

MONTHLY NEWS BULLETIN
issued by the
DIVISION OF SIMPLIFIED PRACTICE
Department of Commerce
Washington

April 15, 1926.

SEEING OURSELVES "AS OTHERS SEE US"

No. 13.

Col. F. Vernon Willey, president, and Mr. Guy Locock, assistant director, of the Federated British Industries, recently made a report to their fellow industrialists on conditions in the United States, after an extensive tour of this country.

Three of their four main impressions, directly interesting the American manufacturer, distributor, consumer and workman, were as follows:

1. "The amazing prosperity of the United States, which shows every sign of continuing.
2. "The greatly increased efficiency of production, and the increasing competition which we must expect from the United States in world markets.
3. "The general belief that prices in the United States are not likely to rise in the near future.

These British leaders find that "there is a nationwide striving for efficiency and improved methods of utilizing plant and keeping it up to date"--a more rapid increase in the efficiency of production than in the number of wage earners employed. The latter condition is attributable in part, in their opinion, to the spread of general and technical education and in part to the high wages and high output of workers, and use of labor-saving devices.

"American industry", the report says, "is faced today with increased capital values and the necessity of earning a return on them", but "the producer has been unable to raise his prices because if he did so he could not sell his products". "The American employer believes in high wages, and he pays them, but he also believes in high output and he sees that he gets it", the report points out. And the growth of employee ownership as an evidence of cooperation between capital and labor "goes far to explain the amazing increase in the efficiency of American production."

Industrial organization was another matter for surprise, the report pointing out "that there is far more readiness in America than in Great Britain for the different firms in one industry to cooperate for their mutual good, and even to go so far as to pool a great deal of their technical and business experience," which, it is declared "has proved to be of the greatest value to American industry". "What particularly strikes one," says a later comment "is that the leaders of industry, finance and commerce are much more ready * * to take an active part in the work of these associations even at great personal sacrifice."

"Saving and Spending as Factors in Prosperity--with Special Reference to the Effect of Simplified Practice and the Elimination of Waste on the Standards of Living" has been chosen as the topic for a prize essay contest for which Alvan T. Simonds, president of the Simonds Saw and Steel Co., Fitchburg, Mass., is offering \$1500 in prizes. The contest is open to "Everybody, Everywhere" and closes December 31, 1926. Further particulars may be secured from the "Contest Editor", Simonds Saw & Steel Co., 470 Main St., Fitchburg, Mass.

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Since January 1 the British Engineering Standards Association has promulgated 12 new sets of standards. Belgium, Czechoslovakia and Finland have also made progress.

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The principles of Simplified Practice were presented to 50,000 retail druggists in a recent issue of "Red Cross Messenger", which pointed out the need for concentration on actively-sought goods.

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" * * We are heartily in accord with standardization and simplified practice in all lines * * We desire to go on record as lending you our moral support in any and all efforts you are putting forth in this direction" writes A. P. Lambert, Assistant State Purchasing Agent of New Jersey.

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The National Machine Tool Builders' Association, through its secretary, E. F. DuBrul, has circulated its membership for immediate action on the Simplified Practice Recommendation on Die Head Chasers. Early action by associations helps get the simplifications into effect.

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Supplementing action of the American Association of State Highway Officials, the American Railway Engineering Association has adopted a committee report calling for lumber cut and graded in accordance with American Lumber Standards.

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Out of 32 invoices received by one Detroit purchasing agent, 15 omitted date, 8 order number, 13 terms, and 17 the invoice number. Only 7 were of standard sizes, and but 12 allotted space for complete information. Sizes ranged from 5-1/2 by 8 to 9-1/2 by 13-3/4 inches. Printing firms are advising clients that they can supply the National Standard Invoice Form from stock, and are boosting the form by using stickers on correspondence. This form of support is reported from coast to coast.

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The University of Washington, in addition to using Simplified Practice material, for reference, is introducing the subject more and more into its curriculum.

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As the Bulletin goes to press, the Third International Conference on Standardization is meeting in New York. K. M. Hudson, Chief of the Division is to be speaker on April 22 at this conference.

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The National Tire Dealers Association members, in a recent mail canvass, have gone on record in favor of simplified tire sizes at an early date, says George J. Burger, secretary of the organization.

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The 9th annual convention of the Associated Industries of Oklahoma adopted a resolution: "We pledge our support to the Department of Commerce for carrying out its program of standardization, Simplified Practice, and the elimination of waste, as outlined under the direction of Secretary Herbert Hoover."

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The Division has been invited to become one of the sponsors for Management Week, and its Chief has been made secretary of the National Committee on Management Week. Simplified Practice is a big factor in better management.

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Australian states are facing a tremendous expense--more than 60,000,000 pounds sterling, to convert their rail lines into standard gauge. Expense of changing freight, loss of time and other factors have caused a continuous and tremendous loss through the use of three different gauges.

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"We feel that it is the duty of all users of such things to give active support to the very constructive effort you are making in the interest of Simplified Practice in so many directions" says the Chief Mechanical Engineer of the Erie Railroad, Mr. A. G. Trumbull in accepting the recommendations on die heads.

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The Irving Bank-Columbia Trust Co., has bought 300 copies of "Simplified Practice--What It Is and What It Offers" to distribute "among such of our customers as might benefit and at the same time help in pushing the good work along".

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Makers of steel sash and windows, after considering what might be done in simplification, have named a simplification committee.

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Hollow metal doors may be simplified as a result of meetings of manufacturers at the Division on March 30.

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While retaining all their reductions through Simplified Practice, the standing committee of the metal lath industry is making a study of possibilities of further revision and will report within the next few weeks.

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The standing committee of the paving brick industry, after a year's experience with four "recognized sizes", has retained these as the Simplified Practice list for another year.

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O. H. Cheney, vice president of the American Exchange-Pacific National Bank, believes that the time is not far off when membership in a trade association will be a factor in the banker's judgment of a business man's credit rating. Mr. Cheney says: "Trade association membership is a measure of character because it shows the member's ability to get along well with others. It is also a measure of the intelligence of the member's business methods. Such membership indicates that he is trying to eliminate competitive waste and to use cooperation as an economical promotion weapon."

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The California Manufacturers' Association, in addition to ordering a number of copies of 16 Simplified Practice Recommendations to broaden its information service, is furnishing speakers on Simplified Practice to a number of organization luncheons of various bodies. The Association's secretary, Fred Boegle, reports that the petroleum industry is making "remarkable savings through standardizing pipe sizes, petroleum equipment and other facilities used in the industry."

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The Purchasing Agents Association of Rochester, N. Y., recently adopted resolutions instructing Thomas Haugh, jr., chairman of the committee on specifications to inform the Department of Commerce that the membership of the Rochester association will utilize the information given in the National Directory of Commodity Specifications, and be guided by the Directory in their purchases wherever possible.

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"Practical Methods for the Elimination of Waste" will be the main topic for the 13th annual convention of the Society of Industrial Engineers, in Philadelphia, on June 16th to 18th.

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Adoption of standard paper sizes, from which 14 booklet and folder sizes could be cut without waste, brought a problem in the size of envelopes for booklets of simplified sizes. One paper company and an envelope company, by cooperating on the problem, have produced a portfolio showing standard sizes of mailing pieces and envelopes, which, when sent out to thousands of buyers, brought order from the chaos which had threatened, and resulted in a big influx of business in the simplified sizes. Much time in estimating and delivery has been saved.

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Sanguinetti y Dasso, Ltd., of Lima, Peru, has asked for copies of American Lumber Standards and other wood simplifications. This firm for 30 years has been a big importer, and has 70% of its woodworking machinery of American make. Sr. Miguel Dasso, of this company, states that he is planning expansion, and that standardization and simplification data will be of great assistance in planning for new equipment.

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"Standardization and simplification continue to be misunderstood by many who ought to know better" says the American Machinist. "Adopting standard sizes of grinding wheels does not mean that other sizes cannot be obtained when really needed. It simply means that makers and dealers will not carry in stock a large number of unnecessary sizes. * * "

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