

March 31, 1932

Mr. Julius Klein
Assistant Secretary
Department of Commerce
Washington, D. C.

Dear Mr. Klein:

May I trouble you for a little information about the work of the Department of Commerce? Perhaps I better ask that you put me in touch with the proper person in the Department to give this information. I do not want to trouble you unduly.

What I want to know is to what extent the Department of Commerce advises people who are considering going into a business, about their chances. Does the Bureau caution people that a certain field is more than occupied, at least in the territory where they want to locate? Is there any notion given a would-be manufacturer, let us say, about the particular pitfalls - the things that stand in the way of success in the line of business that he is considering? What I want to know is what warning and advice, if any, the Department is prepared to give.

Again, do you have many people coming to you for this sort of information? It has always seemed to me that there is a field for this kind of service in the Department of Commerce. That it could and to a degree, probably is doing, something our busy industrial planners are calling for.

I shall be very grateful if you will tell me just what you are doing in the Department and what you would like to do along these lines.

I hope I am not troubling you over much. I remember with gratitude the practical help you gave me five years ago when I was preparing to look over Mussolini and his Corporate State - your hints and information were a real service.

Very sincerely yours