



**NELSON'S HAIR DRESSING**  
25¢  
50¢

**If you knew**  
Nelson's Hair Dressing as we do you would never use anything else on your hair.

**We want you to know it—**  
know it personally by actual use, don't take our word for it, or anyone else's,—test it yourself.

**You can do this,**  
send us your name and address and we will send you,

**Free of cost,**  
a sample box of Nelson's Hair Dressing, also a sample of Nelson's Scalp and Hair Cleaner and a sample cake of Nelson's Skin and Complexion Soap.

**Test them**  
in your own home, if they are not what we claim, you are not out anything.

**We have confidence**  
in them and are ready and anxious to prove every claim we make.

**Write to day,**  
enclosing two cent stamp to pay postage on samples.

**NELSON MANUFACTURING CO.,**  
Richmond, Virginia

**Are you satisfied with your hair?**  
**Is it as long as it should be?**  
**Is it soft and glossy and full of life?**  
**Can you comb it out easily or is it full of tangles?**  
**Are you proud of your hair?**

**The Answer is—**

**NELSON'S HAIR DRESSING**  
25¢  
50¢

**An Open Letter to The Negro Business League**

By Charles A. Starke.

If there is anything in a name, then the National Negro Business League means a great national body of Negro business men leagued together, mind you, to promote the general order of business among Negroes. This is doubly true in local organizations, as the national affairs are fraught with the convention spirit. It is to our local league that we must look for an effective work toward uplifting business standards and the promotion of trade among ourselves. To do this we will find it necessary to follow the well established rules of commerce which has always for its basis honesty, full value for the money and fair dealing. Other peculiarities should be dealt with with strong and unusual methods of race loyalty and common sense.

The business outlook for the negro is great. To the wide wake the light of truth sheds its rays over the horizon of the business world and opens to him possibilities never discovered before, but across this favorable sky emblazoned in bold and stern reality is this one command—work.

Unless you invest your money in a business of some kind and work and feel the hopes and setbacks, follow the daly routine with added vigor, improve and wrestle with the thousand phases that bob up for consideration, you can not lay claim to real membership in the local league if that league means business. Then the Negro Business League is for business people, and business people should only be admitted to the ranks in order that nothing but business might be transacted or promoted. If you wanted to organize a carpenters' union you would not go to bricklayers, iron workers or common laborers to secure members, would you? No. But you would naturally go to carpenters, an carpenters only.

Here we have quite a contrast from this. We have the business league going to churches, women's clubs and to every place but to the highways of business life to get timber for its use, so that today we have upon the books of the organization a list of names that really mean nothing and stand for nothing in the business community. What the Negro Business League wants now is customers and patrons of the business the individual members and associations arguing points of order, berating each other about their knowledge of "parliamentary usages" and debating whether preachers shall be admitted with special honor, and that gratis.

"Resolve," said Booker T. Washington, rolling up his sleeves in imitation of the mysterious individual whose activity consists in making resolutions that reach no farther than the door of the meeting place. Let us get out of this habit of resolving and do a little active work in bringing about better conditions among our people and institute a sounder business policy among business people.

**The Way.**

There are some 33,000 Negroes in Greater Kansas City to be fed, clothed and housed. Abstracts, this means much, how to feed, clothe and house these people through Negro enterprises and with capital controlled by Negroes is the practical problem of our business men. We have had great orations in abundance telling us how far the Negro has come, but little or nothing about how to really solve the "eternal row" problems which are confronting the business person of the hour. We believe that the Business League started wrong, and therefore can not end right.

The thing to do is to halt and correct ourselves and put this organization which really has a latent power for great good upon a better working basis. To do this we are giving (what appears in our opinion) some practical suggestions to advance the cause of business.

First—Cleaner and better appointed business places, neat and attractive, polite and prompt service, not a mere sign hanging on the wall, but a real active and sincere effort to please and satisfy. Satisfaction they say makes regular customers.

Second—Honest advertisements with persistency, not the halting or sporadic kind, but steady, practical advertising that brings business and keeps alive business consciousness of the people who would otherwise forget. Back up everything we say and pay for advertising as scrupulously as we do our gas bills.

Advertising is a science. If you do not know the game secure the services of an expert and pay him for his labor. Advertising is what keeps the wheel of industry "a going." "So the people may know" is a good slogan in advertising.

Fourth—We speak for cleaner and better places. Remember it does not cost as much to keep a place clean as it does dirty.

Cleanliness is economy—dirt is wastefulness. Order invites business and trade. Disorder repulses both.

Fifth—Let the league get out a "merit sign" for window display and general efficiency to be given only to members who meet requirements or standards set by the league.

Sixth—Appoint every member a delegate to actively patrol the streets and boost Negro business and direct customers to all progressive Negro enterprises. Gy a little work on our part and a little loyalty on the part of the public we could easily "freeze out" a certain element who are not of our race and who do not contribute anything to our churches, public institutions or to our real economic life. At the administration for cleaner streets in our business district. Stop the tendency to sium our best community. Put our small

**Black Race Forms Ten Per Cent of the Population of the Country.**

Washington, Oct. 14.—A bulletin on negroes in the United States will be issued at an early date by William J. Harris, director of the census, which will contain all the principal information obtained through the census regarding the number and distribution of the negroes, their rate of increase, their sex and age distribution, and their marital condition.

The bulletin will show what the number of negroes in the United States (exclusive of the outlying possessions) in 1910 was 9,827,763, and they formed 10.7 per cent of the total population. In 1900 the number of negroes was 8,833,994, or 11.6 per cent of the total population of that date. The increase among the negroes during the decade was 993,769, or 11.2 per cent, as compared with an increase of 20.8 per cent among the native whites and 30.7 per cent among the foreign born whites. The growth of the negro population results from their own natural increase, while the growth of the white population is accelerated by the great influx of immigrants and the high birth rate in immigrant families.

Of the total number of negroes in 1910 about one-fifth were reported as mulatto; that is, as having some white blood. The proportion that mulattos formed of the total negro population increased from 12 per cent in 1870 to 15.2 per cent in 1890, and to 20.9 per cent in 1910.

**Urban and Rural Distribution.**

Nearly three-fourth of the negroes (7,138,534, or 72.6 per cent) were rural dwellers, while about one-fourth (2,689,229, or 27.4 per cent) lived in towns or cities of at least 2,500 inhabitants.

Of a total of 2,953 counties in the United States there were only 110 in which there were no negroes, and there were fifty-three counties in 1910, as compared with fifty-five counties in 1900, in which seventy-two per cent of the population was negro. There were 263 counties in 1910 in which fifty per cent of the population was negro.

In 1910 there were 4,885,881 negro males in the United States, as compared with 4,941,882 negro females, the number of males to 100 females thus being 98.9, as compared with a ratio of 106 for the whites. The negroes were the only race in the United States in which there were more females than males.

The negro males in the United States of voting age numbered 2,485,873 in 1910, and the negro females of voting age numbered 2,427,742.

Of the negroes 6 to 9 years of age 488,954, or 49.3 per cent, were reported as having attended school during the school year 1909-10; of those 10 to 14 years of age, 791,995, or 68.6 per cent, were so reported; and of those 15 to 20 years of age, 338,750, or 26.5 per cent. In each age group the percentage of school attendance was much lower for the negroes than for the whites.

**Percentage Decreased.**

Of the total number of negroes 10 years of age and over, 2,227,731, or 30.4 per cent, were reported as illiterate; among the whites the percentage of illiteracy was five, being three among native whites and 12.7 among the foreign born whites. The percentage of illiteracy among negroes decreased from 57.1 in 1890 to 44.5 in 1900, and to 30.4 in 1910.

The total number of farms operated by negroes in 1910 was 893,370; of this number, 218,972 were operated by their owners, 672,964 by tenants, and 1,434 by managers. The number of farms owned by negroes increased by 31,175, or 16.6 per cent, between 1900 and 1910, and the number of negro tenants increased by 115,790, or 20.8 per cent, during the decade. The total value of farm property operated by negroes in 1910 was \$1,144,181,000, as compared with \$499,941,000 in 1900, indicating that the value of agricultural property operated by negroes increased considerably more than two-fold during the decade. The statistics show that 1,806,727 negro males and 1,050,849 negro females were engaged in agriculture.

The death rate among negroes in 1910 in this area was 25.5 per 1,000, showing a decrease as compared with the rate in 1900, which was 29.4, and the death rates for 1910 show many decreases, especially in the southern municipalities.

capitals together and do something practical. A big, well established grocery store on Eighteenth street, run and controlled by negroes, would contribute toward more race salvation than a hundred poverty ridden churches which sap the vitality of the people at least financially. Start a great movement to patronize our present enterprises and we will have better business concerns. Put enthusiasm in our business and let us be loyal to ourselves. There are 5,000 suggestions to be carried out, but let us start right.

It isn't every doctor who can turn a theory in practice.

**TREAT YOUR SCALP, AND HAIR MUST GROW! GOOD NEWS FOR OUR WOMEN AT LAST**

The Brice Afro-American Scalp Food and Always Young Cream is too well known for better recommendation here. We know as millions of others will testify that my Goods grow Hair even when all other preparations fail. I manufacture preparations according to what the scalp needs and will send you the Goods that will be necessary to cure YOUR scalp, for there are no two scalps alike.

Have you Eczema or Tetter? Does your hair break off at times? Is it harsh and stubborn, and are you annoyed with itching of your scalp? If so, write for MME. W. H. Brice's Wonderful Afro-American Scalp Food and Hair Grower, which will positively cure all scalp trouble and start your hair growing at once. These remedies are manufactured only by W. H. Brice Mfg Co., 804 Tremont Street, Boston, Mass. Formerly of Indianapolis, Ind.

A six weeks trial treatment for Two Dollars, mailed to any address. Make all Money Orders payable to MME. W. H. Brice. Send stamp for reply.



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Always Young Cream, 50c. per jar.  
Brice's Snow Bloom Liquid Face Powder, 50c. per bottle.  
Brice's Herb Tea, 25c. per box.  
Brice's Corn Cream, 25c. per box.  
Brice's Pressing Comb, \$1.00.  
Brice's Six Weeks Trial Treatment for the scalp, to grow hair, Two Dollars.

**Remember the name and number, MME. W. H. BRICE, 804 Tremont St., Boston, Mass.**

The Brice Mfg. Company's Branch Offices, where you can get the Brice Preparations are listed below:—  
Richard Arnold, 1114 N. Senate Ave., Indianapolis, Ind.  
J. J. Howe Drug Store, Tremont & Cabot St., Boston, Mass.

Brice's Dandruff Cream, 50c. per box.  
Brice's Bone and Nerve Linament, 50c. per bottle.  
Brice's Eczema Scalp Lotion, 50c. per box.  
Brice's Gray Hair Restorer, 25c. per package.  
Brice's Dusting Powder for tired feet, 15c. per package.  
Brice's Best Face Powder, in three colors, 25c. per box.  
Brice's Afro-American Scalp Food, 4 boxes for One Dollar, no less sold.  
Brice's 6 Weeks' trial treatment Two Dollars, with the greatest discovery of the age, just send her as near as you can how the condition of the scalp, and if the hair is dry and brittle and breaks off; it will stay after Madama sends this treatment—you will have healthy scalp, long and beautiful hair.



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Particular attention may be given to the following subject, since there are hundreds of thousands using the Eureka Comb throughout the United States and Isles. They give the best of satisfaction as to our recommend, straightening the hair beautifully with one stroke, and as assistance in causing a rapid growth. Evidences coming to us from every source, of which is pleasing, that the Eureka Comb performs precisely as advertised.

No better comb on the market for purposes as we have been advised that other combs are toys, when it comes to benefits and effectual influences when used as to directions, for which every comb placed goes with it instructions, how to use and for what purposes. Wherever introduced the Eureka preferable. Merchants and agents are successful when they are placed conveniently in quantities for the public.

They are usually sold for \$1.50 (one dollar and fifty cents) each complete. The only thing is to be careful in the purchase as there is no other comb that will answer the purposes so well as the Eureka. We wholesale the Eureka Comb, being the manufacturers and promoters, and are the only wholesalers of this special device; if there are others we would be pleased to be informed.

The devices are patented and registered. For prices and further information write

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