

Mr. REED. Yeah. Well, we had several meetings at the office there. We had pictures, you know, of several fellows, this gentleman with the NAACP——

Senator TYDINGS. Roy Wilkins?

Mr. REED. I think he was his secretary or something.

Senator TYDINGS. Roy Wilkins or Clarence Mitchell?

Mr. REED. No, it wasn't Roy Wilkins. This gentleman—I can't recall his name at the present time, but he was a secretary of something there. He did something there. They had a couple of bankers and things of that nature, you know, where you had a portfolio, otherwise, of who had been attending our meetings and things of this nature, to show what this program was doing in the Washington area, upgrading the property and things of this nature.

Senator TYDINGS. Do you recall who actually taught the program at Monarch Construction Co.?

Mr. REED. Well, Mr. Clark was the general sales manager, you see.

Senator TYDINGS. Who was he?

Mr. REED. Clark.

Senator TYDINGS. C-l-a-r-k, Clark?

Mr. REED. Yes, Mr. Clark was the sales manager.

Senator TYDINGS. What was his first name, do you recall?

Mr. REED. I know it, but I can't even think of it right offhand.

Senator TYDINGS. Would it be——

Mr. REED. Mervin Clark.

Senator TYDINGS. Mervin Clark. Was he black or white?

Mr. REED. He was a white man.

Senator TYDINGS. Did he have any other assistants who helped in the sales training?

Mr. REED. Well, for instance, I was with Monarch, I guess, about a week or two——

Senator TYDINGS. Yes.

Mr. REED. And then I became a sales manager also. Where we had six sales managers and each sales manager had 15 or 20 salesmen, you see, and the sales managers were the ones that would go into the producing, you know, otherwise selling business.

Senator TYDINGS. Right, and who would the sales manager report to?

Mr. REED. We all reported to Mervin Clark, which was the sales manager.

Senator TYDINGS. He was the top sales manager?

Mr. REED. Right.

Senator TYDINGS. Now, the 16 or so men that worked under you and the other sales managers, what were their responsibilities?

Mr. REED. Well, they would go out and canvass, also. As I said, we had telephone appointments because they had, I guess 25 or 30 girls working on the phone talking to people every day about upgrading the property.

Senator TYDINGS. What sort of a pitch would the people working on the phones make when they reached somebody by telephone? What were they supposed to say?

Mr. REED. Well, if I recall it correctly, it was something in this order: They would call a client and say, for instance, a Mrs. Jones; and they would say: