

Some Aspects of Lumber Situation

Lumber production in the Philippine Islands still needs considerable organization. The Philippine Hardwood Export Association has done very credible work in the matter of grading and quality of shipments, and it has done considerable work in trying to obtain the reduction of freight in transportation. All lumber producers should be members of this organization.

There is a tremendous lot of work to be done in stabilizing prices by the sellers in the United States. When one considers the relation of freight costs and its percentage to selling price, this in itself is an item which should be worked upon. If comparison of the prices of today with the freight is made as compared with the prices during good times, freight no doubt will show a much greater percentage to actual selling prices.

Another field of endeavor which probably could be developed gradually and progressively would be a cooperative export selling organization. This will take time and education. But the hard times in the states have recently brought about a cooperative selling organization by 24 coast mills in Washington and Oregon. Col. W.

Arthur Fischer of the Bureau of Forestry discusses some of the problems facing the lumbermen of the Philippine Islands.

B. Greeley, Secretary-Manager of the West Coast Lumberman's Association, has been advocating this for a number of years. This has finally been consummated in a strong merchandising organization capable of progressive development of the market as well as handling current sales.

Furthermore, the question of local markets and their future development, the question of credits, the question of cooperative purchases, all these could be so handled as to reduce overhead and permit a margin of profit. A live interest must be developed among the lumbermen to see that sellers make no mistake in selling our lumber for uses for which it is not well fitted. The question of brokers, the question of statistics on the use of lumber throughout the world in which Philippine lumber could share, the question of sample shipments, the question of price comparison, and many other features suggest themselves for cooperative organization of this kind. One of the greatest features of an organization of this kind is the value of information made available to the industry as a whole which here in the Philippine Islands could be done more easily

than in other countries, so that errors and mistakes of individual lumbermen would give a basis for a new attack on any problem, which by studying and knowing would allow its progressive resolution.

The question of profit and its proper distribution should receive attention. In the past, a greater portion of the profit has been made by wholesalers in the United States. Experience should teach the lumbermen over a period of time that individual effort has not been and is of little avail. The burden of proof of Philippine lumber is always on the shoulders of the Philippine lumber producers and any mistakes made between production and final consumption, whether made by Philippine production or not, must be and will have to be assumed by the Philippines.



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**MANUFACTURERS and EXPORTERS OF
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