

“CO-OPERATION, NOT COMPETITION, IS THE LIFE OF TRADE”

Lumber World Review

Volume XLV Number 3 CHICAGO, AUGUST 10, 1923 This Copy 25 Cents Three Dollars a Year

Lumber World Review
 —A consolidation of the Lumber Review of Kansas City and the Lumber World of Chicago, January, 1912. Published the 10th and 25th of each month by the Lumber Review Co., Suite 1740 Transportation Building, 608 So. Dearborn Street, Chicago, Ill.

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Subscription Price: One Year, United States, \$3; Canada, \$4; Foreign Countries, \$5; Single Copies, 25c Each.

This publication is a charter member of THE ASSOCIATED BUSINESS PAPERS, INC. The International Organization of Trade Technical and Class Publications Jesse H. Neal, Executive Secretary Headquarters 1708-11 Candler Building 228 West Forty-second Street, New York

This publication is a charter member of THE AUDIT BUREAU OF CIRCULATIONS A Co-operative Association for the Verification of Circulation of Newspapers and Periodicals. Century Building, State and Adams Streets, Chicago. Stanley Clague, Magazine Director. The New York office, The Knickerbocker, 152 W. 42nd St.

The Lumber World Review will be found on sale at any of the following places:

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And a man shall be as an hiding place from the wind, and a covert from the tempest; as rivers of water in a dry place; as the shadow of a great rock in a weary land.
 —Isaiah 32:2.
*He will swallow up death in victory; and the Lord God will wipe away tears from off all faces; * * * for the Lord hath spoken it.*
 —Isaiah 25:8.
For thou, Lord, will bless the righteous; with favor wilt thou compass him as with a shield.
 —Psalm 5:12.
*The righteous * * * shall hold on his way, and he that hath clean hands shall be stronger and stronger.*
 —Job 17:9.

IN THE DEATH of Warren G. Harding the lumber industry of the United States has lost the best friend it ever had in our National Life. Keenly realizing this fact, and believing that the lumber industry as a whole had not quite come to a realization of that fact, the editor of the LUMBER WORLD REVIEW has—considerably more than MOST people—carried with him for a number of years, a deep feeling of regret, that the industry—as a whole—had not quite risen, to see this attitude of the President, as WE saw it!

Since that day in June, 1920, when Senator Harding smilingly acknowledged a re-introduction, and with friendly eyes, and with reminiscent pleasure, referred to the fact that he had many times looked "Through Our Wide East Windows," and recalled that he was a member, in good standing, of the Concatenated Order of Hoo-Hoo and that his number was 14,945, we have looked upon him as an extraordinary man; because—ALWAYS—have we believed that he alone is GREAT, who can look with kindness, upon all the multitude of LITTLE things of life; that such an attitude goes far to make up a happy existence on earth, and fits the human soul—better than any OTHER attitude—for life beyond the grave.

Looking through "Our Wide East Windows" to a dull and weeping sky, and seeing the row of American flags, at half mast, fluttering lazily, in the fog-infected breeze, we realize that such a morning as this, typifies today the beating of the American heart.

So kindly and strong was the personality, for good, of Warren G. Harding that his spirit went out to the human items of this nation as a perfume might overflow a great room—a thing unseen and yet felt as tangibly as if it were something physically visible.

In the time to come when that leveler—time itself—shall divest from the items of history the FALSE and the UNTRUE, the DECEPTIVE and the IMAGINARY—tales created only to PLEASE and NOT to INSTRUCT—and from out of the fears and doubts and hopes of the past there shall arise in the minds of our children's children a picture of Warren G. Harding, all will see the brave figure of a President of the United States, who never from the moment of his

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SPECIAL NOTICE
 The Lumber World Review is mailed upon the date printed in the headings, but postal service is now very uncertain. We will appreciate it if unreasonable delays in receipt are reported to us.

THE NATIONAL LUMBER DIRECTORS' MEETING

Twenty-Nine Directors Meet in San Francisco—Reports From Publicity, Building Code, Insurance, Architectural and Other Departments—Standardization Progress Reported

With the close July 26 of the midsummer meeting of the directors of the National Lumber Manufacturers' Association, the lumber industry of the United States appears nearer standardization than ever before in its history as far as agreement among manufacturers goes. After the submittal of the recommendations of the Central Committee on Lumber Standards to the directors, reports of favorable action upon the revised standards were heard from the representatives of all regional lumber manufacturers' associations except the West Coast and Western Pine, which have not yet had the subject passed upon by their executive committees.

The meeting just closed was the first gathering in ten years of the directors in San Francisco. The meeting was well attended, with twenty-nine directors present. Counting other lumber manufacturers, technical experts, correspondents of trade journals, and others, the roster included eighty-five, as published later in this report. A pleasant circumstance was the respite from hot weather enjoyed by the visitors in the cool summer climate of San Francisco, where July is more like an eastern November and summer nights bring out overcoats. Sessions were held in parlors A and B of the Palace Hotel, while the lumbermen were lodged at both the Palace and St. Francis hotels.

In opening the first business session of the meeting at 10 o'clock Wednesday morning, July 25, President John W. Blodgett of Grand Rapids, who is also chairman of the Central Committee on Lumber Standards, lost no time in announcing that standardization was the paramount question that confronted the American lumber industry at the present time. Pointing out that because of the chaotic state prevailing by lack of agreement throughout the industry upon what should constitute the standards of sizes, grades, and nomenclature, he declared that the eyes of the federal government were already directed toward the industry, and that lumber manufacturers must standardize in self-defense. He said in part:

"Standardization is not a fad; it is not a course of action that we can adopt or leave as we choose. Rather let us consider it a defensive measure, a bulwark thrown up by the lumber industry against the hostile attacks of irresponsible members of the national legislature. We have had our warning from Secretary Hoover; he has advised us to clean house before some layman from Congress starts tinkering with it.

"That present conditions are intolerable because of the confusion and waste they entail can be denied by no one who makes a study of the situation. For example a cursory inspection of the metropolitan lumber yards of New York City some months ago revealed seven thicknesses of boards, all of which were being sold as inch lumber.

"If we are convinced of the need for standardization and yet feel that government interference is still far removed from our business, let us consider the present attitude of the federal government toward a sister industry. For this purpose no better example could be cited than the anthracite coal industry, over which the menace of government control has hung since the publication of the report of the special commission appointed to inquire into conditions in the coal industry. John Hays Hammond, as you probably know, heads this commission.

"In submitting its report, the commission expressed itself as believing in the maintenance of the principle of individual and corporate responsibility in the operation of the industries of the country, and that in the event of the public interest being menaced by labor troubles in the coal industry, the President of the United States should be empowered to declare an emergency and the industry be placed under government control until such time as a normal state should be resumed.

"In May, 1922, Secretary Hoover laid great stress upon certificates of inspection. The recommendations of the anthracite coal commission bear strongly upon that point. An inter-company inspection service was also recommended. As a pledge of good faith to the public the U. S. Bureau of Mines was to participate. This system would serve as a guaranty against government regulation, and would be comparatively inexpensive, since it would not necessarily mean the creation of an entirely new organization but would be a combination of company inspection services. Otherwise the commission recommended inspection by the government."

Dr. Wilson Compton of Washington, D. C., secretary of the consulting committee, followed President Blodgett, tracing the history of the movement and dwelling upon the necessity for constructive steps toward the reorganization of the industry. After reviewing first steps he said:

"About two years ago Secretary Hoover took office as Secretary of Commerce. At that time he expressed his desire to promote the best interests of the business without government restriction, conformity with this policy he has offered to the lumbermen his

cordial co-operation and earnest support in promoting the best interests of their business provided that they should agree upon standards of sizes and grades. We have Secretary Hoover's promise, therefore, that if we will assure him of agreement upon the fundamentals of good trade practices, he will undertake to deliver to the lumber industry the good will of the public.

"But the Secretary of Commerce is not alone in this attitude of willingness to co-operate with the lumber industry. The various industries using lumber and making lumber products are willing to work with us. Several meetings of the standardization committees have been held and as a result we now have a revised set of recommended or proposed standards.

"These revised rules include provisions for standards of size, the details of which shall approach as closely as possible to national uniformity; provisions for standards of lumber grading; and a broad program for creating intra-lumber-trade machinery for the enforcement and application of these standards. A definite understanding has not yet been reached as to the most advisable methods to follow in providing for an inspection service. There is a difference of opinion as to whether grade marking or the use of tally cards would be the better method of marking. Mechanical branding devices are still in the experimental stage, according to data that has been obtained, and their practicability remains to be demonstrated. Moreover, it is not known whether the industry would consider their use advisable.

"There is a difference of opinion as to what should be the proper and most economical lumber sizes. For example there are a dozen standard grades for saw-mill products of the same quality. Boards 15/16-inch at the top and 9/16 at the bottom are in some places being sold as inch lumber. There is a noticeable difference in the thicknesses that are preferred in the various sections of the United States. In the east thick sizes are preferred; in the middle west, the choice is about half in favor of thick and the other half for thin boards; while in the far west thin sizes are in demand. Nevertheless there is a need for a correct and scientific basis upon which the sawmill man shall size his lumber. At least a minimum standard can be reached, even though the manufacturer cannot be prohibited from selling any size that he cares to sell; a standard can be set that will prohibit him from selling a one-half inch for an inch board.

"The present report of the Central Committee on Lumber Standards deals in a comprehensive fashion with the basic rules for grading yard lumber, but not applicable to shop or hardwood lumber. Recommendations for such lumber must come later. Shop and factory stock will probably be taken up after yard lumber has been disposed of, and hardwood will follow later. Thirty-two were present at the May meeting of the manufacturers' standardization committee, which followed a meeting of the consulting committee that took place in February. With reference to the establishment of standards of grading for yard lumber, the consulting committee asked that the matter be referred to the manufacturers, declaring that it was fitting and proper that it be referred to the associations which write grading rules. It is true that the manufacturers' associations write grading rules, and they have also agreed upon grading rules. In considering these rules it must be remembered that it is not proposed by the manufacturers' committee that there be universal rules for the grading of lumber. It was the conclusion of the committee that the nearest approach to standard rules would be made according to the species of lumber and local conditions."

Dr. Compton concluded by saying that two specific things were to be considered in reading the report: The grading rules themselves, and the standards for nomenclature.

Commenting upon the remarks of Dr. Compton, President Blodgett observed that the recommendations for standard thicknesses mean the setting of a minimum, rather than a prohibition against excessive thickness.

"Standardization will mean the establishment of a minimum below which we shall not go; anything below that will be below the standard, which will be the same as saying that it is unethical," Mr. Blodgett said. "It is unfortunate that the retailers have no broad national association through which they may act in concert. John E. Lloyd, of Philadelphia, is president of the only existing one, but it includes mostly retailers in cities. The retail dealers are tremendously interested in standardization and are co-operating at every step. Not only is it necessary to have the participation of the retailers, but the interest and support of the technical men who have to do with the industry is vitally important. Happily architects and engineers are well represented on these committees. The box makers have also been present and have participated at every meeting. Thus in a broad way, every element that has to do with lumber has been represented—wholesale and retail lumber dealers, wood-turners, furniture manufacturers, box-makers, architects, and railway engineers."

Copies of the rules ("American Lumber Standards" progress report) were distributed for a cursory inspection by the assembled representatives of the industry and a discussion followed upon the practicability of their adoption by the industry, many of the representatives declaring that the general principles were acceptable to their associations.

H. B. Hewes, Jeanerette, La., Southern Cypress Manufacturers' Association, said: "We are heart and soul for the standardization of grades and sizes, and the whole program. At our last meeting we took favorable action upon it."

H. C. Hornby, Cloquet, Minn., reported that the Northern Pine Manufacturers' Association was co-operating in every way with the Central Committee. "We are keeping our inspectors working on grades," he said, "and our grading bureau has passed upon and is ready to recommend the rules."

A. L. Osborn, Oshkosh, Wis., Northern Hemlock and Hardwood Manufacturers' Association, reported that his association had passed a definite resolution upon standardization of sizes, but that that of grades had presented some difficulty and was still to be placed in final form. They had agreed that they would not go below the minimum in thickness.

J. E. Jones, chief inspector of the Southern Pine Association, said: "At our latest conference we endeavored to make some corrections in grades. The association is perfectly willing and anxious to go along with the crowd and to adopt the plans for standardization. We think, however, that a correction should be made in the basic grades as applicable to the entire softwood industry. Our objections are to detailed, rather than to fundamental application of standardization rules. We have no objection to the grade names proposed."

The Georgia-Florida Saw-Mill Association, according to the statement of Secretary E. C. Harrell, Jacksonville, is willing to accept the basic grading rules. "We are ready to hit the ball," he said. "We are waiting only for timber specifications."

C. Stowell Smith, speaking for the California White and Sugar Pine Manufacturers' Association, San Francisco, said that his association had agreed to join in recommending 25/32-inch as a minimum yard board thickness provided the majority approved. "We are working with the Western Pine Association to harmonize the rules of the entire soft pine product," he said.

The Western Pine Manufacturers' Association, according to Secretary A. W. Cooper, Portland, is of the opinion that few changes would be required in the rules to make them applicable. He said that he believed broad definitions were the main thing in standardization.

Dr. Compton reported that in a letter from Messrs. O'Berry and Gibbs of the North Carolina Pine Association, it was stated that the association believed that the basic provisions and names could and would be worked in.

Dr. Compton also said that a telegram had been received from the Michigan Hardwood Manufacturers' Association that expressed sentiments similar to those of the Northern Hemlock and Hardwood Manufacturers' Association.

The question of standardization resolved itself into what was basic and what was detailed, George T. Gerlinger, Portland, Oreg. (West Coast Lumbermen's Association), said. "The basic definitions on page 5 go as far as it is possible to go. From there on you are trying to write universal grading rules." Whereupon A. W. Cooper said that he thought that the rules on page 5 were as far as it would be possible to go in writing grading specifications; beyond that any attempt would be toward universal grading and would be impracticable. At this point Dr. Compton interjected the remark that the rules could be a guide, and that they should be adjusted to the needs of business in each region. "Regional industries should come as closely as possible to these rules," he said. "The national association is not sufficiently familiar with local conditions throughout the country to be any more specific." President Blodgett reminded that after all the end to be attained was the protection of the consumer. "We should make it as clear as possible to him what he is to buy. This is the point toward which we should work, a plan of action that will protect the industry from any taint."

Since it had developed in the discussion that the chief differences over standardization of grades existed between the manufacturers of southern pine, and Douglas fir and related woods, the president suggested that representatives from these industries confer with one another in an attempt to reach some agreement. The following committee was appointed by the chair: John W. Blodgett, chairman; George T. Gerlinger, Portland, Oreg., West Coast Lumbermen's Association; C. C. Sheppard, Oakland, La., Southern Pine Association; F. H. Lambert, McCloud, Cal., California White and Sugar Pine Manufacturers' Association; and J. P. McCrick, Spokane, Wash., Western Pine Manufacturers' Association.

After the appointment of the committee the meeting was adjourned at 1 o'clock until 4 in the afternoon.

WEDNESDAY AFTERNOON SESSION

After the meeting had been called to order at 4 o'clock that afternoon, President Blodgett called on George T. Gerlinger to make a report on standardization for the West Coast Lumbermen's Association. Mr. Gerlinger reported that although the matter had not yet come before the executive committee of the association, he believed that when the matter was taken up at the forthcoming midsummer meeting the work of the central committee would be found fairly satisfactory.

R. F. Hammatt, secretary-manager of the California Redwood Association, reported that a resolution recently adopted by his association it was expressed as the consensus of opinion that grades of finish lumber, with the exception of grade C, could not be put in practice; but that as far as common lumber grades 1, 2, and 3, were concerned, his association had endorsed the recommendation of the committee.

H. B. Hewes, speaking for the Southern Cypress Manufacturers' Association, said that the association had gone on record as approving the recommendations of the central committee and was offering tentative rules as suggestions for adoption when the rules are adopted by the entire industry.

A MASTERLY ADDRESS ON IMMIGRATION

All further business was suspended until the next day in order that the meeting might be addressed by James A. Emery, general counsel of the National Association of Manufacturers. Judge Emery's subject was "Immigration—Flexible in Quantity and Selective as to Composition." He said in part:

"The subject of immigration is at once of great importance and delicacy. I know of no other political issue upon which prejudice may be more easily excited or which in all its aspects so vitally touches our economic and social life or in which the position of industry is more frequently misrepresented or more easily misunderstood.

"Because industry opposes extreme efforts to prohibit immigration under the guise of restriction, it is said to favor 'unrestricted immigration.' I know of no representative industrial executive nor any representative industrial association that does not believe unrestricted immigration to be injurious in every way. The same type of men and organizations believe a constructive policy of selective immigration is a vast improvement over the present merely negative law.

"Ourselves the descendants and posterity of a nation of immigrants, we are yet easily excited to prejudice against the alien, since he is easily represented not only as threatening us with economic injury by lower standards of living but menacing our political institutions by subversive ideas and exciting disorder and crime. The gates of America should be permanently closed to the diseased, the defective, the criminal and those likely to become public charges, all incapable of citizenship or belonging to races of demonstrated unassimilability, and every man of every race who advocates or undertakes to accomplish political change by violence. But I think we shall perceive that the present 3 percent restrictive act meets none of these social problems, and, on the contrary, aggravates our economic needs.

"The fact is, the United States has been developed in continuing reliance upon immigration to supplement its native labor supply. Since the Civil War, this has been especially true in carrying forward the rough work of expansion. The alien built our railroads and public works, bore the heavy effort of our basic industries, the developing of mining, the unrolling of our mountains, the levelling of our hills. In a century, we have added more than thirty million alien-born persons to our population, yet 80 percent of our present blood is made up of the six fundamental Revolutionary stocks.

"During the past thirty years the flow of European immigration, originally in great part from the countries of northern and western Europe, became ever larger in volume from eastern and southern Europe, as the development of the Nordic countries lessened the stimulants to immigration. What is termed the newer immigration tendered for many reasons to colonize in our larger cities, and was undoubtedly less assimilable by race as from his condition, but it is to be remarked that there has been a complete absence of any substantial effort on the part of the national government to meet its obligations as an instructor and stimulant to alien naturalization. Discharged at Ellis Island, a national obligation, he alien too frequently is permitted to become a municipal responsibility, save for the sporadic philanthropic efforts of private organizations and individuals. To this condition the present law offers no aid, save to lessen the number of those who may come in, while contributing nothing to meet the situation of those already here, a need that must be practically met.

"Apart from the social considerations, the economic picture presented is that prior to

RESOLUTIONS ADOPTED

The following resolutions were adopted at the final session, the afternoon of Thursday, July 26:

"IMMIGRATION—The board of directors of the National Lumber Manufacturers' Association believes that there should be (1) such adaptation of the nation's traditional immigration policy as will tend to make secure the preservation of our free representative form of government; (2) such restriction as will permit the admission of those persons only who are eligible to, and capable of acquiring, American citizenship; and (3) such legislative and administrative provisions as will, within the limits thus established, permit such immigration as may be necessary from time to time, to meet promptly and adequately the ascertained economic, industrial, and social requirements of the nation.

"ACKNOWLEDGEMENTS—The board of directors of the National Lumber Manufacturers' Association gratefully acknowledges the courtesy and hospitality of its hosts, the California Redwood Association, and the California White and Sugar Pine Manufacturers' Association.

"CONSTITUTION ANNIVERSARY ASSOCIATION—The National Lumber Manufacturers' Association, interested in promoting the widest public understanding of the fundamentals of representative government under the Constitution of the United States, endorses the activities of the Constitution Anniversary Association, believes it to be entitled to the encouragement of citizens, and urges the individual support of it by lumbermen.

"J. E. RHODES—In the death of John Edgar Rhodes the lumber industry of the United States sustained irreparable loss. From 1912 to 1915 he served the industry with honor and distinction as the Secretary of the National Lumber Manufacturers' Association, to the upbuilding of which, during that period and since, he largely contributed. The spirit of co-operation in national affairs among the associations of lumber manufacturers and the strong friendships among their members are in no small part traceable to his service during the past quarter of a century in the development of the lumber associations. The board of directors pays tribute to John Edgar Rhodes for his sterling character, his high sense of citizenship, and for the lasting contribution which he has made to the welfare of the lumber industry."

the Great War, in 1913-14, the net immigration was substantially over 900,000 net. It was probably in excess of our current needs, but the war not only laid an embargo upon immigration but excited a vast emigration amongst the nationals of the states in conflict. Our own delay in formally enacting peace gave us substantially six years without net immigration, followed by a year in which the flow so excited our fears that we passed as a temporary measure the present law. This provides that but 3 per cent of aliens otherwise admissible under the act of 1917 may be admitted in one fiscal year, the admissible quotas of each country being based upon the foreign-born persons of their respective nationalities resident in the United States by the census of 1910. This would permit a total of substantially 357,000 immigrants to be admitted in monthly quotas of not to exceed 20 percent of the whole in a given year. The act was admittedly temporary and ostensibly to be replaced by a permanent policy. No political effort has been made to formulate such a policy, and in its absence the legislation was continued a second year. It will now expire by operation of law in June, 1924. The chief proposal urged in its place and which was formally presented to the House by its Committee on Immigration last February, proposes still further to restrict immigration by limiting quotas to 2 percent of the foreign-born of each nationality resident in the United States under the census of 1890, a base quota of 400 being allowed in addition to the percentage of each nationality. This would permit the annual admission of slightly less than 187,000 quota aliens in each year.

"During the first year of operation, from July 1, 1920, to June 30, 1921, the total net European immigration to the United States was less than 27,000! An occupational examination of our immigration show that during the same period the emigration was such that the year discloses a net deficit of 68,734 laborers. Since the permissible quotas are calculated in gross and not net terms, it is possible that each quota may be exhausted without net gain in immigration. Moreover, when the sex and age of the immigrants is considered, it is equally possible to have a considerable immigration without any gain in our adult male producing population. The second year of the operation of the act shows decided improvement, although, adopting the same comparison, the figures available for the first eleven months of the present fiscal year indicate, roughly speaking, that for the two-year period we will show but slight gain in rough labor but a very encouraging gain in

skilled labor.

"In the meantime, the United States, in the past decade, has increased fifteen millions in population, and still more greatly in its varied consuming capacity. It has been suggested that our vast production during the war was accomplished with four million men in arms, but it is forgotten that it was done under abnormal conditions in which the volume of production in some industries was secured by the suppression of others; that the commodities produced were largely for export and destructive purposes, while there was a steady depletion of all our existing supplies and an unusual strain resulting in exceptional demands for replacement in our whole mechanical structure. Housing construction, except for military purposes, was deferred. We are today confronted with the largest construction requirements in our history, not only for dwellings and business structures but railroad development, road building and public work of the greatest variety.

"It is authoritatively estimated that normal and deferred construction present demands for not less than twelve billions, which, if divided over a period of years, allowing but 25 percent in excess of normal, presents at least a ten-year program.

BUILDINGS ESSENTIAL TO ALL BUSINESS ACTIVITIES

"Moreover, construction in every form presents permanent overhead charges upon national life. Production, distribution, commerce, are carried forward in structures which make the cost of shelter and housing turnover charges upon every form of business activity. If circumstances make construction charges carry uneconomic and artificial costs, they are permanently imposed upon the community in the life of the structure in which they are embedded and become a part of the charge for every service and commodity available in the structure. No matter how remote from such buildings, those who pay for things sold or sheltered, done within them, carry the tax. The farmer in the remote west is thus keenly interested in the cost of building in the great cities of the east where business affecting him is transacted. If the bricklayer, the carpenter or plasterer employs his organization to impose exorbitant and artificial charges, his fellow laborer in the lesser occupations either suffers in his scale of living or makes his contribution to the superior organization of his fellow tradesmen.

"When charges of construction pass an unendurable level, they react upon themselves and threaten the industry by the reaction which they excite. So, in self-defense, the whole construction problem of the nation has been systematically diminished during the past few months, frightened by the specter of self-destructive costs.

"You have seen farms stripped of their labor, the negro exodus from the south to the north, and the demoralized dislocation of local labor supply in response to the special demands of particular industries. These are but phases of the immigration problem. The denial of an adequate labor supply from without has resulted in uneconomic competitive bidding for the inadequate supply within. It means a dangerous lift in all costs, tending to increase the spread between the buying power of agricultural products and the cost of industrial services and commodities, to our serious social detriment. Nor does such a condition in the long run help the industrial laborer. He gains in normal wages; he loses in real wages. The amount he receives becomes greater, its buying power less, and we are tempted to pursue the vicious circle which we followed in 1921, to our serious injury.

"A voluntary industrial society can sustain itself only by self-restraint. It must make its adjustments and undertake to preserve the balance generally between wages and commodities, or it suffers the serious and dangerous checks with which we have recently met. We are, therefore confronted with overwhelming evidence of a new eight-year period of slight labor re-enforcement by immigration. The most superficial thought should make it evident that we immediately require not to make the condition worse by prohibiting immigration, but to make it better by intelligently undertaking to secure a more flexible administration of the existing law, which would provide a shock-absorber permitting us to adapt ourselves to the translation from a too liberal policy of immigration to one of wise selection. (1) A decent consideration of the national interest therefore suggests that we should earnestly oppose the effort to enact at this time immigration prohibition under the guise of restrictions; (2) should provide for administrative flexibility in the present law which will permit the meeting of a demonstrated economic need, and (3) should begin at once working out a permanent constructive policy of selective immigration which will permit us not only to pick racially and by occupation but, so far as practicable, to determine admissibility before embarkation, and to accumulate, by co-operation between the states and the nation, reliable data upon immigration needs and opportunities which will permit the information to immigrants and give rational guidance to distribution.

"We ought to go even further: The United States should assume the obligation of instructing and preparing for naturalization the alien who truly desires to incorporate himself

into our society; but to this end, it should assert the right to register him during the period of his alienage, induct him into citizenship through appropriate ceremonial which emphasizes the privilege, and simplify the procedure of deportation so that the alien of pronounced criminal tendencies or the violent subverter of our institutions may be expelled from the country whose hospitality he betrays.

"As the taking of an undue proportion of the national income for the support of government through taxation threatens our substantial development, so the short-sighted effort to deny the adequate re-enforcement of our native labor supply threatens permanently to impress upon us a continually increasing cost of living that threatens our natural living standards and excites a continuing discontent in every form of society by denying to the average citizen the opportunity to participate fairly in abundant production, efficiently performed at reasonable cost."

The meeting adjourned after Judge Emery's address.

In the evening the visitors were entertained by the California Redwood Association and the California White and Sugar Pine Manufacturers' Association at an informal dinner at Tait's at the beach.

THURSDAY FORENOON SESSION

After the meeting had been called to order by President Blodgett Thursday morning, it was announced that the two associations having headquarters in San Francisco had planned trips through the lumber country for the directors and visiting lumbermen, to be taken upon the conclusion of the meeting. A trip was being arranged by the California White and Sugar Pine Manufacturers' Association, C. Stowell Smith, secretary, announced, that would take the lumbermen into the high Sierras to beautiful Lake Tahoe, with a side trip to the mills at Truckee. H. F. Hammatt, secretary-manager of the California Redwood Association, extended an invitation to the directors to make the "Redwood Trip" into the "Land of the Giants." The party would leave Thursday night for Scotia, where the next day would be spent in visiting the huge plant of the Pacific Lumber Co. Saturday the party would go to Fort Bragg to witness operations at the Union Lumber Co.'s plant and would be taken on an automobile trip along the Mendocino coast. The tour would be so scheduled that the entire delegation would be back in San Francisco Sunday morning. The majority of the visitors signed up for one or both trips.

President Blodgett announced that he was going to talk a little about the value of the association to its component members. He said in part:

"The question may be asked by some, 'What do we receive in return for the \$20 a million fee that we pay into the association annually?' In answer I should say that the return is made by the association through the services of its departments. They are the departments of publicity, engineering, retail dealers and builders, each of which is in charge of an expert with enough assistance to cover the field in a comprehensive manner. And yet with all this service and activity the association has only twenty-three employees.

"Now let us consider the duties and functions of these departments. It is the aim and endeavor of the publicity department to establish the lumber business in the public mind, to make known to the people that the industry is an intimate part of their daily lives, standing ready to serve them whenever the need arises. This is accomplished through the director of publicity whose business it is to act as an intermediary between the industry and the press and between the industry and the public. It is his duty to detect misstatements and to call the attention of publishers to them, and to place them on their guard in the future. At Washington he maintains a close contact with all the great news-gathering and distributing agencies of the country. Advertising is one of the concerns of this department. As yet there has been only small appropriations for direct advertising, but this agency may be used more extensively later on. One way is to stimulate the retailer to advertise. His advertising is likely to achieve more significant results since a name known locally offers a more tangible idea to a community than the general advertisement of an entire industry. The greatest amount of expenditure could be very profitably made for educational films and text-books; these are excellent advertising agencies. We also maintain a bureau for the promotion of building and loan associations. It is unnecessary to dwell upon the value of fostering these institutions.

"Our engineering department sees to it that we have representation in every technical organization using lumber. We are represented in the American Society of Mechanical Engineers; The American Society of Civil Engineers; The American Wood Preservers' Association; The National Fire Protection Association; The National Society of Building Officials; the National Federation of Construction Industries; The American Construction Council, and The Society of Automotive Engineers. These are only a few examples that suggest how wide our field of representation is.

"We maintain a close contact with the retail dealers throughout the country. Many have availed themselves of our correspondence course in an endeavor to make themselves

more valuable to themselves and to their communities. There are now nearly 5,000 subscribers to the course. Then there is a department that deals with building codes. By keeping in touch with city building officials it is possible to cultivate a friendly attitude on their part and to impress them with the fact that we are willing to co-operate with them. Many of them come to us for advice when a new code is to be drafted or when questions arise concerning revision of existing codes. We make recommendations to them and they decide how far these are to have place in their codes. In reflecting upon the work that the association is doing I am surprised at the influential standing that it now enjoys in the financial and business world. I feel that the credit for this is largely due to our very able secretary-manager, Dr. Compton, who is well supported by the directors."

The president then said that he desired to say something about the close connection between the welfare of the transportation business and that of the lumber industry, and the danger of further tampering by the federal government with the railroad systems of the country. He said in part:

"There are many political vagaries in the air today that threaten the prosperity and stability of business. The recent senatorial election in Minnesota is a case in point. All of these aberrations offer potential menaces to our industry and we must be on our guard against them. We must not forget that our material is the only national resource in open view and that Nature will reproduce it if interrupted. Unless we are vigilant it is likely to be taken from the capable hands of those who are familiar with its needs and special problems and entrusted to some incompetent member of Congress whose guiding motive is his own political star, or faith in some legislative panacea. For unfortunately there are increasing numbers of recruits to the school of political thought that believes in legislative fiat as a cure for all economic ills. Confronted with these tendencies in the political life of the nation, our industry stands in great need today of presenting a solid front toward all such efforts to undermine its stability. Happily, we are steadily building up our bulwarks. We don't maintain a lobby, and we don't need one. The credit for this is due mainly to Dr. Compton here, whose comprehensive knowledge of the basic facts of the industry, his recognized integrity, and his reputation as a student and economist, have done a great deal toward putting the industry in its present position. The lumber industry has grown to be the second largest industry in the world, and for its welfare the association has become a necessity.

LUMBER AND THE RAILROADS

"As you all know, the prosperity of the transportation systems of the country is intimately related to the welfare of all other industries. If we are to have an efficient and smooth-running transportation system it must be adequately financed. In the United States our railroads are suffering from lack of investors; there is need for making investments in the transportation fields as attractive as in other fields. Today the railroad earnings are not attractive enough to bring into the treasuries of the railroads the funds that are necessary to enable them to give us the service we need. No one is going to put much money into an industry if he feels that at any moment it is likely to be subject to agitation in Congress. No man of sense would invest in a new enterprise in an industry under those conditions. This has been true of the railroads, among which no new money has been put into new enterprises since 1915. Instead the railroads have been financed with borrowed money.

"The railroads could not be in a more deplorable situation than they are today. With one board in Washington and forty-six scattered throughout the states, they have little to say as to what they may charge in order to obtain sufficient funds to pay dividends. Nor can they say what they can pay in wages—that is settled by a board in Chicago. A more ridiculous situation could not exist.

"All legislation aimed at the railroads should be discouraged. Otherwise the transportation systems will fail us and we'll have government ownership, the gospel of which is now rampant in the land. It is true that the government made a fizzle of railroad management during the war; but as soon as some agitator with a large following arises in Congress and begins to descant upon the virtues of public ownership, the public will forget. Human memory is notoriously short. Already it is almost forgotten that La Follette was accused of sedition during the war. We must guard against this danger, therefore, and discourage all agitation aimed at government meddling with the transportation system of the country."

President Blodgett's speech was greeted with applause.

Dr. Compton then made a report of the finances of the organization. Present expenditures are \$175,000 annually, he said, from an authorized expenditure of \$200,000. Beginning Sept. 1, \$266,000 has been authorized, of which \$100,000 will be devoted to publicity and advertising. The chief source of revenue has been the dues: 1½ cents per thousand feet, to be increased to 2 cents beginning Sept. 1. This should bring in an annual revenue of \$70,000. On July 1 there was \$20,000 on hand for publicity. In October of this year newspaper advertising will be resumed, this form

of advertising having been suspended since May, 1922.

Dr. Compton's report was followed by the Publicity Director Allen who told in detail of the work being done by the publicity department to keep the lumber industry in the proper light before the American people.

PUBLICITY ACTIVITIES

"Publicity is not bunk," Mr. Allen said. It is the most important factor in business today. Rightly or wrongly it is the determining factor in the life or death of an organization. The importance of publicity is demonstrated by the fact that legal departments are being abandoned by many of our greatest concerns and the money formerly expended in the maintenance is being diverted to the upkeep of publicity departments. It is the policy of modern business to be frank and open and this policy must be carried out through the channels of advertising and the dissemination of information about the business. There is little lobbying being done today; results are being obtained instead through frank and open communication with the public through legitimate publicity. Publicity has taken on a new meaning today; it is the method by which business gets to the people.

"There was a time when publicity was associated only with actresses or notoriety seekers but today it has been elevated to a new plane, one that commands respect. For the most part the men who are in this work are responsible, trustworthy men of integrity. For it is recognized that in publicity work as well as in any other kind of activity, the essential thing is to be honest.

"Our publicity is based upon the ethical character of the business; there is no attempt to create a false impression before the public, nor do we attempt to conceal anything. Our efficiency is due largely to the interest and sympathetic support of Mr. Blodgett and Dr. Compton, while Junius Browne has been a ready worker and splendid counsellor. We have also been privileged in having the whole-souled co-operation of the retail trade, a quantity that is an important factor in bringing about the results we are seeking.

"The publicity work falls under two main headings: corrective activity and the distribution of information concerning the industry and happenings within it. The corrective activity, needless to say, is one highly essential to the maintenance of the good repute of the industry in the public eye. Unfortunately for truth and accuracy, the industry has never been well understood by newspaper and magazine writers. Naturally, a comprehensive knowledge of the industry and its problems could be obtained only after years of study and research, and practical work. Because of this ignorance many errors have crept into the columns of the press, not because of any particular hostility toward the industry, but simply by reason of an apathy and indifference that were born of lack of knowledge. It has been our endeavor to correct these errors. We have tried to detect them at the time of their occurrence and have taken them up with the publishers in an effort to fix responsibility and to preclude the possibility of their recurrence.

"Our publicity has been successful. Of this there can be little doubt. The public faith in the lumber industry is much greater than it was a few years ago and this faith is the result of our constant application. The high character of the men in the industry has been of great assistance in building up public confidence in the industry. We have had something worth while to give the people. The industry has also been making news. This is a matter of vital importance in gaining publicity, for it is difficult to get propaganda over the editorial desk if it has no news basis. But there has always been a sufficiency of news in the lumber industry; the difficulty has been in getting it out to the news-gathering agencies, who were themselves unequipped for collecting it.

"And we are giving the news to them. As President Blodgett has said, our news is received at par by all the great news-gathering agencies in Washington. We don't demand all the space; we ask for only a reasonable amount; and we don't send out alleged news when there is none. We find, and the press bureaus find, that the lumber industry has a great deal of genuine news.

"We have met with gratifying success in our work of checking up errors that have emanated from careless or indifferent publishers or publishers who were hostile to the lumber industry solely through ignorance of its true character. I might cite a few examples to illustrate how our work is done. For several months our publicity was attacked by a manager of a press association. He had ordered that the papers who were members of his association return unused the releases that we sent out from time to time. I went over and had a heart-to-heart talk with him. The result was that he saw things in a new light, realized that there was no real cause for his antagonism toward our industry, and the releases have not been returned since.

"Some time ago we received an unpleasant letter from a Detroit paper. I took the matter up with the paper but got no satisfaction. As I was in Washington I dropped over to my friend, Logan Payne, of the Washington "Times," an allied paper, and spoke to him about it. In a short time I received a communication in which the editor of the Detroit paper promised that his attitude would be

more friendly in the future.

"Our instructive and educational work covers a large field. By conducting a campaign of education among the press bureaus in Washington we have attained the point where the bureaus have assumed a friendly attitude and often call up to get our releases. The Associated Press has agreed to use our material and will use every week the bulletin of the National Lumber Manufacturers' Association. There are about 150 correspondents in Washington and we keep in close touch with them, giving them news items and educational articles as the circumstances warrant. An illustration of the working of our distribution will be afforded when the Senate forestry committee comes out here in September. Before the committee leaves the Capitol the Washington correspondents of San Francisco papers will have in their hands data on the trip.

"We also co-operate closely with the building code work, sending out information to officials as the need arises. There is a distinction between news and propaganda. We never go to an editor and try to get him to

Manufacturers' Association, made a brief talk upon recent scientific and engineering developments affecting the uses of lumber. He was followed by L. Kraemer, the association's building code expert, who spoke of the progress in building codes affecting lumber construction. He pointed out the necessity for watching for obscure clauses in building codes which were unfavorable to the lumber industry, citing the example of the town of Alhambra, Cal., in whose building code was the provision that "no stud, rafter, joist, girder, or beam shall be of redwood construction." The same code permitted redwood construction in mud-sills.

"In some places," he said, "the code eliminates all wood. In the Stockton (Cal.) code adopted in August, 1922, wood lath was eliminated in any building, through the provision that all studding must be covered with two-hour fireproof material. We frequently find hidden away in codes restrictions on the application of lumber in all building construction; then there are discriminatory ordinances against the use of wood, or stipulations concerning the use of other materials that reflect upon the use of lumber.

"We urge building code officials to consult

we must be constantly on the lookout for all attempts to prohibit or penalize the use of lumber."

Among the topics discussed briefly at the closing session of the meeting were "Methods of Conducting Statistical Exchanges by Lumber Manufacturers' Associations"; "Forestry Legislation; Select Senate Committee Hearings"; "Pending and Prospective Federal and State Legislation; Taxation, Transportation; Immigration"; "Developments in Federal Taxation"; "Activities, Progress, and Financial Support of the Constitution Anniversary Association"; "National Transportation Institute"; and "Activities of the Committee on Seasonal Operations in Construction."

MARKET CONDITIONS IN SEATTLE, WASH.

Seattle, Wash.—From our correspondent: "Regardless of light rail inquiries during the past two weeks and a somewhat pessimistic attitude in lumber circles, a large group of west coast mills issued a new price list shortly after August 1, carrying an advance of \$2 to \$5 for standard yard and shed sizes. Many wholesalers have pronounced the price list as wholly 'psy-

A REMARKABLE PICTURE, WITH ACCOMPANYING EXPLANATORY TEXT

The remarkable photograph, from which the engraving that is shown above, was made, shows a group of the directors and delegates who attended the semi-annual directors' meeting of the National Lumber Manufacturers' Association, held in San Francisco; and was taken at the Union Lumber Co.'s forest nursery, Fort Bragg, Cal. The visitors are standing in the transplant beds of that nursery, and a portion of the two beds in the foreground, contain redwood transplants; those beds within which the party are standing are planted with Douglas fir. The broadleaved hedge in left background, is a double row of sunflowers, planted to act as a wind-break. Reading left to right, and irrespective of rows, the party is as follows: Guy D. Buell, North Carolina Pine Association, Spring Hope, N. C.; Otis R. Johnson, vice-president Union Lumber Co., San Francisco, Cal.; R. F. Hammatt, secretary-manager California Redwood Association, San Francisco, Cal.; Mrs. Harry B. Clark, Chicago, Ill.; Virgil Davis, forester Union Lumber Co., Fort Bragg, Cal.; Edgar



P. Allen, publicity director National Lumber Manufacturers' Association, Washington, D. C.; Frederick C. Knapp, Peninsula Lumber Co., Portland, Oreg.; Mrs. E. P. Allen, Washington, D. C.; C. R. Johnson, president Union Lumber Co., San Francisco, Cal.; Everett G. Griggs, St. Paul & Tacoma Lumber Co., Tacoma, Wash.; John L. Kaul, Southern Pine Association, Birmingham, Ala.; F. Coleman, Birmingham, Ala.; Harry B. Clark, manager National Lumber Manufacturers' Inter-Insurance Exchange, Chicago, Ill.; H. P. Plummer, Union Lumber Co., and vice president California Redwood Association, San Francisco, Cal.; and R. B. Swales, Union Lumber Co., Fort Bragg, Cal. The photograph was furnished us by Secretary Hammatt of the California Redwood Association, and arrived on press day, furnishing one of those problems that only a Chicago printing office and a Chicago engraving shop can meet successfully.

take propaganda as news. If we want to publish propaganda we pay for it at regular advertising rates, and it does not appear as news."

The report of the publicity committee was adopted unanimously.

President Blodgett then appointed a resolutions committee. The committee was made up of John L. Kaul, Birmingham, Ala.; Southern Pine Association; A. C. Dixon, The Booth-Kelly Lumber Company, Eugene, Oreg.; Guy D. Buell, North Carolina Pine Association; Willis J. Walker, San Francisco, Red River Lumber Company; and H. B. Hewes, Jeanerette, La.; Southern Cypress Manufacturers' Association.

Following this the meeting was adjourned until after lunch.

engineers and technical experts for data on fire prevention. They are frequently told that for fire prevention the correct structure is more important than the materials used. Many of the ordinances that are so framed as to discriminate against the use of lumber are the result of the reluctance of engineers to come right out and say that wood shall not be used. In Kansas City, for example, an ordinance was passed recently providing that no building over a certain number of feet in area should be built of wood. This ordinance placed a 20 percent penalty upon lumber, based upon the size of the lot. In Omaha not long ago the use of wood construction was prohibited in all buildings over two stories in height. Here in California last year the shingle question was brought to the attention of the voters in the attempt to pass legislation that would require

chological,' declaring that the advance was premature. The action of the mills, however, was followed by a sharp pickup in the Atlantic inquiry for common. Some do not favor trying to force the market, as it is generally believed that there will be renewed selling movement before the end of the month.

"Influence of a possible car shortage is fast losing its effect on the market. Traffic departments of all rail lines running to the west declare there will be plenty of cars. Reasons given for this prediction are two: First, there will doubtlessly be a tendency among the farmers to hold their wheat; and second, the low grain prices will limit lumber purchases.

"British Columbia mills have caused slight embarrassment to operators in this district by

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