

Memorandum

File
CS

TO : Lee White
Special Counsel to the President

DATE: April 27th 1965

In reply refer to:

FROM : Calvin Kytle *C-*
Deputy Director, Community Relations Service

SUBJECT: Alabama Boycott

Just before he left for a speaking date in the Midwest, Governor Collins asked that I send you a copy of the minutes of our meeting with SCLC representatives at which various aspects of the Alabama boycott were discussed. For good measure, I am also sending you a brief report on the meeting held in Birmingham last Friday, convened by the Alabama members of our National Citizens Committee. This is the meeting referred to in Paragraph 2, Page 2, in Mr. Laue's memorandum of April 19th.

The Governor also asked me to remind us all of the classified nature of this information.



BUY U.S. SAVINGS BONDS REGULARLY ON THE PAYROLL SAVINGS PLAN

UNITED STATES GOVERNMENT

U.S. DEPARTMENT OF COMMERCE
COMMUNITY RELATIONS SERVICE*Memorandum*

TO : Governor LeRoy Collins, CRS
Calvin Kytte, CRS
Rev. Andrew Young, SCLC

DATE: April 19, 1965

In reply refer to:

FROM : James H. Laue *JHL*

SUBJECT: Summary of meeting of April 16, 1965, attended by
Governor Collins, Kytte, Allen, Janis, Secrest,
and Laue of CRS; Young, Fauntroy, and Rustin of SCLC

The purpose of the meeting was to discuss the possibility of setting up meetings between civil rights leaders (Alabama and national, especially SCLC) and business leaders (Alabama and national) concerning SCLC's boycott of Alabama and the general topic of business's responsibility for community relations.

Prospective Meetings

It was agreed to explore three types of meetings:

1. About ten national corporation leaders with eight national civil rights leaders to discuss the general topic of the business community's responsibility in race relations and other civic problems. Meeting could be convened, with only a moderate amount of publicity, by Governor Collins, Secretary Connor or, perhaps, Vice-President Humphrey (the latter suggested by SCLC, but viewed by CRS with reservations).

Business:

Participants recruited from CRS's National Citizens Committee, Business Advisory Council to the Secretary of Commerce, or selected on other criteria

Civil Rights:

Suggested by SCLC at meeting:
Dr. M. L. King, Jr. ----SCLC
James Farmer -----CORE
James Forman -----SNCC
Roy Wilkins -----NAACP
Whitney M. Young, Jr.-----
National Urban League
Mrs. Dorothy Height -----
National Federation of
Negro Women's Clubs
Bayard Rustin
A. Philip Randolph



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Such a meeting may be convened independent of the status of the Alabama boycott. CRS will explore ways of convening it, and SCLC will urge other civil rights invitees to come.

2. Representatives of the Alabama business and commerce groups signing the April 15 "What We Believe and Where We Stand" ad with the approximately 20 Negro and white Alabama leaders who saw Governor Wallace as a delegation from the March on Montgomery. Purpose: As an affirmative followup discussion on implementation of the ad (and, therefore, ending the boycott). Alabama plant managers of important nationwide firms (such as Earl Malik of TCI) should be there...they probably will get there as members of the various boards and committees signing the ad. CRS will decide how this is to be convened. We need an immediate follow-through on this, for SCLC is being pressed to either show progress or begin to implement stage 2 of the boycott. The hope is for a series of meetings with this composition to grow from this first session as specific plans are made for implementation of the ad.
3. Dr. King and the SCLC staff with five or six of the key Alabama plant managers. Such a meeting would be directly tied to community responsibility in Alabama and ending the boycott. Rustin suggested that Vice-President Humphrey could convene such a meeting around a luncheon in Washington. This meeting is independent of 1 and 2, and steps to convene it will not be undertaken immediately. At any rate, it
co could be billed as a followup to meetings 1 and 2--a way of both sides sitting back and looking at where we have come in recent months.
4. There was also some talk of a separate meeting of civil rights leaders with local and national union leaders--particularly the Steelworkers. No further action is to be taken by CRS on this suggestion at this time.

Time Priorities

It was agreed to proceed with more specific explorations of the feasibility of meetings 1 and 2, and later explore meeting 3 in light of the results. Governor Collins will make further determination and take further action on meeting 1. Although SCLC has no firm position on what they have to get from any meeting, the theme for all such meetings is to be the social responsibility of business (big and small) in community relations--and especially the struggle for human rights in America.

Purpose of Boycott

SCLC interprets the boycott as an attempt to get white business leaders to use their latent power for good in race relations in the communities where they do business. SCLC favors economic expansion and industrialization in the Deep South, but says that this expansion will only be good for Negroes if they first have the vote so they can be sure they will share in it. Thus the boycott brings up the question of timing: SCLC will press hard for economic expansion after Negroes can register and vote with ease in Alabama. Already, says Young, the white response to the boycott has been about as strong as could be hoped for without going into intensive efforts to implement the boycott.

Specifically, SCLC wants businessmen to use their power to speak out for equal opportunity in every area of life and to implement this principle, to prevent firings of Negroes who register or participate in protest activities, to liberalize registration procedures and encourage Negroes to register as part of their civic right and duty.

SCLC stresses that many of the rural sheriffs in Alabama (and other Deep South states) do not come up for re-election until 1966, 1967 or 1968, so the vote alone will not do it -- there must be a change in the general attitude of the entire state, and this can only occur when the powerful people speak out.

Thus, SCLC would hope to get from any meeting agreements showing significant steps toward at least these minimum goals.

Miscellaneous

Important statements and agreements, reported chronologically from the meeting, include:

1. Governor Collins stressed to SCLC that CRS is not in a position to bargain for the business community -- only to serve as an honest broker between various parties involved in any situation.

2. SCLC is as interested in establishing the principle of business responsibility for community relations as getting any specific promises regarding the boycott. They feel that indigenous southern businessmen are now taking much more responsibility for race relations than are Alabama absentee owners and their resident managers.
3. Young feels that the need is great for obvious change now by the business community, and that a top-level meeting best accomplishes this if convened by relatively powerful political figures -- specifically, the Vice-President.
4. It was made clear by several persons that the purpose of any meetings would be to develop strong commitments that statements of principles like "What We Believe and Where We Stand" would be implemented through effective program development.
5. Young: "We cannot have a sound economic order in Alabama when 35 percent of the people are excluded from political participation."
6. Governor Collins: "Virtually every strong element of the American scene has significant identification with the civil rights movement -- education, labor, the intellectual community, government. Why not a much stronger involvement by big business as such? Perhaps our meetings will help bridge the gap."
7. Allen: "In considering the possible role of the President or Vice-President in this situation, remember the President's positive role in other crises: steel, the railroads, etc."
8. Young: Political power among Negroes is no longer at the level of the "Dr. Fosters" or any other comprising a Negro "elite"...it is held by the masses, and therefore any agreements we make or programs we plan must be capable of interpretation to their satisfaction. Dr. King can end the boycott by a general statement to the people, telling them of his conviction that powerful white people are committed and moving on desegregation."

9. What of the role of Richmond Flowers? There was some feeling that his desire to undertake a statewide investigation of the KKK should be encouraged -- perhaps to the point of eliciting a pledge from all law enforcement officials in the state that they are not Klan members. Can the Alabama businessmen call on Flowers for this and other commitments?
10. Rustin wonders whether people like Roger Blough might be persuaded to call for a luncheon meeting with Dr. King and others sometime. Governor Collins said he was not prepared to react but that the matter might be explored by Secretary Connor.

Addendum:

Thursday, April 22: Meeting two arranged for 2 p.m., Friday, April 23, at the Chamber of Commerce in Birmingham. George LeMaistre to convene and chair the meeting, bringing together the Alabama Negro leadership committee of 20 and the ad-signers. A. M. Secrest of CRS and Randolph Blackwell of SCLC will be on hand to observe and participate as members of the meeting desire. Announced purpose of the meeting: To take steps to implement the statements of the advertisement. It is assumed that further meetings are to grow from this session. Contacts at CRS: Jay Janis and James Laue.

cc: Samuel Allen
Jay Janis
Lee White
Secretary, John Connor
Asst. Sect., Andrew Brimmer
Bayard Rustin
Walter Fauntroy
Andrew M. Secrest

Memorandum

Governor Collins

Calvin Kytile

Jay Janis

Samuel Allen

James H. Laue

cc: A.M. Secrest

Irving Tranen

Diana Zentay

Jerome Heilbron

DATE: April 26, 1965

In reply refer to:

April 23 meeting of Alabama Businessmen with Alabama Civil Rights Leaders (information orally requested by Kytile this morning, and to be followed by full report by Secrest).

Today I have talked with Mac Secrest, George LeMaistre and Randolph Blackwell about the Birmingham meeting last Friday between eight leading Alabama businessmen and seven Alabama civil rights leaders. LeMaistre convened and moderated the meeting; Secrest represented CRS, and Blackwell SCLC, but neither was admitted.

Included in the business group were Earl Malik, Winton Blount, Milton Cummings, James Coile (Scott Paper) and a man named Thomas Russell who was said to be a very helpful reconciling influence. A. G. Gaston, Joseph Lowery and Joe Ellwanger were among the civil rights contingent. The meeting lasted from 2 P. M. until 3:40 P. M., when several in attendance had to leave to make appointments which were scheduled before this meeting came up.

"Exploratory and Frank"

Consensus is that the meeting was fairly frank, open and business-like, that it was essentially exploratory, that the atmosphere was positive, and that very little concrete actually came from it (nor was it intended to come from this first meeting). LeMaistre called it "productive and useful -- a pretty good meeting," and Blackwell said the delegation spoke to him as though there was, indeed, "genuine concern" to do right on the part of the white businessmen.

Proceedings

The major proceedings in the meeting were:

1. Those present agreed unanimously that representatives of the Associated Industrialists of Alabama and the state Chamber of Commerce will call on Governor Wallace as soon as possible to request that he appoint an official bi-racial committee. It appears that they will seek to see the Governor sometime after Friday of this week (most of them are at the national Chamber of Commerce convention until then).



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2. They agreed to meet again. Blackwell said the Negro leaders did not convey to him a very firm sense of when the next meeting would take place, but LeMaistre said that he plans to convene the group again after the AIA and C of C representatives have had a chance to see Governor Wallace.
3. The civil rights contingent presented a list of seven topics for discussion, which were accepted by the businessmen and discussed (Blackwell said it sounded more like simply a polite and proper hearing of a presentation of grievances). The list included voting rights, employment, intimidation of registrants, KKK investigations, use of local Chambers of Commerce as "channels of cooperation", Negroes on policy-making boards, and general law enforcement (Secrest will file a full report on this when he returns with the material Tuesday, April 27).

Interpretation

The businessmen were well prepared and well controlled for this meeting, for they refrained from bringing up the subject of the boycott. If they had, Blackwell surely would have been invited in. He was annoyed, says Secrest, not to be in on the meeting (but the two of them adjourned to Gaston's lounge and had what both say was a very productive conversation). It appears that the only reason Secrest was not invited into the meeting was because this meant Blackwell would have had to come in, too.

I think both sides are relatively satisfied with the temporary outcome of the meeting. The businessmen did not have to make any concessions beyond what they had already committed themselves to do (urge the Governor to appoint a bi-racial committee). SCLC bought time to make further decisions on the boycott; they were not prepared for a concrete give-and-take at this time, as explained in today's memo regarding my conversation with Reverend Andrew Young in Boston, Friday. "We will have to continue our program as planned," said Blackwell today -- which means, I think, that SCLC is trying to decide whether to go full speed ahead on implementation of the boycott.

It should be emphasized, however, that LeMaistre and Blackwell differ greatly in their perceptions of the Friday meeting. LeMaistre said he was "impressed by the willingness on both sides to discuss the issues openly and frankly. It was a very affirmative meeting." Blackwell, on the other hand, said that there is a dying interest in this kind of approach by our people. I'm not sure the excuses our committee gave for such a small turnout were real...it's just that we're getting tired of these polite discussions and wonder whether they are relevant any more. But we will, of course, sit down again when the next meeting is convened."

*Fili
Co.*

THE WHITE HOUSE
WASHINGTON

January 5, 1965

MEMORANDUM FOR: Mr. Lee C. White

SUBJECT: Mississippi Boycotts

I. Forms of Boycotts

Current public discussion by members of the Civil Rights leadership community is centered basically on three kinds of boycotts:

a. A boycott against all Mississippi products (as stated by Dr. Martin Luther King after receiving the Nobel Prize).

b. A boycott of bond issues from local governmental or administrative units in Mississippi (as propounded by Roy Wilkins and James Farmer in a memorandum to various Wall Street underwriting firms).

c. A boycott aimed at a specific product. At present, to my knowledge, there are no such boycotts under way vis-a-vis individual products that are manufactured in or distributed exclusively from Mississippi. It would seem that such a boycott might be attempted when either a company has been accused of alleged discrimination or specific documented cases of discrimination have been uncovered in the firm's employment policies.

II. Possible Public Reaction to Forms a., b., and c. Supra

The public reaction to a boycott of all Mississippi products would probably be neutral or negative. There is the difficulty of determining who is hurt by such a boycott. Will the "good" people in Mississippi, or some other group you do not wish to harm be negatively affected by the boycott? Another difficulty is that probably much of the work done before the Mississippi product is labelled a Mississippi product would be done outside of Mississippi in some state that does not discriminate. On the

whole, therefore, public reaction could not center on one specific kind of injustice and therefore might become negative and accuse the civil rights organizations or the instigators of the boycott of negativism.

Under b. supra, the reaction to the Mississippi bond issue would probably be somewhat favorable.¹ While such a boycott has a certain specificity, it might be argued that the individuals in the locale who would be negatively affected would include Negroes and others whom we do not wish to harm. However, for the casual reader or the sympathizer with the entire civil rights movement, such an attempted slap on the wrist for any part of Mississippi seems to be justifiable retribution for the innumerable unconscionable acts perpetrated in the state.

Under c. above, a boycott of specific products might well gain sympathetic public consideration. Here it would be up to the originators of the boycott to document the forms of discrimination they allege as carefully and meticulously as possible. If this is done, it certainly would seem quite justifiable for anyone who is in sympathy with equal rights to request that Brand "X" not be purchased.

III. Possible Presidential Reaction to Boycotts Mentioned in Section I.

Certainly it would be difficult for the President to overtly support a boycott of all Mississippi products or bond issues from an administrative or governmental subdivision in Mississippi. He might, however, informally and off the record meet with whatever responsible leadership suggests a boycott of all Mississippi products. Here he might explain how he intends to use the Civil Rights Law vis-a-vis Mississippi to correct some of the many injustices. He also might outline how such a general boycott would tend to stimulate adverse public reaction.

The President might also designate White House Staff members or high-level Justice Department people to convey this message to the leaders of such a proposed boycott.² A boycott of a specific product with well documented instances of discrimination presents a different

^{1/} After the memorandum to the Wall Street Underwriters, Abraham Beame, the Comptroller of New York City, indicated that the City would no longer purchase Mississippi bonds for the City's pension plan portfolio.

problem for the President. Here it would certainly seem practical for him to publicly state that he will use Title VII. of the Civil Rights Law and/or the President's Committee on Equal Employment Opportunity, if they have jurisdiction, to rectify the alleged discrimination. Again, with a well documented case it would appear that such a Presidential reaction would be in order and would tend to encourage compliance. If possible this kind of Presidential reaction should come as soon as all of the facts are presented to him and not as a reaction or response to a request for action by any part of the Civil Rights movement.

Ciff

Clifford L. Alexander, Jr.

Mississippi Products Are Being Boycotted By Michigan Retailer

Yankee Distributors Says Race
'Terrorism' Spurs It to Drop
Orders of \$250,000 Annually

By a WALL STREET JOURNAL Staff Reporter

DETROIT—A large Michigan retailer said he wouldn't buy products made in Mississippi because of racial "terrorism" there.

Joseph Megdell, co-owner and president of Yankee Distributors, Inc., Flint, Mich., said that buyers were told to make sure no Mississippi-made items were purchased for his 18 stores and that orders were canceled for goods ordered but not received.

He said: "When the day comes that the terrorism that is so prevalent in Mississippi no longer exists, and when justice will be dispensed equally to all its citizens, and when the hoodlums no longer control the action of that state, we will again be in the market for merchandise that originates from Mississippi."

Mr. Megdell said it wasn't only racial murders in Mississippi that caused his actions, but the "white-washing" of the criminals and the "whole apathy" of Mississippians. He said he became "afraid not to act" in protest.

Yankee Distributors' 18 stores in Michigan, Mr. Megdell said, have \$30 million in annual sales. The executive said the company has been purchasing more than \$250,000 in Mississippi-made products a year, mainly textile items such as clothing, electric blankets and sleeping bags.

Mr. Megdell said he hasn't heard of any other companies taking similar action, although some Negro leaders have urged a national boycott of Mississippi-made products. Mr. Megdell, who is white, is president of the Flint Urban League.

As of yesterday afternoon, Mr. Megdell said, he had received 15 to 20 telephone calls because of the action, mostly friendly but with "a few cranks." He added, "I'd say we lost three customers and gained eight, so we're five up."

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Executive Office of the President
Council of Economic Advisers

3/5/65

*File
Do*

GARDNER ACKLEY

MEMORANDUM FOR MR. LEE WHITE

Subject: Mississippi Boycott

I attach a memorandum commenting
on the problems raised by Senator Stennis'
letter.

If there is more you wish us to do,
please let me know.

Gardner Ackley

Gardner Ackley

Attachment

UNITED STATES GOVERNMENT

Memorandum

TO : Gardner Ackley

DATE: March 4, 1965

FROM : Melvin Rothbaum *MR*

SUBJECT: The Mississippi boycott

Here are some not very satisfactory responses to your query. The first section deals with ways in which the impact of the boycott might be tested, the second with some of the policy aspects.

Impact of the Boycott

I can see three approaches to exploring the magnitude of the boycott:

- (1) The Department of Commerce could be asked to use its contacts to explore further Senator Stennis' inquiries of various business groups. This might give a better notion of the scope of the boycott and the extent to which it is being taken seriously by the business community.
- (2) Major businesses in Mississippi could be surveyed to see whether normal buyer-seller relationships have shifted recently and, if so, why. This need not be done by the federal government, but could be accomplished by a private or public group within the state. It runs the danger that any detrimental change will be blamed on the boycott.
- (3) Available statistical series could be examined to see whether economic activity in Mississippi has departed from expected patterns of change. This has the obvious difficulty that there is no way of establishing controls for changes due to other factors, including negative reactions to civil rights problems in Mississippi that have nothing to do with the formal boycott. There is also a paucity of state data on a monthly basis, which is what would be required to explore such a recent phenomenon. Some of the state series have a sufficiently long publication lag that it will be several months before they will be useful.



Buy U.S. Savings Bonds Regularly on the Payroll Savings Plan

I worked up some of the available series and have put them together on the attached table. There are also data monthly by state for construction permits and nonagricultural employment, but they were not sufficiently current to use yet.

Personal income (Business Week) would indicate a decline in Mississippi's relative position in December. However, this series is on the erratic side, and Arkansas had a relative decline of almost the same magnitude as Mississippi.

The Dun and Bradstreet business failures varies wildly month to month by states, mainly because of the small numbers involved. The table shows a terrible performance for Mississippi in the November and December comparisons and then a great improvement in January. If the three months are combined in order to reduce the fluctuations, Mississippi's experience is relatively worse than that for the United States and the southern states. However, this destroys much of the boycott analysis. By next month it should be possible to use a moving average of 3 months which will make more sense.

The remaining series are from BES state data. Annual averages were not available for 1964 yet so I could not get a 1963-64 comparison without securing a lot of monthly data from BES and working it up. Mississippi shows a relative decline from the November to the December comparison in regard to labor force increases. It also shows a decline relative to the other southern states (but not for the United States) for unemployment and the unemployment rate.

Frankly, I am dubious about putting much effort into this type of analysis both for the reasons already stated and because of the poor quality of much of the state data. But this will at least illustrate some of the possibilities. We might also want to take a look at any problems that may have arisen in bond financing.

Background and Policy

Some of the points that seem to me to be relevant to the handling of this problem are the following:

- (1) Boycotts are ~~not~~ notoriously difficult to organize and maintain. Any direct consumer boycott of goods shipped from Mississippi would be almost impossible. They will probably have to aim at preventing the goods from being put up for sale in the first place by threatening to boycott the total operations of stores

that purchase them. This might well be effective, since few retailers will want to jeopardize their sales and go through the unpleasantness of being singled out for such action in order to maintain what may well be only a small and replaceable supply source.

Even if this is the case, it takes a good deal of organization and manpower to police any sizeable sector of retail sales. It is unlikely to be successful unless the possibility of being boycotted proves to be a sufficient deterrent. Only some business soundings would reveal whether this is a realistic assumption.

- (2) Most boycotts in the past were designed to solve a particular problem by changing the behavior of the firm being boycotted -- the Montgomery bus case and the nationwide boycotts against certain chain stores to get them to serve Negroes at Southern lunch counters are examples. Such cases can provide a focus for informal government mediation. This does not appear to be the case in Mississippi. It is unlikely that individual firms can make any changes in their hiring, promotion or other policies that will remove the boycott. Rather the action seems to be designed to bring generalized economic pressure upon the Mississippi economy. Presumably sufficient pressure will help to shift the internal power structure in such a way as to promote a variety of civil rights objectives.

Some quiet checking has dredged up very little information on the boycott. Attempts have been made to prevent purchases from Mississippi but I can't discover whether this is a loosely organized and sporadic operation or whether it is being coordinated by the Committee on Federated Organizations (COFO). To find out, I would have to call Roy Wilkins or John Marcel at NAACP in New York, I did not want to do this without clearance from you.

GA - I have
a friend with
COFO in Atlanta.
If we were
pressed I
could try to
find out
something.
JW

- (3) It is a rather indiscriminating weapon that will undoubtedly hurt many innocent bystanders, including Negroes in Mississippi. They are willing to incur such costs, just as they have been willing to incur the personal and economic costs of demonstrations

and other activities. And given the moral nature of the issue, they consider those who stand by immoral rather than innocent.

- (4) If it is successful in peacefully achieving its objective, there are important advantages to be gained. Civil rights changes that are brought about by shifting the power relationships through economic pressure do not have to be brought about through overt demonstrations (with their potential for violence) or by the exercise of federal power through courts, commissions, etc.
- (5) Undoubtedly a successful boycott in Mississippi will encourage its use in similar situations. But despite the fact that boycotts have been around a long time, they have been used only sparingly. The reason is that they only work when they have widespread support. A hundred years of labor union consumer boycotts -- from blacklists to the union label -- have had almost no results even among union members.

Conclusions

It seems to me that there are two problems. First, on the magnitude and impact of boycott, a decision is needed on which directions to take and how much effort it is worth. I think that some Commerce soundings are about the only way to get a feeling for scope of the problem. On the impact, we could probably pick up information on the bond underwriting problem without too much trouble, plus whatever you think worthwhile on the statistical series.

How the President might reply to Senator Stennis is tougher. I don't see anything that he can actually do about the boycott, and it is probably advantageous not to try. A reply might take the following form:

- (1) A statement of the efforts that have been made to explore the magnitude and impact.
- (2) The conclusion (if the results come out as I suspect they will)
 - (a) that some pressures have been brought on buyers but this appears to be spotty and it has been impossible to determine their effectiveness.

- (b) that the general statistics on the Mississippi economy do not yet reveal any substantial changes, and that it will be almost impossible to separate the effects of the boycott from spontaneous consumer refusal to buy Mississippi consumer goods or to travel and vacation there, or from normal changes in economic activity.
 - (c) that problems of bond financing appear to result less from any pressures on underwriters than from uncertainty on the part of investors about conditions in the state.
- (3) The belief that these pressures will soon disappear as the citizens of Mississippi move rapidly and effectively (as he knows they will) toward a solution of their difficult problems. Perhaps the President may wish to offer the services of the Administration in helping to accomplish this objective.

Attachment

cc:
Mr. Eckstein
Mr. Okun
Mr. Walka

	Percentage Changes		
	United States	Eight ^{1/} Southern States	Mississippi
<u>Personal Income</u>			
1963-64 (annual averages)	5.6%	7.9%	5.6%
Nov. 1963-Nov. 1964	5.4	8.0	5.1
Dec. 1963-Dec. 1964	6.0	7.1	1.5
<u>Business Failures</u>			
1963-64 (annual averages)	-6.1	-9.1	31.8
Nov. 1963-Nov. 1964	-13.3	-31.8	250.0
Dec. 1963-Dec. 1964	-3.0	36.4	150.0
Jan. 1964-Jan. 1965	-6.6	8.4	-62.5
3 months combined	-7.3	-1.7	25.0
<u>Labor Force</u> ^{2/}			
Nov. 1963-Nov. 1964	1.1	1.0	1.8
Dec. 1963-Dec. 1964	1.8	2.6	1.3
<u>Unemployment</u> ^{2/}			
Nov. 1963-Nov. 1964	-15.9	-14.5	-20.7
Dec. 1963-Dec. 1964	-7.5	-16.3	-13.7
<u>Unemployment Rate</u> ^{2/}			
Nov. 1963-Nov. 1964	-15.3	-14.0	-20.9
Dec. 1963-Dec. 1964	-10.9	-18.2	-14.0

^{1/}Alabama, Arkansas, Florida, Georgia, Louisiana, N. Carolina, S. Carolina, and Tennessee.

^{2/}Data not available for Georgia.

THE WHITE HOUSE

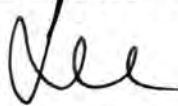
WASHINGTON

February 26, 1965

MEMORANDUM TO

Mr. Gardner Ackley
Council of Economic Advisers

This is obviously a sensitive problem, and I would appreciate your taking a look at it to determine ~~how~~ we might go about attempting to evaluate the magnitude of the problem. Incidentally, any suggestions as to what might be done would also be most welcome.



Lee C. White
Associate Special Counsel
to the President

Encl.

26 FEB 1965

CONGRESSIONAL

February 20, 1965

Dear Senator:

The President has asked me to acknowledge your letter of February 16 directing his attention to the apparently serious threat to Mississippi's economy as a result of boycotts and threatened boycotts of products produced and sold in the State. Although activities of this nature are not normally the subject of Federal inquiry, it seems to me that it would be desirable to learn as much as we can about the situation. Accordingly, I shall look into the matter and report my findings to the President.

Your interest and concern are fully appreciated.

Sincerely,

Lee C. White
Associate Special Counsel
to the President

Honorable John Stennis
United States Senate
Washington, D. C.

United States Senate

WASHINGTON, D.C.

February 16, 1965

FEB 23 1965

CARDED

The President
The White House

Dear Mr. President:

As you know, there is a plan to attempt a nationwide boycott of products manufactured in Mississippi. I do not know the full extent of this plan, but I do know that it is already having a very adverse effect.

On February 2, 1965, the Wall Street Journal carried a news story, copy of which is attached, pointing out that a number of local chapters of the National Association for the Advancement of Colored People are behind this movement. This news article gives a number of examples of the cancellation of orders, or a change in plans in the placing of orders, with Mississippi industrial plants.

I have discussed this situation with business leaders in various places over the nation whom I personally know. This threat is real and in some ways the boycott has already had considerable impact. I have found that it is a matter of serious concern to many members of business fraternity, including a number of national merchandising chains who buy their products in our State. Further, I personally know of instances over the past few weeks where companies already operating in Mississippi have abandoned or postponed plans already made for the expansion of their plants, or the construction of additional branches in other communities. They have done this awaiting the outcome of the boycott.

It is obvious that once such a movement gains momentum as to one State, it can easily spread to other States until large areas of the country become affected. Consumers or industrialists in those States might attempt retaliation with their own boycott, or by other means, and matters can quickly get beyond control, seriously affecting our national economy. These facts and the many possible dangers make the problem of utmost national importance, and I know that it is of the utmost concern to you.

I think it is in the national interest that steps be taken to nip this movement in the bud. Unless it is stopped in its entirety it may spread until entire areas of the country are engulfed. I am sure that you will have in mind some very effective measures which can be taken

THE WHITE HOUSE
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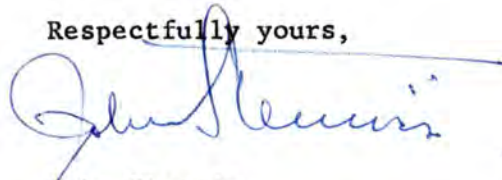
2-The President-2/16/65

to stop this. As one possible solution I respectfully suggest the following.

I know you will want to obtain all the facts available and then I hope you will bring the matter up at a press conference and make one of your forceful statements thereon, or otherwise issue an appropriate statement. I hope you will want to point out that you are against the basic concept of such a boycott and that these matters are difficult to control or to stop once put into motion, and that all people are hurt severely by them, including those the sponsors might intend to help.

I respectfully call this to your attention with the hope that you will have your staff obtain all the facts available for your further consideration and action. If there is any way I can be of assistance, I am certainly ready to devote whatever time may be necessary to the problem.

Respectfully yours,



John Stennis
United States Senator

JS/ca
Enclosure

The Price of Strife: Race Turmoil Threatens Mississippi's Economy

Continued From First Page

civic leader, however, says that until the blast occurred the town was "convinced the company was definitely coming in."

Greenville, a town in the northwest Delta which is generally regarded as one of the more racially moderate communities in the state, has also had difficulty recently in enticing new industry. From 1959 through 1962 Greenville attracted one new plant a year, but none have located there since. One "solid prospect" lined up for the town by an outside consulting firm decided it didn't want to locate in Mississippi and went elsewhere, according to a Greenville business leader.

Marvin Rich, national community relations director for the Congress of Racial Equality in New York City, says that "in the past three or four months we have been talking to companies that were going to locate plants in Mississippi; at least one has definitely decided not to go into the state." Mr. Rich declines to identify this company or any others that his group has contacted. He says CORE "gets the leads on these companies through friends we have in banking and plant consultation." CORE and other civil rights groups also are urging investment houses not to bid on Mississippi bonds.

Mississippians who depend on tourist dollars make clear they are unhappy about the impact of racial tension on their business. "From the way the press pictures us, you'd think a person needed to put on armor when he crossed the Mississippi line," bitterly complains a Gulfport businessman. Taxable sales in Biloxi and Gulfport, the two major tourism centers on the Mississippi Gulf, were down \$2.8 million, or about 3%, last year from 1963. Jack Stanford of Gulfport, president of the Gulf Coast Motel Association, says business of some smaller motels dropped 50% during the year but insists that "bigger and newer" tourist facilities on the Gulf "did better in 1964 than in 1963."

State Travel Director Ned O'Brien estimates that visitors' spending throughout Mississippi fell 10% to 15%, or between \$40 million and \$60 million, in 1964, indicating that many tourists who normally would have traveled through Mississippi took other routes.

Mississippians are trying hard to improve the state's image among outsiders, and the state is coming up with some new lures for industry. A state-financed advertisement running currently in six national publications implores readers to "meet the Mississippi you haven't heard about." The ad pictures such scenes as bathing beauties on Gulf Coast beaches, ante-bellum homes and Jackson's modern downtown business district. Gov. Johnson is personally overseeing planning of new advertising strategy that would extol Mississippi's recreational and industrial advantages—and hopefully counteract its civil rights problems.

The state legislature also has appropriated

NAACP Pickets Big Board Asking Mississippi Boycott

By a WALL STREET JOURNAL Staff Reporter

NEW YORK—Pickets from a local chapter of the National Association for the Advancement of Colored People marched in front of the New York Stock Exchange in lower Manhattan in an appeal for a boycott of products manufactured in Mississippi.

About a dozen members of the NAACP's Greenwich Village chapter picketed the exchange to protest the Big Board's listing of stocks of a number of companies they said sell products stemming from Mississippi. A spokesman for the group said the names of the companies had been obtained from a survey prepared by an NAACP field crew operating in Mississippi.

The spokesman declared: "These companies have production facilities in Mississippi; they are enjoying immense profits from that segregated state and in effect are helping to bolster a system of segregation." He termed the demonstration the initial phase in a national campaign to dissuade people from buying products grown or made in Mississippi.

The picketing followed efforts by the NAACP and other civil rights groups to persuade banks, investment concerns and other investors not to bid on securities issued by the State of Mississippi.

\$5.5 million to match Federal funds for technical training courses in public schools—the first time the state has allocated funds for the teaching of industrial skills. "For 75 years the Negroes have been an economic millstone around our neck because they, and the white Mississippian, haven't been trained in the skills needed for industrialization," explains Gov. Johnson.

In other moves, the state has set up a marketing council to seek new domestic and foreign markets for the state's agricultural and manufactured products. Corporate and personal income taxes are being reduced in another bid for industry. But this could be offset by a possible rise in sales tax rates, currently 3½%, because of a dwindling general fund surplus and increased government spending.

Businessmen show signs of responding to the challenge, too. A number of the state's leading business executives have been meeting in recent days in an effort to bring about change in what one calls "the image of lawlessness and oppression that outsiders have of Mississippi." The possible outcome: A statement to be circulated state-wide which would condemn racial extremism and violence and pledge businessmen's efforts to help improve the state's racial climate. Some 100,000 signatures would be sought.

More Concern

10 CENTS

The Price of Strife Race Turmoil Threatens To Stifle Mississippi's Economic Development

Tensions Blamed for Slump In Plant Building, Tourism; Boycotts Pose New Peril

State Opens Ad Counterattack

By FRANK MORGAN

Staff Reporter of THE WALL STREET JOURNAL

JACKSON, Miss.—Mississippi is feeling the impact of racial strife where it hurts—in the pocketbook.

A few weeks ago a northeast Mississippi industrial development scout wrote Work Wear Corp. of Cleveland hopefully inquiring whether the uniform manufacturer, which already has two plants in the state, was considering further expansion. "If so," the letter said, "we invite you to take a look at our part of Mississippi."

The answer was quick in coming. "We won't consider expanding in Mississippi until the state and its people join the Union again," wrote A. L. Rosenthal, Work Wear president. The executive explains his harsh reply was prompted by Mississippi's racial strife and the lack of "visible evidence" that the state is trying to correct the problem.

While Mr. Rosenthal's attitude in itself may not represent a major setback for Mississippi's economy, there's growing evidence that acts of racial violence and discrimination are having a deepening impact on the state's business climate. In the past six months alone, at least a dozen companies that were considering Mississippi as a site for new plants have decided to build elsewhere, and it's widely believed racial tension was a primary consideration in the decisions.

Tourism Hurt

Racial turmoil appears to be affecting the economy here in other ways, too. Businessmen in Mississippi's Gulf Coast resorts report tourism has dropped since the murder of three civil rights workers last summer near Philadelphia, Miss. Some companies also say it's becoming more difficult to attract skilled workers from other states, particularly the North.

The impact is so pronounced that none other than Gov. Paul B. Johnson, who rode into office on a segregationist platform, concedes that "the racial trouble has hurt us economically."

So far most of Mississippi's troubles stem from decisions by individual travelers or companies to avoid possible problems by staying away, rather than a result of any organized effort to damage the state. But now an organized threat is emerging.

Over the nation, local chapters of the National Association for the Advancement of Colored People are launching boycotts against products manufactured in Mississippi. Already on the list are products made at the Mississippi plants of such companies as Armstrong Rubber Co., Burlington Industries, Inc., and D. H. Baldwin Co., the piano and organ maker. Two other civil rights groups, the Congress of Racial Equality and the Southern Christian Leadership Conference, say they will soon begin similar "selective buying" campaigns.

On the Sidelines

The rights organizations say they hope to draw Mississippi's business leaders from the sideline position they have generally taken on the race question into the middle of the fray, where they might act as a moderating influence.

Although it might be debated how effective such boycotts would be—it's difficult to see, for example, how a consumer is to know where multi-plant companies manufacture a particular product—the mere threat of economic warfare is causing jitters among Mississippi's businessmen. Some already have had a taste of what can happen from informal boycotts by out-of-the-state buyers. "We lost at least \$250,000 in sales last year because of people refusing to buy Mississippi-made products," declares Joseph C. Bancroft, president of Croft Metal Products, Inc., an aluminum extruder and fabricator in McComb.

Textile makers have felt the pinch, too. Yankee Distributors, Inc., Flint, Mich., has advised several Mississippi mills that it is discontinuing the purchase of Mississippi goods until racial terrorism in the state abates. The retailing chain says it has been buying about \$250,000 worth of textile goods annually for sale in its 18 stores.

A New Address

Such pressures even prompted one manufacturer of household goods in southern Mississippi to move its shipping operations across the state line into Louisiana. Explains the company's sales manager: "Mail-order houses just don't like to show an f.o.b. point in Mississippi."

But the impact of racial tensions in Mississippi is most evident in the state's efforts to lure new industry. Last year only \$37 million was spent on new plants in the state, a 23% drop from 1963. Mississippi industry hunters generally attempt to brush off the decline, attributing it to the "cyclical" nature of industrial development. But Arkansas and Louisiana, with whom Mississippi competes directly for new industry, showed big gains in new plant investment last year.

"I know of six fairly good-sized companies omitting Mississippi for plant sites in recent months because of the situation down there," says a New York management consultant who specializes in selecting plant locations for his clients. "Companies just don't want to go into that type of atmosphere."

Last November a McComb, Miss., newspaper editorialized that "15 industrial prospects in the past three or four months made it clear they were afraid of the McComb atmosphere of (racial) strife and disorder." The town of 12,000 population in southwest Mississippi was the site of 17 racial bombings during 1964.

Florida Jalousies, Inc., an aluminum window and door maker based in West Palm Beach, Fla., decided against building a plant in Laurel, Miss., the day after the town's newspaper office was dynamited last spring. A company spokesman says the timing of its decision was "just a coincidence"; a Laurel

Please Turn to Page 6, Column 2

MEMORANDUM

THE WHITE HOUSE

WASHINGTON

February 19, 1965

FOR: JUANITA ROBERTS

FROM: Lee C. White



I am sure that the President will want to see this before it goes out.

Please return the file to me.



THE ASSISTANT SECRETARY OF COMMERCE
WASHINGTON, D.C. 20230

*File
CA*

April 2, 1965

Honorable Lee White
Special Assistant to the President
The White House
Washington, D. C.

Dear *Lee* Mr. White:

After much exploration we finally pulled together some information on the probable economic impact of an economic boycott on the State of Alabama. In essence, we think the impact might be serious, but we found it virtually impossible to describe with any precision the most likely sectors which would be affected.

Sincerely yours,

Andy
Andrew F. Brimmer

Enclosures



THE ASSISTANT SECRETARY OF COMMERCE
WASHINGTON, D.C. 20230

MEMORANDUM TO: Secretary John T. Connor

April 2, 1965

FROM: Andrew F. Brimmer *AFB*

SUBJECT: General Considerations Relating to an Economic Boycott
of Alabama

During the last few days we have made an effort to appraise the probable economic impact of a boycott on the State of Alabama. This task has been particularly difficult. The difficulty has emerged partly because of the formidable problem of formulating the probable strategy which might underlie such a boycott, and partly because of the limited availability of data describing commodity flows in and out of the State.

However, the following general observations can be made:

1. Examination of a recent employment profile reveals, as one would expect, that the State of Alabama is highly dependent on the rest of the national economy. Thus, its economy would be severely crippled if a large proportion of the goods it normally "exports" to other states--or a somewhat smaller proportion of the goods it "imports" from other states--should cease to cross state lines.
2. A closer examination of the industries producing largely for out-of-state markets, suggests that the State would not be highly vulnerable to a mass boycott at the retail level.
 - (a) The main reason for this is that Alabama exports largely consist of agricultural, textile and steel-mill products which undergo further fabrication outside the State and so lose their identity at the retail level.
 - (b) In other cases Negroes form so large a proportion of the working force of the "exporting" industry that, at the direction of the employer, they could be forced to accept the brunt of an economic boycott.
3. The employment data are supported by incomplete information on railroad shipments in and out of the State by broad product classes. Data for the port of Mobile indicate considerable dependence (about \$85 million or 1-1/2 percent of total personal income) upon the continued operation of this port.
4. Estimates of personal income for the State indicate that the Federal Government was in 1963 the second largest source of income in Alabama accounting for nearly \$950 million out of a total personal income of \$5-1/2 billion. This does not include some \$435 million goods and services purchased by the Federal Government in the form of prime contracts with Alabama business. A substantial volume of these funds is retained in the State and shown as income originating in private industry.

5. A brief survey of the financial measures available to the Federal Government does not suggest any great possibilities in this area.

6. This presentation also includes tables showing the comparative disadvantage of the Negro in Alabama, which are not directly relevant to the feasibility of an economic boycott.

Economic Profile of Alabama

Alabama's economy, like that of every other state is closely interwoven into the U.S. economy. One way of indicating a state's degree of dependence on the outside world is to measure employment in those areas of the economy which produce largely for the national and world markets. Any country or state depends on the export of commodities or services in whose production it has a comparative advantage in order to import other commodities which are lacking in its soil or which can be manufactured only at an excessively high cost.

Normally the 'export' industries are confined to agriculture, mining and manufacturing. The service industries for the most part produce for 'home' consumption (tourist services are an important exception in some states.) Trade and transportation serve both the 'home' and 'foreign' markets. The Federal Government forms a very special case. With some exceptions (postal service, tax collection) its activities can be relocated at the discretion of the federal agencies.

An accepted way of identifying a state's dependence on imports and exports is the following: We compute the number of employees that would have to be employed in each industry in that state, if every state were a miniature of the United States. This hypothetical volume of employment is then subtracted from the actual employment in that industry. A large positive residual indicates that the state is an important exporter of the products of that industry; a large negative residual indicates a heavy degree of dependence on the outside world.

Table 1 shows such an 'economic profile' of the State of Alabama for the year 1960. It suggests that if, for example Alabama's 'exports' of textile mill products were to cease, some 39,000 employees at these mills would be directly affected and something like 29,000 of these would be laid off. There would of course be secondary effects: cotton would begin to accumulate in the earlier production stages; transportation firms supplying the mills or carrying away its products would also be affected. Finally the reduced income of workers at the mills and in associated activities would be translated into reduced employment and incomes in the purely 'domestic' industries.

Similarly, if steel mill products were to cease moving across the state line some 15,000 workers might be laid off with much the same indirect effects on the whole economy. Lumber and its products is another industry peculiarly vulnerable to a loss of out-of-state markets because of its size and the high proportion of production for shipment out of the state.

Besides the size of an industry, and the proportion of its production for the 'export' market there are certain other factors to be taken into consideration in discussing the effects of an economic boycott. Degree of concentration is one such factor; obviously, the steel industry is particularly vulnerable in this regard. Another factor to be taken into account is the racial distribution of employment in each industry. As indicated, in Table 2, a high proportion of workers in the wood products industries are non-white, who could be forced to accept the brunt of a decline in sales. On the other hand textile workers are largely white and this alternative is not open to employers in these industries.

Table 1

1960

ALABAMA EMPLOYMENT

<u>I n d u s t r y</u>	<u>Total employment</u>	<u>"Export" employment</u>	<u>"Import" employment</u>
Agriculture	102,075	32,255	
Coal mining.	7,798	4,522	
Crude petroleum mining	531		3,634
Total manufacturing.	282,992		
"Export" industries	215,609	102,350	
Yarn and thread and fabric mills	38,812	28,832	
Apparel and accessories.	22,416	5,207	
Logging.	13,233	10,472	
Sawmills, planing mills, and mill work	20,149	13,255	
Pulp, paper and paperboard mills	9,306	4,567	
Blast furnaces, steel works, rolling & finishing mills	24,733	14,524	
Other metal products	45,597	14,636	
Other industries	41,363	10,857	
"Import" industries	67,383		
Printing, publishing, and allied	8,701		10,017
Miscellaneous machinery, excluding electrical.	4,701		16,137
Electrical machinery, equipment & supplies	5,997		18,400
Motor vehicles and motor vehicle equipment	2,631		11,177
Petroleum refining	869		3,310
Professional and photographic equipment & supplies	399		5,025
Other industries	44,085		42,547
Trade and transportation	218,119		20,250
Services and finance, insurance and real estate.	269,725		
Government (incomplete).	81,880		
All other.	125,538		
TOTAL.	1,088,658		

APR 1 1955

Most economies are, however, more vulnerable to a drop in imports than in exports, though the character of the import largely determines the effect of its stoppage. For example, Alabama is heavily dependent on the outside world for machinery, but a reduction in such imports would have little immediate effect on its economy. On the other hand, a stoppage of the inflow of refined petroleum products of which the state consumes nearly three times as much as it produces, would have the most serious immediate effect on its whole economy. Also, the state produces none of the managanese ore necessary for its steel industry, and the loss of this item having a minute monetary value might have a more severe effect than directly elminating all steel exports.

Table 2

Employment in Industry by Color of Employee
Alabama and United States

	Alabama			United States		
	<u>Total</u>	<u>White</u>	<u>Nonwhite</u>	<u>Total</u>	<u>White</u>	<u>Nonwhite</u>
Percentage distribution of employed persons by selected industry group						
<u>Total employed</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>
Agriculture	9.6	7.9	14.2	6.6	6.3	9.2
Manufacturing	<u>26.5</u>	<u>29.2</u>	<u>19.4</u>	<u>27.1</u>	<u>28.1</u>	<u>18.6</u>
Furn,lumber, wood	3.6	2.7	6.0	1.7	1.5	2.7
Primary metals.	4.4	4.3	4.6	1.9	1.9	2.1
Textile mill products . . .	4.2	5.4	1.1	1.5	1.6	0.7
Railroad,trucking,other transp.	3.5	3.7	3.0	4.3	4.4	3.9
Percentage of employment by by color by selected industries						
<u>Total employed</u>	<u>100.0</u>	<u>73.3</u>	<u>26.7</u>	<u>100.0</u>	<u>89.7</u>	<u>10.3</u>
Agriculture	100.0	60.3	39.7	100.0	85.7	14.3
Manufacturing	100.0	80.6	19.4	100.0	92.9	7.1
Furniture,lumber,wood . . .	100.0	55.9	44.1	100.0	83.4	16.6
Primary metals.	100.0	72.0	28.0	100.0	88.5	11.5
Textile mill products . . .	100.0	93.4	6.6	100.0	95.3	4.7
Railroad,trucking,other transp.	100.0	77.5	22.5	100.0	90.7	9.3

April 1, 1965

Table 3 comprises a list of larger firms operating in the Birmingham, Mobile and Montgomery metropolitan areas. The bulk of these are, as would be expected, firms producing for the local market. Such firms are obviously not vulnerable to a boycott. Another group of establishments represent local firms producing for the national market such items as textiles or paper products, which would be difficult for the ultimate consumer to identify as having originated in Alabama. Other apparently local firms produce for the national market such items as canned hams (Maihoeffer Packing Co.), other canned goods (The Bama Company), or apparel (Simon Mogilner), whose origin would in many cases be rather easily identified at the retail level. Then there are the Alabama subsidiaries of nationwide companies (U.S. Steel, Continental Can) producing items for further processing; the Alabama products are not, therefore, vulnerable to mass boycott, but it is possible that the companies themselves might be susceptible to moral suasion. Finally, there may be firms such as Scott Paper with an Alabama subsidiary; the company's product can be easily identified at the retail level, though the state of origin is not, and a boycott of these products could force the company to discontinue its Alabama operations.

Table 3

Birmingham, Alabama

Firms with 500 or more employees.

Alabama By-Products Corporation
P. O. Box 354

Coal, Coke, Coal tar

Alabama Power Company
600 N. 18th Street

Electric power

American Bridge
Division of U. S. Steel
700 N. 39th Street

Structural steel for buildings, bridges, etc.

American Cast Iron Pipe Co.
2930 - 16th St. N.

Cast iron pipe and fittings for water, gas, sewer
and oil lines

Avondale Mills
3830 First Ave.

Suiting, seersucker, gingham

Barber Pure Milk Company
2014 - 7th Ave.

Dairy products

Birmingham News Company
2200 - 4th Ave. No.

Newspaper publishers - both morning and evening paper

Birmingham (cont)

Birmingham Slag
Div. of Vulcan Materials Co.
Pike Circle, Mountain Brook

Crushed and screened slag, concrete masonry units,
ready-mix concrete, expanded slag.

Chicago Bridge & Iron Co.
1500 - 50th St. No.

All types of steel fabrication and field erection;
elevated water tanks, pipe lines, etc.

James B. Clow & Sons
P. O. Box 2542

Cast iron pipe and pipe fittings.

Connors Steel
Birmingham Div. of H. K. Porter Co.
5000 Powell Ave.

Merchant bars, cold finished bars, etc.

Hays International Corp.
Municipal Airport

Missile ground handling equipment, missile guided components.

Jackson Industries
3525 Kemp Av. No.

castings and machinery

Maihoeffer Packing Co., Inc.
512 - 18th St.

Meat products

Birmingham (cont)

Republic Steel Corp.
Office Park, Mountain Brook

pig iron, etc.

Simon Mogilner
1420 - 14th St.

Infant and childrens' sports and outerwear.

Stockham Valves & Fittings, Inc.
4000 - 10th Ave., No.

Cast iron fittings and valves

Tennessee Coal and Iron
Div. of U. S. Steel

U. S. Pipe and Foundry
over 5,000 employees - largest manufacturer of cast
iron pipe. Company does a great deal of exporting.

Universal Atlas Cement
10 Office Park Circle
Div. of U. S. Steel.

Cement

Liberty National Life Insurance Co.

The Bama Company

Jellies, preserves, peanut butter, mayonnaise, etc.
Products stocked all through the South.

Gulf States Paper Corporation
Birmingham, Alabama

two plants - one in Tuscaloosa and another in
Demopolis with over 1,000 employees

Kraft paper and bags

Montgomery, Alabama

Firms with 250 - 500 employees

Advertising Company
107 S. Lawrence St.

Daily newspaper and FM radio station

Alaga Syrup Company
Div. of W. W. Pickle Co.
1171 Court St.

Syrup and pickles

Continental Can Company
Hazel Atlas Div.
P. O. Box 8038

Glas containers, corrugated boxes, etc.

Whitfield Pickle Co.
1171 No. Court St.

Pickles

West Boyleston Mfg. Co.
Div. of United Elastic Corp.
P. O. Box 155

Combed and carded, knitted and weaving yarn.

Mobile, Alabama

Firms with 500 or more employees

Courtaulds (Alabama), Inc.
Plant at LeMoyne
P. O. Box 1076

Rayon staple fibre

International Paper Company
P. O. Box 1649

Kraft wrapping paper, bag paper, paper boxes, newsprint.

National Gypsum Company
P. O. Box 1528 - Baker Street

Insulation board, decorator tile, roof insulation

Scott Paper Company
Div. of Hollingsorth and Whitney
P. O. Box 1189

Paper mill

Alabama Dry Dock & Shipbuilding
over 5,000 employees

Alabama's economic ties with the remainder of the Nation are further documented from a sampling of railroad shipments originating and terminating in Alabama during 1961, as collected by the ICC. The results are shown in table 4.

Approximately 16-1/2 million tons of goods were shipped out of Alabama to other States by rail in 1961. At the same time, nearly 12 million tons came in from other States. More than half of the out-shipments were manufactured goods while the bulk of the remainder was the product of the mineral and forest industries. Imported goods were mainly minerals and manufactured products with a substantial quantity of agricultural commodities included.

These figures suggest a large trade balance in Alabama's favor. However, the value per ton may well be higher for 'imports' than for 'exports'. Secondly, the picture might well be very different if we had figures for trucks, pipelines, and waterways.

The employment figures shown earlier must be considered more useful than these freight data because, as of now, they are available in greater detail. It may well be, however, that greater detail on freight shipments will also be available later.

Table 4 shows the volume of cargo handled by the Port of Mobile and the income realized by Alabama firms from handling it. It will be noted that the tonnage handled by this single port is more than half that handled by all railways. These figures cannot be added to those shown in table 4 because domestic (coastwise) traffic is not broken down into incoming and outgoing traffic.

3/30/65

Table 4

REVENUE RAIL FREIGHT ORIGINATED AND TERMINATED IN ALABAMA, 1961

(Thousands of Tons)			
Commodity class	Shipped from Alabama to other States	Shipped from other States to Alabama	Moved wholly within Alabama
900 Products of Agriculture	344	1,468	131
910 Animals and Products	48	106	6
920 Products of Mines	4,587	5,323	8,001
930 Products of Forests	2,892	497	2,318
940 Manufactures and Miscellaneous..	8,561	4,290	3,790
950 Forwarder	--	34	--
TOTAL	16,431	11,717	14,247

Table 4a

Here, for your use, is some information on waterborne traffic through the Port of Mobile.

Port of Mobile

Shipbuilding - 1960

18 Marine repair yards

Waterborne Cargo - 1963

Imports	6,630,000 ST
Exports	1,956,000
Domestic	<u>10,466,000</u>
Total	19,052,000

Dollars realized in Alabama by reason of 19 million tons of cargo passing through Mobile (insurance, cargo-handling, transshipment)

General Cargo	\$ 41.6 Million
Petroleum	20.1
Coal	1.4
Grain	3.2
Ore	11.1
All Other	<u>7.6</u>
Total	\$ 85.0

Value of 19 million tons of cargo - \$285 million

Personal Income in Alabama

Total personal income in Alabama amounted to more than \$5-1/2 billion in 1963, the latest year for which estimates are available. On a per capita basis, this was \$1,655, fourth lowest in the Nation.

The most important single source of income in the State is the manufacturing industry, which, in 1963, paid out wages and salaries, and proprietary income amounting to \$1,250 million, or nearly 30 percent of the income earned by civilian workers throughout the State, and nearly 23 percent of total personal income. Next in importance as a source of income was the Federal Government which paid out nearly \$950 million directly to residents of the State in that year. More than half of this total -- \$550 million -- was paid to the 108 thousand Federal civilian and military employees stationed in that State.

Not reflected in the Federal Government income disbursements of \$950 million noted above are Federal purchases of goods and services from businesses in the State. In 1963, these totaled more than \$435 million, and a roughly comparable amount of personal income is included under private industry in table 5.

Table 5

Sources of Personal Income in Alabama, 1963

Earnings of persons engaged in private production	Millions of dollars
Manufacturing	1,250
Trade	796
Services	508
Farming	305
Contract construction	257
Finance, insurance, and real estate	194
Transportation	178
Communications and public utilities	120
Mining	54
Other	10
TOTAL	3,672
Government income disbursements	
Federal	944
State and local	490
Rents, dividends, and private interest received	515
Miscellaneous	28
Less personal contributions of private workers for social insurance	111
Total personal income	5,538

Financial Measures

Under present conditions there seems to be little leverage available to the Federal Government in the financial field.

U.S. government deposits in Alabama banks as of June 30, 1964 totalled \$74 millions. On the other hand, as of the same date, these banks held U.S. government obligations in the amount of \$626 millions, which would seem to give plenty of margin against a withdrawal of government deposits.

The Federal Reserve might conceivably refuse discount privileges to Alabama banks, but in view of the considerations adduced above, the damage would be minor, temporary and selective.

According to the Bureau of the Census, the State of Alabama and its local governments had outstanding as of the end of 1963, some \$1,038 millions of long-term debt and about \$76 millions of short-term notes. During the year new long-term security flotations amounted to \$134 millions and retirements to \$70 millions. In this area the main reliance would have to be moral suasion on brokers and security buyers, and at that, it would be some time before the State's financial situation became serious.

As of a recent date Alabama savings and loan associations owed the Home Loan Bank Board less than \$12 millions, while holding Federal Government securities in excess of \$27 millions. While individual associations might be hurt by the Board's tightening of its terms in Alabama, the net effect could hardly be severe.

Supplementary Table 1

Selected Characteristics of the Population, Alabama
and the United States, 1960

	<u>Alabama</u>			<u>United States</u>		
	<u>Total</u>	<u>White</u>	<u>Non-white</u>	<u>Total</u>	<u>White</u>	<u>Non-white</u>
Population, Total (in thousands)	3,267	2,284	983	179,326	158,838	20,488
Percent	100.0	69.9	30.1	100.0	88.6	11.4
Median Age	26.0	28.2	20.3	29.5	30.3	23.5
There has been a steady and marked increase in age of white population of Alabama since 1890; for non-whites, however, the increase has been <u>slight</u> since 1890, and the median age decreased between 1950 and 1960.						
Per cent 25 years old and over	51.0	54.1	44.3	55.5	56.4	48.1
Percent born in different state (but born in U.S.)	13.3	17.0	4.9	27.0	26.9	27.5
Per cent of 5-34 year-olds enrolled in school	59.5	54.3	71.0	53.1	53.2	52.7
Median school years completed by persons <u>25 years and over</u>	9.1	10.2	6.5	10.5	10.8 Estimate	8.2 Estimate
4 Years of high school completed (per cent)	18.6	22.4	7.7	24.6		
4 or More Years of college (per cent)	5.7	6.7	2.9	7.7	8.1	3.5
<u>Veterans</u> as per cent of male population - 14 years and over	32.6			37.7		

Supplementary Table 2

Occupational Distribution of the Labor Force
White and Non-White, Alabama and United States

	<u>Alabama</u>			<u>United States</u>		
	<u>Total</u>	<u>White</u>	<u>Non-white</u>	<u>Total</u>	<u>White</u>	<u>Non-white</u>
Labor Force as % of Population (Urban)	55.7	55.7	55.6	57.0	56.7	59.4
Unemployment rate	5.7	4.7	8.4	5.1	4.7	8.7
Unemployment, male	5.6	4.5	8.9	5.0	4.6	8.8
Median income families and unrelated individuals 1959 (dollars)	3,349	4,240	1,655	4,791	5,088	2,520
Alabama incomes as percentage of U.S. average						
Total	69.9					
White	83.3					
Non-white	66.2					

Occupation, male only, percentage distribution

<u>Total</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>
Prof., Tech., and kindred	1.8	2.7	0.4	10.3	11.0	3.9
Farmers & farm managers	1.7	1.5	2.0	5.5	5.6	4.4
Managers, etc., except farm	2.1	3.1	0.4	10.7	11.5	2.3
Clerical and kindred	3.1	4.3	1.2	6.9	7.1	5.0
Sales	2.6	3.9	0.5	6.9	7.4	1.5
Craftsmen, etc.	22.8	30.2	11.1	19.5	20.5	10.2
Operatives and kindred	28.2	29.2	26.5	19.9	19.5	23.5
Private household	0.5	0.2	0.9	0.1	0.1	0.7
Service except household	5.2	2.8	8.9	6.0	5.2	13.7
Farm laborers and farm	4.6	3.9	5.5	2.8	2.3	7.1
Laborers except farm	23.2	13.9	37.7	6.9	5.6	19.4
Occupations not reported	4.4	4.2	4.8	4.6	4.2	8.4

April 1, 1965

Supplementary Table 3

Area Redevelopment Administration Assistance to Alabama,
as of January 31, 1965
(All aid approved under Public Law 87-27 passed May 1, 1961)

Financial Assistance

Amount Approved		
Section 6	\$1,678,000*	
" 7	901,000	
" 8	<u>737,000</u>	
Total	\$3,316,000	
Funds Disbursed	\$2,643,000*	
Employment Potential (Nos.)	1,760	
Technical Assistance Funds	\$ 49,000	

Training:

Amount	443,000
Number	1,134

* - This amount does not include \$453,000 approved for a project - now inactive.

April 1, 1965

The Secretary of Commerce

April 12, 1965

LeRoy Collins
Director, Community Relations Service

Alabama Business and Civil Rights

I am attaching a newspaper proof of the statement by Alabama businessmen as it was approved last Friday. In this form it is scheduled to be published as an advertisement this Thursday, April 15, in all daily newspapers in Alabama, the Wall Street Journal, and U. S. News and World Report. We have recommended, in addition, that it be carried in at least one of the Washington papers; Mr. Blount tells me that he will see that it is placed either in the Post or the Star, if not in both.

After you have had the opportunity to review it, perhaps we should consider the adviseability of recommending to the President that he comment favorably on it to the press. Despite the fact that some of us would have preferred a much stronger and more forthright statement, its publication should be viewed as a considerable advance on the part of Alabama's business leaders.

I am also attaching a memorandum from Mr. Laue reporting on the current status of Dr. King's plans for a boycott of Alabama industry. This looks quite gloomy. As yet our office has not had an opportunity to assess this information in the light of possible further action. We hope to be in a position to offer you a recommendation in a day or two.

We are delivering a copy of this memo and the attachments to Assistant Secretary Brimmer.

cc: Assistant Secretary Brimmer

“What we believe and where we stand...”

In light of recent developments in ALABAMA, we feel that the business community has an obligation to speak out for what it believes to be right.

The vast majority of the people of Alabama, like other responsible citizens throughout our nation, believe in law and order, and in the fair and just treatment of all their fellow citizens. They believe in obedience to the law regardless of their personal feelings about its specific merits. They believe in the basic human dignity of all people of all races.

We intend to continue working diligently for the full development of Alabama, the welfare of its people and the maintenance of conditions favorable to the creation of an economy which will benefit every citizen.

For these reasons, we feel that we must publicly declare and reaffirm what we believe and where we stand.

FIRST, WE BELIEVE IN THE FULL PROTECTION AND OPPORTUNITY UNDER THE LAW OF ALL OUR CITIZENS, BOTH NEGRO AND WHITE. Just as we feel every Alabamian inherently has the right of protection, so does every Alabamian have a responsibility to uphold the law. We deplore equally public demonstrations which violate the law, and the actions of those who take the law into their own hands. There are proper procedures for expressing protest in a lawful manner, just as there are procedures for restraining those who would violate the law.

WE BELIEVE IN THE BASIC AMERICAN HERITAGE OF VOTING, AND IN THE RIGHT OF EVERY ELIGIBLE CITIZEN TO REGISTER AND TO CAST HIS BALLOT. We believe, however, that qualification of prospective voters, when properly and equitably administered, is a constitutional responsibility that must be preserved.

WE BELIEVE IN OBEDIENCE TO THE LAW, EVEN THOUGH SOME MAY QUESTION THE WISDOM OF PARTICULAR LAWS. Such a law is the recently enacted Civil Rights Act of 1964, which many of our citizens feel contains many unjust and improper provisions. We do, however, have an obligation to abide by it, and this we will do. Where injustices or inequities are indicated, we will

seek relief through proper and legal channels.

Our State is faced specifically with compliance with Title VII of this Law which goes into effect shortly. This provides for non-discrimination in employment and will call for some adjustments. While many of our employers have been in compliance with these provisions for some time, we call on business leaders all over the State to provide leadership in this matter.

WE BELIEVE THAT COMMUNICATION BETWEEN DIFFERENT ELEMENTS OF OUR SOCIETY MUST BE MAINTAINED. We urge leaders of both races to improve avenues of communication and understanding. While this has been done successfully in many local communities, we suggest that consideration be given to the establishment of positive new vehicles for communications between the races throughout all the State.

WE BELIEVE THAT AN EXPANDING ECONOMY WILL BENEFIT ALL OF OUR PEOPLE. This will provide more jobs and greater income, thus raising the standard of living for all of our citizens — both Negro and White.

WE BELIEVE THAT AN EVER INCREASING LEVEL OF EDUCATION IS AN IMPORTANT OBJECTIVE. This will better equip our citizens to take advantage of job opportunities and to become qualified voters.

WE BELIEVE IN ALABAMA, HAVE CONFIDENCE IN ITS FUTURE AND CALL UPON ALL OF ITS CITIZENS TO JOIN TOGETHER IN WORKING FOR THE ATTAINMENT OF THESE OBJECTIVES AND THE SOLUTION OF THE MANY PROBLEMS FACING US.

ALABAMA STATE CHAMBER OF COMMERCE ALABAMA BANKERS ASSOCIATION

Birmingham Chamber of Commerce
Mobile Chamber of Commerce
Montgomery Chamber of Commerce
Huntsville Chamber of Commerce
Alexander City Chamber of Commerce

Anniston Chamber of Commerce
Cullman Chamber of Commerce
Decatur Chamber of Commerce
Florence Chamber of Commerce
Gadsden Chamber of Commerce

ASSOCIATED INDUSTRIES OF ALABAMA ALABAMA TEXTILE MANUFACTURERS ASSOCIATION

Muscle Shoals Chamber of Commerce
Opelika Chamber of Commerce
Sylacauga Chamber of Commerce
Troy Chamber of Commerce
Tuscaloosa Chamber of Commerce



THE ASSISTANT SECRETARY OF COMMERCE
WASHINGTON, D.C. 20230

April 12, 1965

MEMORANDUM FOR: HONORABLE LEE WHITE
THE WHITE HOUSE

Secretary Connor asked me to send to you the attached memoranda dealing with Alabama business and civil rights. As you know, Governor Collins and his staff have been following the situation rather closely.

Some thought had been given to the possibility of recommending to the President that he comment favorably to the Press on the statement signed by the Trade Associations in Alabama. This statement is set for publication on Thursday, April 15th. However, after discussion with the Secretary, we agreed that we should not make such a recommendation.

Secretary Connor has a news conference on Tuesday, April 13th, at 10:30 A.M. At that conference he will probably get a question about the impact of the boycott on the economy. He plans to say that such a development would be unfortunate and he hoped it would not take place, but he does not intend to make a statement any stronger than the one he made in Philadelphia this last week. For your information, I have enclosed a copy of the press accounts of that statement.

Andrew F. Brimmer

Attachment



THE ASSISTANT SECRETARY OF COMMERCE
WASHINGTON, D.C. 20230

*File
C.C.*

April 12, 1965

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Andrew F. Brimmer
Andrew F. Brimmer

Attachment

Calvin Kytle
Through: Fred Wright

April 12, 1965

James H. Laue

Current SCLC Plans for Alabama Boycott (requested by phone by Mr. Kytle on April 9).

I spent several hours in Atlanta Friday, April 9, with Rev. Andrew Young (Executive Director of SCLC), Randolph Blackwell (Program Director for SCLC), and Eric Kinberg (an SCLC staffer handling research on the boycott). Rev. Young is a major advisor and strategist for Dr. King, and Mr. Blackwell (an economist, lawyer and author) is, in effect, director of research. For the past two years, Mr. Blackwell has been directing extensive studies of the economic and political structure of Alabama and Mississippi.

Boycott Moving Ahead

Major finding: plans for the boycott are going ahead at full speed. SCLC sees the boycott as a kind of last resort effort to get the commercial interests of Alabama (and especially absentee owners) to take a positive stand for equal opportunity now. Dr. King, Rev. Young and Mr. Blackwell agree that long-range industrial-technological development is imperative to eliminate discrimination in the now-rural Deep South. But they are concerned with timing: before the industrialization of Alabama goes ahead, Negroes must have the vote, they say. If a new plant comes to Lowndes County, for instance with a 4- to 1 Negro-white ratio and virtually no Negroes registered, there is nothing to assure that Negroes will share in the jobs and other benefits. "When Negroes can be assured of a share of the political control over economic development, then we are ready to urge commercial-industrial expansion in Alabama," say SCLC leaders. "As soon as they do right, we're ready to support a Marshall Plan for Alabama."

SCLC's Research for the Boycott

Attached are three documents showing the seriousness of SCLC's plans for the boycott, and the sophisticated way in which they have been doing their homework. Item A is a list of the approximately 150 companies to be boycotted in Alabama, including operations based in Alabama as well as the large absentee owners. Telegrams have gone to all of these companies, asking them to delay further expansion in Alabama and warning of an impending boycott of their products.

Rev. Young and Mr. Blackwell say they have had some responses to the telegrams (which were sent late last week), but that there is no clear pattern. Many telegrams have been returned, "Moved--left no address." The level of hostility in replies is not especially high, says Rev. Young, and Mr. Kinberg says that several of the companies say they are checking with their legal counsels.

Item B is a list of products not to be bought when this phase of the boycott becomes operative. I suspect that this list will be made public soon.

Item C is a House reprint listing the Treasury Department's tax and loan account balances with Alabama banks and loan associations. SCLC is studying this list before asking that the Government withdraw these holdings. I imagine they will contact each of these banks in the early educational phase of this stage of the boycott.

Nationwide Support

Response to the boycott from around the nation has been "great," according to Mr. Blackwell. "Organizations all over the land are hopping on board and helping us, but our long-range plans are not definable at this point. Roman Catholics in Wisconsin, the trade unions, West Coast stevedores, Harry Bridges' group, CORE, SNCC, etc. -- all want to help. The governor of Hawaii has said he will urge his people not to use Alabama products. There are little brush-fire boycott activities springing up all over the country, and we are not going to try to control them. Only you /the Federal government and the Commerce Department/ can control them by getting the conditions of segregation changed."

Mr. Blackwell emphasized that he cannot and will not release the names of all the cooperating organizations around the country at this time. "We don't want one group to get too far ahead of another, or to ruin the impact of any group's activities by exposing its plans too early." Mr. Blackwell emphasized that many economic interests outside the United States are cooperating, too, as indicated to some extent in Item A.

Young, Blackwell and Kinberg did not want to talk about plans for the "Buyers' Strike." Blackwell gave me the most complete picture: "It is not our program; rather, it has been proposed by one of the other organizations, and I do not feel at liberty to disclose their plans. April 15 was tentatively set as the beginning of an extended buyers' strike nationally -- not just an Alabama affair for one day. Certainly we at SCLC will cooperate with them in every way possible." Blackwell concluded that he would be willing to discuss it further with me if I learned which group is sponsoring the strike. It is probably CORE, and I plan to call their office today to check on this.

Summary

In summary, the immediate goals of the proposed boycott are to get the interests which control Alabama's economic life to speak out against racism and discrimination, and to gain for Alabama Negroes their rightful share of political control so they may share in further economic expansion when it comes.

item A

FINAL LIST OF COMPANIES TO BE BOYCOTTED IN ALABAMA

ALABAMA:

BIRMINGHAM:

ALABAMA BY-PRODUCTS CORP.

ALABAMA POWER CO.

HAYES INTERNATIONAL CORP.

VULCAN MATERIALS CO.

LEEDS:

ANDERSON ELECTRIC CORP.

MOBILE:

ALABAMA DRY DOCKS & SHIPBUILDING CO.

SOUTHERN INDUSTRIES

MONTGOMERY:

WHITFIELD PICKLE CO.

NORTH BIRMINGHAM:

ALABAMA GAS CORP.

U. S. PIPE & FOUNDRY CO.

OPELIKA:

J. HERBERT ORR INDUSTRIES

SELMA:

BUSHHOG INC.

SOUTHLAND CORP.

SYLACAUGA:

AVONDALE MILLS

WOODWARD:

WOODWARD IRON CO.

CALIFORNIA:

BEVERLY HILLS:

LITTON INDUSTRIES

FULLERTON:

HUNT FOODS & INDUSTRIES, INCORP.

OAKLAND:

KAISER ALUMINUM & CHEMICAL CORP.

REDWOOD:

AMPEX CORP.

SAN FRANCISCO:

FOREMOST DAIRIES, INCORP.

STANDARD OIL OF CALIFORNIA

COLORADO:

DENVER:

IDEAL CEMENT

CONNECTICUT:

BRIDGEPORT:

WARNER BROS. CO.

STAMFORD:

HUYCK, INC.

DELAWARE:

WILMINGTON:

HERCULES POWDER

PULLMAN, INCORP.

GEORGIA:

ATLANTA:

FULTON INDUSTRIES, INC.

OXFORD CORP.

SOUTHERN CO.

WEST POINT:

WEST POINT MFG. CO.

ILLINOIS

CHICAGO:

ALLIED MILLS, INCORP.

ALLIED PAPER CORP.

AMERICAN BAKERIES CO.

ARMOUR AND CO.

BEATRICE FOODS CO.

CECO STEEL PRODUCTS

JAMES B. CLOW & SON

CONSOLIDATED FOODS CORP.

CONTAINER CORP.

MCGRAW-EDISON CO.

QUAKER OATS

STONE CONTAINER

SWIFT & CO.

EVANSTON:

CALUMET & HECLA, INCORP.

KEWANEE:

BOSS MFG. CO.

OAKBROOK:

CHICAGO BRIDGE & IRON CO.

INDIANA:

COLUMBUS:

ARVIN INDUSTRIES

INDIANAPOLIS:

P. R. MALLORY & CO.

MUNCIE:

MARHOEFER PACKING CO.

MARYLAND:

BALTIMORE:

COMMERCIAL CREDIT CO.

MT. VERNON MILLS

MASSACHUSETTS:

BOSTON:

KENDALL CO.

EASTHAMPTON:

UNITED ELASTIC CORP.

MICHIGAN:

DEARBORN:

FORD MOTOR CO.

DETROIT:

CHRYSLER CORP.

FRUEHAUF CORP.

JACKSON:

ACME INDUSTRIES

SOUTHFIELD:

GUERDON INDUSTRIES

MINNESOTA:

AUSTIN:

GEO. A. HORMEL & CO.

MINNEAPOLIS:

MUNSINGWEAR, INCORP.

PILLSBURY CO.

ST. PAUL:

MINNESOTA MINING & MFG. CO.

MISSOURI:

KANSAS CITY:

BUTLER MFG. CO.

H. D. LEE, INC.

ST. LOUIS:

BEMIS BROS. BAG CO.

MONSANTO CO.

RALSTON PURINA CO.

NEBRASKA:

OMAHA:

NEBRASKA CONSOLIDATED MILLS

NEW JERSEY:

NEW BRUNSWICK:

JOHNSON & JOHNSON

PASSAIC:

BOTANY INDUSTRIES

XERO COPY XERO COPY XERO COPY

NEW YORK:

BUFFALO:

NATIONAL GYPSUM CO.

NEW YORK CITY

ALLIED CHEMICAL CORP.

AMERACE CORP.

AMERICAN BRAKE SHOE

AMERICAN CAN CO.

AVCO CORP.

BEAUNIT CORP.

CENTRAL FOUNDRY CO.

CLUETT, PEABODY & CO., INC.

CONTINENTAL CAN CO.

DOLLY MADISON FOODS

ELECTRIC BOND & SHARE CO.

GENERAL ELECTRIC CO.

GLEN ALDEN CORP.

INDIAN HEAD MILLS, INC.

INTERNATIONAL PAPER CO.

KAYSER-ROTH CORP.

LONE STAR CEMENT CORP.

LOWENSTEIN & SONS

MARLENE INDUSTRIES

MARTIN MARIETTA CORP.

NATIONAL DAIRY PRODUCTS

OLIN MATHIESON

PHILADELPHIA & READING CORP.

PHILLIPS-VAN HEUSEN CORP.

RUBEROID CO.

ST. REGIS PAPER CO.

STANLEY WARNER CORP.

STAUFFER CHEMICAL CO.

UNION BAG-CAMP PAPER CO.

UNION CARBIDE CORP.

U. S. STEEL

WARD FOODS, INC.

WARSHOW & SONS

WORTHINGTON CORP.

PELHAM MANOR:

EXQUISITE FORM INDUSTRIES

WHITE PLAINS:

REICHHOLD CHEMICALS

NORTH CAROLINA:

GREENSBORO:

BLUE BELL, INC.

BURLINGTON INDUSTRIES

OHIO:

AKRON:

B. F. GOODRICH

GOODYEAR TIRE & RUBBER CO.

CANTON:

UNION METAL MFG. CO.

CLEVELAND:

COLE NATIONAL CORP.

DIAMOND ALKALI CO.

LAMSON & SESSIONS CO.

REPUBLIC STEEL CORP.

TOLEDO:

ELTRA CORP.

PENNSYLVANIA:

ALLENTOWN:

LEHIGH PORTLAND CEMENT CO.

BRISTOL:

THIOKOL CHEMICAL, CORP.

CHESTER:

SCOTT PAPER CO.

EASTON:

ALPHA PORTLAND CEMENT CO.

ERIE:

HAMMERMILL PAPER CO.

PHILADELPHIA:

BAYUK CIGARS, INCORP. &

ROHM & HAASS CO.

PITTSBURGH:

HARBISON-WALKER REFRACTORIES CO.

NATCO CORP.

H. K. PORTER

WESTINGHOUSE ELECTRIC

WYOMISSING:

VANITY FAIR

RHODE ISLAND:

EAST PROVIDENCE:

FRAM CORP.

TENNESSEE:

CHATTANOOGA:

DORSEY CORP.

STANDARD-COOSA-THATCHER CO.

MEMPHIS:

E. L. BRUCE CO.

FEDERAL COMPRESS & WAREHOUSE CO.

NASHVILLE:

GENESCO INCORP.

TEXAS:

DALLAS:

CAMPBELL TAGGART ASSOCIATED BAKERIES, INC.

DIVERSA, INC.

HOUSTON:

TENNESSEE GAS TRANSMISSION CORP.

VIRGIANA:

DANVILLE:

DAN RIVER MILLS

RICHMOND:

REYNOLDS METALS CO.

WISCONSIN:

NEENAH:

KIMBERLY-CLARK CORP.

WEST ALLIS:

ALLIS-CHALMERS MFG. CO.

ENGLAND:

LONDON:

COUTAULD, LTD.

FOOD:

Item B

BAKERY PRODUCTS:

AUNT HANNAH	bread
BARBARA ANN	bread
BURRY	cookies
BUTTERNUT	bread etc
COLONIAL	baked goods
DANDEE	baked goods
FARM CREST	baked goods
GRENNAN	cakes
HARVEST	bread
HOLSUM	bread
HONEYCRUST	bread etc
JORDAN	bread
KILPATRICK'S	baked goods
LANGENDORF	bread
LIFE AND GIRL SCOUT	cookies
MANOR	baked goods
MEAD'S	baked goods
MERITA	bread etc
PARADISE	fruit cake
PILLSBURY	prepared foods, baked goods
RAINBO	baked goods
TAYSTEE	breadm cakes
TIP-TOP	bread, cakes

MEAT & POULTRY:

ARMOUR STAR	food prods
BEST	beef items
BROOKFIELD	meats
COLONIAL SELECT	poultry
DINTY MOORE	stews, condiments
FLAVOR GROWN	hens
GOLDEN STAR	canned meat
HAM WHAT AM	canned meat
HORMEL	meats

JUSTRITE-HARVEST TIME
MARHOEFER
MERTT
PREMIUM
PREPARED ANIMAL FEEDS
PROTEN
SPAM
SWEET SUE
SWIFT PREMIUM
SWIFT PREMIUM TENDER GROWN
TREET

meat
meats
beef items
meats
animal feed
beef
canned meat
poultry
beef, veal
chicken
canned meat

LARD & SHORTENING:

ARMIX
JEWEL
JUSTRITE-HARVES TIME
KOPALD
MARHOEFER
SILVERLEAF
SNOWDRIFT

shortening
shortening
lards
shortening
lard
lard
shortening

DAIRY PRODUCTS:

ADELPHIA
BLUE VALLEY
CASIOO
CHEEZ WHIZ
CHUENGOLD
CLOVERBLOOM
DANNON
DOLLY MADISON
FOREMOST
HOLLAND
HUMKO
KEYKO
LOUIS SHERRY
MEADOW GOLD

ice cream
butter, eggs, cheese, cot cheese, milk,
ice cream
cheese
cheese spread
margarine
butter, poultry, eggs, margarine
yogurt
ice cream
milk, ice cream
butter, eggs, cheese, milk etc
cream white
margarine
ice cream
butter, eggs, cheese, milk etc

MIRACLE WHIP
MISS WISCONSIN
PARKAY
PHILADELPHIA
SEATTLE
VELVEETA

salad dressing
cheese
margarine
cream cheese
dairy products
cheese

FLOUR, MEAL & GRITS:

BEST OUT WEST
CABIN HOME
COSBY'S BEST
GOLDEN FLAKE
JIM DANDY
MOTHER'S BEST
PILLSBURY BEST
UNCLE SAM
WHITE TULIP

flour, meal
grits, meal
flour
flour
grits, cornmeal
flour, meal
flour
grits, cornmeal
flour

PICKLES & RELISHES:

ALABAMA GIRL
AMERICAN
BOND'S
LADY GRACE
LUTZ & SCHRAMM
RAINBO
SQUIRE DINGEE
WHITFIELD

pickles
pickles
pickles, relishes
pickles
relishes
pickles
relishes
pickles

CEREALS:

CORN CHEX
MOTHER'S OATS
MUFFETS
QUAKER PUFFED WHEAT
QUAKER PUFFED RICE
RICE CHEX
WHEAT CHEX

cold cereal
cereal
hot cereal
cold cereal
cold cereal
cold cereal
cold cereal

LIVESTOCK FEEDS:

AMAPOLA	feed
CABIN HOME	dry dog food, animal feed
FUL-O-PEP	livestock feed
JIM DANDY	dry dog food, animal feed
NIXON	feeds
PURINA CHOW	animal & poult feeds
RED HAT	feeds
UNCLE SAM	dry dog food, animal feed
WAYNE	poultry feed

PET FOODS:

CAT CHOW	cat food
DOG CHOW	dog food
DASH	dog food
KEN-L-BISKIT	pet food
KEN-L-BURGER	pet food
KEN-L-MEAL	pet food
KEN-L-RATION	pet food
KEN-L-TREATS	pet food
PARD	dog food
PUSS'N BOOTS	pet food

FOOD STUFFS: GENERAL:

BOOTH RED DIAMOND	good stuffs
BREYERS	food prods
DAIRY	food stuffs
FULL-O-FLAVOR	do
GENTRY	do
GIBBS	do
HAYDEN HOUSE	do
KRAFT	do
MARY KITCHEN	do
MINNESOTA	do
OCOMA	do
PHILLIPS	do

QUAKER	food stuffs
RED TOP	do
RICHELIEU	do
RUSTIC	do
SHASTA	do
SIGNET	do
THANK YOUZ	do
WOLF BRAND	do

CANDY & CONFECTIONS:

CLARK	candy bars, confections
HOLLOWAY CANDIES	candy
MILK DUDS	candy
RICHARDSON	mints

SYRUP:

ALGA	cane syrup
FLINT RIVER	do
GEORGIA RIBBON	do
PLOW BOY	do
RED HILL	do

CANNED FRUIT & VEGETABLES, CATSUP:

HUNT'S	catsup, tomato prods, fruits & veg
MONARCH	canned foods
PRIDE OF THE FARM	catsup
SNIDER'S	catsup

CANNED TUNA:

CHICKEN OF THE SEA
WHITE STAR

PRESERVES & JELLIES:

LUTZ & SCHRAMM
SQUIRE DINGEE

MIXES:

AUNT JEMIMA
FLAKO

pancake mix
pie crust mix etc

FROZEN FOODS:

SARAH LEE

BABY FOOD:

BEECH-NUT

MISCELLANEOUS:

APPIAN WAY
EAGLE
FUNNY FACE
GEBHARDT'S
JANKER FRIS
KOBAY'S
LA CHOY
MARIO'S
OHIO BLUE TIP
SWEETA
SWEET-10
UNION SUGAR
VIGORO
WESSON

pizza
chili powder
drink mix
mexican food
food prods in europe
potato chips, shoestring potatoes
chinese food
spanish olives & oil
matches
liquid concentrate sweetener
sweetener
sugar
plant food
cooking oil, mayonnaise

COFFEE:

CAFFE VIVO
FROMME'S FINEST
GOLD STANDARD
HOLLAND HOUSE
HOLLAND HOUSE IMPERIAL BLEND

STORES:

CARDINAL FOOD STORES
EAGLE FOOD CENTERS
S H KRESS & CO
LAWSON MILK CO
QUALITY FOOD STORES
ROYAL BLUE

variety stores
milk stores
food stores

MEN'S CLOTHING:

SOCKS:

ADLER
BACHELOR'S FRIEND
BAN-LON
BURLINGTON'S
ESQUIRE
INTERWOVEN
PHOENIX
SUPP HOSE
TOP BRASS
VIYELLA

WORK CLOTHES:

BIG BEN
BLUEBELL
CASEY JONES
FRUIT OF THE LOOM
GREAT WESTERN
MAVERICK
NATIONAL MASTER
SEDFIELD
WRANGER

men's jeans

jackets, clothing

men's jeans

SHIRTS, PAJAMES ETC:

BAN LON
BLUESTONE
CENTURY VANAPIUS
CLARK'S
EXCELLO
HATHAWAY

shirts
shirts, pajamas
wash/wear shirt
T-shirts, pajamas, hosiery
shirts, pajamas
shirts

JAYSON

shirts, pajamas

MUNSINGWEAR

underwear, sleepwear, sportswear, shirts

PARIS

shorts, pajamas

SHIRTCRAFT

shirts

VARSITY

pajamas

WREN

shirts, pajamas

MEN'S OUTERWEAR:

AIRMAN

ARNOLD PALMER SPORTSWEAR

ARROW

BOTANY 500

DAN RIVER

GORT McLEED

HAL JOSEPH

PURITAN

sweaters, woven sportswear

SEARS, ROEBUCK

man's & hunting clothes

T-ROUSERS

VAN HEUSEN

WINDBREAKER

jacket

WORSTED-TEX

TROUSERS:

CHAMP

LANIER

LEESURES

LEE RIDER

TOWN HOUSE

MISCELLANEOUS:

BIKE

athletic supporter

MARTIN OF CALIFORNIA

swimwear, sportswear

ROBERT BRUCE

swimwear

PARIS

belts, leather accessories

STATE-O-MAINE

bathrobe

TOPSAIL

sportswear

MEN'S SHOES:

CEDAR CREST

work shoe

FLAGG

FORTUNE

FRANK L. COX

HARDY

HAWKEYE

JARMAN

JOHNSTON & MURPHY

STATLER

W L DOUGLAS

boots

work shoe

~~ROYALTY CLOTHING~~

~~CARNegie~~

WOMEN'S CLOTHING:

GENERAL:

ACTIONWEAR

A'NR JR

ARROW

BANDRA

BAN-LON

COS COB

COTESBURY

DAN RIVER

EVERGLAZE

LUCERN

JACK WINTER

JEANIES

KAYSER

KAYSER LOUNGWEAR

LADYBUG

LADY VAN HEUSEN

MORNINGSTAR-PAISLEY

NEW WORLD

PEPPERTREE

SPLASH

TANNER OF NORTH CAROLINA
(made by DOROTHY COX)

THE VILLAGER

WRANGLER

YOUNG IDEAS

stretch pants, tops

dresses

shirts, blouses

do

shirts, blouses

knit shirts

slacks

gloves

dresses, girl and women's clothes

dresser

girl and women's

jeans

night clothes

HOSIERY:

ARTCRAFT
 BALLET
 CAMEO
 CLAUSSNER
 FLING
 FRUIT OF THE LOOM
 HATTIE CARNEGIE
 IRONWEAR
 KAYSER
 McCALLUM
 MOJUD
 NORTHMONT
 PHOENIX
 SAPPHIRE
 SCHAPPERELLI
 SLENDERELLA
 SUPP HOSE

SUPPORT STOCKINGS

UNDERCLOTHING:

A:LURE
 BEAU SURE
 THE BIG NOTHING
 BIRTHDAY SUIT
 CAMPUS PANTIES
 CLARK
 DELILAH
 DOUBLE PLAY
 DOVE SKIN UNDIES
 DRESS SHAPERS
 EXQUISITE FORM
 FOREVER YOUNG
 FORMFIT/RODGERS
 FREE-LIFT
 GOOD NEWS
 HICKORY
 HOLLYWOOD VASSARETTE
 KAYSER
 LE GANT

bra

girdle

girdle

foundations

girdle

bra

bra, girdle

bra

foundations

LILYETTE
LITTLE FIBBER
LITTLE GODIVA
LITTLE WISPS OF WOW
MAGIC LADY
NIGHT SHAPERS
PERMA-LIFT
PLAYTEX
PLAYTEX NURSER
RUN-A-ROUN
SILF SKIN
SPANDEX
STA-UP-TOP
STRETCHBRA
TOMORROW
VANITY
VANITY FAIR
VENUS
WARNER'S
WARNER'S BODY STOCKING
WARNER'S MERRY WIDOW
WARNERETTE
WISP ON

bra
bra
girdle
bra
bra, girdle, elastic panties
nightgown

girdle, bra
bra

foundations

bra
bra
foundations

girdle
foundations

foundations
do
girdle

WOMEN'S SHOES:

COVER GIRL
CHRISTIAN DIOR
DATEBOOK
FORTUNET
HOLIDAYS
INGENUE
JIFFIES
KAY KING
LAIRD SCHOBOR
MADEMOISELLE
MANNEQUIN
MERCURY
I MILLER
MILLERKINS

slippers

slippers

VALENTINE

VOGUE

WOMEN'S MISCELLANEOUS:

CATALINA

COLE OF CALIFORNIA

~~ELLEN~~
HARBOR ROAD

JAYSON CLASSIC

LADY EXCELLO

LADY HATHAWAY

LADY PURITAN

LADY WRANGLER

MAGIC MOTION

SARONG

swim & sportswear

swimwear

sportswear, pants etc
swim & sportswear

shirts

shirts

sportswear

sweaters, woven sportswear

jeans

gloves

do

CHILDREN'S CLOTHING:

ARROW

CARNEGIE

KAYSER

MOJUD

NAZARETH

SARONG

boy's

underwear, sleepwear, polo shirts

hosiery

underwear, sleepwear, polo shirts

baby pants

CHILDREN'S SHOES:

ACROBAT

NUMBER 26

PARADE MAJORETTE

PARTY-GOERS

PLAYMATES

SKYRIDER

STORY-BOOK

WELLINGTON

CARPETS:

LEES

RIC RAC

NEEDLETUFT

CABIN CRAFT

FABRICS & DRY GOODS:

ACRILAN	fabric
AMERICAN BAMBERG	do
BARBOUR'S	thread
BEAR BRAND	linen, yarn etc
BLUE-C	fiber
BOTANY	linen, yarn etc
BUCILLA	do
CAPROLAN	nylon fabric
CHEMSTRAND	fiber
CONDOTTI	fabric
DAN RIVER	do
DRI-DON	wash/wear cotton
DUNE DUCK	fiber
FLEISHER	linen, yarn etc
GALEY & FORD	fabric
GOLDMEDAL	thread
GRAND VINO	fabric
GREENWOOD FABRICS	do
INDIAN HEAD	do
INWOOD	do
KANTSTRAND	thread
KLOPMAN	fabric
LOWENSTEIN	dry goods
MAGNOLIA	cotton duck
MONARCH	do
MONOSTRETCH	threads
NORTHCOOL VYCRON	polyester fiber
OCEANIC	cotton duck
PACIFIC	dry goods
PEERLESS	woolen fabric
PEPPERELL	fabric
RAEFORD	worsted
RASCHEL KNIT	elastic fabric
RED HAND	thread
RYMPLECLOTH	cleaning & polishing fabric
SANFORIZED / SANFORIZED-PLUS	fabric treatment process
SIGNATURE	fabric
SKINNER	do

TAMARA
WANSUTTA
WEBRIL
WINKLER KNIT
WRINKL-SHED

stretch fibers
dry goods
non-woven fabric
uniform fabric
wash/wear cotton

HOUSEHOLD LINENS:

DAN RIVER
FAIRFAX
FRUIT OF THE LOOM
KENDALL
LADY PEPPERELL
MARTEX
PEQUOT

sheets, pillowcases
towels (linen trade)
sheets, pillowcases, towels
dish towels
sheets, pillowcases
towels
sheets, pillowcases

DRUG STORE PRODUCTS:

ACE
ARRESTIN
BAND AID
BAUER & BLACK
BI-PHASE
BLUE JAY
CONFIDETS
COTTON
CURAD
CURITY
FEMS
FERRANIA SPA
FIBS
ISODETTES
ISODINE
JOHNSON'S
KOTAMS
KOTEX
LA MAWR
MICRIN
ORTHO-NOVUM
SANEK
SCOTCH

combs
cough syrup, nose drops, spray
bandages
support hose, surgical dressings
antacid tablets
foot products
sanitary napkins
home sewing items
bandages
diapers
sanitary napkins
photo products
sanitary napkins
lozenges
antiseptic, mouthwash
baby products
sanitary napkins
do
cosmetics, hair preparations
oral antiseptic
birth control pills
barber & beauty products
tape

SCOTCHGARD
SCOTCHLITE
SCOTCHPAK
SANTOWAX
SCOT-TOWELS
6-12
SOFT-WEVE
SPECTROOCIN
SQUIBB
STERI-PAD
TELEA
VIGRAN

stain repellent
reflective tape
film
wax
paper towels
insect repellent
toilet tissue
nasal spray
dental cream, vitamins
gauze pads & bandages
surgical dressing
vitamin capsules

CIGARS:

CIGARILLO
CINCO
FLOR-DE-MELBA
FORUM
GARCIA Y VEGA
PHILLIES
PRINCE HAMLET
ROYALIST
RUSKIN
TOM MOORE
WEBSTER

BUILDING PRODUCTS:

DURASAN
GOLD BOND
INCOR
KAISER FIBER BOARD
KAISER GYPSUM BOARD
NATCO
NATCO LIGHT
NORMAN & STANDARD
STARCOR
TEXCOR
UNIWALL FACING
VITREFILE
WOOD ROCKZ

wallboard

glazed brick
face brick
brick

tile
ceramic glazed facing tile

FLOOR TILE, RUBBER:

KOROSEAL
RUBEROID

PAINT:

B T S
NEW VELVET SUPREME

CEMENT:

ALPHA
CYCLEWELD
HIGH EARLY
KAISER CEMENT
LEHIGH
LONE STAR
PORTLAND CEMENT

PAPER PRODUCTS:

BONDWARE
CUT-RITE
DELSEY
DIXIE CUP
ECUSTA
EXpCELL-O PAK
FACE-ELLE
KLEENEX
LILY
MULTI-PAK
NORTHERN
SCOT-TISSUE
SCOTTIES
WALDORF
WAXTEX

paper cups & plates
wax paper, plastic wrap
bathroom tissue
paper cups & plates
cigarette papers
milk containers
facial tissues
tissues
paper cups
soft drink containers
facial & toilet tissues, paper napkins, twl
tissue
do
paper towels, napkins
waxed paper

AUTOMOBILES:

CHRYSLER
CONTINENTAL
DART
DODGE

FALCON
FRUEHAUF
IMPERIAL
LINCOLN
MERCURY
MUSTANG
PLYMOUTH
SIMCA
THUNDERBIRD
VALIANT

trucks & trailers

MOBILE HOMES:

EMBASSY
GREAT LAKES
VAGABOND
VAN DYKE
VICEROY

HOUSEHOLD APPLIANCES:

ARVIN → AIRTEMP
BROXODENT
GENERAL ELECTRIC
LAUNDROMAT
PHILCO
SPEED QUEEN
TOAST MASTER
TROPIC AIRE
WESTINGHOUSE

heating, air conditioning
electric toothbrush ← radios, records,
photographs

laundry equipment

laundry equipment

air conditioners

TAPE RECORDERS:

REVERE-WOLLENSAK
AMPEX

AUTOMOTIVE PRODUCTS:

ARVIN
ARVINYL
EVEREADY
FRAM
ILCO

parts, mufflers, heaters etc

interior trim

batteries

oil, air & fuel filters

accessories, builders hardware

LOCKWOOD
MALLORY
MOPAR
PRESTONE
THERMOID

accessories, builders hardware
parts, batteries
parts
automotive products
automotive supplies, fire hoses

TIRES:

GOODRICH
GOODYEAR
TYREX

tire cord

LOAN COMPANIES:

CITIZENS LOAN CORP
CITY LOAN & SAVINGS CO (Ohio)
COMMERCIAL CREDIT CO
MASTER LOAN SERVICE INC
NORTH CENTRAL FINANCE CORP
UNIVERSAL FINANCE CO INC

PAPER PRODUCTS (COMMERCIAL):

ACTION PAPER
BURGESS
BECKETT
COAST
DUR-A-LUG
GATER-PEL
GATOR-GRIP
GOLDEN PINE
HAMMERMILL
HYDRO-CRAFT
INTERNATIONAL BOND
KRAFT
MARVALON
NATION'S
OLD COLONY
OLIN
SISALKRAFT
STRATHMORE
SPRINGHILL

specialty papers, envelopes
do
do
containers
water repellant board
liner board
paper sacks
specialty papers, envelopes
liner board

bags
coverings
business papers
specialty paper, envelopes
sacks
building paper
writing paper

SNO-BRITE
TURFIBER
UNION
WATERVLIET
WAYLITE

paper
mulch material
specialty paper, envelopes
do
printing papers

PETROLEUM PRODUCTS:

CHEVRON
R P M DELO
STANDARD
TENNECO

gasoline
diesel oil
service stations
gas & oil

FLOORING:

BRUCE
BRUCE DURA-WOOD FLOORING
BRUCE HARDWOOD FLOORING
SISALKRAFT
BRUCE-TERMINEX
RANCH PLANK

floor wax & cleaners

walls
termite control
flooring

FARM IMPLEMENTS & SUPPLIES:

APC
ALLIS-CHALMERS
BUSH HOG
FORD
EZZE FLOW
FARM EQUIPMENT
NEW IDEA
OLIN
ORTHO

farm & industrial eqpt
farm eqpt
farm tractors, plows, cutters etc
tractors & implements
fertilizer & lime spreaders

weed killers, agricultural chemicals
agricultural chemical

CONSUMER - MISCELLANEOUS:

AMELIA EARHART
CADDY CAR
DIXIE
FAMILY PLACEMATS
GARDEN PRIDE
GERING REINFORCED
KADDIE KART

luggage
golf cart
lawn mowers, barbecue grills
placemats
lawn mowers, barbecue grills
garden hose
golfbag carts

LADY BALTIMORE
NEOLITE
RENAULD OF FRANCE
RICHELIEU
SEA SKI
SUPPLEX
TARNI-SHIELD

women's luggage
soles, heels, inner soles
sun glasses
costume jewelry
sun lamps
plastic lawn hose
silver tarnish remover

OFFICE EQUIPMENT:

COLE
MONROE
MONROLOT
MONROE SWEDA
THERMO-FAX
VIDEO-FILE
VOICE WRITER

office furniture & eqpt
data processing eqpt
computers
sales registers
copier
accounting system
dictating eqpt

INDUSTRIAL SUPPLIES:

AMERIPOL
BAKELITE
BUTLER BUILDINGS
DELTA STAR
DURA CRIMP
DURA HUG
DURA WELD
FLOR-DUCT
IMPLEX
MARKSMAN
MONOPANL
MODULAR WALL
ORONITE
PARAPLEX
PLEXI-GLAS
POLYMER
ROLL BAND
SCOTCHCAST
SCOTCHLITE
SCOTCHLOK
SCOTCHRAP
SURFACE RACEWAY

rubber & ployethelene
plastic
prefab buildings
switches, transformers etc
clamps, fittings for electrical substations
do
bronze & aluminum connectors
conduits
acrylic
automatic packaging eqpt
reinforced glass panels
do
indeutrial chemicals
acrylic
acrylic
plastics
aluminum & copper heat exchanges
epoxy resins
reflective sheeting
electrical connector
pipe protection tape
conduits

3M

TUFFAK

VERSA CRIMP

WORTHINGTON

coated abrasives

acrylic

packaging system

pumps, compressors, air conditioners

TOYS:

WESTERN

TOPPER TOYS

roller skates

POWER TOOLS:

DISKCROME

DISSTON

GENERAL ELECTRIC

WESTINGHOUSE

MOVIES & THEATRES:

WARNER BROS

RKO THEATRES

FIREARMS:

WINCHESTER

firearms, ammunition

FURNITURE:

LONG-BELL

kitchen cabinet



Commerce News Digest

U.S. DEPARTMENT OF COMMERCE / Office of Public Information

JOURNAL OF COMMERCE
Wednesday, April 7, 1965

WEDNESDAY, APRIL 7, 1965
NO. 2986

By AAPA Committee

MA Chief's Proposals Blasted

By ALAN F. SCHOEDEL

WASHINGTON, April 6—Two of the proposals that Maritime Administrator Nicholas Johnson has put forward recently—abandonment of the trade route concept and permission for subsidized U. S.-flag lines to build ships abroad—drew solid opposition from the National Transportation Policy Committee of the American Association of Port Authorities today.

On Wednesday, the executive leadership of AAPA will be asked to state its disapproval of these two plans. That would open the way for recommending that the full membership of AAPA, covering all major U. S. ports, join in the opposition. Action would be taken either at AAPA's annual meeting in Norfolk next October or—if Mr. Johnson's views should take formal shape before then—a poll by mail.

Proposal's Not Yet Bills

As one spokesman said today, Mr. Johnson has not put the proposals into the form of legislative bills so far, but "we are preparing for that eventuality."

The belief of AAPA's Transportation Policy Committee is that junking the trade route pattern would do severe damage to all ports except the biggest ones. Instead of requirements that subsidized lines provide a specified amount of service at U. S. ports included on a given route,

there would be freedom for steamship lines to pick up their cargo at a few very big ports.

Moreover, it was pointed out, foreign-flag service tends to follow the pattern of the American-flag liners. Without the foundation of subsidized American-flag

THE WASHINGTON POST

King Deaf To Critics Of Boycott

By Don McKee

ATLANTA, April 6 (AP) The Rev. Dr. Martin Luther King Jr., answering widespread criticism, today defended his plan to boycott Alabama as a method of forcing racial issues into the open and bringing about a settlement.

"It will do just what the critics think it won't," he said in an interview. The three-stage boycott will not do more harm than good to the civil rights cause, he said.

But disagreement came from one of Alabama's leading Negro businessmen.

Called Unnecessary

"I don't think it's necessary," said A. G. Gaston of Birmingham, wealthy Negro businessman who has aided civil rights campaigns.

Gaston, the target of bombers several times, said in an interview that the basic trouble in settling racial issues has been the failure or refusal of white leaders to deal with local Negroes.

"Too much emphasis has been placed on outsiders, and the local Negro has not been

U.S. Exports and Imports Rose Sharply in February As Dock Strike Dwindled

THE WALL STREET JOURNAL
Wednesday, April 7, 1965

By a WALL STREET JOURNAL STAFF REPORTER

WASHINGTON — U.S. exports and imports in February rose sharply from January's level as the dock strike gradually ended.

The Census Bureau reported February exports were a seasonally adjusted \$1,592,700,000, up 31% from January's \$1,217,300,000. Imports, at a seasonally adjusted \$1,600,500,000, slightly topping exports, were up 33% from the \$1,206,400,000 of January.

The seasonal and working-day adjustments aren't "strictly applicable" to February because port activity before, during and after the strike has been abnormal, the bureau said. Originally set for last Dec. 20, the strike at East and Gulf Coast ports began on Jan. 11 and a series of settlements at individual ports continued through the middle of February.

Without the usual adjustments, exports were \$1,513,700,000 in February, slightly exceeding unadjusted imports of \$1,463,600,000, the bureau estimated.

In addition to regular commercial sales, the export totals include foreign aid and Food for Peace shipments. Military aid is excluded.

NEW YORK TIMES, 1 U.S. Exports Show Rise Of 31 Per Cent for Month

WASHINGTON, April 6 (AP) United States exports increased 31 per cent from January to February but were still \$400 million below the 1964 level, the Commerce Department reported today.

A dock strike affected the movement of goods in both January and February. Longshoremen on strike Jan. 11 at Gulf ports and

'Truth-in-Packaging' Battle Splits LBJ Aides

NEW YORK POST, 4/6

By JAMES ROBINSON

Washington, April 6 (CDN)—A battle over "truth-in-packaging" has flared up inside the Johnson Administration with the President's new Commerce Secretary leading the opposi-

tion.

Secretary John A. Connor unexpectedly touched off the squabble by quietly ordering a new Commerce Dept. policy of "strong opposition" to the packaging and labeling bill authorized by Sen. Hart (D-Mich.).

As a result, the White House reportedly is on the verge of writing a softer bill with less stringent regulations on manufacturers.

Hart Threatens a 'Row'

Connor's move places him in conflict with Esther Peterson, assistant Labor secretary and the President's special assistant for consumer affairs, who is continuing her nationwide campaign to build up grassroots support for Hart's bill among consumers' groups.

It also has caught Hart by surprise. The Michigan Senator is threatening to stir up a "considerable row" if the Administration tries to water down his bill designed to help housewives know what they're buying.

"If they think they can improve the bill, that's fine," Hart said. "I'll take a look at any suggestions."

MARITIME

BOYCOTT

TRUTH

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MARITIME

BOYCOTT

TRUTH

2

service at the smaller ports, the foreign service would tend to disappear, too, the AAPA policy group believes.

Mr. Johnson's suggestion concerning trade routes drew the immediate fire of maritime unions, who regard it as one more threat to U. S.-flag shipping, since it would drastically revise the basis for vessel operating subsidies. The Maritime Administrator purportedly has made his proposals on his own initiative, not at the behest of President Johnson.

As for terminating the requirement that subsidized lines build all their ships in U. S. shipyards, the AAPA transportation policy group said his might lead to the collapse of valuable port-related industry. Every significant port values its shipyard and repair facilities as a definite attraction to vessel services. Ships like to be in ports where they can get needed repairs or inspections, and ports know that shipyard employment tends to encourage "port-mindedness" among the general public.

'User Charge' Proposal

Another controversial matter likely to come before the AAPA Executive Board during its two-day session here is President Johnson's recommendation for a "user charge" on inland waterways, the proposed charge being a tax of two cents a gallon on fuel for the inland water carriers. AAPA went on record against tolls—except those on the St. Lawrence Seaway—at its annual meeting in New Orleans last Fall. With the federal administration definitely pushing for a user charge, the AAPA leadership will consider how to make its opposition effective.

A statement distributed to port officials here by the National Waterways Conference, Inc., describes the proposed two-cent-a-gallon tax as "only the starter." If the federal government adopts a policy of recovering all its waterway development and maintenance costs by such revenues, said the statement, a fuel tax of 25 to 30 cents a gallon would be necessary.

Cuba Blacklist Total Unchanged

Washington, April 6 (Special)—One ship has been added and one taken off the current list of Free World and Polish vessels arriving at Cuban ports, the Maritime Administration announced today.

As of March 29, the list totaled 16,459 ships—the same number as the January list—of 1,645,937

vessel Gian- has been agency

given credit or recognition for any of the change," he said.

Dr. King said that Negroes already are "hurting and suffering so severely" that it couldn't be much worse." He said he would go through with the boycott if necessary even though it would bring "a kind of temporary bitterness and alienation of people."

He said, however, he hoped the threat of the economic withdrawal would bring the desired results. Before calling it off, he said he would want assurances on voting rights and other matters from Gov. George C. Wallace and other Alabama political leaders.

Assurances Sought

"We would want assurances that the State would abide by it (the voting bill). We would want a commitment on the poll tax and the whole question of removing police brutality on county, city and state level," he said.

The Governor told a group of civil rights leaders in a conference last week that he had no objection to removal of the State's \$1.50 poll tax.

Last night, Secretary of Commerce John T. Connor, in Philadelphia to speak at a Negro college fund meeting, called the boycott plan "unfortunate." He said the boycott would hamper his efforts to encourage business expansion in all sections of the Nation and it might alienate moderate Southern businessmen now complying with the 1964 Civil Rights Act.

NUTRITION

Commerce Agency to Offer Consumer Packaging Bill

WASHINGTON, April 6 (AP)—The Commerce Department is preparing its own version of a bill to regulate consumer packaging.

The department version is expected to provide far less strict regulation on packaging than the measure introduced in the Senate by Senator Philip A. Hart, Democrat of Michigan.

Commerce Department officials declined comment about their bill today except to say that the department had prepared some comments on the Hart bill and had sent them to the Budget Bureau to be coordinated with the comments of other agencies.

A Commerce spokesman said, "some of our ideas probably will be accepted and some not."

Senator Hart's bill would give the Federal Trade Commission new authority to set standards of weights and measures for packaging of various commodities.

Hart also pointed out that his bill drew solid support from Administration spokesmen two years when Commerce Secretary Hodges testified before the Senate Anti-Trust and Monopoly subcommittee.

Since then, Hart has rewritten the measure into a bill to regulate interstate commerce in an effort to bypass the Senate Judiciary committee where his original measure had been blocked.

New Hearings Called

The Hart bill now is in the hands of the Senate Commerce Committee. New hearings have been set by Chairman Magnuson (D-Wash.) to begin April 17 and run for eight days.

Hart's bill requires the Food

and Drug Administration or the Federal Trade Commission to establish minimum standards for consumer goods packages and labels.

Included would be requirements that the net weight or quantity be prominently stated on the front of a package.

In addition, misleading qualifying words or phrases, such as "cents off" and "giant quart" would be prohibited; also, deceptive illustrations and pictures would be barred.

The FTC and FDA would get "discretionary" power to set other standards on a product-by-product basis.

Connor's Softer Bill

The Connor bill would place all the proposals for protecting consumers into the "discretionary" category. The FTC or FDA would be required to follow a complicated procedure of enforcement.

Connor, former president of Merck & Co., apparently made reversal of Hodges' position on the Hart bill one of the first orders of business following his appointment in January.

Labor Dept. officials acknowledged yesterday that they have been informed of Connor's proposed substitute bill, but declined to comment except to say that "the Administration's position is still being worked out."

NEW PHASE NEAR IN KENNEDY ROUND

Trade Talks Will Turn Soon to Agriculture Issues

By EDWIN L. DALE Jr.

Special to The New York Times

WASHINGTON, April 6—

The Kennedy round of trade negotiations has entered a new and accelerated phase, two United States officials stated today.

W. Michael Blumenthal, who heads the 40-man United States team in Geneva, and William M. Roth, Deputy to the President's Special Representative for Trade Negotiations, Christian A. Herter, held a news conference to make a progress report on the negotiations.

While making no predictions, they indicated confidence that the talks would succeed and that a major reduction of world-trade barriers would result.

The two aides also issued a statement, however, reaffirming in strong terms the basic United States policy that no deal would be acceptable, unless it included a significant freeing of trade in farm products.

The statement explicitly rejected the current position of the Common Market on agriculture.

'Item-by-Item' Talks

Mr. Blumenthal said the parties were "slogging along, almost item by item" on the industrial side of the negotiations, examining one another's list of exceptions from the general rule of a 50 per cent across-the-board tariff cut.

"We are very encouraged that it is proceeding on a good sound workmanlike basis," Mr. Blumenthal said. There are "no crises," he added, saying this phase of the talks is likely to continue "until the latter part of this year." The aim is to "improve and if possible reduce" the list of exceptions of each party.

In agriculture, Mr. Blumenthal said, "the next three months will be of crucial importance." This is when detailed bargaining will take place for the first time, covering trade in grains.

The main grain exporting and importing nations are to introduce their proposals for a new trading system on April 26, and negotiations will begin May 17.

Mr. Blumenthal termed as a "realistic possibility" the estimate recently made that the Kennedy round could be completed by mid-1966. The estimate came from Jean Rey, a member of the Common Market Executive Commission.

On agriculture, Mr. Blumenthal said that the talks were "be difficult but he feel that only are on the gain

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And, of course, the Federal role during this expansion is evident in efforts to spur capital outlays through investment tax credits and more liberal rules governing depreciation of machinery. In fact, some economists are convinced that without these inducements many producers would now have uncomfortably little excess plant capacity, improved methods of business analysis notwithstanding.

There is an ironic footnote to the Government tax measures. Originally, a prime aim was to inspire businessmen to install more cost-cutting equipment, and thereby to improve America's competitive stance in world trade. Far from the minds of most of the tax planners was the idea that the country's plant capacity might soon need to be sharply increased to meet domestic needs. In fact, when these tax moves were first discussed, before the current expansion got rolling, a frequent argument against them was that business already possessed far too much excess capacity and such incentives could only aggravate the problem.

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