

107TH CONGRESS
1ST SESSION

S. CON. RES. 72

Expressing the sense of Congress that a commemorative postage stamp should be issued honoring Martha Matilda Harper, and that the Citizens' Stamp Advisory Committee should recommend to the Postmaster General that such a stamp be issued.

IN THE SENATE OF THE UNITED STATES

SEPTEMBER 21, 2001

Ms. LANDRIEU (for herself, Ms. COLLINS, and Ms. STABENOW) submitted the following concurrent resolution; which was referred to the Committee on Governmental Affairs

CONCURRENT RESOLUTION

Expressing the sense of Congress that a commemorative postage stamp should be issued honoring Martha Matilda Harper, and that the Citizens' Stamp Advisory Committee should recommend to the Postmaster General that such a stamp be issued.

Whereas Martha Matilda Harper, after spending much of the first 25 years of her life as a domestic servant, opened the Harper Method Shops and School, a health-conscious hair and skin care store in Rochester, New York, in 1888;

Whereas Martha Matilda Harper subsequently expanded the business to include 2 international manufacturing cen-

ters, 5 training schools, and over 500 beauty shops around the world;

Whereas Martha Matilda Harper shared the opportunity of business ownership with former servant women, and created the first franchise business model;

Whereas customers of Harper shops included world leaders, socialites, and suffragists, such as Presidents Woodrow Wilson and Calvin Coolidge, Kaiser Wilhelm II, Prime Minister Anthony Eden, First Ladies Jacqueline Kennedy and Lady Bird Johnson, and Susan B. Anthony;

Whereas Martha Matilda Harper's 19th century management practices, which included a customer-oriented focus, an equitable relationship with staff, a childcare center in each shop, and the manufacture and promotion of organic products and procedures, would be contemporary by today's standards;

Whereas franchising now dominates retail business (with a new franchise opening every 8 minutes) and generates more than \$1,000,000,000,000 in revenues annually; and

Whereas, for her accomplishments, Martha Matilda Harper has been referred to by some as the "mother of franchising": Now, therefore, be it

1 *Resolved by the Senate (the House of Representatives*
2 *concurring)*, That it is the sense of Congress that—

3 (1) a commemorative postage stamp should be
4 issued honoring Martha Matilda Harper; and

- 1 (2) the Citizens' Stamp Advisory Committee
- 2 should recommend to the Postmaster General that
- 3 such a stamp be issued.

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