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## Stanley Horn to Jim, 21 September 1956

Stanley Fitzgerald Horn (1889-)

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# SOUTHERN LUMBERMAN

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September 21, 1956

Dr. James W. Silver  
Department of History  
University of Mississippi  
University, Mississippi

Dear Jim:

Thank you for your letter of September 18, enclosing your manuscript entitled "The Hardwood Producers Come of Age," which I have read with much interest. The manuscript is returned herewith.

The principal part of your manuscript, covering the vicissitudes of the hardwood operators in trying to achieve some form of effective organization, is generally accurate, although there are a few changes that might be made. An important correction that should be made is in the statement on page 4 of the manuscript that the National Hardwood Lumber Association graded from the best side while the Hardwood Manufacturers Association "continued the ancient practice of grading from the poor face." The opposite of this is true. Paragraph 5 of the "General Instructions" of the official grading rules of the National Hardwood Lumber Association states: "The grade shall be determined from the poor side of the piece except when otherwise specified."

Also, it is misleading to imply that the National Hardwood Lumber Association is a group of wholesalers, as opposed to the other group of manufacturers. Although it is true that many of the hardwood manufacturers felt for many years that the National Hardwood Lumber Association was dominated by the wholesaler interests, the fact is that the NHLA always included a number of manufacturers in its membership, and these manufacturers were represented on the board of directors. The antagonism between the NHLA and the hardwood manufacturers is a rather complex subject, difficult of brief explanation, but should not be oversimplified into a wholesaler-manufacturer enmity.

I think you have done a good job in indicating that the boom in the hardwood business in 1919-1920 was a result of natural economic forces and actually bore little relationship to the activities of the American Hardwood Manufacturers Association. I think that Judge Boyle was closer to the truth than he realized when he said: "If the case is lost, it will be the fault of the lawyers and not the fault of the law." The