

MAINE STATE LEGISLATURE

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EIGHTY-THIRD LEGISLATURE

House Document

No. 142

House of Representatives, Feb. 11, 1927.

On motion of Mr. Piper of Jackman, tabled pending consideration and 500 copies ordered printed.

CLYDE R. CHAPMAN, Clerk.

STATE OF MAINE

IN THE YEAR OF OUR LORD ONE THOUSAND NINE
HUNDRED AND TWENTY-SEVEN

To the Honorable, the House of Representatives:

In accordance with the Order passed February 3rd relative to the Hardwood Association, I wish to submit the following:

THE MAINE HARDWOOD ASSOCIATION ITS ORIGIN

As a result of the Hardwood Conference called by Governor Brewster in Augusta on June 11, 1925, the Governor appointed a committee of seven, consisting of Alfred K. Ames, Machias, Forrest H. Colby, Bingham, Delmont Emerson, Island Falls, S. S. Lockyer, Portland, Haven Sawyer, Bangor, Clarence C. Stetson, Bangor, and Blaine S. Viles, Augusta, to consider what steps might be taken to further the development and increase the utilization of the hardwoods of Maine.

This Committee had two meetings—the first on June 25, 1925, at which the question of organization, program and plan of procedure of a Hardwood Association was discussed; the second on July 16, 1925, at which the Maine Hardwood Association was organized, through the adoption of a constitution. An Executive Committee, consisting of the same seven men as Governor Brewster's Hardwood Committee, was chosen and officers were elected as follows: Clarence C. Stetson, President, Blaine S. Viles, Vice President, Haven Sawyer, Secretary-Treasurer.

ITS AIMS

On July 31, 1925, the Executive Committee had its second meeting. In addition to further discussion on the program of the Association, plans were adopted for a membership drive, which was shortly conducted through the good offices of the Governor, the State Forest Commissioner, and the individual efforts of the members of the Executive Committee. The Governor sent to each timberland owner and hardwood manufacturer a letter urging cooperation through membership in the Association and enclosing a copy of the report of the President of the Association, dated August 15, 1925, which outlines the plan of procedure as then formulated. This report reads as follows:

- (a) A complete survey of the hardwood resources of the State, which survey shall show the location of these resources, together with the quantity, and quality thereof.

- (b) A complete list of the owners of these tracts with such information as is obtainable as to stumpage prices and terms of permits. In this connection your Committee is of the opinion that long term permits assuring a given supply at reasonable stumpage rates are essential in interesting new utilizers of hardwoods to come to the State.
- (c) A complete list of the present manufacturers of hardwoods, with detailed information as to their products. In this connection your Committee feels that it would be desirable to have each manufacturer furnish information as to what part of their raw material they are manufacturing profitably and what part of their raw material they would be willing to sell to other users of hardwoods. The thought of your Committee is that new manufacturers might be interested to utilize, what might be termed the surplus product of the present manufacturers.
- (d) Publication from time to time of data collected as to supply of raw material, ownership, permit prices and terms and such other data as is pertinent. Compilation of all data obtainable as to quantity, quality, and uses of hardwoods in other states.
- (e) Your Committee feels that this is important in order to determine how far at the present moment Maine hardwoods can be marketed.

The seventh meeting of the Executive Committee was held

on January 26, 1926. Reports were made at this meeting on the progress of the manufacturers' questionnaire. Plans were formulated for the following up of those who had not answered the questionnaire and a definite plan adopted for putting into effect in June, 1926, an advertising campaign of Maine hardwoods. This plan contemplated (1) the completion by the office of the State Forester of type maps of the forest areas of the State, which was started five years ago for use in forest insect control, (2) the installation in the same office of a hardwood expert, and (3) the preparation of a pamphlet on Maine hardwoods, same to consist of about fifty pages and to contain:

- (a) Key map of State showing general forest areas, transportation, and power facilities.
- (b) Ten or twelve sectional maps of the principal hardwood areas showing type.
- (c) Articles on:
 - (1) Technical qualities of our hardwoods,
 - (2) Labor,
 - (3) Power,
 - (4) Transportation.
- (d) Illustrations of hardwood stands, operations, and manufacturing in Maine.
- (e) Directory of manufacturers of hardwoods. This pamphlet to be used in connection with advertising campaign referred to above.

The Governor and Council were consulted by the President and their consent secured to the preparation of the maps by

the State Forest Commissioner. Assurances were also given by the Governor and Council that they would see to the financing of a hardwood expert for the State Forestry Service. Mr. Hunton, Industrial Agent of the Maine Central Railroad Company, and Mr. Hill, Industrial Agent of the Bangor and Aroostook Railroad Company, have agreed to cooperate in every way possible with such an expert. The proposed machinery and data should furnish adequate means for answering satisfactorily the inquiries resulting from the advertising.

ITS PROGRESS

The eighth meeting of the Executive Committee was held on April 8, 1926. Reports were made as follows on the progress of securing an expert and the collection of data and preparation of the articles for incorporation in the pamphlet:

- (1) Key map plotted as follows:
 - (a) General hardwood areas available to transportation,
 - (b) Transportation,
 - (c) Actual mill sites,
 - (d) Possible location of centralized plants. Expert negotiations are under way.
 - (e) Power sites (not yet plotted).
- (2) Sectional maps showing type. 300 out of 400 unorganized towns have been type-mapped.
- (3) Arrangements made for articles on
Botany—Professor Briscoe,

Labor—Edwin W. Hamlin,
Power—To be attended to,
Transportation—Messrs. Hill and Hunton.

(4) Manufacturers' Questionnaire,

Complete answers received from 200 out of a possible 250 odd plants.

The Hardwood Association is tremendously indebted for the splendid cooperation given by (1) the State Forest Commissioner and his assistants in handling routine matters and especially in the preparation of the type maps, for which they are entitled to all credit, and (2) the Messrs. Hill and Hunton, Industrial Agents of the Bangor and Aroostook and Maine Central Railroads respectively. The majority of land-owners have been most helpful in opening their offices and data to the State Forest Commissioner and the Hardwood Association in the preparation of the type maps. Finally, the Association should not forget the real assistance given to it by the Governor and Council, assistance which has made it possible to undertake and carry towards completion the very expensive work of compiling the data so far collected.

It is slow work and requires careful preparation to insure accuracy which is absolutely indispensable to success.

At the ninth meeting of the Executive Committee an Executive Secretary with experience in the manufacture and marketing of hardwoods was appointed with offices at Augusta and under pay and supervision of the Forest Commissioner, to start on August 1, 1926.

The first work of the new Secretary was to advise by letter all present hardwood manufacturers and larger timberland owners in the State that such a position had been created and that the office was to act as a clearing house for all manufacturers. As the work of the Association progressed throughout its first year it became more and more apparent that there was a step which preceded the bringing of outside manufacturing interests into the State, namely, bettering the business, knowledge, and methods of production of industries at present located within the State. There were a great many replies to this first letter as there have been to all later circular letters, showing that there was considerable interest in the movement and further that most of those who answered thought it would bring results. Considerable business has been turned over to these manufacturers since the office has been established.

The Association had previously started to compile a manufacturers' index. This work has been completed and linked up with the manufacturers' questionnaire mentioned above so that inquiries which come into this office can immediately be sent out to those who can produce the material covered by the inquiry. This list is probably not complete but certainly covered 90% of the hardwood manufacturers in the State and by volume of hardwood consumed better than 95%.

The results of the manufacturers' questionnaire show that the average annual consumption of Maine grown hardwoods, exclusive of poplar and wood cut for fuel, is approximately

one hundred and fifty thousand cords, ninety thousand of which is white and yellow birch.

To advertise Maine hardwoods the following are the outstanding features to date:

A large and attractive exhibit at the Eastern States Exposition which is annually attended by one hundred and fifty thousand people. Great interest was shown in this exhibit and many people were referred to Maine manufacturers. About seven thousand pamphlets were distributed at this exposition telling the public of Maine's hardwood opportunities.

At the American Legion Convention in Philadelphia more of these pamphlets were distributed, together with blue and gold clothespins (the Legion colors) stamped in gold "Made in Maine." Through this source these pamphlets have gone into every state in the Union and into many foreign countries.

During November at the National Grange meeting in Portland the hardwoods were again exhibited at the Exposition Building in Portland where it was viewed by some fifty thousand people of Maine and other states.

This office is now working toward the completion of the first bulletin, mentioned above, which will be off the press before March first. A copy of this bulletin will be placed on the desk of each Senator and Representative of the Eighty-third Legislature as soon as published. This bulletin will be put out simultaneously with an advertising campaign in many of the lumber trade journals and other publications particularly adapted to the particular products made in Maine.

Work on the establishing of industries in the State embraces:

- (1) The locating of a dowel and novelty industry at Flagstaff,
- (2) Assistance in the reopening of the chair and furniture industry at Burnham,
- (3) Aid in the sale of the abandoned plant of the American Thread Co. at Lakeview to an officer of the Atlas Plywood Co., who will start an industry there,
- (4) Helping the new concern at Canton to get established,
- (5) Work on the abandoned plant at Bingham which gives every assurance of having an industry by next summer,
- (6) Working with a lumber company of Peterborough, Ontario, in locating in Maine,
- (7) Assistance to a concern at Sherman in getting contracts on public buildings in the State over outside competition.
- (8) Many other ventures which are under way, but have not reached a point where they can be considered sufficiently certain to be specifically mentioned at the present time.

CONCLUSION

Results already obtained show that there is a vital need of such an association as now exists in the State and of an Executive Secretary connected with the Forestry Department to handle all correspondence, to meet all our Maine hardwood manufacturers, to form contact with out of the State consumers, to study out methods of manufacture and to compare these methods with other sections, to keep our manufacturers

advised of manufacturing needs and methods, through the publication of a monthly sheet or folder, and to do all the other innumerable things connected with such a position. This should be brought about and made possible through legislative action, as to date the expense of all this work as outlined has been borne by the Forest Commissioner. A number of years ago our recreational resources were largely potential, today they are a reality and becoming of greater value annually. This was brought about by the State advertising itself. By similar State advertising the hardwood resources of the State can be brought into their own.

NEIL L. VIOLETTE,

Forest Commissioner.