

# "Two Faithful Aides of Uncle Sammy"

By Dr. Julius Klein, Asst. Secretary of Commerce of the United States

Washington, July 27—(ANP)—President Hoover, several weeks ago, sent a beautiful memorial wreath to be laid upon the grave of a Negro who had long been a member of his personal staff while he was Secretary of Commerce, and who had rendered, altogether, twenty-seven years to the government. The man so honored by the chief executive was Mr. Charles Nelson Johnson, whose death occurred on May 17th. The president's offering represented not merely an expression of regret but a warm personal acknowledgment of Mr. Johnson's efficient and devoted service as "secretary's messenger" during the eight years that Mr. Hoover was head of this organization.

Only a few weeks after Mr. Johnson had passed away, there occurred the death of another of our long-time, highly valued Negro employees—Mr. Stephen Fuller, of the Bureau of Foreign and Domestic Commerce. I consider it a privilege to take this opportunity of paying tribute to the work and the personal worth of these two Negro veterans of the United States Civil Service.

It may be remarked, first of all, that Mr. Johnson probably knew by sight as many outstanding national and international figures as any man in Washington—because, during all the long period when he officiated in the outer office of Herbert Hoover and of R. P. Lamont in the Department of Commerce, there passed through the portals an almost unceasing stream of men who have attained distinction in every walk of life, in America and in foreign lands.

Mr. Johnson had a keen memory for their names and faces. And many of them remembered him on the occasion of repeated visits, despite his natural modesty and unobtrusiveness. His demeanor was always characterized by perfect courtesy, and he had rare gifts of tact. And too, Mr. Johnson was dependable in the highest degree, and was entrusted with numerous missions of importance—in the full assurance that the duty would be discharged both faithfully and competently. The secretaries of commerce whom he served so long had good reason to appreciate such zealous and unremitting application to the task in hand.

Stephen Fuller was in charge of the Loan File of publications of the Bureau of Foreign and Domestic Commerce. His knowledge of the publications within his charge was really astonishing, especially when one considers the variety of their subject-matter, covering practically every phase of domestic and international commerce, industry, and finance.

Mr. Fuller had an inquiring mind, and he familiarized himself, to a remarkable extent, with the contents of each new booklet, as it came across his desk. Thus when any inquirer was vague or possible mistaken with respect to the precise number of title of a pamphlet—but was able to indicate its contents with some degree of accuracy—Mr. Fuller could nearly always put his hand on the desired publication very quickly. He was alert, energetic, exceptionally methodical. He was glad to go out of his way to do things for his fellow-workers, in the course of office business.

Conscientiousness was one of Mr. Fuller's major traits—as it was of Mr. Johnson also. Even after Mr. Fuller had been stricken with his last fatal illness, and was struggling against the gravest physical incapacity, he insisted upon coming to the office at times when he should not have done so. He was constantly solicitous, to the last, that his work should be carried on with the most complete efficiency. He had been with the Department of Commerce for more than 27 years.

## C. M. A. PROGRAM FEATURES ANNUAL MEETING OF NATIONAL NEGRO BUSINESS LEAGUE

The 33rd annual convention of the National Negro Business League, held in New York City, June 19 to 22 was another evidence of the fact that Tuskegee Institute reaches far beyond the class rooms and shops on its campus in the fostering of constructive activities that will lead Negro people to reach a higher ground of economic independence, and citizenship. Founded by Booker T. Washington in 1900, the National Negro Business League under his guidance and that of its present president, Robert R. Moton, has grown steadily for thirty-three years.

A report of the convention prepared by Ferol Vincent Smoot for the Associated Negro Press states that this was not only the most spectacular, but the most successful convention in the history of the league. The report states further that during the three days more than 75,000 people visited the sessions of the convention and the trade exhibit. The opening session was held at

the Abyssinian church on Sunday evening, June 19, at which time Dr. Robert R. Moton, principal of Tuskegee Institute and president of the league, delivered his annual address.

Dr. Moton with his characteristic breadth of vision that looks beyond his own race to include all races, interpreted the depression and the present business situation in terms of its effect upon the relationship between black people and white. In this connection he said:

"There is less suspicion and jealousy within the race. There is less suspicion and greater appreciation by the black race for the white race. There is a stronger and saner desire on the part of the white race to be fair in its dealings with the black race. This is true in business as in all other phases of life. There is increasing throughout the nation greater patriotism and more even-handed justice toward all groups, weak as well as strong, poor as well as rich, black even as white. There is truly greater tolerance interracial, and intra-racially with a whole. Some and increasing disregard of color and creed.

"The C. M. A. movement accepts nothing but the highest standards, including quality of products, service and absolutely sanitary surroundings. These are the things with which our group, as yet, is not very familiar. The Negro business man must learn to give quality and service. We are not dealing or recommending black stores, but we are recommending up-to-date stores run by black men and women. The National Business League through the C. M. A. movement, offers a sane, safe, constructive way out. The trail has been blazed. We can follow, we should follow, and if we hope to succeed in business, we must follow."

The general theme of the convention was "Negro Business Points the Way." The subject discussed included all angles of Negro business from without as well as from within. Addresses on Negro business from the viewpoints of the newspaper, the professions, the church and the social workers were given by able speakers. The future of Negro business of various types, insurance, dry goods, drug stores, grocery stores and banking, was discussed by successful representatives of these groups. Technical advice on "Research as a Factor in Meeting the New Tests of Negro Business" was given by James A. Jackson, business specialist of the United States Department of Commerce.

### Trade Exhibit

The magnificent trade exhibit sponsored by the Harlem Business Men's club opened on Monday after noon, June 20, with special ceremonies. The Harlem Business Men's club, a branch of the National Negro Business League, with a membership of more than 200, was host to the convention.

The exhibit featured forty-two beautifully decorated booths displaying merchandise of finest quality, which is handled by Negro owned stores in New York City. Several booths were held by social and fraternal organizations at which fine needle work was shown and descriptive literature on the work of the organization was distributed. An exhibit of the work of Negro artists was sponsored by Arthur A. Schomburg, curator of Negro literature of the New York public library. A model cooking school which gave two demonstrations each day was conducted by the New York Amsterdam News. One of the most striking exhibits was a model grocery store displayed by the National Colored Merchants association.

The Harlem Housewives' League was hostess to the convention. Delegates from eleven cities attended the convention to participate in the shaping of future plans for further development of the National Housewives' League program which is devoted to the promotion of Negro business by affiliation and cooperation with the league in executive session endorsed the program of the Housewives' League and voted its full cooperation in the further extension of the work during the coming year.

Three new members were added to the executive committee of the National Negro Business League. They are: Allie N. Jones, vice president of the Harlem Business Men's club and chairman of the Trade Exhibit; C. Benjamin Curley, president of the New York Peoples Credit Union and a vice president of the National C. M. A. Stores, Inc.; Mrs. Margaret C. Hartsfield of the Domestic Credit Bureau, New York City.

Much Credit Due Holsey No small part of the success of the major project of the Business League—the C. M. A. Stores—is due to the vision and efforts of Alton L. Holsey for many years secretary to the principal at Tuskegee Institute. Until two years ago Mr. Holsey had divided his time between the interests of the institute and the league. With the expansion of the C. M. A. project and Mr. Holsey's election to the secretaryship of the league and the presidency of the C. M. A., it be-

## TEN THOUSAND CHEER FORD IN BROOKLYN



Over ten thousand people gathered to hear James W. Ford, Communist vice presidential candidate, at the Coney Island Stadium, in Brooklyn, New York. (Center) the candidate carried around the huge stadium on the shoulders of ex-servicemen as the ten thousand cheer. (Top and bottom) James W. Ford addresses the crowd.



Here (reading right to left) are J. Louis Engdahl, secretary of the International Labor Defense, and Mrs. Ada Wright, mother of two Scottsboro boys, Roy and Andy Wright, as they appeared recently at a Scottsboro protest meeting in Paris. With them are two French revolutionary leaders, Jean Richetta, secretary of the Federation of Textile Workers, and Marcel Cachin, editor of the revolutionary journal, L'Humanite.

came necessary for him to make his headquarters in New York.

Mr. Holsey's report was one of the high spots in the convention. Excerpts from the report follows:

"Since the last convention 89 public meetings were held in the interest of Negro business. Thirty-two of these meetings were held outside of greater New York. We have, therefore, through these meetings, reached more than 15,000 people in which a direct appeal was made to them for cooperation and higher standards of business procedure.

"Direct contacts have been made with local groups of business men and women in 38 cities. In addition to the combined Trade Week and Trade Exhibit which was sponsored by the Harlem Business Men's club, trade campaigns and trade exhibits have been held in Baltimore, Philadelphia, Pittsburgh, Dallas, Texas, Atlantic City, N. J., Winston-Salem, N. C., Cincinnati, Ohio, Detroit, and Richmond, Va.

Mr. Holsey pointed out that while all of the local groups which sponsored these movements are not formally affiliated with the National Negro Business League, that organization did cooperate with several of them by sending suggestions, material, and speakers.

Since the last convention fourteen of the twenty-seven stores operating under the C. M. A. franchise in greater New York have been remodeled according to the C. M. A. specifications and more than one-half of these grocery stores are now stores which have been started by men who have caught the spirit of the C. M. A. and are now conducting business enterprises of their own, but affiliated with the C. M. A. in order to get the benefits of scientific buying, advertising, supervision, and merchandising.

### Many Given Employment

In the new model stores established to operate under the C. M. A. franchise, forty-one of our people are employed. In addition to these, fourteen Negroes are directly employed in the combined offices of the National Negro Business League and the National C. M. A. Stores, making a total of fifty-five persons for whom employment has been created since the opening of the New York office in the fall of 1929. There are also four salesmen directing the sales of C. M. A. tobacco products and there were sixty salespeople for the securities of the National C. M. A. during the campaign which has now been closed. In all 121 persons have been directly employed through the activities of the C. M. A. and the National Negro Business League. Forty Negroes are employed in the factor which has the contract for manufac-

## Is the Negro in Business a Failure?

(By Carter G. Woodson)

I have just returned from the market which is not far away from my office. I often go over there at noon to buy a bit of fruit and to talk with a young woman who so successfully conducts a fruit stand there in cooperation with her mother. Some years ago I tried to teach her in high school; but her memory was poor, and she could not understand what I was trying to do. She stayed a few weeks, smiling at the others who toiled; and she finally left, feeling that going to high school was merely throwing away time. She learned from her mother, however, how to make a living and be happy.

I was reminded of her, too, just a moment ago when there came to my office a friend who succeeded in mastering everything we taught in high school and then distinguished himself in college. He brought me a song of woe. Having extreme difficulty in finding what he is trained to do, he has thought several times of committing suicide. I encouraged him to go ahead and do it. The sooner the better. The food, water, and air which he is now consuming may then go to keep alive some one who is in touch with life and able to grapple with its problems. He has been educated away from the fruit stand.

I had been trying to convince this man of the unusual opportunities for Negroes in business, but he reprimanded me for urging him to take up such a task when most Negroes thus engaged have been failures. "If we invest our money in enterprises of our own," said he, "those in charge will misuse or misappropriate it. We had just as well keep on throwing it away or deposit it in financial institutions controlled by those of another race."

Upon investigation, however, I find that this complainant and most others like him have never invested anything in any sort of Negro enterprise. But they feel a bit guilty of this account, and when they have some apparent ground from fault-finding they try to satisfy their conscience which all but condemns them for their suicidal course of getting all they can out of the race while giving nothing back to it.

Gossips and scandal-mongers among Negroes, of course, come to the assistance of these fault-finders. Miseducated by the oppressors of the race, such mischief-makers expect the Negro to fail anyway. They seize, then, upon the unverified reports,

exaggerate the situation and circulate falsehoods throughout the world to their own undoing. You read great headlines as GREATEST NEGRO BUSINESS FAILS, NEGRO BANK ROBBED BY ITS OFFICERS, and THE TWILIGHT OF NEGRO BUSINESS.

When the concerns of other races fail, however, you read in the press only a brief mention of it with an expression of regret, and it passes from public notice.

The other day a large insurance company out west failed with a billion dollars of liabilities, but the dailies devoted only a few inches to it. In the case of the trouble of the National Benefit Life Insurance company, however, reports, rumors, and falsehoods spread like a fire alarm at midnight.

Recently, too, when one of the main concerns of a multimillionaire in Chicago went into the hands of the receivers the press said practically nothing about it except to give the facts then known. When a quarrel developed in the Victory Life management, however, almost every Negro organ of consequence industriously carried the alarm to the uttermost parts of the earth, proclaiming the failure of the Negro in the business world.

As a matter of fact, however, in neither case have the policyholders lost their investments, and the alarm is a reflection on people who are so ignorant as to be so easily disturbed.

Intelligent people know that the government in this country protects the interests of policyholders so that, come what may, they do not lose. If the officers and stockholders so conduct their businesses as to wipe out their investments, that is their affair. Since they are in control they should so manage the business as to take care of such interests. If they fail to do so, they must accept the loss as their reward.

An investigation shown, however, that even when you consider the matter from the point of view of the proportions a larger number of white than Negro enterprises have failed, and during this depression Negroes have lost much more money in the failure of white businesses than in the cases of those of Negroes. Yet those complaining Negroes seldom mention what they lose that way. A bank controlled by whites may fail with their funds in it, but a Negro bank must not do so. Investigation further shows that

in proportion to the amount of capital invested Negro enterprises manifest about as much strength as businesses of others similarly situated. The main trouble with the businesses of Negroes is that they are not adequately supported, and consequently they do not always grow strong enough to pass through such an ordeal as this depression.

In the case of the businesses of other they not only find that necessary support to develop this power, but they become able to help one another. In the time of the depression, one poorly supported Negro enterprise is about as weak as another. Neither one can help the other, and the enterprises of other races are not interested in seeing ours succeed.

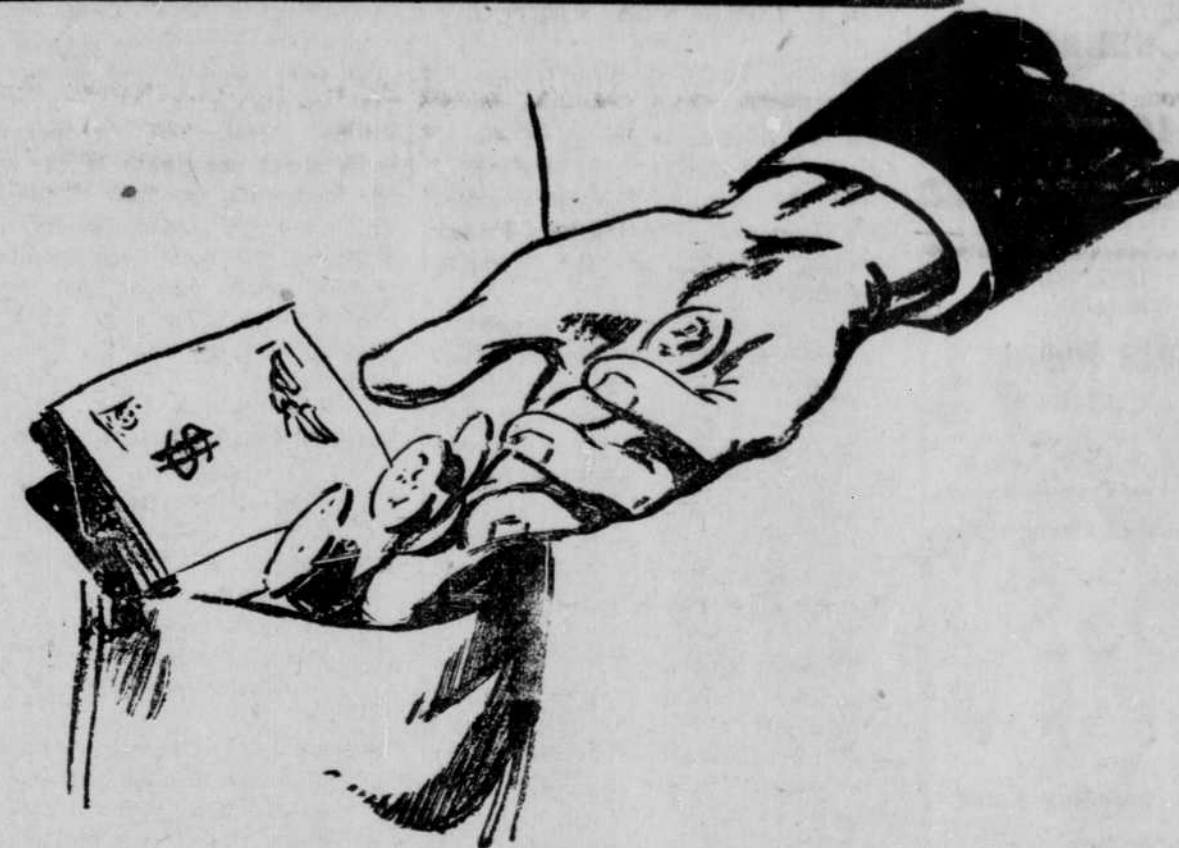
Negro business men have made mistakes, and they are still making them; but the weak link in the chain is that they are not properly supported. The Negro business man, then, has not failed so much as he has failed to get support. The American Negroes as a group have failed in business.

I have never seen any sense in denouncing those Negro business men who with the limited experience and opportunity have done the best they could in a sphere entirely new to them.

I am sure that I can figure out some of the mistakes made by Herman Perry, Samuel W. Rutherford, and Anthony O. Overton, but I see standing out in bold relief so many of their beneficial achievements that I am praying for the day when we shall build monuments to these men.

Following the lead of W. W. Brown of the True Reformers, these fore-runners blazed the way in all but forbidden field and directed us toward economic independence. If the next generation, avoiding their pitfalls, will build upon the foundation which they have laid, the Negroes of tomorrow will have no reason for looking to others. They will be able to think and do for themselves.

In view of these facts, anyone going around decrying the Negro in business is either ignorant or malicious. If we listen to such nonsense and govern ourselves accordingly to the do-nothing policy thereby suggested we had just as well commit suicide. The day of the handout has passed. The hope for the Negro, like the hope for any other poor people, lies in the proper solution of the problem of making a living by enterprise and cooperation. On this foundation and on this only can we build a culture which will attract the attention of the world.



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