
OFFICIAL PROGRAM

—OF THE—

Thirty-second Annual Convention

—OF THE—

National Negro
Business League

General Theme

INTERRACIAL COOPERATION IN
BUSINESS

New York City

June 21, 22, 23 and 24, 1931

HARLEM HEADQUARTERS:
YOUNG MEN'S CHRISTIAN ASSOCIATION
181 WEST 135th STREET

DOWNTOWN HEADQUARTERS:
ROOM 704, 145 WEST 41st STREET

THE A. B. KOGER, COLLECTION

NATIONAL NEGRO BUSINESS LEAGUE

Founded by Booker T. Washington

OFFICERS

- ROBERT R. MOTON, President, Tuskegee Institute, Alabama.
J. C. NAPIER, Honorary President, Nashville, Tennessee.
JOHN L. WEBB, Vice-President, Hot Springs, Arkansas.
F. B. RANSOM, Vice-President, Indianapolis, Indiana.
MISS JANE HUNTER, Vice-President, Cleveland, Ohio.
FRED R. MOORE, Vice-President, New York City.
A. L. LEWIS, Treasurer, Jacksonville, Florida.
DON A. DAVIS, Auditor, Hampton, Virginia.
T. J. FERGUSON, Registrar, Atlanta, Georgia.
LEE WILSON, Assistant Registrar, Hampton, Virginia.
JESSE O. THOMAS, Transportation Commissioner, Atlanta, Georgia.
ALBON L. HOLSEY, Secretary, Tuskegee Institute, Alabama.
PERRY W. HOWARD, Legal Advisor, Washington, District of Columbia.
LESTER A. WALTON, Publicity, New York City.
CLAUDE A. BARNETT, Publicity, Chicago, Illinois.
BISHOP W. J. WALLS, Chaplain, Chicago, Illinois.
LOUIS R. LAUTIER, Official Stenographer, Washington, District of Columbia.

EXECUTIVE COMMITTEE

- C. C. SPAULDING, Chairman, Durham, North Carolina.
*J. M. AVERY, Durham, North Carolina.
H. C. BALL, Montgomery, Alabama.
E. P. BOOZE, Mound Bayou, Mississippi.
MELVIN J. CHISUM, Chicago, Illinois.
N. W. COLLIER, St. Augustine, Florida.
T. J. ELLIOTT, Muskogee, Oklahoma.
JOSEPH GEDDES, New Orleans, Louisiana.
F. H. GILBERT, Brooklyn, N. Y.
G. HARDAWAY, Hattiesburg, Mississippi.
W. O. HILL, Little Rock, Arkansas.
J. A. JACKSON, Washington, D. C.
BISHOP R. E. JONES, New Orleans, Louisiana.
J. E. KEFFORD, Waterbury, Connecticut.
J. R. E. LEE, Tallahassee, Florida.
MRS. ANNIE M. MALONE, Chicago, Illinois.
C. E. MITCHELL, St. Louis, Missouri.
JOHN E. NAIL, New York City.
*BERRY O'KELLY, Method, North Carolina.
ANTHONY OVERTON, Chicago, Illinois.
REV. WILLIAM H. PECK, Detroit, Michigan.
C. F. RICHARDSON, Houston, Texas.
MRS. SALLIE W. STEWART, Evansville, Indiana.
M. S. STUART, Memphis, Tennessee.
WATT TERRY, New York City.
CHANNING H. TOBIAS, New York City.
*V. H. TULANE, Montgomery, Alabama.
*MAJOR ALLEN WASHINGTON, Hampton, Virginia.
FRED HART WILLIAMS, Detroit, Michigan.
J. S. WILLIAMS, Shreveport, Louisiana.
ROBERT WILLIAMS, Suffolk, Virginia.
P. B. YOUNG, Norfolk, Virginia.

*Deceased.

WOMAN'S AUXILIARY

MISS EVA D. BOWLES, Chairman, New York City.
MRS. MARY M. BETHUNE, Daytona, Florida.
MRS. CHARLOTTE HAWKINS BROWN, Sedalia, North Carolina.
MRS. GEORGE W. BROWN, Scranton, Pennsylvania.
MRS. ROSCOE CONKLING BRUCE, New York City.
MISS NANNIE H. BURROUGHS, Washington, District of Columbia.
MRS. WILLIE A. ELLIOTT, Muskogee, Oklahoma.
MRS. ADDIE W. HUNTON, Brooklyn, New York.
MRS. MARION MOORE-DAY, New York City.
MRS. ALICE DUNBAR-NELSON, Wilmington, Delaware.
MRS. T. J. NEVINS, St. Louis, Missouri.
MRS. MAGGIE L. WALKER, Richmond, Virginia.
MRS. JOHN M. WRIGHT, Topeka, Kansas.

NATIONAL COOPERATING CAMPAIGN COMMITTEE

T. ARNOLD HILL, Chairman, New York City.
CLAUDE A. BARNETT, Chicago, Illinois.
MISS EVA D. BOWLES, New York City.
HENRY ALLEN BOYD, Nashville, Tennessee.
M. C. CLARK, Cincinnati, Ohio.
I. WILLIS COLE, Louisville, Kentucky.
MRS. MRYTLE FOSTER COOK, Kansas City, Missouri.
ROSCOE DUNJEE, Oklahoma City, Oklahoma.
WILLIAM L. FITZGERALD, Baltimore, Maryland.
WILLIAM C. HUESTON, Washington, D. C.
DR. C. A. LEWIS, Philadelphia, Pennsylvania.
ARNETT G. LINDSAY, St. Louis, Missouri.
REV. WILLIAM H. PECK, Detroit, Michigan.
MRS. A. PHILIP RANDOLPH, New York City.
SAM READING, Philadelphia, Pennsylvania.
JOHN RICE, Houston, Texas.
A. M. SHEARIN, Durham, North Carolina.
CHANNING H. TOBIAS, New York City.

OFFICIAL ANNOUNCEMENTS

Harlem Headquarters:

135th Street Branch Y.M.C.A., 181 West 135th Street.

Downtown Headquarters:

New York Office National Negro Business League, Room 704, 145 West 41st Street.

Sessions:

Morning sessions will be held at the Y.M.C.A., 181 West 135th Street. Evening and afternoon sessions at places indicated on program. The sessions of the Buyers Conference are not open to the public.

Convention Photograph:

On Wednesday evening, June 24th, the official convention photograph will be taken during the Banquet. All National and Local Officers, delegates and visitors are requested to be on time.

Membership:

The annual membership dues of the National Negro Business League are \$2.00. Dues may be paid and official badges secured at the office of the Registrar which is located at the Y.M.C.A.

Directions:

To reach the Broadway Central Hotel from Harlem, take the Sixth Avenue "L" to Bleecker Street, walk East four short blocks to Broadway, turn left and you will see the Hotel sign just a block away.

To reach the Grand Central Palace from Harlem, take the Downtown Subway to Times Square (42nd Street), Shuttle over to Grand Central and by walking East through the Station you come out on Lexington Avenue at 43rd Street. Walk three blocks North to 46th Street.

To reach the New York Office of the National Negro Business League from Harlem take Downtown Subway to Times Square (42nd Street). Our office is just around the corner (East) at 41st Street and Broadway.

CALENDAR OF EVENTS

Sunday, June 21st:

3:00 P. M.—At Mother Zion Church, Dr. Robert R. Moton, President, National Negro Business League, will deliver his annual address.

5:00 to 8:00 P. M.—Open house and Tea to visiting delegates at the residences of Mrs. William Holland, 241 West 136th Street and Mrs. Bessye J. Bearden, 154 West 131st Street.

Monday, June 22nd:

10:00 A. M.—Morning Session at the Young Men's Christian Association, 181 West 135th Street.

Immediately after this session, delegates and visitors will inspect the three model stores and the 145th Street Little Gray Shoppe.

2:00 P. M.—The National Officers of the National Negro Business League will meet at the Broadway Central Hotel. They will be addressed by Mr. Robert F. Miller, Executive Vice-President of the Associated Grocery Manufacturers, and Dr. Paul T. Cherington, Advertising and Market Research Specialist.

3:00 P. M.—A Public meeting will be held at the Y.M.C.A. This meeting will be the "Housewives Session". Dinner to visiting Housewives at 145th Street Little Gray Shoppe as guests of Harlem Housewives League.

8:30 P. M.—Dr. Carter G. Woodson, Director, Association of Negro Life and History, will address a public meeting at Grace Congregational Church, 139th Street between Eighth and Edgecombe Avenues.

Tuesday, June 23rd:

10:00 A. M.—Retail Grocers Session at the Y.M.-C.A. Mr. William L. Butler, Associate Editor, The Progressive Grocer, will be the principal speaker.

1:00 P. M.—The convention will be guests of the Westinghouse Lighting Institute, Grand Central Palace, 46th Street and Lexington Avenue. A Moving Picture will be shown, and Mr. Kenneth Collins, Advertising Manager of R. H. Macy & Company will deliver the principal address. All business men and women are invited to attend as this will be the outstanding educational feature of the convention.

8:30 P. M.—The final public meeting will be held at St. James Presbyterian Church, corner 141st Street and St. Nicholas Avenue.

Wednesday, June 24th:

10:00 A. M.—There will be a public meeting of the National C.M.A. Stores, Inc., at the Y.M.C.A.

2:00 P. M.—All delegates will meet at the Y.M.-C.A. to make a sight-seeing tour of Harlem including the beautiful Paul Laurence Dunbar Apartments.

8:00 P. M.—The closing event of the convention will be a Banquet at the Broadway Central Hotel, Broadway and Third Street.

OPENING SESSION OF THE CONVENTION

SUNDAY AFTERNOON, June 21st

At Mother Zion A.M.E. Church 137th Street and Seventh Avenue.

Hon. Fred R. Moore, Alderman, Editor, New York Age, and Vice-President, National Negro Business League, Presiding.

1. Meeting Called to Order.
2. Music "National Negro Anthem" — Finley's Orchestra.
3. Invocation—Rev. Shelton Hale Bishop, Rector, St. Phillips Church.
4. "Greetings"—Mr. Charles C. Huitt, President, Dunbar National Bank, New York City.
5. Music—Finley's Orchestra.
6. Address—Mr. Walter Mann, Editor—Sales Management, New York City.
7. Music—The Business Men's Quintet.
8. Presentation of Dr. Moton—Dr. E. P. Roberts.

9. Annual Address—Dr. Robert R. Moton, President National Negro Business League.
10. Music—St. James Presbyterian Church Choir.
11. Announcements.
12. Adjournment.

SPECIAL NOTICE—At the close of the Sunday afternoon session, a number of homes will have "Open House" for the visitors to have "Tea" and to meet many of the local people. See "Calendar of Events" for homes and their addresses.

MONDAY, June 22nd, 10:00 A. M.

MORNING SESSION

**At the Young Men's Christian Association,
181 West 135th Street
Mr. Fred R. Moore, Vice-President National Negro
Business League, Presiding**

1. Meeting Called to Order.
2. Music—"America".
3. Welcome on Behalf of the Local Negro Business League of New York. Mr. Lemuel L. Foster, Resident Manager, Victory Life Insurance Company.
4. Response.
5. Presentation of Mr. C. Benjamin Curley, Vice-President of the National C.M.A. Stores, Inc., who will announce plans for visiting:
Gayles Model Store, 2512 Seventh Avenue
Harlem Model Store, 2480 Seventh Avenue
Little Gray Shoppe, 266 West 145th Street
Peoples Model Store, 2066 Seventh Avenue
Williams Drug Store, 128th St. and 7th Ave.

AFTERNOON SESSION—3:00 P. M.

HOUSEWIVES' LEAGUE CONFERENCE

**At the Young Men's Christian Association,
181 West 135th Street
Mrs. Lucille Randolph, President of the Harlem
Housewives' League, Presiding**

1. The Harlem Housewives' League
Mrs. Lois J. Allen, New York City.
2. What the Woman Who Buys Expects of the Man Who Sells
Miss Edwina Wright, St. Louis, Missouri.
3. Budgeting the Family Income
Miss Goldie Harris, New York City.
4. Shaping the Economic Outlook of the Negro Child
Mrs. Victorine Kinlock, New York City.

5. Developing the Program—A Housewives' League in Every City
Mrs. Fannie B. Peck, Detroit, Michigan.
6. Reports of Delegates from Housewives' Leagues in Other Cities
Round Table Discussion—Mrs. Ferol V. Smoot, New York City, Discussion Leader.

MONDAY EVENING SESSION, 8:30 P. M.

**At Grace Congregational Church, 139th Street,
between Eighth Avenue and Edgecombe Avenue
Dr. Robert R. Moton, President of the National Negro**

Business League, Presiding

1. Meeting Called to Order.
2. Invocation.
3. Music—"America".
4. Negro Trade Association Activities
Brief Addresses by representatives of fol-
 - (a) Association of Trade and Commerce—New York City.
 - (b) Philadelphia Business Building Association.
 - (c) Harlem Business Men's Club.
 - (d) Booker T. Washington Trade Association of Detroit.
 - (e) Brooklyn Negro Business League.
 - (f) Birmingham, Alabama, Local Negro Business League.
5. Music.
6. Address: "Can the Negro Make the Grade in Business"
Mr. M. S. Stuart, President, National Negro Insurance Association, Memphis, Tenn.
7. Music.
8. Guest Speaker: Dr. Carter G. Woodson, Director Association of Negro Life and History, Washington, D. C.
9. Announcements and appointment of Committees.
10. Presentation of National Officers of the National
11. Adjournment.
Following organizations:
Negro Business League.

TUESDAY, June 23rd, 10:00 A. M.

MORNING SESSION

**At Young Men's Christian Association,
181 West 135th Street**

**Mr. C. C. Spaulding, Chairman, Executive Committee
National Negro Business League, Presiding**

1. Meeting Called to Order.
2. Music—National Negro Anthem.
3. Invocation.

9. Annual Address—Dr. Robert R. Moton, President National Negro Business League.
10. Music—St. James Presbyterian Church Choir.
11. Announcements.
12. Adjournment.

SPECIAL NOTICE—At the close of the Sunday afternoon session, a number of homes will have "Open House" for the visitors to have "Tea" and to meet many of the local people. See "Calendar of Events" for homes and their addresses.

MONDAY, June 22nd, 10:00 A. M.

MORNING SESSION

**At the Young Men's Christian Association,
181 West 135th Street
Mr. Fred R. Moore, Vice-President National Negro
Business League, Presiding**

1. Meeting Called to Order.
2. Music—"America".
3. Welcome on Behalf of the Local Negro Business League of New York. Mr. Lemuel L. Foster, Resident Manager, Victory Life Insurance Company.
4. Response.
5. Presentation of Mr. C. Benjamin Curley, Vice-President of the National C.M.A. Stores, Inc., who will announce plans for visiting:
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Peoples Model Store, 2066 Seventh Avenue
Williams Drug Store, 128th St. and 7th Ave.

AFTERNOON SESSION—3:00 P. M.

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**At the Young Men's Christian Association,
181 West 135th Street
Mrs. Lucille Randolph, President of the Harlem
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1. The Harlem Housewives' League
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Miss Edwina Wright, St. Louis, Missouri.
3. Budgeting the Family Income
Miss Goldie Harris, New York City.
4. Shaping the Economic Outlook of the Negro Child
Mrs. Victorine Kinlock, New York City.

5. Developing the Program—A Housewives' League in Every City
Mrs. Fannie B. Peck, Detroit, Michigan.
6. Reports of Delegates from Housewives' Leagues in Other Cities
Round Table Discussion—Mrs. Ferol V. Smoot, New York City, Discussion Leader.

MONDAY EVENING SESSION, 8:30 P. M.

At Grace Congregational Church, 139th Street,
between Eighth Avenue and Edgecombe Avenue
Dr. Robert R. Moton, President of the National Negro

Business League, Presiding

1. Meeting Called to Order.
2. Invocation.
3. Music—"America".
4. Negro Trade Association Activities
Brief Addresses by representatives of fol-
 - (a) Association of Trade and Commerce—New York City.
 - (b) Philadelphia Business Building Association.
 - (c) Harlem Business Men's Club.
 - (d) Booker T. Washington Trade Association of Detroit.
 - (e) Brooklyn Negro Business League.
 - (f) Birmingham, Alabama, Local Negro Business League.
5. Music.
6. Address: "Can the Negro Make the Grade in Business"
Mr. M. S. Stuart, President, National Negro Insurance Association, Memphis, Tenn.
7. Music.
8. Guest Speaker: Dr. Carter G. Woodson, Director Association of Negro Life and History, Washington, D. C.
9. Announcements and appointment of Committees.
10. Presentation of National Officers of the National
11. Adjournment.
Following organizations:
Negro Business League.

TUESDAY, June 23rd, 10:00 A. M.

MORNING SESSION

At Young Men's Christian Association,
181 West 135th Street

**Mr. C. C. Spaulding, Chairman, Executive Committee
National Negro Business League, Presiding**

1. Meeting Called to Order.
2. Music—National Negro Anthem.
3. Invocation.

4. Welcome on Behalf of Harlem C.M.A. Stores
Mr. H. C. Francis, President.
5. Response
Mr. Frank N. Lowe, Secretary
Montgomery, Alabama, C.M.A. Stores.
6. Address
Mr. C. Benjamin Curley, Vice-President
National C.M.A. Stores.
7. Remarks
Mr. C. V. Hill, President C. V. Hill Dry-
Cold Refrigerator Co., New York City.
8. Address (with stereoptican slides)
Mr. William L. Butler, Associate Editor
"The Progressive Grocer", New York.
9. Adjournment.

AFTERNOON SESSION—1:00 P. M.

At Westinghouse Lighting Institute, "City of Lights"
7th Floor Grand Central Palace, 480 Lexington Ave.,
at 46th Street

(NOTE: A Bus will be at the Y.M.C.A., 181 West
135th Street, at 12:15 P. M., to take out-of-town
visitors to this session)

**Dr. Robert R. Moton, President, National Negro
Business League, Presiding**

1. Welcome to the Westinghouse Lighting Institute
Mr. Ralph Neumuller, Director of the
Institute.
2. Motion Picture: "Food for Thought"
(This picture is an educational film showing
better merchandising methods and is pre-
sented through the courtesy of Standard
Brands, Inc.)
3. Address: "Store Windows and Show Cases"
Mr. D. W. Atwater, Illuminating Engineer,
Westinghouse Lamp Co.
4. Address:
Mr. Kenneth Collins, Advertising Manager,
R. H. Macy & Company.
5. Response:
Mr. Robert L. Vann, Editor,
Pittsburgh (Penna.) Courier.
6. Remarks:
Mr. Edward F. Gerish, Domestic Regional
Division, U. S. Department of Commerce,
Washington, D. C.
7. Motion Picture: "Dynamic America"
(An education film showing the use of elec-
trical energy in Industry, Commerce, and the
Home. Courtesy Westinghouse Electric and
Manufacturing Company).
8. Tour of Westinghouse Lighting Institute.

TUESDAY EVENING SESSION—8:30 P. M.

**St. James Presbyterian Church, Corner 141st Street
and St. Nicholas Avenue**

**Dr. Robert R. Moton, President, National Negro
Business League, Presiding**

1. Meeting Called to Order.
2. Music—"National Negro Anthem".
3. Invocation.
4. Address: "Negro Business in the Southwest"
Mr. T. J. Elliott, Proprietor
Elliott's Department Store, Muskogee, Okla.
5. Address: "The Negro Woman in Business"
Mrs. T. J. Nevins, Chairman
Business Department, National Association
of Colored Women.
6. Music.
7. Address: "Cooperation for More and Better Jobs"
Mr. E. Washington Rhodes, Editor
Philadelphia (Penna.) Tribune.
8. Presentation of Visitors.
9. Adjournment.

WEDNESDAY, June 24th, 10:00 A. M.

MORNING SESSION

**At Young Men's Christian Association,
181 West 135th Street**

**Mr. John E. Nail, First Vice-President,
National C.M.A. Stores, Inc., Presiding**

1. Meeting Called to Order.
2. Music: "America".
3. Remarks:
Albon L. Holsey, President
National C. M. A. Stores.
4. Address: "Significant Economies in Multiple
Store Distribution"
Mr. H. G. Nichol, Assistant to the President
W. T. Grant Company.
5. Address: "The Significance of Housewives'
Leagues"
Mr. Samuel A. Allen, Industrial Secretary
New York Urban League.
6. Address: "The Voluntary Chains"
Mr. G. C. O'Malley, Service Engineer
Druggists Supply Corporation, New York.
7. Reports from Local C.M.A. Associations.
8. Address: "Where Do We Go From Here"
Mr. C. Benjamin Curley, Vice-President
National C.M.A. Stores.
9. Closing Remarks:
Dr. Robert R. Moton, President
National Negro Business League.

NOTE: Immediately after lunch, there will be a formal meeting of the Stockholders and Directors of The National C.M.A. Stores at of The National C.M.A. Stores at the Y.M.C.A.

AFTERNOON

2:00—Sight-seeing Tour including a visit to the Paul Laurence Dunbar Apartments. Mr. Robert Braddicks, Chairman of Committee on Sight-seeing in charge.

WEDNESDAY EVENING, June 24th, 8:30 P. M.

BANQUET

Broadway Central Hotel, Broadway and Third Street

SPEAKERS

(Welcome Addresses are limited to six minutes)

TOASTMASTER

Mr. Lemuel L. Foster

Resident Manager, Victory Life Insurance Company
and Secretary, New York Local Negro
Business League

Welcome Addresses:

For Harlem:

Mr. William E. Wortham.

For the National Urban League:

Mr. Eugene Kinckle Jones, Secretary.

For the National Association for the Advance-
ment of Colored People:

Mr. Walter White, Secretary.

For National Office, Colored Division, Y.M.C.A.:
Dr. Channing E. Tobias, Senior Secretary,
Colored Work Department.

For American Interracial Seminar:

Dr. Fred L. Brownlee, Secretary,
American Missionary Association.

Responses:

Mr. A. L. Lewis, Treasurer, National Negro
Business League, Jacksonville, Florida.

Mrs. Charlotte Hawkins-Brown, Member
Woman's Auxiliary, National Negro Business
League, Sedalia, North Carolina.

"Significance of the Buyers' Conference",
Dr. Emmett J. Scott, Secretary-Treasurer,
Howard University, Washington, D. C.

"Interracial Business",
Mr. T. Arnold Hill, Industrial Secretary,
National Urban League.

"The U. S. Department of Commerce and Negro
Business",
Mr. Edward F. Gerish, Regional Survey
Director.

Guest Speaker:

Mr. Kenneth M. Goode, Editor "Advertising and Selling", New York City.

"The Last Word":

Dr. Robert R. Moton, President,
National Negro Business League.

**WHO'S WHO ON THE BUSINESS LEAGUE
PROGRAM FOR 1931**

Colored Speakers

- ALLEN, SAMUEL A.—Industrial Secretary, New York Urban League, New York City.
- BROWN, MRS. CHARLOTTE HAWKINS—President, Palmer Memorial Institute, Sedalia, North Carolina.
- CURLEY, C. BENJAMIN—Vice-President, National C.M.A. Stores, Inc., New York City.
- ELLIOTT, T. J.—Proprietor Elliott's Department Store, Muskogee, Oklahoma.
- FOSTER, LEMUEL L.—Resident Manager, Victory Life Insurance Company, New York City.
- FRANCIS, H. C.—President Harlem C.M.A. Stores, New York City.
- HILL, T. ARNOLD—Industrial Secretary, National Urban League, New York City.
- JONES, EUGENE KINCKLE—Secretary, National Urban League, New York City.
- LEWIS, A. L.—Treasurer National Negro Business League, Jacksonville, Florida.
- LOWE, FRANK N.—Secretary, Montgomery, Alabama, C.M.A. Stores.
- MOTON, DR. ROBERT R.—Principal Tuskegee Institute; President National Negro Business League, Tuskegee Institute, Alabama.
- NEVINS, MRS. T. J.—Chairman, Business Department, National Association of Colored Women, St. Louis, Missouri.
- RHODES, E. WASHINGTON—Editor, "The Philadelphia Tribune", Philadelphia, Penna.
- SCOTT, DR. EMMETT J.—Secretary - Treasurer, Howard University, Washington, D. C.
- STUART, M. S.—President, National Negro Insurance Association, Memphis, Tennessee.
- TOBIAS, DR. CHANNING H.—Senior Secretary, Colored Work Department, National Y.M.C.A., New York City.
- VANN, ROBERT L.—Editor, "The Pittsburgh Courier", Pittsburgh, Penna.
- WHITE, WALTER—Secretary, National Association for the Advancement of Colored People, New York City.
- WOODSON, DR. CARTER—Director, The Association for the Study of Negro Life and History, Washington, D. C.
- WORTHAM, WILLIAM—Harlem Realtor, New York City.

White Speakers

- ATWATER, D. W.—Illuminating Engineer, Westinghouse Lamp Company, New York City.
- BROWNLEE, DR. FRED L.—Secretary, American Missionary Association, New York City.
- BUTLER, WILLIAM L.—Associate Editor, "The Progressive Grocer", New York City.
- CASSIDY, J. LESTER—Vice-President, Danmiller Coffee Company, New York City.
- CHERINGTON, DR. PAUL T.—Research Director, J. Walter Thompson Co., New York City.
- COLLINS, KENNETH—Advertising Manager, R. H. Macy & Company.
- GERISH, EDWARD F.—Domestic Regional Division, U. S. Dept. of Commerce, Washington, D. C.
- GOODE, KENNETH—Editorial Staff, Advertising & Selling, New York.
- HILL, C. V.—President—Hill Dry Cold Refrigerator Company, Inc., New York City.
- HUITT, CHARLES C.—President, Dunbar National Bank, New York City.
- MANN, WALTER—Editor, Sales Management, New York City.
- MILLER, ROBERT F.—Executive Vice-President, Associated Grocery Manufacturers of America, New York City.
- NEUMULLER, RALPH—Director, Westinghouse Lighting Institute, New York City.
- NICHOL, H. G.—Assistant to the President, W. T. Grant Company, New York City.
- O'MALLEY, G. C.—Service Engineer, Druggists Supply Corporation, New York City.

WHO'S WHO OF THE HOUSEWIVES

- ALLEN, MRS. LOIS J.—Member Harlem Housewives League, New York City.
- HARRIS, MISS GOLDIE—Secretary, Peoples Credit Union, New York City.
- KINLOCK, MRS. VICTORINE—Member Harlem Housewives League.
- PECK, MRS. FANNIE B.—President, Detroit Housewives League.
- RANDOLPH, LUCILLE—President, Harlem Housewives League.
- SMOOT, FEROL V.—Secretary, Harlem Housewives League.
- WRIGHT, MISS EDWINA—Instructor Home Economics, Sumner High School, St. Louis, Mo.

CONFERENCE OF COLORED
INSTITUTIONAL BUYERS AND
BUSINESS MANAGERS

To Be Held In Conjunction with the
Thirty-second Annual Convention
of the

NATIONAL NEGRO BUSINESS LEAGUE
in

New York City, June 21-24, 1931

Special Notice:

The Buyers' Conference will be closed to all
except authorized buyers.

Monday, June 22:

- 9:30 A. M.—Assembly Room 415, Broadway
Central Hotel, Broadway and Third Street.
- 9:30 - 9:45—Meeting called to order by Albon
L. Holsey, Secretary, National Negro Bus-
iness League.
- 9:45 - 10:15—Opening Address: Mr. Clement M.
Biddle, President, Biddle Purchasing Com-
pany, New York City.
- 10:15 - 10:25—Response: Mr. William H. Carter,
Treasurer, Tuskegee Normal and Industrial
Institute Tuskegee Institute, Alabama.
(Mr. Carter will take the gavel and preside
for the balance of this session.)
- 10:25 - 10:45—Address: "Some Fundamental Prob-
lems in Institutional Buying"—A. H. Turner,
Business Manager, St. Paul School, Law-
renceville, Virginia.
- 10:45 - 11:05—Address: "Standardization of Pur-
chases"—Mr. Charles E. Artman, U. S. De-
partment of Commerce, (District Office),
New York City.
- 11:05 - 11:35—Address: "Hotel Purchasing"—Mr.
Frank Schindl, President, New York Asso-
ciation of Hotel Executives.
- 11:35 - 11:55 — Address: "Flour"—Mr. Edward
Knighton, Samuel Knighton and Sons, New
York City.
- 11:55 - 12:30—Discussion.
- 12:30 - 1:00—Remarks:
Dr. R. R. Moton
Dr. James H. Dillard.
- 1:00—Adjournment for Lunch.

AFTERNOON SESSION

Assembly Room 415, Broadway Central Hotel,
Broadway and Third Street

President J. S. Clark, Southern University,
Baton Rouge, Louisiana, Presiding

2:00 - 2:45—Address: "Meal Planning for Institutions"—Miss Bertha E. Nettleton, in Charge of Educational Work; Consumers' Service Department, General Foods Corporation, New York City; (For many years Miss Nettleton was Head Dietitian for Childs Restaurant System).

2:45 - 3:30—Address: "Household Supplies"—Mr. John Christensen, Purchasing Department, W. T. Grant Company, New York City.

3:30 - 5:00—During this time, representatives of the Albert Pick-Barth Company will discuss the following subjects:

China Mr. A. G. Hollgren

Glassware Mr. H. Schwartz

Linens Mr. A. Matchalat

Silverware Mr. H. Schwartz

Kitchen

Equipment Mr. H. Blumberg

5:00—Adjournment.

TUESDAY, JUNE 23, 9:30 A. M.

MORNING SESSION

This day's conference will be held in the Salesmen's Assembly Room of the Francis H. Leggett Company,
27th Street and Hudson River

Dr. Emmett J. Scott, Secretary-Treasurer,
Howard University, Presiding

The speakers on this program are buyers for Francis H. Leggett Company, and each address will be demonstrated with charts and products.

9:30 - 10:00—Welcome on behalf of Francis H. Leggett Company Mr. Hampton Robb, Vice-President.

10:00 - 10:10—Response: Mr. Don A. Davis, Treasurer's Office, Hampton Institute, Virginia.

10:10 - 11:00—"Extracts, Spices, Soaps, etc.,"
Mr. W. Rhodes.

11:00 - 12:00—"Economies in Imported Items,"—
Mr. Howard Murphy.

12:00 - 1:00—Luncheon in Directors Dining Room
as guests of Francis H. Leggett Company.

AFTERNOON SESSION

President H. Council Trenholm, Alabama State
Normal College, Montgomery, Alabama, Presiding

1:00 - 1:30—"Carload Purchases and Pool Buying"—Mr. Francis L. Whitmarsh, Vice-President and Treasurer.

1:30 - 2:00—"The Manufacturers View Point"—Mr. E. L. French, Factory Superintendent.

2:00—A Bus will be waiting to take the group to the Westinghouse Lighting Institute for an exhibit and to hear Mr. Kenneth Collins, Advertising Manager for R. H. Macy & Company.

WEDNESDAY, June 24, 9:30 A. M.

MORNING SESSION

The conferences continue at the office of the Francis
Leggett Company

President, John C. Wright, Bricks Junior College,
Bricks, North Carolina, Presiding

9:30 - 11:00—"Coffee, Tea, Cheese, Dried Fruits,
and Vegetables"—Mr. Henry Miller.

11:00 - 12:30—"Canned Goods"—Mr. Arthur
Ehrenfeld.

12:30 - 1:00—Organization and Adjournment.

WHO'S WHO OF THE BUYERS CONFERENCE

Colored Speakers

CLARKE, J. S.—President, Southern University,
Baton Rouge, Louisiana.

DAVIS, DON. A.—Treasurer's Office, Hampton
Institute, Virginia.

SCOTT, DR. EMMETT J.—Secretary-Treasurer,
Howard University.

TRENHOLM, COUNCIL H.—President, Alabama
State Normal College, Montgomery, Alabama.

TURNER, A. H.—Business Manager, St. Paul
School, Lawrenceville, Virginia.

WRIGHT, J. C.—President, Bricks Junior College,
Bricks, North Carolina.

White Speakers

ARTMAN, CHARLES E.—U. S. Department of
Commerce, Washington, D. C.

BIDDLE, CLEMENT M.—President, Biddle Pur-
chasing Company, New York City.

- BLUMBERG, H.—Buyer, Albert Pick-Barth Company, New York City.
- CHRISTENSEN, JOHN—Purchasing Department, W. T. Grant Company, New York City.
- DILLARD, DR. JAMES H.—President, Jeanes-Slater Fund Board, Charlottesville, Virginia.
- EHRENFELD, ARTHUR—Canned Goods Buyer, Francis H. Leggett Company, New York City.
- FRENCH, E. L.—Factory Superintendent, Francis H. Leggett Company, New York City.
- HOLLGREN, A. G.—Buyer, Albert Pick-Barth Company, New York City.
- KNIGHTON, EDWARD—Sales Manager, Samuel Knighton & Sons, New York City.
- MILLER, HENRY—Tea and Coffee Buyer, Francis H. Leggett Company, New York City.
- MALCHALAT, A.—Buyer, Albert Pick-Barth Company, New York City.
- MURPHY, HOWARD—Imported Goods Buyer, Francis H. Leggett Company, New York City.
- NETTLETON, BERTHA E.—In Charge of Education Work, Consumers Service Department, General Foods, Inc., New York City.
- ROBB, HAMPTON—Vice-President, Francis H. Leggett Company, New York City.
- RHODES, W.—Buyer of Extracts and Spices, Francis H. Leggett Company, New York City.
- SCHINDL, FRANK—President of New York Association of Hotel Executives, New York City.
- SCHWARTZ, H.—Buyer, Albert Pick-Barth Company, New York City.
- WHITMARSH, FRANCIS L.—Vice-President and Treasurer, Francis H. Leggett Company, New York City.



ANNOUNCEMENT

Attend the Annual Convention of the National Association for the Advancement of Colored People, June 30 to July 5, Pittsburgh, Pa.

Be sure to visit our third Model C.M.A. Store—
“The Last Word in Grocery Stores”— 2066 Seventh Avenue, near 123rd Street, New York.