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COMMERCIAL STANDARDS GROUP, BUREAU OF STANDARDS
(This includes: Division of Simplified Practice; Division of Specifications;
Commercial Standards Unit; American Marine Standards Committee.)

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1.

LOOKING UPSTREAM

Ray M. Hudson, Assistant Director, Commercial Standards

Progressive business men waste little, if any, time wondering where business has gone. Instead they are constantly studying where business is coming from. They look into conditions not only in the fields represented by their immediate customers, but also beyond them into the fields from which those customers derive their purchasing power.

To illustrate, a firm making electrical switches charts each month the figures for both residential and industrial building contracts, and thus anticipates the trend of demand for switches in each of these classes of buildings. Further study of conditions favorable to residential building in a community, or to plant construction in an industry, would indicate what construction to expect, as well as when and where it is most likely to occur. A manufacturer of abrasives studies the statistics on automobiles, machinery, furniture, also stone and glass goods to find the best markets for his products, and his findings in these fields influence his decisions relating to his own business. Recent machine tool purchases presage increasing activity in the automotive, railway, electrical, airplane, and other industries.
Numerous examples might be cited of current activities which foretell activities about to occur in other fields, but space won't permit. The point we stress is that it is not sufficient to base plans or execute policies solely on the conditions immediately before an industry. It is better to take the long-range view, — to look beyond the direct field of consumption of the product, into those fields from whence comes the business that strengthens or sustains the buying power of each industry in turn. Those who constantly "look upstream" to the prime sources of their business are in better position to plan and finance operations, procure materials, build up working forces, and conduct sales campaigns. They also can and do assist in stimulating sales for those industries whose increased activity stimulates business for the ones doing the assisting.

Analysis of a company's sales, line by line, shows the principal fields in which its product is consumed. Further analysis of the sources which produce the business those fields enjoy will point out the factors which the first company needs to watch. Whether or not to make further analysis depends on the directness with which the facts in these fields of advance activity bear on the business of the concern making the study. Nevertheless, this growing tendency to look into industries, one, two or three times removed from that in which the product is directly consumed is evidence of the broadening appreciation by business men that business, to be steady and continuous, must be studied and stimulated at its prime sources.

"Looking upstream" is the new "order of the day" among those companies seeking to maintain stability the year 'round.

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STATISTICAL AIDS TO BUSINESS. The Record Book of Business, supplement to the Survey of Current Business, issued by the Bureau of the Census is now available, in sections, from the Supt. of Documents, Government Printing Office, Washington, D. C. Part I, Textiles 10¢ per copy and Part II, Metals and Machinery (also 10¢) give detail facts furnishing a background from earlier years for comparison with current data. In this manner, figures for corresponding months of previous years can be located at a glance and studies can be made of the relative growth, activity, etc., of each industry — of seasonal fluctuations, and of influences of important past events. Data of this character will supplement the studies by those who are "looking upstream" with regard to their own future business. Burke, the eminent statesman, once said, "Facts are to the mind the same thing as food to the body. On the due digestion of facts depends the strength and wisdom of the one, just as vigor and health depend on the other. The wisest in council, the ablest in debate, the most agreeable in the commerce of life is that man who has assimilated to his understanding the greatest number of facts."

2. BEGINNING OF SIMPLIFICATION. The simplification of manufacture and the use of interchangeable parts in machinery had their beginnings in orders for army equipment. As early as 1798 an order was issued for 10,000 muskets which were to be made exactly alike. The art was well established by the time the War of 1812 made it necessary to buy large numbers of guns. One of these contracts read in part: "The component parts of pistols are to correspond so exactly that any limb or part of one pistol may be fitted to any other pistol of the 20,000."

3. RETAIL DRUGGISTS UNDERTAKE STOCK SIMPLIFICATION. After more than two years preliminary effort, the Druggists' Research Bureau, 51 Maiden Lane, New York, was organized by representatives of the National Association of Retail Druggists, wholesale and manufacturing members of the National Wholesale Druggists' Association, and the American Association of Colleges of Pharmacy. The object of the Bureau is to collect facts which may be of practical value to the retail druggists of the country.
More than 25,000 retail druggists, their assistants and other people engaged in or serving the drug trade have become members of the Druggists' Research Bureau. They have voted more than two to one that the first fact-finding study of the Druggists' Research Bureau should be a stock simplification census.

Even with the most careful management, there is scarcely a drug store in this country which does not accumulate dead stock. Quite naturally, this dead stock slows turnover and reduces profits. Anything which can be done, therefore, to remedy this situation in any degree is bound to increase profits. If the druggists of this country knew the individual profits, turnover and volume on every line and item of merchandise in their stores they would know soon enough what to do; concentrate attention and effort on those lines and items which are found to have the greatest sales and profit possibilities. Manufacturers and wholesalers benefit also because the most profitable accounts tend to become even more profitable.

While there are many extremely slow sellers which a druggist has to carry to accommodate professional and lay patrons, it is a decided advantage to know for sure what these items are, so as to keep investment and risks at a minimum and profits at a maximum. On the other hand, an accurate knowledge of what is selling and how fast it is selling may show deficiencies in a store's sales which, with proper effort, can be developed to fullest possibilities.

The first lines being investigated are in the toilet goods field. The nation-wide census is now under way. Preliminary results already have been tabulated and show many interesting and useful facts to all persons interested in the drug trade. Copies of the Bulletin containing these preliminary results may be obtained from E. L. Newcomb, Secretary of the Druggists' Research Bureau, 51 Maiden Lane, New York City.

4. COLORED BUSINESS MEN ANALYZE COMMERCE. Evidence of a keen business consciousness among colored business men is noted in the recent decision of a certain colored church of Norfolk, Va., to devote an hour pre-sermon discussion and a sermon to the conduct of business by colored men. The principal speaker advised each business man to investigate his business thoroughly to ascertain its progress. For that purpose he recommended systematic bookkeeping and periodical inventories upon which to determine profits, discover the turnover of each commodity, prevent overbuying, and eliminate "leaks."

5. HOSIERY EMPLOYERS AND EMPLOYEES COOPERATE TO ELIMINATE WASTE. An instance of employer-employee cooperation is noted in the offer of mill workers in Philadelphia to cooperate with manufacturers in a waste elimination campaign. According to the chairman of the Committee of Full-Fashioned Hosiery Manufacturers, "the employees and their organization officials are both capable and willing to deal with the conditions arising in the full-fashioned hosiery industry on a basis of actual facts, with a full determination to so regulate their requirements as to assure themselves of steady employment and provide their employers with a proper return on their investment." Wage schedules are being adjusted on the basis of time and effort involved, and standardized for general use. A mutual effort on the part of employers and employees will be made toward improvement of the quality and quantity of output. Hosiery manufacturers have found this group effort so successful that they have decided to try it in supplementary industries.
6. SIMPLIFICATION WORTH THE EFFORT. In discussing the value of simplification in Factory and Industrial Management (Feb. 1928) Walter C. Stuebing referred the experience of his own company for examples of benefits derived from the adoption of simplification. He said in part:

"Simplified standardized design eliminated need of big stocks. Large quantity production permitted such accuracy that unskilled help could assemble in 8 per cent of the time formerly required by high-priced help. Standard trucks could be assembled from stock parts and painted the day the order was received. Simplification produced big economies in production, it provided better quality of material and workmanship, quicker deliveries, lower administration and sales costs. Simplification has greatly enlarged the scope of our business. Had we gone ahead in the old haphazard way we should now be making an endless variety suitable for use in the specific industries for which designed. Instead, a more comprehensive line requires a far smaller variety of standard parts than the total of parts in the two old restricted lines."

7. RESEARCH ESSENTIAL. The Industrial Bulletin, Arthur D. Little, Inc. (March) remarks that industry in a competitive field which does not do real research work these days is going to find it increasingly difficult to maintain its business volume and to show a profit.

8. TOO MANY TIRE SIZES. The chemists are blocked in further efforts to improve tires, present conditions requiring them to devote their energies mainly to development of new sizes, writes A. F. Denham in Automotive Industries.

In his article Mr. Denham states that lack of simplification of tire sizes has again become the bane of the tire industry. During the two or three years preceding the advent of the balloon tire, reduction in pneumatic casing sizes made it possible for engineers and chemists of the rubber tire companies to concentrate on advancement in tire design and composition, resulting in tremendous increases in tire life and reduction in manufacturing costs. Since the general adoption of the balloon tires, however, automotive vehicle designers have called for new size after new size, until the present market is swamped.

Under these conditions, with new sizes being called for continuously, engineers and chemists of rubber companies are in a position where most of their energies have to be devoted to the design and production of these new sizes.

9. APPROVE TIRE SIMPLIFICATION. A tentative reduction in the number of automobile tire sizes from 24 to 16 was unanimously approved at the March meeting of the directors of the National Automobile Chamber of Commerce in New York City. The directors also adopted a suggestion that the Rubber Association of America and the Society of Automotive Engineers reach an early agreement on what the 16 proposed uniform sizes are to be.

10. INCREASED USE OF SIMPLIFIED INVOICE. The General Electric Company has just completed a survey of the invoices which are being received at the company's several works, and reports gratifying progress toward the general use of the simplified invoice form. Approximately nineteen per cent of all the invoices it received were on the simplified form. It is hoped that other acceptors of the standard will conduct similar surveys and that the results will be equally encouraging.
11. **ENVELOPE SIMPLIFICATION.** The rapidly increasing use of the simplified invoice and of the standard bank check has made it important to have available a window envelope satisfactory for mailing these classes of documents. Envelope manufacturers are now supplying two envelopes to be used in the mailing of the simplified invoice form, as well as the standardized checks. These envelopes are of the same size, 3-5/8 inches by 8-5/8 inches. The difference is in the size and location of the window.

One has a window 1-1/4 inch by 4 inches, located 5/8 inch from the left hand margin and 13/16 inch from the bottom, while the other has a window 1 inch by 5 inches, located 3/4 inch from the left-hand margin and 7/8 inch from the bottom. Either of these envelopes can be used for the simplified invoice form or the standardized check.

The Post Office Department will incorporate in its new schedule, effective January 1, 1929, a "No. 6" envelope, 3-5/8 inches by 8-5/8 inches, with a standard window 1-1/4 inch by 4 inches, located 5/8 inch from the left hand margin and 13/16 inch from the bottom.

12. **UTILIZE WASTE COTTON PRODUCTS.** An exhibit at the Tri-State Fair in Memphis, Tenn., evidenced a household industry for the utilization of waste cotton products. The exhibit demonstrated how salt bags can be converted into house-dresses and aprons, children's rompers, face and tea towels, laundry bags, bibs, dish rags, and shoe bags. Sugar bags were converted into over-draperies, pillow slips, quilt linings and personal apparel. Meal sacks were prepared for use as face towels, dish cloths, romper suits and napkins. Flour sacks were converted into towels, aprons, children's shirts and rompers. Cotton strings were used to make braiding and to sew together the closer weaves of waste cloth. They were also made into small pieces and used for mops, as were old stockings. Tow sacks or burlap bags were converted into carpets or scatter rugs, said to be both durable and pleasing in appearance.

13. **OFFICIAL STANDARDS OF QUALITY.** Government receipts issued on canned goods stored in licensed warehouses are, under present plans of the Department of Agriculture, to bear certification of the grade of such product. The use of established grades on warehouse receipts for canned goods, as provided in the United States Warehouse Act, is now pending the selection of official standards of quality.

14. **ANNUAL MEETING WOOD UTILIZATION COMMITTEE.** The annual meeting of the Committee on Wood Utilization of the Department of Commerce has been called for May 4-5, in the Commerce Building, Washington, D. C. This meeting will follow a lumber conference called by Secretary Hoover for May 3-4, so that representatives of the various branches of the lumber industry may gather simultaneously. Two half-days sessions will be devoted to a discussion of the wood utilization committee's program by the principal groups of producers, manufacturers, distributors, and consumers comprising the committee.

15. **TEST SHOWS VALUE OF END-MATCHED LUMBER.** In an experimental house construction project, a contractor in Washington, D. C., in cooperation with the National Committee on Wood Utilization of the Department of Commerce, and the Southern Pine Association End-Matched Bureau, the use of end-matched lumber was responsible for savings of 25 per cent in labor costs, 15 per cent in time of construction, and 11 per cent in material and nails. End-matching is an innovation in the economical use of soft-wood lumber, and is recommended by the National Committee on Wood Utilization for covering and other purposes in building and construction. A booklet explaining the economy and advantage of end-matched stock has
16. **FOUR NEW MEMBERS ON WOOD UTILIZATION COMMITTEE.** Four new members have been appointed to membership on the National Committee on Wood Utilization. The work of this committee is steadily expanding and new members are added to follow this growth. The object of the committee is to increase the utilization of timber because all authorities agree that commercial reforestation will not be practical unless more of the tree is put to use than is possible under present conditions. The new members are:


17. **GERMANY HAS 37 HAND TOOL SPECIFICATIONS.** Thirty-seven standard hand-tool specifications have been submitted to all German manufacturers of that class of equipment for approval, according to The DIN, Mitteilungen des deutschen Normenausschusse, which says that the manufacturers have until April, 1928, to accept the standards, or to suggest changes, after which date the specifications will be made official.

18. **AUSTRALIANS BELIEVE IN STANDARDS.** To remedy the chaotic condition arising from the lack of simplification, the Australian Commonwealth Engineering Standards Association was created in 1922. The procedure of the Association in promulgating a specification is to announce it for twelve months as a "tentative specification" after which it becomes permanent, subject to annual or periodic review and modification. Wherever possible, the Australian standards are based on the British Standard Specifications. In the United States the procedure differs from that of Australia in that the tentative period is not used but each simplified practice recommendation is subject to periodic review.

19. **WELSH COAL STANDARDS.** The standardization of sizes of steam coal is being considered by Welsh coal mine operators, according to information received by the Department of Commerce from the American Consul at Cardiff. The Monmouthshire and South Wales Coal Owners' Association recently decided to recommend to collieries the adoption of standard sized steam coals and the discarding of the present names "cobbles", "nests", "beans", "peas", "grains", etc., such alterations to be effective beginning April 2. The matter of standardization of sized coals has been under consideration for some time past by the Welsh coal owners and exporters and by the French importers of Welsh coal.

At the present time, according to this report, there is no uniform standard for the various sized coals, although the majority of collieries conform closely to the proposed standards. This agreement relates only to steam sized coals, the question of uniformity in anthracites being in the hands of Swansea exporters, who are understood to be considering the subject of standardization.

20. **NEW SERVICE FOR SMALL RETAILERS.** The Department of Commerce has created a new section of its Domestic Commerce Division to handle the business of the small retail establishments, which group constitutes 79 per cent of all retailers operating. The main purpose of the new section is to help these smaller merchants to help themselves.
The smaller business men's questions include a great variety of subjects relating to profitable operation of retail stores. Inquiries from the meat and grocery trades are especially numerous. It is also interesting to note that queries from small merchants or citizens planning to engage in business on a limited scale comprise a substantial percentage of the 13,000 letters which have been received by the Domestic Commerce Division.

21. PLUMBERS TO HOLD INSTITUTE. The Carnegie Institute of Technology will hold its Fourth Annual Three-day Institute March 21-22-23, 1928, at Pittsburgh. The Institute for the Plumbing, Heating and Ventilating industries will be held by the Plumbing, Heating and Ventilating Department under the auspices of the institution's Department of Industrial Relations.

22. ECONOMIC CHANGES IN UNITED STATES STUDIED. The Committee on Recent Economic Changes recently met in New York City, to perfect plans for the study of economic currents in the United States. According to the chairman of the committee, this study will take the form of an inquiry into such questions as shifts in employment, changes in methods of production in industry and agriculture, and in distribution, shifts in relative price levels and profits, movements in the business cycle, shifts in standards of living, foreign trade and foreign credits, and other allied subjects which bear upon an understanding of the major business currents and the general business situation of the country.

23. PORT CHESTER ADOPTS BUILDING CODE. The recently completed Building Code of Port Chester, N. Y., follows the arrangement recommended by the Building Code Committee of the Department of Commerce for use in the case of small communities.

Employing this arrangement avoids omission or duplication of items and the requirements are presented in a manner which represents the mature opinion of experts on the subject. Uniform methods of presenting requirements are generally admitted to save architects and contractors much time and energy. The arrangement recommended by the Committee is contained in the publication, "Recommended Practice for Arrangement of Building Codes", which may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 10 cents per copy.

24. U. S. MASTER SPECIFICATIONS. The Federal Specifications Board has promulgated the following specifications as United States Government Master Specifications:

F.S.B.
126a - Iron, pig, foundry, revision.
378a - Iron, malleable, castings, revision.
444A - Integral waterproofing material, revision.
548 - Bolts, nuts and machine screws
550 - Steel, staybolt, boiler
549 - Steel plates, marine boiler
551 - Laundry appliances

Copies of the above may be obtained upon request, from the Federal Specifications Board, Bureau of Standards, Washington, D. C.

25 DISTRIBUTION COST STUDY. The Bureau of Foreign and Domestic Commerce, through its Domestic Commerce Division, is conducting a study of distribution costs. One study, "Analyzing Wholesale Hardware Distribution Costs", has been released. Two others, one on distribution costs in a retail field, and another in the wholesale grocery field have been completed and are now being prepared for general release.
26. ACTIVITIES OF COMMERCIAL STANDARDS GROUP

DIVISION OF SIMPLIFIED PRACTICE

SIDEWALK LIGHTS - The Standing Committee on Sidewalk, Floor and Roof Lights has reaffirmed Simplified Practice Recommendation No. 49, for another year, commencing March 1, 1928. A survey of the operations of the industry during 1927 showed an excellent degree of adherence, amounting to 94 per cent.

PAVING BRICKS - The Standing Committee on Vitrified Paving Brick has reaffirmed Simplified Practice Recommendation No. 1, for another year. A survey of the industry to ascertain the degree of adherence to this recommendation showed an average degree of 93 per cent.

SOLID SECTION STEEL WINDOWS - The "Blue Book" on Solid Section Steel Windows, Simplified Practice Recommendation No. 72, has been received from the Government Printing Office. This recommendation, which became effective on September 1, 1927, reduced the varieties from 42,877 to 2,244. Copies of the printed recommendation may be purchased from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 20 cents per copy.

BANK CHECK - The Standing Committee for Bank Checks met last month in New York City and discussed with representatives of mechanical payroll equipment manufacturers, the adjustment of this type of equipment to handle the simplified checks. It was brought out in this conference that this type of equipment could be made adaptable to the requirements for the standardized check form, and would be of considerable benefit to payroll equipment manufacturers, as it would avoid the necessity for a diversity of types of equipment.

FIRE ENGİNES - Simplification committee has drafted tentative recommendation for reduction of variety of pumping capacities for presentation to industry, after consultation with the National Board of Fire Underwriters.

HACK SAW BLADES - Invitations and agenda sent out during March for general conference in Washington, April 12th.

ICE CAKE SIZES - Survey of demand has been tabulated and Simplified Practice Committee has sent tentative recommendation to all ice industries for consideration, and approval. Report on same expected on April 15th, after which definite recommendation will be drafted for submission to the entire industry at a general conference.

CARTRIDGE FUSES - Simplification program now in hands of Fuse Section of National Electrical Manufacturers Association Committee, and report is expected to be presented to meeting in June.

LOADING PLATFORMS - Manufacturers of this commodity have requested the Division of Simplified Practice to cooperate in organizing a general program of reduction in variety of dimensions. Platforms, or "skids", for handling various materials, have been used for many years by large industrial firms in and around their own plants, but within a relatively brief period certain industries have accomplished enormous savings, particularly in cost of loading and unloading freight shipments, by shipping goods from plant to plant on platforms. A few railroad companies have also developed this method for handling stores and supplies between stores points
on their own lines. The practice of shipping goods in this way is rapidly growing hence the need for nationally accepted standards of dimensions is becoming recognized by railroads, shippers and manufacturers of platforms and lift trucks. Hundreds of different commodities may be loaded and shipped on platforms, with resulting economy in cost of packing and handling, and in many cases more advantageous loading in cars. Platforms are already being used to carry sacked goods such as sugar, cement, flour, etc., also for hundreds of manufactured products ranging from flat paper stock to automobile parts. One large company has saved 77 per cent in cost of packing material and 93 per cent in cost of loading and unloading, by shipping its product on platforms from one plant to another.

Simplification of loading platform dimensions will involve simplification of hand and electric lift trucks as well. It will in many cases be found profitable to simplify certain kinds of industrial trucks and trailers, crane and hoist equipment, and various other material handling devices, in order to secure the maximum economies possible through a universally recognized system of standards.

Elimination of Waste in handling materials is of particular importance in that it reduces an item of cost without in any way affecting value, utility, or marketability. This thought was expressed briefly and with striking clarity and forcefulness by a railway official who recently summed it up somewhat as follows: "Time and money spent for handling materials increase cost, but add nothing to value."

The Material Handling Division of the American Society Mechanical Engineers is planning to discuss this simplification at its annual meeting to be held in Philadelphia on April 23-24, 1928. According to the tentative schedule there will be three papers presented. One will be by a representative of the Division of Simplified Practice covering the general situation; another from the manufacturers point of view; and a third from the viewpoint of the shippers and the railroads.

PAPER TAGS — Questionnaires on the variety of tag sizes and kinds of stock used for making tags have been completed by manufacturers and returned to the Division. A combined report is in preparation, which will serve as the basis for a simplified schedule of tags of this kind.

GAUZE STANDARDS — The proposal for gauze standards is in the hands of the Standards Committee for changes. When finally approved by manufacturers of gauze, a general conference will be organized to secure the adoption of the program. These standards will supplement Simplified Practice Recommendation No. 86, Surgical Gauze, recently approved at a general conference and now in the acceptance stage.

PYROXYLIN COATED FABRICS — A preliminary meeting of manufacturers of Pyroxylin Coated Fabrics was held in New York on February 28 to consider a proposed simplification program for fabrics of this kind. The program is in the hands of the simplified practice committee for completion in accordance with suggestions made at this meeting, and when drafted in final form will be used as the basis for developing a recommendation for fabrics of this kind.

PENCILS — The simplified schedule for lead pencils which has been in process of development for some time will be considered in general conference at West Baden, Indiana, April 30 — May 4, at the time of the Wholesale Stationers' Convention.
SURVEYING INSTRUMENT - TRIPOD THREAD - The proposal for the simplification of Tripod Thread for Surveying Instruments has been referred back to the simplified practice committee until such time as there is sufficient indication of support on the part of manufacturers to insure the success of the program.

COMMERCIAL STANDARDS UNIT

STODDARD SOLVENT - After several months of intensive study and laboratory experiment, the Standing Committee on Stoddard Solvent has reached a unanimous agreement that the amount of unsaturated hydrocarbons permitted in Stoddard Solvent should be limited to 5 per cent. to be determined in accordance with a specific method of test. A sketch of the modified Babcock bottle has been prepared and the specification revised accordingly. It is planned to distribute this proposed commercial standard to all interested producers, distributors and consumers for final acceptance, within the next few weeks.

PORCELAIN PLUMBING FIXTURES - The Advisory Committee on Porcelain Plumbing Fixtures has completed its study of dimensional standards and limitation of variety for staple porcelain (all-clay) plumbing fixtures. The resulting recommendation indicates a variety of 87 items to be retained as staple as compared to the present total variety of 622. Dimensional standards are recommended for each of the 87 varieties and will be included in the agenda to be circulated with invitation to producers, distributors, and consumers to attend a general conference at 10:00 A.M. Tuesday, May 22, 1928, in room 704 Commerce Building, Washington, D. C. All those interested in porcelain plumbing fixtures are invited to attend.

CLINICAL THERMOMETERS - A general conference of producers, distributors and users of clinical thermometers approved a commercial standard which established the minimum requirements in the manufacture of thermometers of this character. The new production will begin October 1, 1928. One year, March 30, 1929, will be allowed for the clearance of existing manufacturer's stocks.

AMERICAN MARINE STANDARDS COMMITTEE

The following proposed standards were submitted to the membership for critical comment:

- Deck Scuppers and Drains
- End Fittings for Tubular Steel Cargo Booms

Consideration was given to a proposed standard specification for life-boat disengaging apparatus.

Proposed revisions of the Constitution and General Rules governing the Committee have been outlined and are receiving consideration.

Final drafts of revised standards of rigging screws have been prepared and submitted to the Technical Committee on "Hull Details".

The drawings of proposed standard scupper valve have been completed.

Proposed standard specification with sketches of glassware for ship equipment has been outlined.

Final draft of specifications for insulation of piping and machinery has been completed.

Final drafts of specifications for several types of hose have been completed. Organization of subject committee to study the possibility of standardizing watertight receptacles for use on shipboard is about completed.