S. L. PARKER

Began his business in May, 1885, in Laurel, Delaware, with a stock of $19.50 worth of goods bought on credit. He was not very knowledgeable about business but after three years of hardship he was able to open a general grocery store.

His main product was ice cream which he manufactured and sold both on a wholesale and retail basis. Within a short time he was doing $10,000 worth of business a year. His equipment was worth about $1,300.

He further made use of his ice making equipment for shipping fruit and produce as well as storing at least 1,000 tons of ice per season for future use.

H. A. TANDY

In the face of extreme prejudice, a lack of skilled mechanics, labor union rejection, H. A. Tandy became one of the most successful contractors and builders in Lexington, Kentucky.

The greatest testimony to his ability was in 1898 the awarding of a contract for the brick work on the new courthouse in Lexington, which was one of the finest and largest courthouses in the United States.

Pioneers In Business

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also reduced their chances even more to get into business, and caused the breakup of many existing businesses. The only jobs left were minimal.

There were, however, a few restaurants and taverns in the North owned and operated by black persons. The catering business originated and was dominated by blacks in the North because it brought many of the comforts and services of the South with it.

Peter Augustine made catering famous in Philadelphia, Pennsylvania. In New York there were several famous caterers — Katie Ferguson, Jacob Day, David Roselle, and Boston Crumwell. Many of them took their profits and acquired properties and houses.

There were other isolated successes of blacks in the North such as James Forten, a prominent sail maker of Philadelphia; Joseph C. Cassey and William Platt, lumber merchants in Pique, New York; and Edward V. Clark, a jeweler in New York City.

In Columbus, Ohio, there were a few successful blacks such as David Jenkins, exterior designer; another was a tanner and currier named Hill of Chillicothe.

Cincinnati yielded a number of black businessmen who by 1840 had acquired over $228,000 of real estate. Thomas Ball, contractor, A. V. Thompson, tailor, J. Presley, contractor, and Samuel T. Wilcox, merchant. Henry Boyd of Cincinnati invented and exploited the corded bed, employed at least 25 men in his company.

Robert Gordon became wealthy by handling coal and using mulattoes passing for white, to buy up all of the coal in white yards. He then held the coal until the Ohio River froze and no coal could be brought into Cincinnati, at which time he sold it at a very handsome profit.

After the Civil War

The War was now over and the country began the Du Jure emancipation with the passing of the Thirteenth, Fourteenth, and Fifteenth Amendments. But, the most eras of change the de facto rebellion remained very strong. This rebellion was first in the white communities where the black businesses were unpatronized.

Secondly, among black community the slave mentality would not let them believe that a black merchant could do as much for them as could the white merchant. Furthermore, capital was denied many successful black businessmen in the South because of their location and "big nigger" status.

New black business was out of the question. It may also be noted that many of the deposed Southern

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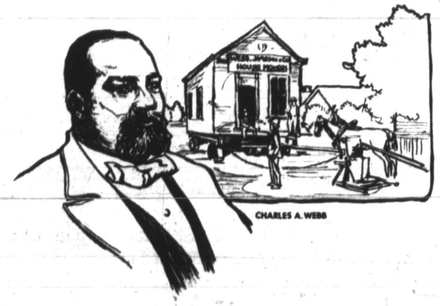

CHARLES A. WEBB

He began his business career in 1876 in Indianapolis, Indiana, by teaming and making gravel streets and alleys — next a new venture of buying and selling wood in car lots to the large pork packers for smoking purposes.

This led to a coal and wood yard. With the advent of natural gas as cheap fuel, wood dealers became obsolete, so Webb purchased a safe moving firm for $1,000 including the goodwill and the name started the moving firm of Webb-Jameson and Company.

His personal earnings were about twenty to twenty-five thousand a year. He later became president of a building and loan association conducted entirely by black men and patronized entirely by black people.

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