

LUMBER SUBSTITUTES CAUSE DEPRESSION IN INDUSTRY, SAYS HAZEN

Lumbermen Told That Is Real Reason for Falling Off in Lumber Consumption.

SUBSTITUTES COST MORE

Despite Increase in Building Use of Other Materials Has Replaced Lumber, Says Millman.

(Continued From Page One.)

except in 1907. The per capita of wood consumption had decreased from 500 feet maximum per capita to 275 feet per capita, or about 25 per cent.

Building on the whole increased steadily from 1907 to 1912.

Twenty-seven billion feet board measure, or about 70 per cent of 38,000,000,000 feet, which was the total 1915 national lumber cut, went into general building.

In 1909, 50 per cent of all lumber products consisted of rough timbers. In 1912, only about 25 per cent of the national cut went into rough timbers. This crude product has been decreasing in demand, and the refined product has been increasing in demand.

Prices Rise Slightly. Lumber prices have risen slightly during the past 25 years.

It is estimated that in 1915 in uses where lumber had once been consumed there had been utilized in substitute materials the equivalent of 8,000,000,000 feet board measure, which was equal to 22 per cent of the total national lumber cut and 23.3 per cent of that portion of the cut which was used in general construction.

It is estimated that in 1915 the equivalent of 4,000,000,000 feet board measure was utilized in substitute materials in such uses as roofing, lath, posts, coopers, etc.

This, then, makes a total displacement of wood products other than fuel of 12,000,000,000 feet. There was 18,000,000,000 feet of consumption in wood fuel displaced in 1915 by coal and oil.

Heavy Billions Lost. Some of the 8,000,000,000 feet of lumber displacement was represented by products such as substitute packages, which were part wood or all wood, so that there was not an actual total loss to wood, if this is taken into consideration. However, the authority developing these figures states that this 8,000,000,000 substitution could be stated as 10,000,000,000 or even 11,000,000,000 and still represent less than actual loss to wood.

Seventy-five per cent of the loss to wood has gone to materials costing more than wood products.

Seventy per cent of the loss was in classes of use in which the same tendency promised to continue.

Loss Is Increasing. Sixty per cent of loss has occurred in the past 10 years and is increasing at the rate of 1,000,000,000 feet board measure per annum. The 8,000,000,000 feet of sawed lumber displacement is divided about as follows:

Four billion feet in building and construction.
One billion feet in fencing.
One billion feet in sidewalks, rail-



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—New York World.

road cars, vehicles, silos and wind mills.

One half billion feet in furniture, ships and miscellaneous.

One half billion feet in boxes. Sidewalk Loss Is Heavy.

Besides losing one billion of fencing, another two and one-half billion of posts has been displaced, making the fence consumption loss in that year three and one-half billion feet.

The sidewalk loss is 600,000,000 feet per year.

Only about one-half and footage used in the old style box car is now used in a freight car, when built of wood at all, and in 1914, with only a few thousand freight cars being built, there was a loss to wood of 260,000,000 feet.

Vehicle construction has accumulated largely to automobile manufacture, which has reduced the consumption of wood in that industry. The manufacture of horse drawn vehicles dropped from 1 1/2 million vehicles to 3/4 million vehicles in the past few years, while during the same period the number of automobiles increased 830 thousand in number.

Mr. Hazen was elected chairman and Mr. Hazen called upon R. H. Downman, president of the national association, for a resume of the program. Mr. Downman pointed out that while dealers in building materials have been exceedingly active in advertising their wares, the lumbermen have, because of petty rivalries and outthroat competition, failed to support any concerted selling movement, preferring to take their chance on their own account.

This lack of interest all along the

frantic zeal regardless of the price he gets simply to keep himself from being devoured by interest and the demand of the assessor. The result is a frightful waste of magnificent trees, as only that part immediately merchantable can be handled. The rest lies in the woods to rot or else is thrown into the burner.

"We profited enormously by the great San Francisco fire and by the earthquakes in Chile," said Major Griggs. "But is it necessary for us to hang on and wait for some calamity to keep us in business? Cooperation Is Solution."

"I say no. The answer is in intelligent cooperation for the marketing of lumber, so that at all times there shall be an even and normal distribution and a dependable price."

The conference was called to give the local lumbermen and loggers opportunity to learn of the work of the National Lumber Manufacturers' association and its proposed campaign for a world-wide exploitation of wood as a building material.

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line has retarded the development that the industry needs, has led to more waste in the northwest than the total cut of some of the next largest producing sections and has kept prices in such a fluctuating and 'undependable' state that the whole industry has been demoralized.

Mr. Downman asserted that in one mill at Houlston he saw more lumber wasted than the entire cut of any one of his own seven mills in the cypress country of the south.

Mr. Downman, after having traveled over the Columbia river highway, complimented the builders. He explained that the men most directly responsible for its construction had made their fortunes in the timber and lumber business and so it came to him as a pleasant surprise when he saw one fence along the highway built of wood.

Following Mr. Downman, Major Griggs was called upon. He said that concerted selling methods mean far more to the lumbermen of the north-west than any protective tariff. It is not so much that Canadian lumber may be produced for less but that the demand for wood be stimulated more than that counts.

Americans Own Canadian Stumpage. As a matter of fact, he declared, the Canadian lumber is produced, not by Canadians, but by Americans of the east who have made their investments there in the hope of making something.

The conference followed the luncheon of the members' council of the Chamber of Commerce, which was ad-

NO CONGRATULATORY TELEGRAM PREPARED, SO WILCOX ASSERTS

Republican Chairman Knows of No Such Statement as Reported in New York.

New York, Nov. 21.—(U. P.)—Chairman Willcox of the Republican national committee today declared no telegram congratulating the election of President Wilson or congratulating him had been prepared, so far as he knows.

Commenting on reports published in New York that Charles E. Hughes had really prepared a telegram of congratulation, Willcox said:

"I know of no such statement having been prepared. I saw the governor in New York and the situation is just where it has been. There is no change. We haven't said anything about the account because the official count is not yet completed and we certainly wouldn't have anything to say about anything else. I don't know what the result of the official count would be any more than you do, and it would be foolish of me to say anything about it."

dressed by several of the distinguished visitors from the east. The same thoughts were expressed there as at the conference.

COAST LUMBERMEN ARE URGED TO LOOK TO FOREIGN MARKETS

Captain Robert Dollar, looked upon by many as the dean of American shipping men, told upward of 300 men at the banquet in honor of the visiting lumber chiefs last night, that in foreign trade is to be found the safety valve of the lumber business on the coast. He was speaking before the Coastmaster F. C. Knapp, after other speakers had outlined in more or less gloomy words the present plight of the industry and what is necessary to retrieve the lost ground.

The captain declared that the question of foreign trade has interested the coast with great satisfaction.

"There are not ships enough to carry the traffic of the world," he said. "If we could get foreign trade revived, we could take off the surplus lumber and help the situation on this coast."

He declared shipping is the best asset to foreign trade, because the shipowner is the best 'drummer' for his home town. He said England's commercial supremacy on the seas was brought about by the great holdings of steamships at Liverpool, and noted the revival of shipbuilding on the Pacific coast with great satisfaction.

Captain Dollar charged that the United States is the only nation in the world today that is not cooperating with business for the expansion of foreign trade. He cited several instances of the refusal of passports to commercial representatives, and said as a document that, once the abnormally high freight rates have subsided, would eventually take the American flag from the Pacific. He said recently he attended a conference of Japanese business men at Osaka and was called upon to explain the seaman's act, because, he said, the Japanese thought their translation of the law must be faulty.

"As we read the bill in our translation, it actually makes come true our lifelong dream—absolute control of the Pacific," he quoted them as saying. "That's just what it does," he said but told them.

But of late the captain said the policy of the government is gradually changing. He said Secretary of Commerce Redfield, in attending a confer-

ence of business men at Washington, was so impressed with the earnestness of the conferees that he went to President Wilson and laid before him the facts that he had heard from the busi-

ness men. "Opposition on the part of the government to big business is now a thing of the past," he declared. "But until a year and a half ago it was contrary

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