

The BOOKER T. WASHINGTON Papers

with Dr. Washington's educational policy, I believe he is on the right track and on the other hand I believe that Barber is on the wrong track. I have studied Barber's methods and his policy for about three years, and I am convinced that the young man, though sincere and enthusiastic and determined is nevertheless in error in his method of solving or contributing towards the solution of this race problem.

I like your idea of retaining Barber, we can get together on this proposition. He has considerable ability, and I for one would be heartily in favor of giving him a place on the staff and carrying out the ideas that you suggest.

On Tuesday we had a business meeting, and I find that the receipts for two months were over \$1500., over \$800. worth of stock was sold by Barber, and I might say to you confidentially that I can, by investing another \$300. or \$400. have the control interest in this enterprise, and can turn it over to you free and un-incumbered for between \$1200. and \$1800. and for my equity I would arrange with you for advertising space because if a new company takes hold of this enterprise I want to advertise "The Negro in Business" in this magazine to beat the band this Fall.

My object would be to work in harmony with Prof. Washington's educational policy. I want to contribute my little mite towards the solution of the negro problem in which I have been intensely interested and I think the fact that I have invested over \$10,000. in this enterprise already ought to be sufficient evidence to you that I was really in earnest.

I write you strictly confidential, you have got to be mighty careful who you take into your confidence so that this matter will not come to the ear of Mr. Barber, otherwise the transfer might not be made in a pleasant, amicable and equitable manner.

The matter can go on in its present form another month if you see fit, but you better write me fully in reply to this letter and give me your scheme. You can be frank with me regarding this business proposition and depend upon it absolutely that I will divulge nothing. I have been in business too long to swap information on important matters of this kind with any man. Yours truly,

John A. Hertel

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