Bowman, manager of the Citizen Publishing Co., strikes close home when he states: "I believe that such an enterprise should succeed especially if it takes the place of an information bulletin, giving progressive real news of opportunities to engage in live Negro propositions." That is part of the service of Method, Mr. Bowman, and we are asking the business men all over the country to cooperate with us in our effort to give publicity to Negro business opportunities.

W. P. Bayless, manager, sends us the opinion from the office of The Competitor at Pittsburgh, that "The time is, indeed, ripe for just such publication as you contemplate publishing and we feel certain that it will receive the loyal support of our people everywhere." A most encouraging message, and we shall ever do our best to merit the support of the business group of our people.

With such complimentary and encouraging, helpful and boosting remarks from all over everywhere, even if we felt like turning back, the impetus given us by the public and our fellow-journalist would strengthen our determination to go forward. No enterprise, we believe, has ever been started that had any larger portion of the moral support of those engaged in similar activity. For this we are truly grateful, and we ask that the public co-operate with us in our campaign of business service, that we may help lighten the burden of the Negro business man.

#### OUR COVER DESIGN

Mr. George H. Ben Johnson, artist and cartoonist, of Richmond, Va., has been engaged and is now working on a design for our cover. This is to be a permanent, decorative and artistic design, the center of the bottom panel to be left blank for insertions of such matter as we see fit each month to print, just as the current number has an extract from the speech of Mr. Walker.

George H. Ben Johnson is well known through his cartoons which appeared in the Richmond Planet for a long time, two of which were copied by the Literary Digest. We feel free in asking the public to watch for this, another specimen of the unusual work of a Negro; and we feel confident you will be pleased. Method will spare no pains nor any part of its income to constantly watch for opportunities for making a better journal and building a better service for the business man.

#### J. S. HUGHSON, CASHIER OF WINSTON-SALEM BANK

The Citizens Bank and Trust Co., of Winston-Salem, N. C., will open for business December 9th with Mr. J. S. Hughson, at present general ledger bookkeeper and auditor of the Tidewater Bank & Trust Co., as cashier. Mr. Hughson is a Howard man and taught languages at the Booker T. Washington High School, Norfolk, Va., before entering the banking business. His training and experience, both theoretical and practical, in banking acquired at the Mutual Savings Bank, Portsmouth, Va., and the Tidewater Bank & Trust Co., under the capable supervision of Mr. J. S. Jones, as cashier and secretary-treasurer, respectively, makes him pre-eminently fitted for his new duties and responsibilities.

Mr. Jones will accompany the new cashier to Winston-Salem, open the books for the bank and remain long enough to assist in training the second man. The Citizens Bank & Trust Co. marks the seventh Negro bank opened by reason of the inspiration, information and assistance rendered by the Tidewater Bank & Trust Co. since it opened for business June 9, 1919. The officers of the new bank will be: Dr. J. W. Jones, president; G. W. Hawkins, vice-president; J. S. Hughson, cashier, and John A. Blume, assistant cashier.—*Norfolk Journal*.

#### A HINT FROM NATIONAL DEFENDER AND SUN

Ten thousand lines of space are to be used in the Baltimore (Md.) newspapers by the Board of Estimate in an effort to win the people over to permit the board to borrow \$51,000,000.

Here is a concrete example of sensible government advertising. The city has appropriated 30,000 to advertise to its residents facts, as the authorities see them, in support of the bond issue.

Washington, Nov. 17.—The incorporation of the Prudential Bank, a commercial and savings institution with a capitalization of \$100,000, and the incorporation of the Standard Investment and Development Company for \$150,000 gave the Negroes in the District of Columbia a total of nineteen recently organized corporations with an aggregate capitalization of \$2,880,000.

Included in this list is a hotel and apartment house proposition, two banks, a broom factory, two building and loan associations, a farming and merchandise company, a housing corporation, a life insurance company, a theater corporation, a commercial company owning valuable property, an investment and development company that recently purchased eight stores for \$120,000 in the busiest part of the uptown section, a suburban pleasure park association, a motion picture corporation, several realty corporations, whose recent purchases of large and centrally located apartment houses have greatly relieved the housing situation among our group, and several co-operative organizations that are conservatively from the sale of stock to members of the race.—CHAS. E. HALL, in *The Negro World*.

**CLASSIFIED SECTION**

BUSINESS OPPORTUNITIES

POSITIONS OPEN

EMPLOYEES AVAILABLE

RATES FOR THESE COLUMNS, 25 cents per line in advance. Minimum charge, \$1.00.

If you are ambitious and want to earn from 35 to 75 dollars a week, in work that will take you among the most progressive business people, write to **Melwin Finance Corporation**, 514 N. Second St., Richmond, Va.

**WANTED**—5,000 Subscribers for **METHOD** in 30 days. Will you be one.

**Practically Every Business Man** of the race will see this space. What have you to say to them.

**AGENTS** make good selling **METHOD**, The Magazine of Negro Business.

When Considering **Investment Securities** consult us first. No charge for advice. **Melwin Finance Corporation**, 514 N. Second St., Richmond, Va.

**Pelton was once poor.** Now he is rich. He did it advertising. For your own problem try **METHOD'S** classified section.

**10 First Class Salesmen Wanted** at once. Full time proposition. Apply in person or own handwriting. **Melwin Finance Corporation**, 514 N. Second St., Richmond, Va.

**SELECT LIST OF BOOKS:** The Haitian Revolution, Price, \$1.50; The Negro Faces America, Price \$1.75; Dark Water, by DuBois, Price \$2.00; The Aims and Method of a Liberal Education (Addresses by Edward Willmot Blyden), Price 50 cts. Agents wanted. Write to **Young's Book Exchange**, 135 West 135th Street, New York.

**WANTED Live Agents at once, to sell Dudley's Famous Auto Polish** for furniture, pianos, church pews, hardwood floors and hundreds of other things that have a varnished surface. Makes them look like new. Agents can make \$50.00 to \$75.00 per week selling Dudley's Polish to furniture dealers, drug stores, hardware stores, churches, housekeepers, automobile stores, paint stores and grocery stores. Special Offer: For 90 days we will ship to all new agents \$10.00 worth of Dudley's Polish for \$5.00. Take advantage of this special offer at once. **Dudley & Porter Manufacturing Co.**, 916 S. Main St., Muskogee, Okla.

## THE NEXT ISSUE

P. B. Young, journalist, banker and publisher, in the next issue will tell through a letter to the editor what he thinks Negro business most needs. C. C. Spaulding, of insurance fame, will also state his views on the same subject. Mr. Spaulding ought to know, for he is a pioneer in possibly the Negro's greatest business branch—insurance. George W. Blount's "Creed of a Negro Salesman" will also appear, and Dr. W. S. Woodson, Grand Worthy Master of the True Reformers, will tell of "The Rise and Progress—The Failure and the Coming Back" of the Reformers order. The editorials will have the usual punch. Don't fail to follow the editor in his discourse on The New Year. Other feature articles will round out another "knock-out" issue.

Fathers, let your son enter a pleasant and profitable business for himself. By handling **METHOD** he will come in contact with the business men and women of the community, getting business atmosphere as well as learning further the lessons of self-reliance which you have been teaching him at home. Keep pace with the business spirit of the race by constantly reading **METHOD**, The Magazine of Negro Business. In order not to miss a single copy, send in your subscription at once.

Another modern and up-to-date bakery, known as the **Universal Negro Baking Co.**, recently opened at 2488 Seventh Avenue, between 144th and 145th Streets. We beg of our readers to give this new corporation all the patronage possible. Let the "Race First" idea actuate your purchasings.—*The Negro World.*

**Dr. JULIA P. H. COLEMAN, Pres.**  
**THE HAIR-VIM CHEMICAL COMPANY**  
**Washington, D. C.**

**Will have an important announcement to the  
business women of the race, in this space  
next issue. Watch for it.**

Take Your Meals at the

**IDEAL LUNCH ROOM**

The Dining Room Beautiful

W. B. WADE, Proprietor

1927 - 14th Street, N. W. Washington, D. C.

If you want service and quality when in Washington

TAKE YOUR MEALS AT

**Washington's Cafe**

11th and You Streets, N. W.

Open all day

And all night.

**. Church Street Lunch .**

JOHN MOORE, Proprietor.

Meals Served at All Hours.

1464 Church St., N. W. Washington, D. C.

**∴ E. L. CRUMMIE ∴**

COMMERCIAL ARTIST.

**SHOW CARD WRITER**

MAIL ORDERS.

1359 You Street, N. W., Washington, D. C.

**OSCAR QUIVERS**

Leading Colored Optician in Washington.

All Styles and Makes of Frames and Glasses.

CONSULT ME ALONG ALL LINES.

928 You Street, N. W.

**FOR SALE**  
FINE WATER COLORS AND OIL PAINTINGS

THE WORK OF

**Mr. S. O. COLLINS, The Artist,**

PRICES REASONABLE.

Studio: 1816 12th St. N. W., Washington, D. C.

45,000 READERS WEEKLY

**"THE TATLER"**

FRED R. BYRD, Editor.

**A Snappy Journal of Society**

EDITORIAL OFFICES:  
The Tatler Building, 1924 13th Street, N. W.  
WASHINGTON, D. C.  
Phone, North 4499

"If you don't read the Tatler, you don't know what's going on."

A Great Investment Opportunity—Buy Stock in the

**Savannah Motion Picture Corporation**

(\$100,000 CORPORATION)  
A Corporation of Negroes  
CATERING EXCLUSIVELY TO NEGRO TRADE



THE THEATRE.

Stock now on sale, \$10.00 per share, Cash or Installment plan. Positively a Safe Investment.

**BUY STOCK NOW AND GET IN ON THE GROUND FLOOR.**

Send for circulars and application blanks. G. H. Bowen, General Agent, 523 W. Broad St., Savannah, Ga.

## “ATTENTION”

Advertising is intended to make sales and sales make MONEY. That's what you are in business for. But you can't sell a man until you have his ATTENTION. That's what METHOD is for. It is a great power for attention-getting because.

It is new. It is novel.

It appeals to the business instinct of the race. It's articles are full of interest and information.

It SERVES the business man and anything that SERVES gets attention.

The attention METHOD attracts will bring **YOUR business** to the attention of our clientele.

It is circulated mostly in the business world and specializes in **QUALITY** attention and not **QUANTITY** attention. It will pay you to write at once for rates to

**ADVERTISING DEPARTMENT METHOD,**

**514 N. Second Street,**

**Richmond, Va.**

# **SECURITIES**

In offering a Security to the Public

THE

## **MELWIN FINANCE CORPORATION**

OF RICHMOND, VIRGINIA

makes thorough investigations and takes care that the stocks it recommends are of the first water.

All securities we are handling have had to under-go the acid tests of our experts, and we offer to you with impunity the stock of

### **The Commercial Bank and Trust Company**

OF RICHMOND, VIRGINIA

AT \$25.00 PER SHARE

This Bank is now open and doing business. Deposits on opening day were over \$53,000.00.

We have a few openings for salesmen of ability.

### **Melwin Finance Corporation**

514 North Second Street,  
R CHMOND, - VIRGINIA.

M. C. CLARKE, *President.*

T. C. ERWIN, *Sec'y-Treasurer.*

# **RICHMOND**

## **THE RICHMOND CHAMBER OF COMMERCE furnishes the following facts.**

RICHMOND has, within the city limits, a population of 171,667—U. S. census of 1920.

According to the census, is growing at the rate of 34.5 per cent.

Has an area of 26 square miles.

Has \$39,828,069 invested in manufacturing enterprises which yield annual sales of \$155,745,600.

Has forty out of every 100 of its working population engaged in manufacturing and mechanical affairs.

Has very low electric, gas and water rates.

Has forty-two public schools, and 34,444 scholars, and many private and parochial schools.

Has the largest book publishing house, and the largest lithographing establishment in the south.

Has the largest cigar factory, cigarette factory, wood works, baking powder factory, blotting paper industry, and bottled flavoring extract factory in the world.

Has one of the largest locomotive plants in the world, and is the home of the world's largest fertilizer works.

---

## **THE RICHMOND NEGRO BUSINESS LEAGUE Makes the following claims**

RICHMOND has good schools, good churches, good water, good drainage, good jobs, good money, good *homes*, good heat and good light.

Richmond has good colored people and good white people—good relations between all its people—Richmond is the best place in America for a colored man to live.

Any person desiring a good location for business or the practice of his profession will do well to write and get full particulars from

**THE RICHMOND NEGRO BUSINESS LEAGUE**  
514 N. Second Street,  
RICHMOND, VIRGINIA.

September 21, 1920.

Mr. Shelby W. Harrison  
Russell Sage Foundation  
New York City.

Dear Mr. Harrison:

I understand that you have prepared a reference list of social surveys. If you have copies for distribution I would appreciate receipt of two or three copies.

Thanking you in advance,

I remain

Yours very truly,

Director of Negro Economics.

H/MLC



# INTERCHURCH WORLD MOVEMENT OF NORTH AMERICA

SURVEY DEPARTMENT  
45 West 18th Street

Home Missions Division  
RALPH E. DIFFENDORFER

NEW YORK CITY

S. EARL TAYLOR, General Secretary

January 2, 1919.

Miss Mattie L. Campbell,  
Secretary,  
c/o Dr. Geo. E. Haynes,  
Department of Labor,  
Washington, D.C.

My dear Miss Campbell:

This is to say Dr. Haynes has  
advised that all mail after the  
2nd and 3rd inst. be sent to Atlantic  
City, c/o Ridley Hotel, Artie Ave.,  
bet. Indiana & Ohio Ave.

Yours very truly,

*Geo. E. Haynes*

PER

*J. G. M.*

Secretary.

RECEIVED  
DEPARTMENT OF LABOR  
JAN 3 1920

Director of Negro Economics

U. S. Department of Labor  
INFORMATION AND EDUCATION SERVICE  
Washington

A SOLUTION OF THE RACE PROBLEM

Information regarding one of the most successful experiences in the employment of Negroes ever undertaken in this country has been received by the Director of Negro Economics, Department of Labor, from R.M. Andrews, one of its field investigators in North Carolina, in a report on the policy of a large manufacturing company operating 17 plants in the United States and Canada. The North Carolina plant investigated by Mr. Andrews is said to be typical of the lot:

In view of the facts recently brought out by the investigators of Negro migration in 1916-17, and the consequent labor shortages in certain parts of the South, the report is of very practical interest, for the negroes employed by this company are so well satisfied with conditions that they seldom leave their employment.

At the North Carolina plant, 900 of the 1700 workers are Negroes, mostly from North Carolina, Georgia and Mississippi. The company expects soon to employ 1200 Negroes there. The total Negro population of the town is about 2000.

The average worker makes \$100 a month without difficulty, working an 8-hour day, and as the work is not physically exacting, can almost double this amount through overtime. The company also pays a monthly bonus increasing with length of service. The plant is equipped with steel lockers, individual wash bowls, and shower baths. Every effort is made to provide facilities necessary for comfort and cleanliness.

The Negro colony is composed of well-built houses, equipped with running water and electric lights. Rents are low, and the homes may be purchased on a 10-year plan. Home buying is encouraged, and every home has a garden plot. The company pays for a school, open nine months in the year. There is a night school for workers who wish to study. Boys more than 17 years of age employed in the plant are released for school attendance a part of the time during the day.

Many Negroes are engaged in business enterprises. They operate boarding houses, cafes, a dance hall and a drug store. A white firm operates a pool room and picture theatre for colored workmen. The company is building a hospital and two churches, and is assisting the Supervisor of Negro Economics for North Carolina in an educational campaign to promote thrift and efficiency among the workers.

Only intelligent and self-respecting workers are employed, and married men are given the preference. Colored leaders, in cooperation with the company, have succeeded in almost eliminating drunkenness and other vices.

A representative of the Department of Labor has organized at the North Carolina plant a Negro workers' advisory committee.

# WAR CAMP COMMUNITY SERVICE

SURROUND THE CAMPS WITH HOSPITALITY

## OFFICERS

HONORARY PRESIDENT THEODORE ROOSEVELT  
PRESIDENT JOSEPH LEE  
2D VICE-PRESIDENT WILLIAM KENT  
3D VICE-PRESIDENT ROBERT GARRETT  
TREASURER GUSTAVUS T. KIRBY  
SECRETARY H. S. BRAUCHER



CONDUCTED BY  
RECREATION ASSOCIATION OF AMERICA  
1 MADISON AVENUE, NEW YORK  
FOR THE  
WAR DEPARTMENT AND NAVY DEPARTMENT  
COMMISSIONS ON TRAINING CAMP ACTIVITIES

MANAGER, WASHINGTON OFFICE  
E. DANA CAULKINS

WASHINGTON OFFICE  
15TH AND G STS. N.W.  
PHONE MAIN 2926-DR-3

## BUDGET COMMITTEE

HORACE E. ANDREWS  
CLARENCE M. CLARK  
MYRON T. HERRICK  
JOSEPH LEE  
CHARLES D. NORTON  
HENRY W. DE FOREST

1800 Virginia Avenue N.W.  
Washington, D. C.  
July 12, 1919.

Mr. George E. Haynes  
Director of Negro Economics  
Department of Labor  
Washington, D. C.

Dear Mr. Haynes:-

This will acknowledge receipt of your letter of July 10th,  
with enclosed list, for which please accept my thanks.

I would suggest that you send me the names of the two  
women whom you believe to be suitable for our work and I will transmit  
them to our Personnel Department for the necessary consideration.

Sincerely yours,

*E. Dana Caulkins*  
Manager

EDC:L

*[Handwritten signature]*  
7/19/19

RECEIVED  
DEPARTMENT OF LABOR  
JUL 15 1919

Director of Negro Economics

GENERAL APPOINTMENT-FIXED DATE

DEPARTMENT OF LABOR  
OFFICE OF THE CHIEF CLERK  
WASHINGTON



October 13, 1919.

Mr. George E. Haynes,  
Through Commissioner of Labor Statistics.

*Negro Economics*

Sir:

You have been appointed, subject to taking the oath of office,  
and to actual entrance upon duty (unless on authorized leave) on  
the date indicated, Expert

in the Bureau of Labor Statistics  
(for duty outside of the District of Columbia)

at a salary of Twenty-Seven Hundred and Sixty dollars per annum,

effective October 1, 1919, in accordance with Departmental authority of  
that date.

Your appointment will continue for a period not to exceed three months.

(By extension of appointment).

By direction of the Secretary:

Respectfully,

*J. Gompers*  
Chief Clerk

*Noted  
Lett  
LD 10/18/19*

Appropriation: Miscellaneous Expenses, Bureau of Labor Statistics.

Vice:

Legal Residence: Tennessee.

RECEIVED  
DEPARTMENT OF LABOR  
OCT 16 1919

14-3000

Director of Negro Economics

*Lill*

TENTATIVE SCHEDULE OF DR. HAYNES FOR OCTOBER:

1st to 8th Washington.  
9th to 12th New York  
13th and 14th Washington  
15th Columbus  
16th Detroit  
17th Toledo  
18th Pittsburgh  
19th Meadville  
20th Pittsburgh  
21st and 22nd Cincinnati  
23rd Louisville  
24th En route  
25th to 27th Atlanta  
28th En route  
29th to 31st Washington.

*Haynes*

TENTATIVE SCHEDULE OF DR. HAYNES FOR OCTOBER:

1st to 8th Washington.  
9th to 11th New York  
13th and 14th Washington  
15th Columbus  
16th Detroit  
17th Toledo  
18th Pittsburgh  
19th Meadville  
20th Pittsburgh  
21st and 22nd Cincinnati  
23rd Louisville  
24th En route  
25th to 27th Atlanta  
28th En route  
29th to 31st Washington.

COPY FOR K.P.

Haynes

ITINERARY OF DR. HAYNES:

*File*

- November 14 and 15(night) - New York - 894 Broadway
- November 16 - Springfield, Mass. - Care of Rev. Wm. N. DeBerry,  
pastor, St. John's Congregational Church.
- November 17 and 18 - New York - 894 Broadway
- November 19 and 20 - Washington
- November 21 and 22 - Columbia, S.C. - Care of J.A.J. Brock (904  
National Loan & Exchange Bank Bldg.)
- November 23 (Subject to change) - Badin, N.C. - Care of Andrews
- November 24 - En route
- November 25 - New York
- November 26 - Washington
- November 27 to December 2 - Atlanta, Ga. (200 Auburn Avenue, Care  
of W.A. Bell).

*Haynes*

November 22, 1919.

Dr. George E. Haynes,  
Director, Survey - Interchurch World Movement,  
894 Broadway,  
New York, N. Y.

Dear Dr. Haynes:

Herewith, in duplicate, is list of names of members of Negro  
Workers' Advisory Committees.

Respectfully,

Karl F. Phillips.

*Haynes*



I t i n e r a r y - DR. GEORGE E. HAYNES

December 15 - New York, N. Y., Greenhut Bldg., - Sixth Ave.,  
and 18th St., c/o Interchurch  
World Movement - 'phone Watkins  
9030 - Branch 65.

16 - En route St. Louis, Mo.

17 - St. Louis, Mo., Colored Men's Branch, Y. M. C. A.

18 - Nashville, Tenn., c/o Fisk University

19 - Louisville, Ky., address to be supplied

20 - Cincinnati, Ohio, Ninth Street Branch, Y. M. C. A.

21 - Columbus, Ohio, Colored Men's Branch, Y. M. C. A.

22 - Cleveland, Ohio, c/o E. R. Wright, 801 Hippodrome Bldg.

23 - Pittsburgh, Pa., c/o Zahniser - Address to be supplied

24 - Washington, D. C.

25 - Washington, D. C.

26 - Washington, D. C.

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h

P

Copies to:

Mrs. E. R. Haynes  
Dr. George E. Haynes  
Dept. of Labor

Schedule - Geo E. Haynes.

Dec.	18	St. Louis	Pine St.	Br. Y.M.C.A.	
"	19	Nashville	Tenn. c/o	Mr. Zumbunner	
				810 Bdwy.	<i>102 Todd Bldg.</i>
"	20	Louisville	Ky c/o	Mr. Stockbridge	<del>Inter-South Bldg.</del>
"	21	Cincinnati	O c/o	9th St. Y.M.C.A.	
"	22	Cleveland	O. c/o	Mr. E.R. Wright	
				801 Hippodrome Bldg.	
"	23	Pittsburgh,	Pa c/o	Mr C.R. Zahuiser	
				2451 4th Ave.	
"	24-25	Washington	C.C.	1761 T St. N. W.	
				Department of Labor	
"	26-28	N. Y.			
"	29 to	Jan 1-	'20		Des Moines, Ia.
Jan	2	_____			

GEH/TCM.

*Noted*  
*RP 12/16/19*  
*Frank S. Phillips*

*78262*

*Haynes*

December 29, 1919.

Miss T.C. Manly,  
Interchurch World Movement,  
Greenhut Building,  
New York City.

My dear Miss Manly:

Will you kindly send by return mail  
Dr. Haynes' itinerary in full, January 1 to Jan-  
uary 14, 1920.

I am enclosing carbon copies of two  
letters addressed to Dr. Haynes at Des Moines for  
his attention in case the originals do not catch  
him.

Have you had time to comply with  
Mr. Phillips' request?

Yours very truly,

Secretary to Dr. Haynes.

Enclosures - 2

December 29, 1919.

Miss T.C. Manly,  
Interchurch World Movement,  
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him.

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Mr. Phillips' request?

Yours very truly,

Enclosures - 2

Secretary to Dr. Haynes.

*Notes*  
*[Signature]*  
*1/19/20*

# INTERCHURCH WORLD MOVEMENT OF NORTH AMERICA

SURVEY DEPARTMENT  
45 West 18th Street

Home Missions Division  
RALPH E. DIFFENDORFER

NEW YORK CITY

S. EARL TAYLOR, General Secretary

December 31, 1919.

Miss Mattie L. Campbell,  
Department of Labor,  
Washington, D. C.

My dear Miss Campbell:

I am enclosing herewith Dr. Haynes' itinerary from January 1 to January 5 and will mail the schedule for the following dates within a few days.

Carbon copies of letters forwarded to Des Moines received.

Yours very truly,

PER

RECEIVED  
DEPARTMENT OF LABOR  
JAN 1 1920

Director of Negro Economics

CK  
RB  
1/1/20

*Haynes*

ITINERARY

Dr. George E. Haynes.

January	1	Des Moines	c/o	Headquarters Student Volunteer Convention. Leave Des Moines Via Rock Island @ 10:10 P.M.
	2	Chicago, Ill	c/o	Arrive 8:35 A.M. Mr. F. O. Beck, 1318 Association Bldg.
	3	Detroit, Mich	c/o	Mr. Jas. H. Cole, 395 St. Antonio St.
	4	Detroit	"	Leave Detroit 5:20 P.M. for Toledo, O. Leave Toledo by night train.
	5	Philadelphia	c/o	(Try-Dean L.E. Moore 2337 St. Alban St.)

Director of Negro Economics

Jan. 19, 1920.

T. C. Manly,  
Care Haynes,  
Interchurch World Movement,  
45 East 18th Street,  
New York.

Detained here over tomorrow. Telephone Doctor Corey and  
adjust other engagements.

RAYNES,  
Director.

-----  
ATTEST:

Office of the Secretary  
Contingent Expenses - 1920

Director of Negro Economics.  
(Expert - Bureau of Labor Statistics.)

January 27, 1920.

Dr. George E. Haynes,  
Director of Negro Economics,  
45 West 18th Street,  
New York, N. Y.

Dear Dr. Haynes:

The enclosure is self-explanatory, being the statement I have prepared on your visit to Badin, report on which was requested by Assistant Secretary Wilson.

Yours very truly,

Expert - Bureau of Labor Statistics

P  
P  
E n c l o s u r e



February 3, 1920.

Dr. George E. Haynes,  
Director of Negro Economics,  
45 West 18th Street,  
New York, N. Y.

My dear Dr. Haynes:

The Chief Statistician of the Bureau of Labor Statistics advises that your appointment has been extended and requests that you appear and take oath of office at your convenience.

Yours respectfully,

Expert - Bureau of Labor Statistics.

P  
P

*Do Haynes*

RECEIVED  
DEPARTMENT OF LABOR

MAY 10 1920

NATIONAL NEGRO BUSINESS NOTES

Furnished by the Secretary of the National Negro Business League <sup>Director of Negro Business</sup> of Racial Progress

NATIONAL HEADQUARTERS OF THE NATIONAL NEGRO BUSINESS LEAGUE

1816 Twelfth Street, Northwest

Washington, D.C.

*galt  
5/17/20*

(Special) Business development among Negroes over the entire country is taking on a more progressive aspect every day. Almost daily, reports coming in from the various local leagues tell of some new enterprise being launched, and these enterprises are in new fields as well as in the old established lines. New and better methods are being installed and the watch-word among the trade is "Ultra-efficiency"

The Wage Earners Bank of Savannah, Ga., purchases an entire block of buildings at the southwest corner of 135th st., and Seventh Ave., New York, a general improvement in the property being contemplated. The purchase price was near a quarter of a million.

The Division of Negro Economics of the Department of Labor, Dr. George E. Haynes Director, reports continued results in the organization of building and loan associations throughout the State of Ohio, and an extension of this effort to Tidewater, Virginia.

The Commercial Bank and Trust Company, Richmond, Va., is being promoted under a capitalization of \$100,000.00, surplus, \$12,500.00. T.C. Erwin, President.

Mr. John W. Lewis, president of the Industrial Savings Bank of Washington, D.C. is heading up the National Mutual Improvement Association the object of which will be among other things, the financing of worthy business projects that are needed.

The Federal Building and Loan Association of Washington, D.C., is capitalized at \$100,000.00 with Mr. J. Edward Rattley president.

The Universal Development and Loan Company, 502 T St., Washington, D.C., Charles E. Lane, Sr., President, is doing a general real estate and loan business under a capital of \$100,000.00, organized in January.

The Monumental Pictures Corporation, J. Williams Clifford, President, is capitalized at half a million and proposes to produce super-feature motion pictures to bring about a more thorough understanding and appreciation of Negro Life in America. The corporation is now placing its stock on the market from its headquarters in Washington.

Information from Mr. Bert M. Roddy, Cashier of the Solvent Savings Bank and Co., Memphis, Tenn., shows that the Co-operative Stores of that city, with thirteen stores in total, operates on a \$36,000.00 paid in capital, doing an monthly business of \$30,000.00.

Interest is also being shown in the probable establishment of a bank in Havana, Cuba. Definite information on this is at present

The Progressive Business Association of Philadelphia, the local league of that city, reports through its secretary, Mrs. Somerville Pauntleroy, that things are getting under way for the entertainment of the National League in that city in August, which meeting promises to be the most important yet held.

The Norfolk Negro Business League, like Chicago, has now a regular established headquarters with a paid secretary in charge.

Atlanta, Ga., has recently revived and rechartered, 200 Auburn Ave., with J.C. Moss, President, and expects to launch an immediate campaign for development. Dr. H. Roger Williams furnished the "pep" that got it over.

The National Negro Business League is now cooperating with the Treasury Department through Mr. William Mather Lewis, Director of the Savings Division of the War Loan Organization, in a "Thrift Drive".

As far west as Los Angeles and from the Mexican to the Canadian Border the influence of the National Negro Business League is felt and expressed in a tangible way. The Progressive League of Los Angeles staged a big revival meeting and Mr. R. S. Abbott went all the way from Chicago to speak on the business outlook. The New Age reports that "Open a bank - awake to your opportunities" was the keynote of his address.

The National Negro Business League will appreciate authentic information regarding new ventures. Be sure that your corporation is listed with the League.

During the week of April 26th the Victory Investment Company, Oscar L. Hayes, President, conducted a Business Fair in the Gym room of the Y.M.C.A. building at which twenty-three local business concerns were represented by booths and a general acquaintance meeting held every night. Each night brought some special featured program, the most outstanding being Business Night held Tuesday. Addresses were delivered by Mr. Jno. W. Lewis, of the Industrial Savings Bank, Mr. J. Finley Wilson, editor of the Washington Eagle and Mr. William Stevenson, Executive Secretary Y.M.C.A.

(The League furnishes the above as information only and does not guarantee or stand as sponsor for any of the concerns here represented)

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
WASHINGTON

5/15/20

Dear Phil—

That is a fine letter to Williams and it will keep him in line for future purposes. Before noticing that the Secretary was to sign the communication I wrote a red ink approval on the carbon. You will pardon me for the oversight.

Everything going strong down here. Nothing doing on the Phila dope—

Yours  
Chas E.

Walt  
6/25/20

RECEIVED  
DEPARTMENT OF LABOR  
JUN 15 1920

Director of Negro Economics

*Things done by*  
~~Daily Program~~ - Dr. Haynes - March 23, 1921.

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1. Dictated answers to letters of the day.
2. Completed supplementary statement to memorandum of March 18 to the Secretary and Assistant Secretary on Negro Economics.
3. Follow-up work on Immigration exclusion case of Alfred De Lima, wife and three children, - Assistant Secretary's office.
4. Interview, Hon. William H. Lewis, <sup>of</sup> Boston, Mass.
5. Official visit and conference with his Excellency President C.B. King, now in the United States with the Mission on official business from his Government (at 1317 R Street, N.W.)
6. Conference with Dr. I. Garland Penn, Methodist Episcopal Church
7. Conference with Mr. Hugh Reid on Departmental matters.
8. Conference with J. W. Johnson of New York.

*Noted*  
*East*  
*3/24/21*

THINGS DONE - G.E. Haynes - March 24, 1921.

---

1. Reading and dictating morning mail.
2. Dictated report on Negroes in basic industries in 1918-19 for Committee on Unskilled Labor and Americanization, U.S. Corporation of Training.
3. Completed memorandum to the Secretary and Assistant Secretary on Appropriation hearing, supplement to memorandum March 18, 1921.
4. Worked on courses of study for Negroes in industrial plants.
5. Dictated afternoon mail.

COMMITTEE

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*Burkeville, Va.*  
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*Jackson, Miss.*  
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 JACKSON DAVIS,  
*Richmond, Va.*  
 E. B. DORAN,  
*Dallas, Texas*  
 CLARK HOWELL,  
*Atlanta, Ga.*

# Southern Publicity Committee

FOR MAKING KNOWN THE CONSTRUCTIVE ASPECTS  
OF RACE RELATIONS IN THE SOUTH

MRS. JOHN D. HAMMOND  
*Secretary*

Box 11, BURKEVILLE, VA.

Box 462, Islip, N.Y.  
1/11/1921

COMMITTEE

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*Nashville, Tenn.*  
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*New Orleans, La.*  
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*Austin, Texas*  
 W. D. WEATHERFORD,  
*Nashville, Tenn.*  
 MRS. W. C. WINSBOROUGH,  
*St. Louis, Mo.*

RECEIVED  
 DEPARTMENT OF LABOR  
 DEPARTMENT OF LABOR  
 JAN 1 1921  
 Director of Negro Economics  
 Director of Negro Economics

Dr. George Haynes,  
Washington, D.C.

Dear Dr. Haynes:

I enclose a copy of my third annual report to the members of my Committee, which I think you and Mrs. Haynes may be interested in seeing. I'd be very glad, if you have any personal knowledge of the work being useful in any way, if you would tell me.

I would be glad, too, to have your exact Washington address. I suppose you must be gone from the Inter-church; so I am trying to reach you through the Department of Labor. I hope very much that the new Congress will have "grace and gumption" enough to put your work in the Dept. of Labor on a permanent and adequate basis.

With regards to Mrs. Haynes, I am

Sincerely,

*(Mrs. J. D.)* L. A. Hammond

*R*  
*galt*  
 1/13/20

TO THE MEMBERS OF THE SOUTHERN PUBLICITY COMMITTEE:

At the close of its third year of work, the releases of this Committee are mailed as follows:

To: Southern daily papers.....	116
"    county weeklies.....	505
"    religious papers.....	66
Negro papers, mostly Southern.....	61
Northern white papers and mission boards.....	45
Presidents of Southern white colleges.....	240
"    "    "    colored schools.....	213
College Y.M. and Y.W.C.A.'s (both races).....	234
Individuals (see below).....	572
Total	<u>2052</u>

I do not know how much the papers use them. Mr. Aery, the publicity agent for Hampton Institute, told me I could get no accurate idea from employing a clipping bureau, as none of them cover the territory concerned in a way to give fairly correct results. The little I know I learn personally and often by chance. The editor of the Atlanta Constitution, for instance, told me some months ago that he rarely used the material in his daily edition, though sometimes he has based an editorial on the facts of some release; but he said he used it "considerably" in his tri-weekly edition, which has a country circulation of nearly 150,000. The editor of Manufacturers Record wrote me last summer that while he did not print the releases, he read them all; and that they had "broadened his thought" of the Negro, and so had influenced much that he had written on the economic aspects of Southern life. I have happened across several clippings from white papers in the last year which were evidently based on our releases; but I do not know how frequently this is done.

Several Negro editors have put me on their exchange list; but some of these have dropped me since the paper shortage became serious. Of the papers I see nearly all make some use of the material. Mr. Aery, who travels a great deal, told me last August that he finds the Negroes aware of our work everywhere he goes, and very appreciative of it. He thinks it an influence for good among them.

I have never expected much use of the releases by county weeklies. I made this list because the men who write nearly everything that our more ignorant and prejudiced people read, need to have their own thoughts broadened; and they are sure to read anything they get hold of about the Negro. However, Dr. Alexander, Director of the work of the Inter-Racial movement, told me not long ago that many of the county inter-racial committees were at work on these editors to get them to print constructive facts; and he thought a larger use of our material would result.

The religious weeklies make, apparently, considerable use of the material. The missionary publications of the Southern Baptists and the Southern Methodist, both with circulations well over 40,000, use it quite freely. Dr. Hailey, the Baptists' secretary for colored work, tells me he uses it in his public speeches, made in white Baptist churches all over the South, and in white and colored Baptist schools. The Southern Metho



women's missionary organization makes considerable use of it in their department of publicity, often changing the form of it to suit their own needs. Their monthly bulletins go to between 4,000 and 5,000 local auxiliaries, with a membership of over 200,000. Their publicity agents in the various conferences also get some of it occasionally into local newspapers.

A number of letters indicate its growing use in colleges. The president of the state university of Missouri writes that he regularly turns his releases over to the head of the department of sociology with a request to make use of them in his classes. College presidents in Virginia, the Carolinas, Alabama, Mississippi, Tennessee, Arkansas, and other states, have told me personally that they speak of the facts to their students, or put the releases on the bulletin boards; and that they have frequently used the material in public addresses through their states.

Several Northern missionary boards have asked for the material, since "The Negro problem" has spread to the North, and use it in their publications and in addresses. Three or four times this fall I have seen our articles in Southern papers credited to these Northern sources.

I have recently been told at national Y.W.C.A. headquarters that our material is made use of in that organization, especially in college work. The colored secretaries write me they find it especially useful.

The head of the Inter-Racial Committee work in Mississippi writes me they use our material throughout the state, in schools, and in county inter-racial work. The main use is in talks and addresses. The Florida state secretary also told me he found it similarly useful, and the secretary for Kentucky, who also makes use of it, wrote not long ago, asking me to send it also to the colored state secretary, whose name I had not obtained, saying he would use it widely among the Negroes.

The Florida state agent for Negro rural schools recently wrote that he finds the releases most useful, and suggesting that I send them to all similar officials in other states - which I have done all along. Others of them, like Mr. Newbold of North Carolina and Mr. Favrot of Louisiana, have expressed similar appreciation.

The South Atlantic Division of the Red Cross asked for our material a few weeks ago, their publicity agent having seen some of it at Anti-Tuberculosis headquarters in Atlanta. I found the Red Cross is pushing health work among Negroes throughout the South, and is also making an effort to interest whites in local conditions among Negroes. Many meetings are held in places where there is little knowledge of social work; and for these gatherings speeches and facts are prepared at headquarters. Our releases were wanted to furnish material to put before these backward communities in regard to the Negro. They will be used, I was assured, in hundreds of such places throughout the Southern states. This is, to me, perhaps the most encouraging fact in the development of our work this year.

Most of the names on the large personal list are of white or colored church or social workers, centres of groups, large or small, who make use of our material in their group meetings; the president of a Presbyterian missionary society in Covington, Tenn.; a church and club leader in Augusta, Ga.; another in Mississippi; the head of a big girls' club in Birmingham; a colored probation officer in the same town who is a member of a large colored club; a Jeanes worker in Florida who uses it in her county; white missionary officials of all denominations, members and officers of women's clubs who have especial interest in the subject, etc.

Within the year I have added the names of a large number of men who are proving their interest in racial problems. These include the 100 or more Louisiana men who called the state-wide conference on the Negro last June - bankers, lawyers, planters, editors, merchants, officials of chambers of commerce, Rotary Clubs, etc; the growing number of men who are co-operating in the Inter-Racial movement: ministers who are openly standing for justice: college professors who have taken an active part in interesting their students; and the like. All these people are doing some speaking on these questions; they are interested, and will read what they receive, and are pretty sure to give it out to the groups they touch.

I am also adding those names not yet on the list of the 100 or more women who attended the remarkable meeting in Memphis this fall held under the auspices of the Inter-Racial Movement. Every one of these women is in close touch with some group - most of them large groups - with which they are in continual communication; and they are thoroughly in earnest.

This development of publicity through personal contacts is the main feature of the year's work. It seems to me publicity of an ideal kind, especially considering the mental attitude of our Southern people. I intend to carry this development to the last limit of our appropriation this coming year. My only regret is that that limit is already so nearly reached.

I have received more requests for our material in the last six months than in the rest of the time of its issuance put together. The work is a leavening process, slow, hidden, and hard to measure; but unquestionably the leaven is at work.

(Signed)

Mrs. John D. Hammond

Secretary, Southern Publicity Committee.

# ARMENIA AMERICA SOCIETY

287 FOURTH AVENUE  
NEW YORK

AIM OF SOCIETY: "To unite in co-operation the many friends of Armenia for the purpose of ascertaining the needs of Armenia, of bringing those needs before the American people, and of securing the satisfaction of those needs through American assistance."

---

I desire to be enrolled as a member of the Armenia  
America Society.

Name \_\_\_\_\_

Date \_\_\_\_\_

Address \_\_\_\_\_

Amount contributed \$ \_\_\_\_\_

Those contributing five dollars or over become voting members.

January 13, 1925.

Mrs. J.D. Hammond, Secretary,  
Southern Publicity Committee,  
Box 11, Burkeville, Va.

Dear Mrs. Hammond:

Your committee report on work of your Publicity Committee has been read with a great deal of interest. I wish to assure you that both officially and personally I have found your releases of value. Some of the material I have used in public addresses, some of it I have clipped to file for future reference.

If I may venture to mention it, it has occurred to me that a circular letter with two or three questions to the individuals to whom your releases have been sent asking them to what use they put the releases might be very helpful to you and enable you to enlarge the services if they would tell you how they may be made more useful to them. You have probably done something of the kind already. In that case, I ask indulgence for mentioning it to you. I am sure that everything that creates more good will will help all the great body of Negro wage-earners under white employers and in their relations to white workers.

Yours very truly,

Director of Negro Economics.

H/MLG

HOME ADDRESS:  
1761 Tea Street, N.W.

COMMITTEE

JAMES H. DILLARD, CHAIRMAN  
Charlottesville, Va.  
MRS. JOHN D. HAMMOND,  
Burkeville, Va.  
THEODORE D. BRATTON,  
Jackson, Miss.  
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Atlanta, Ga.

# Southern Publicity Committee

FOR MAKING KNOWN THE CONSTRUCTIVE ASPECTS  
OF RACE RELATIONS IN THE SOUTH

MRS. JOHN D. HAMMOND  
Secretary  
Box 11, BURKEVILLE, VA.

1/19/1921

COMMITTEE

THOMAS JESSE JONES,  
Washington, D. C.  
ARTHUR B. KROCK,  
Louisville, Ky.  
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Nashville, Tenn.  
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Austin, Texas  
W. D. WEATHERFORD,  
Nashville, Tenn.  
MRS. W. C. WINSBOROUGH,  
St. Louis, Mo.

Dr. George E. Haynes,  
Washington, D.C.

Dear Dr. Haynes:

Thank you very much for your letter and its suggestion. I have never sent out any general inquiry such as you speak of, but I have written to a large number of people individually, and have talked to a number of newspaper men. I have profited by their suggestions. And I'd especially appreciate it if you will tell me, now or at any other time, of anything which you think would make the service better. I have to keep in mind, however, that the person for whom it is primarily intended is the prejudiced Southern white. The only way to get under his prejudices and dig them loose is to convince him that other white Southerners do and think thus and so regarding the Negro and believe their policies beneficial; and I have to put everything in a way that will at least not antagonize him and set him against such things. It isn't like writing with a free hand at all. It is writing for a definite purpose under the most severe and sometimes embarrassing limitations. I never felt this in such a (to me) irritating way as in reporting the women's meeting at Memphis; but that will show you what I mean. The colored women who spoke there made that meeting. In the brief article I could send out it was necessary to give the names of the members of the Continuation Committee, for the effect they would have on the class of white people I am after; and I wasn't going to refer to the colored women without giving their names, when I had to give those of the white women. But if I spoke of them as "Mrs." - and I certainly could not speak of them in any other way, in justice, decency or truth - I would bar my notice from every one of the hundreds of papers I was sending it to. I thought about it a good while; and I finally decided that the right thing for me to do was to get over to the class of people I am trying to reach the fact that these Southern white women stood for the things they did stand for in that Findings report. So I had to cut out all mention of what was the greatest force in the conference except the spirit of Christ himself; and wait till I could in some later release mention the white women without giving their names, and speak of the colored women in the same way. - When I write an article for a magazine that is different. That is personal; I accept personal responsibility; and the publication, if it takes the article, has to put it in as I write it - except that so many of them won't use a capital for Negro, no matter what I say to them: they admit it is wrong; but they "have to conform to office rules". I was right pleased not long ago when an article of mine appeared in the National Chamber of Com-

*R. Galt*  
*1/24/21*  
*Notes*  
*Galt*  
*1/20/21*

*Special releases to special classes.*

*not to*

merce Journal, to find that after telling me they were afraid they couldn't manage to change their rule in this respect, they did use the capital after all. But that doesn't happen often.

- But I want to pass on to you a query just received from Texas. Rev. J. C. Williams, D.D., president of Westminster College, Tehuacana, Texas, has written to ask me where he can find "a typical old-time Negro political speech, and a typical sermon." He doesn't mean "something by an educated Negro, but by an illiterate but eloquent Negro. Some great things have been produced," he adds, "and I want to find them." I couldn't help him out; but I wrote him about you, and told him I had passed his inquiry on to you; that you would know if there were any such speeches preserved; and that you would write him. But I told him all the great Negro speakers I knew of were educated men; and that I doubted if there were any records kept of great illiterate speakers, though I didn't doubt there were such speakers before the war. Can you help him in any way?

I'm going to send our releases hereafter to Mrs. Haynes, at the home address you have given me. I'd like for her to see them; and she can pass them on to you. Please remember me to her cordially.

- I was dreadfully disappointed in that Home Missions meeting. It was a farce, almost. I will certainly never again go to the trouble and expense of an over-night trip to New York for a meeting like that. If they had given the evening to the one subject, and had let you and Mrs. Johnson open the discussion with the time needed for both addresses, and followed that with general discussion, something constructive might have emerged. As it was - but there's no use saying what I think about it. Maybe they will learn better next time.

Sincerely,

*L. A. Hammer*

*Mrs. J. D.*

January 24, 1921.

Mrs. J.D. Hammond,  
Box 11, Burkeville, Va.

Dear Mrs. Hammond:

I thank you so much for your good letter of January 19. I quite agree with you in your point of view in approach to get information across to Southern whites who most need it. Have you ever tried having special releases sent to special mailing lists and general releases sent to others?

With reference to the New York meeting the other night, it seems to me it would do a great deal of good for the next year if you would write to the Executive Secretary along the same line you spoke to me in your last paragraph. The address of Mrs. Johnson has affected me as few things I have read recently.

Yours very truly,

Director of Negro Economics.

H/MLC

W

## COMMITTEE

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Charlottesville, Va.  
MRS. JOHN D. HAMMOND,  
Burkeville, Va.  
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## Southern Publicity Committee

FOR MAKING KNOWN THE CONSTRUCTIVE ASPECTS  
OF RACE RELATIONS IN THE SOUTH

MRS. JOHN D. HAMMOND

Secretary

Box 11, BURKEVILLE, VA.

Slip, N.Y.  
2/1/1921

*noted*  
*Galt*  
*2/5/21*

## COMMITTEE

THOMAS JESSE JONES,  
Washington, D. C.  
ARTHUR B. KROCK,  
Louisville, Ky.  
MRS. J. H. MCCOY,  
Nashville, Tenn.  
C. P. J. MOONEY,  
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MRS. PERCY V. PENNYBACKER,  
Austin, Texas  
W. D. WEATHERFORD,  
Nashville, Tenn.  
MRS. W. C. WINSBOROUGH,  
St. Louis, Mo.

Dr. George E. Haynes,  
Washington, D.C.

Dear Dr. Haynes:

I appreciate your suggestion about the different releases for different classes of people. It may be possible, after awhile, to do something like that; and I looked forward to it quite hopefully at first. But I have never had an income for the work that made it possible. The sum at my disposal is small, and the work crowds it to the limit, as it is.

The more I think it over, however, the more doubtful I am of the wisdom of such a policy, even if I had the money for it. It would certainly become known, sooner or later, that we were sending a different kind of release to "egro papers from those sent to white papers; and I believe that would arouse suspicion on both sides, and block the very thing I am trying to do. It seems best to go on with those who most need to be reached as my main objective - the prejudiced white people, who will at least listen to what other Southern white people are doing, even if they don't endorse it; and let the releases do what good they can among other classes. Some day the situation will be better; and then one may find other ways suit better.

With cordial appreciation,

*J. D. Hammond*



C O P Y

Name: Susie Edwina Hancock - Date: June 27, 1919.  
Present Address: 2406 - 6th St., N. W., Wash., D. C.  
Birthplace: Austin, Tex., Race: Colored: American Citizen: Yes.  
Languages you speak: English.  
Describe any marked physical defects: None. General Health: Excellent  
Time lost on account of sickness last two years: None  
Age: 55  
Height: 5-6  
Weight: 148  
Married: Widow  
Dependents: None  
Are you living at home or boarding? At home  
Who should be notified in case of accident or illness?  
Name: Mrs. T. M. Gregory - Address 2406-6th St., N. W.,  
Wash., D. C.  
Name: Mrs. W. H. Mitchell Address 619 Dawson St.,  
San Antonio, Tex.  
In what city do you wish to be stationed: Washington, D. C.  
~~How~~ How long have you lived there? Three months.  
What was your previous address: 619 Dawson St., San Antonio, Texas.  
Are you willing to travel? Yes.  
Have you supervised men or women? Directly: Yes, men and women  
How many? 500 men, 700 women.  
How long? 7 years  
What previous Government experience have you had: Hostess at  
Camps Greene, Travis and Gordon.  
What occupational or business experience have you had which  
qualifies you for this particular position? Matron at  
Prairie View College, Tex.; hostess at Travis, Greene and  
Gordon.  
For what kind of work do you consider yourself best fitted?  
Supervisory or executive work with men or women.  
Second choice: Any social service work  
What salary: Any reasonable salary  
When could you report for work? Immediately.  
Education: Grade School - 8 years - graduated - 1878 - Austin, Tex.  
High School: 4 years - graduated 1882 - Oberlin, Ohio.  
Trade or business school: No.  
Night or correspondence school: No  
College or university: No.  
Technical college: No.  
What are you doing for self-improvement? Reading, observation and  
study of social work.  
Present or last employer: Y. W. C. A., from 1918 to 1919 - Executive  
hostess - compensation \$1,020 per year - three army camps.  
Left account of closing of camps.  
Previous employers: Prairie View College - 1912 to 1918 - Matron  
having supervision of 700 girls (Prairie View, Tex.) \$800  
per year - Resigned to enter Y. W. C. A. hostess work.

H/MLC

July 19, 1919.

Mr. E. Dana Caulkins, Mgr.  
Washington Office  
War Camp Community Service  
1800 Virginia Avenue N.W.  
Washington, D.C.

My dear Mr. Caulkins:

Responding to your letter of July 12, I am pleased to send you the name and address below of one woman who struck me as being suitable for your work. If I get track of another name I shall forward it to you.

Mrs. S.E. Hancock - Present address:  
Hostess House No.2  
National Y.W.C.A.  
Camp Dix, N.J.

Home address:  
2406 Sixth Street, N.W.  
Washington, D.C.

Yours very truly,

Director of Negro Economics.

H/MLC

27-8-1

7/19/19

1-211

1523 M St., N. W.,  
Washington, D. C.,  
Sept. 18, 1919.

My dear Mr. Phillips;

Mrs. Hancock whom we thought we had helped to place with the War Camp Community Service was mistaken in thinking that she had a position with the Y. N. C. A. She was misled in some way, therefore, she did not even apply or go to the War Camp Community Service until it was too late, now she wishes to get exact information on how to get on the Census taking force. She thinks of going around you know to help gather data. Please write her the details of how to go about getting on. Her address is Mrs. Hancock, Howard University, Of Prof. Montgomery Gregory. I thank you very much for this.

Very sincerely yours,

Elizabeth Ross Haynes,

September 19, 1919.

File 1-211

✓  
Mrs. S. E. Hancock,  
c/o Prof. Montgomery Gregory,  
Howard University,  
Washington, D. C.

My dear Mrs. Hancock:

Mrs. Haynes has referred to this office your inquiry regarding appointments to the Bureau of the Census, and it is a pleasure for me to give you, informally, my best information, although I may frankly say that I have not kept in the closest touch with the civil-service regulations and with the announcements of the Bureau of the Census, Department of Commerce.

I understand that the first examinations will be held October 16-18, 1919, under the supervision of the U. S. Civil Service Commission, 1724 "F" Street, N. W. My best advice would be for you to go at once to the Commission and file completed blanks, specifying whether you desire "departmental" or "field" service. There is nothing to prevent an applicant taking both examinations, so far as I know. The Commission's blanks and information will give you full knowledge of the subjects required to be taken. You have noticed in the papers, no doubt, the advertisements of the various private civil-service schools. Should you decide to make any special preparation, you will find in the files of the Congressional Library the full instructions of these schools. There is a considerable demand for typists, tabulators and adding machine operators. When I was in the departmental and field services I found it very helpful to my progress to be familiar with the different types of machines.

May I suggest that you go to the Appointment Clerk and the Chief Clerk of the Census Bureau and make full inquiries regarding appointments.

I think I am safe in saying that there will be an unusual number of applicants for positions under the Census Bureau this year. This will be because of the large turn-out of clerical help on June 30, 1919, and because of the great clerical adjustment all over the country. I am quite sure that the "early bird will catch the worm" so I am urging prompt action on your part.

If Dr. Haynes' office can be of further help to you, we shall be very glad to know your wishes.

Yours very truly,

Assistant to the Director  
of Negro Economics.



**National Social Workers' Exchange**

(AGENCY)

130 EAST TWENTY-SECOND STREET

TELEPHONE GRAMERCY 4916

NEW YORK CITY

Mrs. EDITH SHATTO KING  
MANAGER

November 17, 1919.

Dr. George E. Haynes,  
Dept. of Labor,  
Washington, D. C.

My dear Dr. Haynes:

Mrs. Susie E. Hancock  
has registered with us for positions in social  
work, being especially interested in welfare  
work.

We understand that you can give us  
information as to the registrant's qualifications  
for such work. May I ask for a frank statement of  
your opinion? The special points are, of course,  
training, experience and personality. If possible,  
will you mention the strongest points and also any  
weak points that should be especially considered?

Thanking you for your trouble in  
this matter, I remain,

Very sincerely yours,

*(Mrs) Edith Shatto King*

Manager

**RECEIVED**  
DEPARTMENT OF LABOR

NOV 18 1919

Director of Negro Economics

November 20, 1919.

Mrs. Edith Shatto King  
National Social Workers' Exchange  
130 East Twenty-second Street  
New York City.

My dear Mrs. King:

In response to your letter of November 17 about Mrs. Susie Hancock, I regret that I am unable to give you information about her training and experience further than that contained in her application filed at this office, copy of which is enclosed.

In personality, she is a woman of strong points. I have known her and her family for several years thru her daughter, who was under my instruction at Pick University. Mrs. Hancock has been very successful in dealing with young women and I think it is largely because of her whole soul motherly personality.

Yours sincerely,

Director Negro Economics.

H/MLC

Hancock

Hampton Institute  
Hampton Virginia  
Feb 10, '20.

Mr. George E. Haynes  
Washington D. C.

Dear Sir:—

I am seeking some information concerning new opportunities for the negro in the industrial world, and I would be very thankful to you if you would let me have some information at your earliest convenience. Thanking you in advance for your kindness

Respectfully yours  
A. W. H. H. H.

not  
yest  
2/11/20

KP-FR about  
new bulletin  
yest

RECEIVED  
DEPARTMENT OF LABOR  
FEB 11 1920

Director of Negro Economics



February 19, 1920.

Mr. H. W. Hardy,  
Hampton Institute,  
Hampton, Va.

My dear Sir:

I have your letter of February 10, making inquiry regarding the new industrial opportunities for the Negro.

I beg to advise you that the data which the Division of Negro Economics has secured on this subject is being prepared for issuance to the public, in the form of a bulletin which it is hoped may be published in the near future. Your name has been entered upon our list for the receipt of that information, when ready, inasmuch as your present inquiry is of such a wide scope that it would be impracticable to attempt to answer it in full at this time.

However, if your inquiry merely relates to opportunities of a general nature, we shall be pleased to give you a brief general statement.

Yours very truly,

GEORGE E. HAYNES,

Director of Negro Economics

By

A s s i s t a n t .

P  
P

*W. H. H.*  
*G. E. H.*  
*2/21/20*

COPY.

2026 Druid Hill Ave.,  
Baltimore, Md.  
April 14, 1920.

Mr. George Haynes,  
42 W. 18th St.,  
New York City.

Dear Sir:

The ladies of the Du Bois Circle of this city are inviting you to be the speaker on the occasion of the closing of the Circle which will be held on the first Friday evening in June at 8:00 o'clock.

We trust you will grant this and we shall hope for a favorable reply.

I shall be grateful if you will kindly let me have an answer not later than Monday April 19th, as we hold our last business meeting on the day following this date.

Hoping a favorable answer I remain,

Yours very respectfully,

Cor. Sec.

*R*  
*W. Est*  
*24/20/21*  
BH/A

**RECEIVED**  
**DEPARTMENT OF LABOR**  
**APR 17 1920**

Director of Negro Economics

April 19, 1920.

Miss Bertha A. Hatchett  
Corresponding Secretary  
DuBois Circle  
2026 Druid Hill Avenue  
Baltimore, Md.

Dear Miss Hatchett:

Responding to your cordial invitation of April 14, I regret exceedingly that previous engagement at Cleveland, Ohio, would prevent my accepting your invitation for Friday evening, June 4, to speak before the DuBois Circle.

Appreciating the opportunity and regretting that I am unable to embrace it, I remain

Yours very truly,

Director, Negro Economics.

H/MLC

September 8, 1920.

Mr. F.C. Henderschott,  
Managing Director,  
National Association of Corporation Training,  
Irving Place at 15th Street  
New York City.

Dear Mr. Henderschott:

Responding to your notice of appointment  
by President Park as a member of the Association's Sub-Com-  
mittee on Unskilled Labor and Americanization, it is a  
pleasure to accept this appointment.

Yours very truly,

Director of Negro Economics.

H/MLC

*no obj  
L.F.P.  
Sept 10/20*

THE HAMPTON NORMAL AND AGRICULTURAL INSTITUTE  
HAMPTON, VIRGINIA

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WILLIAM H. SCOVILLE, SECRETARY

OFFICE OF THE PRINCIPAL

September 3rd, 1920.

Dear Dr. Haynes:

Dr. Gregg is taking these two or three weeks as a vacation and I am therefore sending him no more business letters at present. This will be brought to his attention however, as soon as he returns.

Sincerely yours,

*Emily K. Heron*

Secretary to the Principal.

Dr. Geo. E. Haynes,  
Director of Negro Economics,  
Department of Labor,  
Washington, D. C.

*noted*  
*EPH*  
*9/4/20*

RECEIVED  
DEPARTMENT OF LABOR  
SEP 4 1920  
Director of Negro Economics

In reply to the point in the memorandum that during these negotiations Mr. Washington could have reached by letter or telephone the representatives of the League, while letters and telegrams were passing between him and me, - I am at a loss as to why the opinion should be held against Mr. Washington for not communicating with Mr. Hill or other representatives of the League instead of with this office, when Mr. Hill, representing the League and as sworn official of the Employment Service, without the knowledge of Mr. Washington and over his head as the superior official, had gone ahead with plans for the establishment of that office. Mr. Washington was really at a loss how to meet the situation and wrote and telegraphed me in order to have a clearer understanding of his authority and to have this point clearly understood by the Federal Director, namely, that he was the man to advise about further work in Chicago and Illinois, and not Mr. Hill. This brings out the real issue, namely, whether or not Mr. Hill as the representative of a private organization and as a dollar-a-year Examiner-in-charge of an employment office, should have the responsibility and authority for the Department of Labor's general work for trying to adjust Negro labor matters in Chicago or whether he should cooperate with Mr. Washington, who is the responsible official for such general work. Were Mr. Hill in Mr. Washington's position, and Mr. Washington in Mr. Hill's, the principle involved could not be altered.

Hill

The memorandum states, further, that Mr. Washington did not seek the cooperation of the members of the Urban League at a later time, except once in December when Dr. Haynes was in Chicago. The records show that in connection with advising the Federal Director about the establishment of the office at 5000 State Street, Mr. Washington accepted the recommendation as to location and two of the personnel, which had been proposed by the Urban League, although the recommendations and arrangements for location had been made without his knowledge, although he was the responsible official there for advising the Service. The memorandum itself admits these facts.

In sending in suggestions for membership on the Negro Workers' Advisory Committee, the names of representatives of the Urban League were included. In response to a letter from Mr. Hill, Mr. Washington wrote me on Nov. 19, saying that he had been asked to attend the conference and to make some suggestions for it, and asked if I desired him to attend the conference. Following his suggestions, I asked authority for him to do so, as conflicting previous engagements made it impossible for me to attend. Mr. Washington claims that during all of the time of the running of the other branch offices he has taken especial pains to advise that opportunities listed there which could not be promptly filled be filed with the office of the Urban League. He points out that he has asked Mr. Hill and other representatives of the League to conferences and meetings and to serve on committees.

The memorandum further states that several days after Dr. Haynes' visit to the city, at the time of the December conference mentioned above, a meeting was called by the Federal Director to create a bureau for returning soldiers and sailors; that this meeting had organized for the purpose of creating the bureau; that subsequently, Mr. Hill, Executive Secretary of the Urban League, was informed by Mr. Allinson, the Secretary of the new organization, that he had been placed on the Executive Committee of the Bureau, and that confirmation of the appointment would be sent to him in writing by Mr. Walker, Manager of the Bureau, and that Mr. Hill had no previous knowledge of his appointment nor had anything to do with the selection of his name.

In response to this point the facts are that the first meeting to establish the Soldiers' Bureau was called on December 15, 1918. Mr. Washington and I attended at the invitation of the Federal Director, Mr. Crawford. After the preliminary organization, the election of president and secretary, I was given an opportunity to mention the need of some special steps for taking care of Negro soldiers, and placed the name of Mr. Washington as the responsible official at the disposal of the committee that was proposed. That night Mr. Washington and I left the city to attend the Missouri State Conference at St. Louis, Mo. It was very much of a surprise to us to find that when Mr. Washington returned from the three days' absence some one had proposed Mr. Hill's name to represent the colored people on the committee. This raised immediately, again, the question of official responsibility and authority for advising the Federal Director and the Department on the general work of trying to adjust Negro



labor matters. The question of who was responsible for suggesting Mr. Hill's name does not seem to be relevant. From the fact that Mr. Hill had no previous knowledge of his appointment nor anything to do with the selection of his name does not explain the fact that after he did know that Mr. Washington, as the responsible official, had raised objections he continued to negotiate about the matter, and Mr. Washington, in order to avoid as much friction as possible, agreed to one or more conferences with Mr. Hill about the question of names and committees and gave Mr. Hill considerable voice in adjusting the matter.

In this connection the memorandum states, further, that Mr. Washington took exception to the appointment of Mr. Hill, stating that the Chicago Urban League was not in good standing and suggesting that Mr. Washington be appointed on the Committee in place of Mr. Hill; that a telegram was received from the U. S. Employment Service signed by the Assistant Director General of the Service, to the effect that to appoint Mr. Hill on the Committee would be objectionable to other agencies and that Dr. Haynes should be consulted before anything else was done.

Mc  
Follow up

DEPARTMENT OF LABOR

Mr W B Hill.

Investigation of Schools in Ala.  
recently - Commission appt'd by  
state with \$10,000 to survey state.  
W.B. Hill and Jackson Davis  
surveyed Negro Schools -  
wanted to show relationship bet  
Ala. economic future and Negro  
Schools - Value of Negro & Ala.

Show occupations followed by Normal graduates  
compared with 1910 Census.

Montgomery State Normal - will <sup>probably</sup> recommend  
removal outside to prevent city students  
monopolizing it.

Normal, Ala. - Recommend state match  
Federal funds.

Opinion wanted on relative value of  
education to producers and employers

Notes  
Gast 8/25/19

Delta Rho Forensic Society

LINCOLN UNIVERSITY, PA.

PRESIDENT, E. W. RHODES

SECRETARY-TREASURER, M. W. BOYD

January 7, 1921.

Mr. George Haynes,  
1761 T-Street N.W.  
Washington, D.C.

My dear Mr. Haynes,

In view of preparation that our debating Society is making for a debate with the Douglas Center Club of New York, on the the question of Socialism as a solution to the Negro Problem, I wish that you would favor me with any personal opinions, pamphlets or references in regard to the subject.

We define Socialism as an Industrial Democracy, through the instrumentality of the State; i.e., the ownership and control of all the means of production and distribution of life's necessities by the people, through the State.

Thanking you for an early reply,  
I am,

Very truly  
J. Newton Hill.

January 13, 1921.

Mr. J. Newton Hill,  
Delta Rho Forensic Society,  
Lincoln University, Pa.

Dear Mr. Hill:

Responding to your letter of January 7  
about Socialism, there is a little book published by  
Gross entitled "Essentials of Socialism" which contains  
not only brief statements of various phases of the  
methods but also complete references. If in any other  
way I can serve you, please call upon me.


Yours very truly,

Director of Negro Economics.

H/MLC

*Mason*

August 30, 1919.



Mr. T. Arnold Hill,  
Executive Secretary, Chicago Urban League,  
3032 South Wabash Avenue,  
Chicago, Ill.

My dear Mr. Hill:

Please accept my acknowledgment and thanks for the corrected copy of the minutes of the meeting of welfare and employment agencies at which I was permitted to be present. May I also take this occasion to address to you my hearty appreciation of your many courtesies to me when I was in your city.

Yours very truly,

Director of Negro Economics.

THE NEGRO AGRICULTURAL AND TECHNICAL COLLEGE  
OF NORTH CAROLINA

F. D. BLUFORD, DIRECTOR ACADEMIC DEPT.  
N. A. MURRAY, DIRECTOR A. & C. DEPT.  
H. M. TAYLOR, DIRECTOR MECHANICAL DEPT.

GREENSBORO, N. C.

October 23-1919.

Dr. George E. Haynes,  
New York, N. Y.

My dear Dr. Haynes:

Yours the 20th received. I shall be very glad  
to assist Mr. Hines all that I can.

                      
Very truly yours,

*James B. Dudley*  
President.

JBD/LD.

*Noted  
Lyst  
11/03/19*

RECEIVED  
DEPARTMENT OF LABOR  
OCT 31 1919  
Director of Negro Economics

STRONG PRACTICAL SHORT TERM COURSES IN AGRICULTURE  
WRITE FOR INFORMATION

December 5, 1919.

✓  
Prof. George W. Hines,  
Dept. of Commerce and Finance,  
Howard University,  
Washington, D. C.

My dear Prof. Hines:

In response to your recent request, it is a pleasure to forward to you, under separate cover, some material relating to Negro labor.

Yours very truly,

GEORGE E. HAYNES,

Director of Negro Economics

By

A s s i s t a n t .

*W*

September 10, 1920.

Mr. Morgan D.E. Hite  
307 Canal Bank Annex  
New Orleans, La.

My dear Sir:

At the request of Mr. R.H. Leavell,  
Southern Pine Association, I am sending you under  
separate cover six copies of "Negro Migration 1916-  
1917" published by this Department.

Yours very truly,

Director of Negro Economics.

H/MLG



DEPARTMENT OF LABOR

OFFICE OF THE SECRETARY

WASHINGTON

100,000

41,000  
x

Survey +

100,000  
41,000  
59,000

326

22 Decembe 20<sup>th</sup>

Special

Love

W. H. Taylor  
Chair with personal  
letter, after I have  
talked with you on  
this.

2/14/20

RP

211 Camp Street <sup>12/13/20</sup>  
←

MORGAN D. E. HITE  
ARCHITECT

Chairman Negro Survey  
Committee

Association of Commerce

NEW ORLEANS

December 16, 1920.

Mr. Morgan D. E. Hite,  
Chairman, Negro Survey Committee,  
211 Camp Street,  
New Orleans, La.

My dear Sir:

Following Dr. Haynes' letter to you, yesterday, I am forwarding today a portion of the material promised you. The departmental bulletin - "The Negro at work during the World War and Reconstruction Period", now on the Government presses, probably contains an account of such experiences as will be of help to you. We shall be pleased to see that an advance copy of this bulletin is sent to you as soon as available.

Yours very truly,

Assistant Director Negro Economics.

RECEIVED  
DEPARTMENT OF LABOR

NOV 26 1920

Director of Negro Economics

116 West 129<sup>th</sup> St.,  
New York City,

November 24, 1920.

*R with filled  
envelope*

Dr Geo. E. Haynes, *Y. C. B. C.*

Washington, D. C. 11/1/20

Dear sir:—

By this time, I know  
that Mrs Haynes and you will  
be surprised to know that  
I am still in New York. I  
have had a very pleasant  
as well as busy time up  
here.

My first position was that  
of finisher in a large

dress factory on ~~125<sup>th</sup>~~ St. on piece work. I found another position with more pay on 24<sup>th</sup> St, as an operator on sample dresses so I worked there until work closed down. I afterwards went to the Youthful Dress Co. of 129 W 31<sup>st</sup> as a sample dressmaker at the same \$30 thirty dollars per week with all over time pay. I shall go back to work as soon as work starts up again, but during the time I am <sup>out</sup> of this work, I shall do something else.

I am also taking Costume Designing at Hunter College this term and hope to finish in June. This course will be a great deal of help to me in my line of work.

Mrs Saunders have helped me quite a good deal since I came up here. Mrs Haynes' and Miss Haynes' advice have also meant a great deal to me.

I wish to thank you all for your advice.

I am sending you an application blank. Will you please fill out and return to me and also give me any advice that will help me

to fill out my part correctly.

I passed the Virginia state examination at Hampton and have received a certificate to teach home economics in the Public High Schools of that state.

My sister, Mrs Jones, have gone home for the winter, so I felt that it is best for me to go to the Y. W. C. A. What do you think of it?

Hoping to hear from you soon, I remain,

Yours truly,

Lurena Hollingsworth.

Dear Miss Hollingsworth

18. I took my high school work at Gregory's Institute of Wilmington, N.C. From there I went to Fisk University of Nashville, Tenn. in the fall of 1912 and spent two years there. I took home economics along with my other preparatory and college work. I spent three terms at Hampton Summer School, at Hampton, Va. I took special work in home economics and manual training, and hold a Virginia state certificate to teach home economics in the Public High Schools of that state.

About two years ago I took the Civil Service examination for Bill Clerk and passed.

19. I have had 10 years of experience as a dressmaker in Wilmington, N.C. I taught at the Colored Graded School of Greenville, N.C. 1917 & 1918 also I have had two years of experience as a private teacher. My salary at Greenville, N.C. was \$30 per month. My salary as a dressmaker was \$20 to \$35 a

7.

week and meals my averaged was about \$28 per week.

Since I came to New York, I have worked as a finisher with Lansky & Schwartz on 125<sup>th</sup> St near 5<sup>th</sup> Ave on piece work. From there I went to Adleman & Co 24<sup>th</sup> St bet. 6<sup>th</sup> & 7<sup>th</sup> Ave. Work got dull, so I found employment at the Youthful Dress Co of 129 W. 131 St. My salary was \$30 per week. I work as an operator, drafter, or sample dressmaker and get extra pay for over time work.

At present, I am taking a course in Costume Designing at Hunter College of this city.

Yours truly,

Lurena Hollingsworth.

116 West 129<sup>th</sup> St.,

New York City.



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- CHARLES A. WICHERSHAM, ATLANTA, GA.
- C. E. THOMAS, PRATTVILLE, ALA.
- V. EVERETT MACY, 68 BROAD ST. NEW YORK, N. Y.

**THE TUSKEGEE  
NORMAL AND INDUSTRIAL INSTITUTE**

FOUNDED BY BOOKER T. WASHINGTON

FOR THE TRAINING OF  
COLORED YOUNG MEN AND WOMEN

TUSKEGEE INSTITUTE, ALA.

August 5, 1919

**RECEIVED**  
DEPARTMENT OF LABOR  
AUG 7 1919

Dr. George E. Haynes,  
Department of Labor,  
Washington, D. C.

Director of Negro Economics

Dear Dr. Haynes:

Your letter of the first has been forwarded to Dr. Moton. I am also carrying a copy of it with me to St. Louis as a precautionary measure to let him see it in case the original which I am forwarding to him may not reach him before he leaves for St. Louis.

yours very truly,

GLJ

*noted*  
*GLJ*  
*8/9/19*

*Albion L. Holsey*  
Secretary to the Principal.

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30 STATE ST., BOSTON, MASS.
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61 BROADWAY, NEW YORK, N. Y.
- THEODORE ROOSEVELT, OYSTER BAY, N. Y., DECEASED
- JULIUS ROSENWALD, ARTHINGTON ST., AND HOMAN AVE.  
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CHICAGO, ILL.
- ALEXANDER MANN, D. D., TRINITY CHURCH, BOSTON, MASS.
- ROBERT R. MOTON, TUSKEGEE INSTITUTE, ALA.
- CHARLES A. WICKERSHAM, ATLANTA, GA.
- C. E. THOMAS, PRATTVILLE, ALA.
- V. EVERIT MACY, 68 BROAD ST., NEW YORK, N.Y.

# THE TUSKEGEE NORMAL AND INDUSTRIAL INSTITUTE

FOUNDED BY BOOKER T. WASHINGTON

FOR THE TRAINING OF  
COLORED YOUNG MEN AND WOMEN

TUSKEGEE INSTITUTE, ALA.

November 7, 1919.

Dr. George E. Haynes,  
Director of Negro Economics,  
United States Department of Labor,  
Washington, D. C.

Dear Dr. Haynes:

I am sending under separate cover a marked  
copy of The Tuskegee Student, containing an extract from  
your Detroit address.

I hope you received the telegram which we  
sent to Nashville.

Yours very truly,

*Albin L. Holsey*  
Editor of  
THE TUSKEGEE STUDENT.

MEH

**RECEIVED**  
DEPARTMENT OF LABOR  
NOV 10 1919

Director of Negro Economics

DEPARTMENT OF LABOR

OFFICE OF THE SECRETARY

WASHINGTON

November 10, 1919.

Mr. Albon L. Holsey,  
Editor - "The Tuskegee Student,"  
Tuskegee Institute, Ala.

My dear Mr. Holsey:

Please accept thanks for the liberal space given in your publication to the departmental release on Dr. Haynes' statements regarding "The Negro in Industry" as per copy of "The Tuskegee Student" transmitted with your kind letter of November 7, 1919. I shall be pleased to bring the same promptly to Dr. Haynes' attention upon his return to the city.

I am quite sure Dr. Haynes received the telegram which you forwarded to him at Nashville. If you incurred any expense in relaying the message will you kindly advise this office.

Yours very truly,

Assistant to the Director  
of Negro Economics.

*Noted  
Egbert  
11/19/19*

# The Tuskegee Student

VOLUME 30  
NUMBER 32

SATURDAY  
OCTOBER 25, 1919

## Tuskegee Institute United Peace Drive

November 9th to 11th

FOR

*The Roosevelt Memorial Association*  
*The Third Red Cross Roll Call*  
*The Alabama Soldiers' Memorial*

*November 9th---Sunday---Opening Appeal*

*November 10th---Monday---Tag Day*

*November 11th---Tuesday---Armistice Celebration*

*Be a Peace Patriot*

*See Page 3 Marked 11*

**A** COLLEGE that has its students devote one-half their time to actual useful work is so in line with common sense that we are amazed that the idea had to be put in execution by an ex-slave as a life-saver for his disfranchised race. Our great discoveries are always accidents: we work for one thing and get another. I expect that the day will come, and ere long, when the great universities of the world will have to put the Tuskegee Idea into execution in order to save themselves from being distanced by the Colored Race.—ELBERT HUBBARD, In "A Little Journey to Tuskegee."

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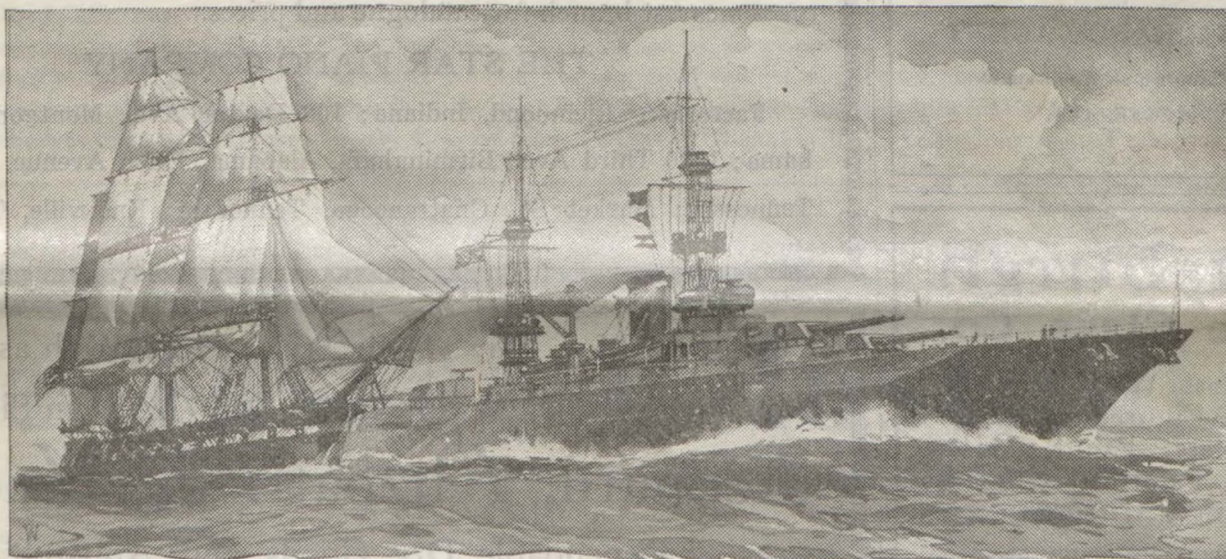
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# The Tuskegee Student

*Devoted to the Interest of Students and Graduates  
of the Tuskegee Normal and Industrial Institute*

VOL. 30

TUSKEGEE INSTITUTE, ALABAMA, OCTOBER 25, 1919

NO. 32

## Honor Thy Father and Thy Mother

### Principal Moton's Sunday Evening Talk in the Institute

Chapel, Sunday Evening, October 5th

During the time that I was away last week, I met one of the parents of one of the students here and he told me that he had not heard from this young man since he had left home for Tuskegee, and I felt ashamed that any Tuskegee student would be so lacking in the proper respect for his parents as to neglect this important duty.

Frequently we have received letters from parents inquiring about their son or daughter, whom they haven't heard from for a long period—sometimes months. I met one mother sometime ago who said she hadn't heard from her child for a year. I was both disappointed and disgusted to hear that.

When we read the ten commandments we find that the first four of the ten commandments refer to God. "Thou shalt have no other gods before me. Thou shalt not take the name of the Lord thy God in vain. Remember the Sabbath Day to keep it holy," etc. The fifth commandment refers to our mother and father: "Honor thy father and thy mother that thy days may be long in the land which the Lord thy God giveth thee." And the interesting thing about this commandment is that it is the only one which has a promise attached to it. We are told that we must honor our father and mother so that our days may be long in the land which the Lord gave us.

I tell you, young men and women, it is a fine thing to go to school, and have your ideals and inspirations broadened. It is a grand thing to know how to read and write, to review the history of those that have gone on before, and to know what other men think, but it is a shame for any student to become careless and indifferent about his parents because he may be educated and thinks that he is above them.

I know of a young man, who entered a certain school and studied for four years, graduated and went back home, secured a school and went to teaching. He was a very good teacher and his pupils all loved him. He went back to his old home in a log cabin, and said that there was no one for him to associate with. He called his old mother, "Mrs." and didn't want her to call him by his first name. When he returned she gave a reception in his honor and tried to make it pleasant for him, but he humiliated and embarrassed this old mother with his new found airs. His old crippled stepfather, who had spent every dollar that he could "rake and scrape" to educate him from a baby up, was called "Mr." Along with that talk and that attitude went the same kind of disrespectful treatment.

This boy crushed the life out of his parents. His poor old mother died with a broken heart, and before she died she talked with my mother with tears in her eyes, when my mother would tell her how kind her sons tried to be to her. That old crippled man who had raised that boy from a baby talked with me before he died and told me how he had struggled to educate the boy, and he wept as he talked.

I have no compassion or sympathy for anyone who would do that kind of thing. I hope that none of you will ever come to that point where you will become careless and indifferent towards your parents, and crush the spirit out of their hearts. When they suffer and work hard for you to go to school, they look forward with pride for you to come and brighten their lives because of your training and your education. I think that the children suffer more than the parents do when they are disrespectful. I don't believe any success will come to a boy or girl that does the kind of thing I have described. The young man about whom I spoke just now was a clean man; there was nothing against his moral character, and yet the superintendent of the county schools would not permit him to teach in the county so he went to the next county and they wouldn't let him teach there. He had to go over a hundred miles before he could find work. He taught school there for a while and died, and was almost buried in a Potter's Field. His pupils took up a collection to bury him, because he was a good teacher and was popular with his students.

Sometimes parents don't always do what we want them to do, and sometimes disappoint us; but I don't care what they do, they are our parents, and as for that matter we don't always do what they want us to do. In fact, more children disappoint parents than parents disappoint children. I don't want to hear of any Tuskegee student being unkind or indifferent towards his mother or father.

When Jesus was upon the cross He saw His mother standing among His disciples. He called His mother and His friend, John, to the foot of the cross and said to His mother, "Woman, behold thy son!" and to His friend, He said, "Behold thy mother!" Thus it was that one of the last things in the mind of Jesus in the hour of His greatest agony was the comfort and care of His mother.

I tell you, young men and women, I don't believe God will be pleased with you; I don't believe God will let you have a successful life if you don't honor your father and mother. I don't believe that you can remain long in the land which God gave us.

## Urban League

### To Open Southern Office at Atlanta, Ga.

Announcement was made sometime ago that the National Urban League would open Southern Headquarters at Atlanta, Georgia, which would have the general supervision of the work of the Urban League in the Southern States.

Mr. Jesse O. Thomas, a graduate of the Tuskegee Institute, and formerly Northern Financial Secretary, has been placed in charge of the work of the Southern Headquarters, and is planning to open the Atlanta office at a very early date. In a recent address before the Urban League Industrial Convention, held at Detroit, Michigan, Mr. Thomas in commenting upon his plans for coming South and opening the Atlanta office, said:

"Notwithstanding large numbers of Negroes have migrated north from every southern community in the past few years, there are still between seven and eight million Negroes in the fourteen Southern States. I am very much pleased that the Executive Officers in the National Urban League have been farsighted enough to realize this fact. They realize that it doesn't matter how successfully the policies of the League may be operated in the Northern and Western States, that, notwithstanding, the League may succeed in securing a larger place in the economic life of the community for the Negro in cities like Chicago, Detroit and other large centers, that ultimately the organization will have largely failed, unless its program can be carried to the Southern States, unless it can help the Negro in centers like Atlanta, Georgia; Birmingham, Alabama, and other congested Southern cities.

"The officers of the League have also, been wise in the policy they have adopted in their effort to carry the League's activities into the South. Their plan and purpose are to organize in the South, by the South. After all is said and done, there can very little be done in the South of a permanent nature in the way of race adjustment and development of racial relationship without the sympathetic and active co-operation of the better element of white men and women, black men and women.

"I shall attempt briefly, to describe the plan of organization for the South, and the program for each southern community. First, it is the League's plan and purpose to have a large Advisory Committee, made up of the leading white men and women, colored men and women, of all of the Southern States. The Field Secretary, or Southern Organizer, will frequently turn to this committee for advice on all problems and policies affecting that part of the country. This Advisory Committee will serve as a point of contact between the Organizer and citizens at large, in every

(Continued on page 6)



## Mr. W. T. B. Williams Visits the Calhoun School

Mr. Williams was the speaker at the opening exercises of the Calhoun School, Tuesday, October seventh. These exercises are held annually at Calhoun, at the opening of school in memory of the founding of the institution. This is a very unique feature of the school in that it celebrates at the beginning as well as at the close.

These exercises serve the purpose also of awakening interest among the patrons of the school. On this occasion more than a hundred fathers and mothers and friends of the school gathered with the children for the opening day exercises.

In Mr. Williams' address he pointed out the purpose of education, showing especially that it is designed to make larger, better, and more effective men and women and to draw attention also to the good fortune of these rural people in having such a school as Calhoun. This school has done far more than teach the conventional subjects. It has reached out to the homes and influenced the whole life of the people about the school.

He then called attention to the duty that these people owe to their Northern friends, as is the case with most colored people who have received education. He encouraged them in their loyalty and devotion to the school and to those who have conducted this work through twenty-eight years of its existence.

In this connection he was able also to direct their attention to the increasing number of Southern white friends who are giving more and more nowadays to the welfare of the colored people. He was able to point to specific instances of such in that particular community. The Southern white friends at Calhoun and elsewhere are giving special attention to the improvements of colored schools.

Mr. Williams referred to the fact that the influence of the Calhoun school had been such as to keep practically all of the people of the community on their lands in spite of the attractions that carried so many colored people northward.

He closed his address by urging the colored people not to be frightened away from their homes which they had acquired by great effort and thrift. He assured them that the disturbances of today were only temporary and formed a part of the unrest that the whole world is experiencing. The good people of Alabama have no desire to drive away such neighbors as have been developed about the Calhoun school and he urged them to sit steady, educate their children, make attractive homes for them and that will continue to hold them in this community.

## Helping the Little Brown Brother

Tiny waifs of humanity from far Turkey, Montenegro, Serbia, the "lost children of the Urals"—all waiting the answering love and care of the "Greatest Mother in the World"—their swarthy little faces wreathed in smiles of happy, trusting hopefulness. So they have been found by the American Red Cross, which sent to the ravaged lands across the

waters many helpers in answer to the pleading call of these homeless, hungry tots and their despairing mothers. Blind to color, race and creed, the "Greatest Mother in the World," seeing only the sorrow and the want, has opened her arms to the suffering, and high over the heads of her loved people has raised her standard, crossed with gleaming scarlet.

Just as she has welcomed to herself and her protecting care the little brown brothers of Europe's shores, so has she looked within America's boundaries for our own little brown brothers who need her among the Negro race of this country. And, just recently, they needed her badly. When the race riot in Chicago left hundreds of families homeless and helpless, the Red Cross responded with shelter, clothes, shoes and food for all—and especial care of the little ones was taken in the issuing of one pint of milk daily to the children.

But it is not merely in some dire emergency the Red Cross Mother aims to help her darker children. She plans for their future needs, and to this end, the Red Cross Home Service is planning a great, instructive campaign whereby both Negro and white mothers may learn self-care and self-help in the home. Recognizing the fundamental value of proper physical care of the child from the start, the Red Cross classes and clinics, are training mothers in home nursing, hygiene, care of the sick, weighing and measuring of babies, standards of physical health and other vitally important factors in the care of children. In order to foster a healthy development in the child life—as well as that of the entire family—courses in home dietetics hold an important place in the work of the Home Service chapters. In addition to actual, practical demonstration, the instruction is supplied through appropriate literature, set forth in plain phraseology and made more graphic by striking illustrations.

In this Home Service work, the Red Cross has received and expects to still receive the co-operative support of the Negroes themselves. It was during the world-war crisis that the Negroes first organized into Red Cross chapters. In these they conducted surgical-dressing rooms, and held classes in dietetics, hygiene and home care of the sick, while, of the Modern Health Crusade, none were more earnest members than the colored children. Every war-time activity of the National Red Cross won from these people earnest and enthusiastic support. Having proved their ability during a world crisis, they are not going to fail their own race as long as it needs their work and support.

During the recent Chicago riot, Red Cross stations were, in many centers, wholly operated by colored women. Untiring, efficient and in the fullest co-operation with members of other chapters, was the work of the colored members of the Red Cross.

So will their work remain—and in those parts where colored members and teachers are not available for carrying on the work, there the white "mothers" will take up the work of our "little brown brother" in America, just as she worked for those swarthy-skinned little mites across the sea.

## The Roosevelt Memorial Campaign

"Theodore Roosevelt embodied, as no other American in our history those American conceptions of equality, of rights and of obligations, of liberty under the law, and of a people united, not by ties of race or tradition, but by the bond of faith in a great idea; and his name will, through the generations to come, be a symbol, not only of vigor and manliness and power, but of orderly government and undivided allegiance to the American flag and all it stands for."—Colonel William B. Thompson, President of the Roosevelt Memorial Association in a letter to Principal Moton.

"His courtesy knew no wealth or class; his friendship, no creed or color or race. His courage stood every onslaught of savage beast and ruthless man, of loneliness, of victory, of defeat. His mind was eager, his heart was true, his body and spirit defiant of obstacles, ready to meet what might come."—From Resolutions adopted by Boy Scouts of America.

\* \* \* \* \*

Principal Moton and Mr. Robert R. Church, Jr., of Memphis, Tennessee, are members of the National Committee representing the Negro race.

\* \* \* \* \*

Colonel Roosevelt was a friend of many years' standing of Dr. Washington, and was an active Trustee of Tuskegee Institute. In his address on the occasion of the Memorial Exercises to Dr. Washington, Colonel Roosevelt said of Dr. Washington: "He was one of the men to whose counsel and guidance I frequently turned when I was President of the United States."

\* \* \* \* \*

Every student and teacher is urged to join the Roosevelt Memorial Association.

United Peace Drive  
November 9th to 11th  
BE A PEACE PATRIOT

## Foot Ball Team the Guest of the Y. M. C. A. at an "Open House" Entertainment

On Saturday evening, October 18th, between the hours of 9:30 and 11 p. m., the football team and party of the Birmingham High School, and the Tuskegee football squad were guests of the Y. M. C. A. Cabinet of the Institute in an "Open House" entertainment. Among the Birmingham party of thirty splendid young men were Professors Carnes and Johnson. After a short but highly enjoyable musical and literary program, the young men spent an hour becoming acquainted, playing games, and eating refreshments. Rev. John D. Whittaker, Major W. H. Walcott, Mr. A. L. Holsey, Rev. J. W. Kelly, Mr. John B. Watson, Mr. James Gayle, Captain R. S. Darnaby, and Secretary J. J. Rhoads were among the members of the faculty who enjoyed the evening with the young men.

## Principal Moton Tours the Tennessee Valley

(Continued from page 5)

the unrest when colored people can be made to feel that they have protection in both person and property if they are industrious, law-abiding and self-respecting. In closing his remarks to the white people he spoke very directly and frankly of the abuses and difficulties which colored people meet with in Jim-Crow cars. These things he described with a detail that is familiar to every colored man and woman who travels upon the railroads of the South. But he was telling them, he said, because he believed that most white people are entirely ignorant of what colored people have to endure in Jim-Crow cars. Against these abuses, he said, the colored people protest strongly, not because they want to ride with white people—"as a matter of fact, they do not, for colored people have, perhaps, more prejudice in this matter than white people have." But what they want is comfort and cleanliness and equal accommodation for equal money paid.

He closed his address with an appeal to both races to think less about color and race and more about service. The important thing was to serve wherever and whenever it was needed, without regard to color or condition of those who need the service.

### Many Favorable Comments Heard

In every instance throughout the trip, Dr. Moton in his addresses held the attention of his audience and received the manifest approval of those who heard him. On each occasion one or more of the representative white citizens took the opportunity at the close of the meeting to express their satisfaction both in what he said and the manner in which he said it. This sentiment was best expressed at a meeting in the court house at Scottsboro when a prominent lawyer of the town in expressing his satisfaction with the meeting said that his only regret was that all the white people and all the colored people of Jackson county had not been present to hear the address.

In all, fifteen places were visited, including Athens, Decatur, Sheffield and Florence, besides smaller communities. In each place Dr. Moton made an address sometimes in church, sometimes in a court house, sometimes in a schoolhouse and at least twice in a grand stand of the county fair. Altogether the tour covered between four and five hundred miles over rough and dusty roads that had not been visited by a rain in two months. These roads constituted the hard part of the trip, but on each occasion they were forgotten in the cordial hospitality and generous service that greeted the party at each stopping place.

### Many Courtesies Received

The plans for this trip were made by Mr. T. M. Campbell, District Agent of the United States Agriculture Extension Service with the aid of his assistant, Mr. Harry Simms. At Huntsville, besides President Buchanan, the party was joined by Mrs. Buchanan the daughter

of the late Professor William H. Council, founder of the State Agriculture and Mechanical College at Normal, and Miss Whitfield, the District Home Demonstration Agent in that section. Later in the day Mr. E. H. Shields of Sheffield, Alabama, undertaker and business man in that city, helped in the success of the tour by his own service and the use of his touring car for the entire trip. Beginning on Tuesday, the party was broken up on Saturday, the various members returning to their several homes. All were gladdened by the evidences of prosperity throughout that section, the generous interest in education and the cordial relation between the races. As an instance of the interest in education in one place the colored people raised Eight Hundred Dollars within twenty-four hours in order to secure the desired appropriation for a new school building. In another place the school term had been but four months in length. The county superintendent in a public meeting said that it would be increased to six or eight months if the colored people desired it and would keep their children in school for that length of time.

It was to help in fostering and extending this spirit that the tour was planned. From all indications its success amply justified the time, energy and expense put into it.

## Making Labor Contented

In a circular letter Mr. J. H. Devereaux, Employment Manager of Tallassee Power Company, Badin, North Carolina, set forth in a very clear and forcible manner one certain method of making Negro labor in the South content because of the fair treatment, a just reward for the labor and an effort on part of the management to inject just a little bit of the human side into all of their transactions and into all of their efforts for social betterment in the community. We quote the following paragraph from the circular:

"We do not mean to convey the impression that we are philanthropists or that we are attempting to solve the 'Race Problem.' Our business is to make aluminum and we make no further claims than to be a corporation engaged in that business. But we do believe that if the colored laborer is given a chance to develop as a good citizen, he will be thoroughly reliable, will develop greater industry and thrift, and will have a better outlook on life. Therefore, whatever we can

do to develop him along these lines will, in the long run, result in our attracting to our city the best class of colored labor whom we always prefer to employ.

"Badin offers great opportunities to the working man, our city is modern and sanitary in every particular, each home having electric lights, running water and sewerage, rent is very moderate and homes are sold to workmen on the hundred and twenty payment plan. Living expenses are lower here than they could possibly be in an incorporated city. It is notable that during the great migration of Negroes to the North, our plant was hardly affected, and nearly all of the service men called to the colors by their country have returned to their old jobs here, where they received a hearty welcome, the Department of Labor gave a release to the papers of the country in a special bulletin, setting forth the success of this company in providing good working conditions for the Negro workman."

## The Jeanes Fund Report

The Jeanes Fund, for the improvement of Negro rural schools, co-operated during the session ending June 30, 1919, with public school superintendents in 220 counties in 12 states.

The supervising industrial teachers, paid partly by the counties and partly by the Jeanes Fund, visited regularly in these counties 6,212 country schools, making in all 23,345 visits, and raising for purposes of school improvement \$324,896.93. The total amount of salary paid the supervising teachers was \$74,545.01, of which the county school authorities paid \$32,669.58, and the Jeanes Fund, \$41,875.43.

The business of these traveling teachers, working under the direction of the county superintendent, is to introduce into the small country schools simple home industries; to give talks and lessons on sanitation, personal cleanliness, etc.; to encourage the improvement of schoolhouses and school grounds; and to organize clubs for the betterment of the school and the neighborhood.

### TO MY FRIENDS IN MACON COUNTY

Having bought the furniture business of V. D. Hearne and Company, of Opelika, we are in position to make it to your interest to call and see us. We appreciate your patronage. We are adding a full line of funeral supplies.

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T. F. PROCTOR, Manager

Formerly of Tuskegee, now of Opelika

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Edited by Robert L. Vann

Associate Editors: Hon. Emmett J. Scott, Eugene Kinckle Jones and Walter S. Buchanan  
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### Music Lover's Club Meets

After the Chapel exercises, Sunday, October 12th, the Music Lovers met at the home of Mr. and Mrs. A. D. Foster for the regular monthly meeting, and the following program, entitled, "Library Hour with Current Music Literature," was rendered:

Program:—Community Music, Mrs. S. P. Martin; Negro Music and Musicians, Mr. A. J. Neely; Solo, Little Mother of Mine, Burleigh, Mr. Preston Roney; Where Woman's Help is Needed in Music, Mrs. R. R. Taylor; Solo, Just a Wearyin' for You, Carrie Jacobs Bond, Mrs. H. Sims; Musical Appreciation, Miss Leonie Spears; Sextette from Lucia de Lammeroor, Mrs. Adelaide Foster; Stimulating and Sustaining Interest in Music Lovers Clubs, Mr. A. L. Holsey.

After the program, delightful refreshments were served. The committee in charge of the program was composed of Miss Leonie Spears, Chairman; Mrs. R. R. Taylor, Mrs. S. P. Martin, Mr. A. J. Neely, and Mr. A. L. Holsey.

### The Death of Mrs. Chandler

We regret to announce the death of Mrs. Elizabeth S. Chandler, widow of the late Alonzo G. Chandler, on Sunday morning, the 11th of October, at her residence in South Greenwood. Mrs. Chandler had been in poor health for sometime, but bravely kept up her work in the Academic Department until but a few days before her death when her feeble strength gave way. Her father was summoned from his home in Louisville, Ky., but did not reach Tuskegee until after her death. The remains were taken to her former home, Louisville, for interment, by her father, who also took the two small children who are left without father and mother. Funeral services were held on Tuesday morning in Phelps Hall Chapel, attended by neighbors, and co-workers, and many beautiful flowers were sent by friends as an expression of their respect and sorrow.

### Chicago Business League Organized

(Associated Negro Press)

Chicago, Illinois, October.—The Chicago Business League is the name of a new organization of local business men which proposes to put Chicago in the lead in the way of business progress and organization work. Among the many new features that will be adopted by this new organization are Woman's Auxiliary, Junior Department, Publicity Campaign, Co-operative buying and a paid Executive force.

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DEPARTMENT OF LABOR  
AUG 2 1920

August 30th. 1920.

Director of Negro Economics

Dr. George E. Haynes,  
Director of Negro Economics  
Department of Labor.

Dear Doctor Haynes:

I regret to say that I am unable to send you a catalogue at this time due to the fact that our very large student body last season completely exhausted our supply. The new catalogue is now on the press and we will forward one as soon as they are completed.

Very truly yours,

*A. L. Holsey*  
Secretary to the Principal.

*Notes  
J.E.H.  
9/2/20*

Main 6370 Information

DEPARTMENT OF LABOR

TELEGRAM

Myer Econ  
Main 8474-  
Branch 135

H.

WU 14 Q 44 Collect NL

Atlanta, Ga. Aug 6, 1919.

Dr. Geo. E. Haynes,

Dept Labor, Washington.

Leaving Atlanta at three p.m. for Washington.

Train # 30

Will arrive in Washington Thursday at twelve twenty five  
if you wish conference with me kindly come to Station for  
it as I will be in Washington only a short while en route to  
engagement in New York.

On line  
Due 12:50  
12:58

John Hope

10am Aug 7

Notes  
y. Hoff  
8/25/19

**HOWARD UNIVERSITY**  
**INAUGURAL EXERCISES**  
TO BE HELD IN  
**ANDREW RANKIN MEMORIAL CHAPEL**

WEDNESDAY NOVEMBER TWELFTH, 1919

10:30 A. M.—ACADEMIC PROCESSION STARTS FROM CARNEGIE LIBRARY

THE AFTERNOON TO BE DEVOTED TO AN INSPECTION OF THE UNIVERSITY PLANT

8:00 P. M.—ALUMNI NIGHT—TO BE HELD IN ANDREW RANKIN MEMORIAL CHAPEL

THURSDAY, NOVEMBER THIRTEENTH

RECONSTRUCTION AND READJUSTMENT CONGRESS—TO BE HELD IN ANDREW RANKIN MEMORIAL CHAPEL

10:00 A. M.—MORNING SESSION

8:00 P. M.—EVENING SESSION

The Trustees and the Faculty  
of  
Howard University  
request the honor of your presence  
at the Inauguration of  
J. Stanley Durkee, A. M., Ph. D.  
as President of the University  
on Wednesday, November the twelfth  
nineteen hundred and nineteen  
Washington, District of Columbia

It is requested that a reply be addressed to  
Emmett J. Scott, A. M., S. L. D.  
Secretary-Treasurer  
Howard University, Washington, D. C.

R with regrets  
11/7/19  
Wise  
per

Gammon Theological Seminary,  
Atlanta ,Ga.  
March, 23rd, 1921.

Dr. George E. Haynes,  
Director of Negro Economics,  
U.S. Department of Labor,  
Washington, D.C.

RECEIVED  
DEPARTMENT OF LABOR  
MAR 28 1921

Director of Negro Economics

Dear Dr. Haynes:

I have been called to Gammon Theological Seminary as Director of Rural Economics, with special reference to the part the Negro Ministry can perform. It would be a great joy to me to establish a working relation with your office.

I have matters under consideration which should be presented to you in order to help improve the conditions of the country churches of the South.

These matters will be submitted promptly as soon as investigation is completed.

A community of Negro land owners about three hundred in number desires to secure assistance from the federal land loan <sup>Bank</sup>. Please give any suggestion you have for them to me, and the word will be passed along to the community at once. We have about seventy five young men in advance classes who are doing special work, and later will have one hundred Rural Pastors here for three weeks training. Please put me on your mailing list and when ever possible let me have a report or if possible enough reports to supply my classes. Any favors shown will be greatly <sup>appreciated</sup> received.

Yours faithfully,

*M. T. J. Howard*  
Director of Rural Economics

*W. C. H.*  
*3/25/21*



March 28, 1921.

✓  
Mr. M.T. J. Howard,  
Director of Rural Economics,  
Gannon Theological Seminary,  
Atlanta, Georgia.

Dear Mr. Howard:

Your letter of March 23 is just received, shortly after notice from the Secretary that Negro Economics work would be abolished as of April 1. I regret very much, therefore, that you will be disappointed in being able to establish a work in relation to work in this office. I am as yet uncertain what my further relationships with the Department will be. You can write me at my residence, 1761 Teas Street, N.W., in case I am no longer with the Government. I shall be glad to get reports about your investigations.

If you will write to the Federal Farm Loan, Washington, D.C., they will give you full information about what your Negro farmers may do for assistance from the Federal Land Loan Bank.

Trusting to keep in touch with you and that I may be of further service, I remain

Yours sincerely,

Director, Negro Economics.

H/MLC

2025 MAR 28 1921  
6-104  
100-113

*RP*

619 Lake Street,  
Madison, Wis.,  
March 21, 1921.

George E. Haynes,  
Director of Negro Economics,  
Washington, D.C.

Dear Sir:

In your letter of March 14 you stated that you were sending me a study on Negro Labor entitled "Negro Migration in 1916-17" and a study on Negro Labor entitled "The Negro during the World War and during Reconstruction". These topics must have been lost through the mail, for I have not received them as yet.

Should you have any material on the characteristics of Negro Labor or any material that will cover the subject very broadly I would appreciate very much if you would send the same to me.

I thank you for the trouble you are taking in sending me this material.

Very truly yours,

*F. C. Hoyer*

Frank C. Hoyer.

*Noted  
3/24/21*

RECEIVED  
DEPARTMENT OF LABOR

MAR 24 1921

Director of Negro Economics

*3/24/21  
K. P. *Tracy**

April 1, 1921.

Mr. F. C. Hoyer,  
619 Lake Street,  
Madison, Wis.

Dear Sir:

Please advise if you have not yet received bulletins referred to in Dr. Haynes' letter of March 14th, and your reply of March 21st. If same have not yet been received, through Government Printing Office, I shall be glad to send you additional copies.

Yours very truly,

Special Agent.

# THE ARMENIA AMERICA SOCIETY

287 FOURTH AVENUE

NEW YORK



*We have been saving the Armenians; now we must save Armenia.* America has fed and clothed thousands of *individual* Armenians; now the *nation* demands our aid. We have been giving charity; now we must demand justice, and demand it in such a way that justice will result for the people whom we have caused to look to us for all that they have.

The Armenia America Society has been founded "To unite in co-operation the many friends of Armenia for the purpose of ascertaining the needs of Armenia, of bringing those needs before the American people and of securing the satisfaction of those needs through American assistance." So long as the Near East Relief so splendidly meets the physical needs of the sufferers the Armenia America Society will concern itself chiefly with the political needs of Armenia, and in perfect harmony and *co-operation with the Near East Relief*. Three special needs make the strongest appeal just now:

*The Armenians need help in defending themselves.* With some assistance from the French and the British the Armenians had, in a measure, re-established themselves in their own homes. But

when the assistance was withdrawn they were obliged to defend themselves against tremendous odds. They are now fighting for their lives in their own trenches defending their own homes, and they call on America to aid them.

*The Armenians need a fair solution of their boundary question.* The forces that massacred the people are now claiming their territory. Europe seems ready to give back two-thirds of Armenia to the Turks as a compromise with the powerful forces of violence. Our President has been asked to settle the question and the American people must help him to settle it right.

*Armenia needs protection as it establishes itself in its homeland again.* Hundreds of thousands of exiles are eager to return but cannot till a restraining hand is laid by a mighty power on those who have seized their lands and homes. Uncounted thousands of captive women and children are yearning for release, but there is none to deliver. Our allies have counted on us to provide this strong hand of justice to give the new nation a chance. We must do it.

The Organizing Committee of this Society is composed of exceedingly busy men, but men who are ready to devote themselves to this tremendous task. The chairman is Mr. Walter George Smith, one of Philadelphia's most distinguished lawyers and a member of the first Near East Commission. Associated with him are Mr. Hamilton Holt, editor of *The Independent*; Mr. R. J. Caldwell, a noted cotton merchant and chairman of the Mid-European Association; Canon Robert Ellis Jones, of the Cathedral of St. John the Divine; Hon. William N. Runyon, ex-Governor of New Jersey; Dr. Charles S. Macfarland, secretary of the Federal Council of Churches, and Dr. Stanley White, of the Board of Foreign Missions of the Presbyterian Church. These gentlemen ask you to join them in uniting the sentiment of America to save Armenia.

The Society proposes to carry on a campaign of educating the public on the opportunity and responsibility before America in helping Armenia to justice and righteous government in liberty. It plans to urge directly upon the Department of State in Washington the need of action along the lines named. It also hopes to reach the Senators and Representatives directly and through their constituencies with the same plea.

Every American genuinely desirous of joining in such a united effort to save Armenia may become a member by applying to the temporary Secretary and Treasurer of the Society, Rev. Ernest W. Riggs, 287 Fourth Ave., New York City. Voluntary contributions are the only source of income for the Society, and those contributing five dollars or over will be considered as voting members.

If America has thus far failed to do her part it is because the individual men and women in America have failed to do their part. In union there is strength. Join the Armenia America Society. Every day that America delays action makes action more difficult. Join now.

ERNEST W. RIGGS,  
Temporary Secretary and Treasurer.

June 27, 1919.

✓  
Mr. James H. Hubert  
National League on Urban Conditions Among Negroes  
2303 Seventh Avenue, New York City.

My dear Mr. Hubert:

I have received the copies of "A New Day for the Colored Woman Worker" which you so kindly sent and thank you most heartily for them.

This pamphlet contains such valuable information that I am desirous of obtaining 40 more copies for distribution to teachers in connection with a lecture course that I am to give at the Hampton Institute summer school. If you have so many on hand, will you kindly send them to me at Hampton Institute, Hampton, Va., care of Dr. George P. Phenix, stating price of each pamphlet or whether the League furnishes them gratis for such purposes. I should be pleased to have these sent within a few days.

Trusting that you will find it feasible to grant this request, I am

Yours very truly,

Director of Negro Economics.

MLC

EXACT COPY AS SIGNED BY GEORGE E. HAYNES

MAILED 6/27/19 BY M. L. S.

011 22-1  
C  
=

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FOR SOCIAL SERVICE AMONG NEGROES

Branch of the National Urban League, Inc.  
127 E. 23rd Street, New York City

2303 SEVENTH AVENUE, NEW YORK CITY

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*7/17/19*



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July 17th, 1919.

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Dr. George E. Haynes,  
Hampton Institute,  
Hampton, Va.

My dear Dr. Haynes:

I was very much surprised to learn from your letter just received, that the copies of pamphlet sent some weeks ago have not reached you.

I have just sent 15 copies by special delivery fearing that the other copies may not reach you in time for your conference.

Regretting this delay and hoping that these may reach you in ample time, I am

Very truly yours,

*James H. Hubert*

JHH/W-



*"Let us not work as colored people nor as white people for the narrow benefit of any group alone, but together, as American citizens for the common good of our common city, our common country."*

MRS. WILLIAM H. BALDWIN, JR.

### WHAT WE DO TOWARD THIS END

We

1. Try to show social welfare agencies the advantage of co-operation.
2. Secure and train social workers.
3. Protect women and children from unscrupulous persons.
4. Fit workers } {for } work  
                  } {to }
5. Help to secure playgrounds and other clean places of amusement.
6. Organize boys' and girls' clubs and neighborhood unions.
7. Help with probation oversight of delinquents.
8. Maintain a country home for convalescent women.
9. Investigate conditions of city life as a basis for practical work.

July 29, 1919.

Personal:

Mr. James H. Hubert,  
Executive Secretary, New York Urban League,  
2303 Seventh Avenue,  
New York, N. Y.

My dear Mr. Hubert:

Please find enclosed my check for \$1.80, being the 10 cents each for 15 copies of the study of Negro women in New York, and for 3 additional copies of the lot which you previously sent me. I would appreciate it if you see your way clear to replace these that I might have a few extra copies for use at places where they may do good.

Yours very truly,

Director of Negro Economics.

Enclosure

MISS ELIZABETH WALTON  
CHAIRMAN

E. P. ROBERTS  
VICE-CHAIRMAN

MRS. ALBERT J. ERDMANN  
SECRETARY

A. S. FRISSELL  
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October 4th, 1919.

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YOUNGSTOWN, OHIO

Dr. George E. Haynes,  
Fisk University,  
Nashville, Tenn.

My dear Dr Haynes:

In re to your letter of July 29th,  
in which you say "Please find enclosed my check  
for \$1.80, being the 10 cents each for 15 copies  
of the study of Negro women in New York, and for  
3 additional copies," I beg to say that the en-  
closure mentioned was not found.

We had intended writing before this  
but was waiting to hear from you.

Very truly yours,

*James H. Hubert*

*Noted  
yest  
10/9/19* *RECEIVED  
DEPARTMENT OF LABOR  
OCT 2 - 1919* *pe  
yest  
70/9/19*

Director of Negro Economics

*"Let us not work as colored people nor as white people for the narrow benefit of any group alone, but together, as American citizens for the common good of our common city, our common country."*

MRS. WILLIAM H. BALDWIN, JR.

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3. Protect women and children from unscrupulous persons.
4. Fit workers } for } work  
                  } to }
5. Help to secure playgrounds and other clean places of amusement.
6. Organize boys' and girls' clubs and neighborhood unions.
7. Help with probation oversight of delinquents.
8. Maintain a country home for convalescent women.
9. Investigate conditions of city life as a basis for practical work.

October 9, 1919.

✓  
Mr. James H. Hubert  
New York Urban League  
2303 Seventh Avenue  
New York City.

My dear Mr. Hubert:

I regret the error about the check and enclose it. I regret that we did not discover the error and that the matter not coming to our attention it has been so long delayed. Did you ever get trace of the forty copies you sent me?

Yours very truly,

H/MLC

Enclosure.

811

Office of the Secretary.

September 12, 1919.

Prof. R.B. Hudson, Secy.  
National Baptist Convention  
First Regiment Armory  
Newark, N.J.

Official greetings to delegates at Baptist Convention  
assembled. Request your continuance of cooperation and  
endorsement.

Director of Negro Economics  
Department of Labor.

.....  
Office of the Secretary  
Contingent Expenses, 1920.

9/17/19  
m.c

# COLORED MEN'S CIVIC ASSOCIATION

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104 WASHINGTON STREET  
ROOM 3

PEYTON HARRISTON, TREASURER  
WILLIAM J. BOYD, SECRETARY  
JOSEPH R. ADAMS, JR., ASS'T SEC'Y

PATERSON, N. J.  
CHAS. C. WOOLDRIDGE

RECEIVED  
DEPARTMENT OF LABOR  
Sept 6/19

Director of Negro Economics

R  
9/10/19

Dear George E. Haynes  
I have just read four articles in the September Crisis. Permit me to say that we in Paterson, are slowly forging to the front. We have several factories in Paterson that are beginning to wake up to the fact that skilled and unskilled <sup>negro</sup> labor are splendid workers when given a chance. I desire to say however that it has been a hard fight but we have been persistent and we are gradually winning. I select the very best material when an order comes in from the Department that are using colored people. I would like very much to have you address the colored people of Paterson when you are traveling this way. Let us have a short time to advertise you. I enclose you clippings from the Sunday Chronicle of Paterson

Sunday afternoons  
are best for meetings

Yours  
John A. Huggs  
Inspector Department of Labor

# COLORED MEN'S CIVIC ASSOCIATION

JOHN A. HUGGS, PRESIDENT  
FLEMING JACKSON, FIRST V. PREST.  
GEORGE A. OLIVER, SECOND V. PREST.

HEADQUARTERS :  
104 WASHINGTON STREET  
ROOM 3  
PATERSON, N. J.  
CHAS. C. WOOLDRIDGE

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## Colored Men's Association

The Colored Men's Civic Association held their regular meeting on Tuesday evening at headquarters, 104 Washington street. One of the important matters passed upon was as to whether they would assent to the Rev. Samuel Ramey, pastor of the Colored People's Church of Christ, for wounded soldiers to solicit funds in Paterson. The matter had been referred to the association by Chief of Police Tracey and after careful investigation the association reported to the Chief that Paterson had a number of worthy charities to support and they could not recommend that any outsider come into the city to collect, feeling that New York was large enough to care for her own wounded soldiers.

Thursday evening, September 11, 1919, in the C. M. A. Hall, 159 Governor street, the association will have the moving picture show of venereal diseases for men only, admission by ticket only. Free tickets can be had from any member of the association or at the several churches on Sunday and at the barber shop of Mr. Wooldridge, 57 Godwin street. Don't miss it. Performance at 9 p. m. No one admitted after 9 o'clock.

portunity to live and get live.

## COLORED FEDERAL UNION

Organizer James C. Matthews has organized the Colored Federal Union. It is composed of colored men and women. The officers are: President, John Huggs; vice-president, C. Wolrich; recording secretary, Oliver Perry; treasurer, Paton Harrison.

POSTAL CLERKS' ASSOCIATION



September 11, 1919.

Mr. John A. Huggs, Inspector  
Department of Labor  
104 Washington Street  
Paterson, N.J.

Dear Mr. Huggs:

I thank you for your kind letter of September 6 with the enclosed clipping, which shows your organization is doing some good work in your community. No doubt that persistent effort like yours will win a place of service in the community.

I appreciate very much your cordial invitation to visit you and have made note of it and will be pleased to stop at Paterson if I am in your region any Sunday. At the present time I am working out my fall program and am uncertain about my movements until that is completed.

With many cordial appreciations of you and your organization, I am

Yours very truly,

Director of Negro Economics.

H/MLC

211

Submural  
No 10/15/19

Director of Negro Economics

OCT 7 - 1919

RECEIVED  
DEPARTMENT OF LABOR

U. S. Emp. Service  
Washington, D. C.

Dr Geo. E. Haynes,  
Director Negro Economics.

Everybody in the Emp. service are grabbing at straws, but few can be retained in the service much longer. I have not a place to hang my hat as yet.

I gave you some data sometime ago concerning my efficiency as well as the persistent efforts to have my status recognized. I did not deem it necessary to see you personally judging that you would do what ever you could in the matter. Do you think that I would have a chance in the Census Bureau under that examination? Thanking you

for any information you  
have or may obtain  
I am,

Yours respectfully  
Walter J. Humphries

March 7, 1921.

✓  
Mr. H. A. Hunt,  
Principal, The Fort Valley High & Industrial School,  
Fort Valley, Ga.

Dear Mr. Hunt:

Thank you for your good letter of March 4th. It would help greatly if you would write a similar letter directly to the new Secretary of Labor, Hon. James J. Davis. Some of the same points made in this letter would be good. The enclosed extract from recent hearings shows the policy that we would like to get made permanent.

There has been some misapprehension on the part of a few people that we were attempting to develop a separate or segregated bureau in the Department. May I ask, therefore, that you do not refer to this as a division or bureau, but only as the Negro Economics advisory service in the office of the Secretary of Labor.

Sincerely yours,

Director of Negro Economics.

h  
P  
Enclosure



The records in this folder are arranged ALPHABETICALLY BY NAME OF CORRESPONDENT. In order to make effective use of Special List 40, Selected Documents Pertaining to Black Workers Among the Records of the Department of Labor and Its Component Bureaus, 1902-1969, it is essential to maintain the alphabetical order of the records.