ment giving union permits to qualified craftsmen, without discrimination, for construction jobs in the area.

The secretary of the Louisville Building Trades Council was the chief negotiator on union contracts for public housing, industrial plants and other new buildings. He made it clear to the contractors that the unions' Negro members would be assigned to job openings along with others. In some cases, he invited an Urban League official to sit in on the negotiations.

Contractors soon realized the unions would not buck employment of Negro workmen; jobs for skilled Negro construction men began opening up. During the first year of this program, the unions let the new men work either on a permit or as new members; their initiation fee could be paid in installments. The vast majority became full-fledged members of their craft unions.

At one point, a Negro contractor in Louisville was bidding on the construction of a large defense housing project. There was no question about his technical ability, but Government officials weren't sure he could recruit enough help. There were not enough Negro craftsmen in the area to do the job alone; and the possibility that white building mechanics would refuse to work for him made the housing agency hesitate to give him the contract.

The contractor took the issue to the Building Trades Council. A resolution by the officers of all the building trades unions guaranteed that skilled labor would be on hand in all crafts. The contractor's bid was accepted and Negro and white craftsmen worked together to get the job done. Later, the same builder carried out two other large contracts with equal success.

The constructive attitude of the unions outweighed the traditional patterns of segregation in this Southern community, providing a fine example of united efforts to win job equality.

THE CASE OF THE COLORED SALESMAN

"You say the union sent you?"

The music store manager's voice was cool. It was true that he badly needed a record salesman who knew classical music. It was also true that, knowing the policy of the union employment office, he had been careful not to specify other requirements, such as color or religion. He had merely hoped. . . .

