

NEWS OF THE SECTIONS

PLANS FOR THE YEAR—FALL PROGRAMS

THE New York Southern Tier Section started its 1923-24 activities with a joint meeting with the Industrial Relations Association, Elmira District, at Elmira, September 12. The Managing Director of the Society spoke on "Industrial Tendencies and the Management Problem."

The next five meetings will be given up to round-table discussion of these topics: 1. Standards; 2. General Accounting as Related to Production Control; 3. Cost Accounting as Related to Production Control; 4. Overhead Distribution; 5. Production and Stores Control Boards.

The Central New York Section held no business meetings during the months of July and August, but in July had an outing, followed by a dinner at Three Rivers, New York, in conjunction with the Central New York Purchasing Agents' Association.

The first regular business meeting was held September 31 at Utica, New York. The session opened with an informal luncheon at the Utica Country Club, and the afternoon was spent in visiting various industrial plants in Utica, including Bossert Corporation (Metal Stampings), Divine Bros. (Buffing Wheels), Foster Bros. (Metal Beds and Springs), International Heater (Stoves and Heaters), Mutual Box Board Co. (Card board), Savage Arms Corporation (Arms and Washing Machines), Utica Cutlery Co. (Knives), Utica Duxbak Corporation (Trousers and Hunting Clothes), Utica Knitting Co. (Knit Underwear), and West End Brewing Co. (Soft Drinks). At about five o'clock in the afternoon the Section and guests met at the plant of the Foamite-Childs Corporation where outdoor and indoor demonstrations of the effectiveness of Foamite were given. After the demonstrations, the Foamite-Childs Plant was inspected, followed by an informal dinner in the plant cafeteria. The company orchestra furnished entertaining music and accompaniment for the singing in which the Section and its guests indulged.

Following the dinner and a very brief business meeting, Dr. H. S. Person, Managing Director of the Society, gave an address on Industrial Tendencies and the Management Problem.

The next meeting of the Section will be held in Syracuse, probably at the Chamber of Commerce rooms, on Friday, October 26th, and will be preceded as usual by an informal dinner at 6:30. Inasmuch as this meeting will be the annual meeting for the election of officers

and transaction of general business, no paper will be presented, but there will be informal round table discussion of topics of interest.

It is planned to hold meetings each month during the winter at Syracuse, probably the last Friday of each month. Among the subjects scheduled for discussion are a case presentation of continuous employment resulting from balanced production and sales, and a case presentation of sales engineering and sales planning.

It is also planned to extend the service of the Section through a question department which will encourage members to present their problems in writing, while the solution will be given, if a solution is found, at a regular meeting. If beyond the scope of the local section the questions will be referred to the parent society.

The Cleveland Section will open its winter season during Management Week with meetings Wednesday, Thursday and Friday, October 24, 25, and 26. On Wednesday Colonel E. C. Peck will read a paper on "Standardization in its Relation to Management." The next two days the participating sections join with the Society of Automotive Engineers who are holding their annual convention in Cleveland and are making a Management Week function of it.

The program for the balance of the winter is being prepared and will consist of definitely assigned topics for definite days monthly throughout the winter.

Over sixty members and guests attended the luncheon meeting of the New York Section at Cafe Boulevard October 4. The paper presented by Mr. W. H. Leffingwell is printed in full in this Bulletin.

A committee consisting of C. L. Pearson, Chairman; F. E. Goltra, H. Ortman, D. J. Walsh, John Williams and Ruth Reticker was appointed to draw up a program for the year.

The Chicago Section is planning to continue this fall its systematic study of cases illustrating management principles. Early in 1923 this section undertook a study of investigation and analysis, and followed this by a study of examples of standardization. This fall's program now being organized by the Program Committee, Hugo Diemer, chairman, will center about the subject of Control, beginning with Materials Control.

This month the section is concentrating on Management week activities, including a meeting of the co-operating organizations Monday night, October 22, at the Western Society of Engineers, on the general topic

"Mechanical Methods of Increasing Man Power;" a special meeting Wednesday at the Association of Commerce; and a meeting Thursday evening at which a representative of each of the participating societies will speak on the general subject of "Non-mechanical Methods of Developing Man Power."

THE NEXT MEETING

THE Society plans to experiment with a change in date of the first meeting of the year by holding it in January instead of in November or December. There are several reasons for the experimental change; one is the nature of the program being organized, but several impelling ones relate to conflicts or near-conflicts with other meetings which are of interest to many members. The time was when the Taylor Society meeting could be held the same week as the A. S. M. E. meeting, thereby making practicable one trip to New York for the two meetings. Now that the A. S. M. E. meeting occupies all of one week (the first week in December) such a juxtaposition is impossible, and trips in two successive weeks are impossible. Later in December is impracticable, the last week in November is Thanksgiving week, and an earlier week in November is difficult for this year at least. So look for an announcement soon of the program of the January meeting.

MEMBERSHIP CAMPAIGN

A CONTINUING AFFAIR—RESULTS TO DATE—THE SMALLER DISTRICTS IN THE LEAD—CLEVELAND LEADS METROPOLITAN DISTRICTS.

OF a society like the Taylor Society, a membership campaign must be a continuing affair. The Society attempts to offer only a substantial commodity; it addresses itself to the executive mind; it does not appeal to the emotions. Its prospect is the hard-headed, thinking executive. Therefore it cannot utilize the method of jaz and hip-hip-hurray. It must build up its clientele by the deliberate and patient method of the bond salesman; not by the method of the patent medicine vendor.

The membership campaign inaugurated last winter had not got fairly started when it had to be suspended for the summer months. Some districts were slower than others in organizing; other districts which effected an early organization met severe weather conditions; in general, conditions made the work of last winter preparatory rather than productive of results. The following table therefore should not be taken too seriously; it represents an accounting for the early stage of the cam-

aign. It does not give the total membership increase during the campaign period; only that reported as the result of organized effort:

| District | No. of New Members | Percent of Quota |
|----------------------------------|--------------------|------------------|
| 5 Mass.—Framingham | 12 | 15.0 |
| K4 Mich.—Muskegon | 2 | 100. |
| E4 N. Y.—Upper Hudson Valley | 2 | 100. |
| E3 N. Y.—Southern Tier Counties | 14 | 93.3 |
| N2 Mo.—Kansas City | 2 | 66.6 |
| 2 N. H.—Upper Connecticut Valley | 2 | 50. |
| E2 N. Y.—Mohawk Valley | 1 | 50. |
| P1 Wash.—Seattle | 1 | 50. |
| 10 R. I. | 8 | 40. |
| 26 Ohio—Cleveland | 43 | 34.4 |
| C6 Mass.—Pittsfield | 1 | 33.3 |
| 25 D. of C. | 4 | 26.6 |
| J1 Ind.—Indianapolis | 1 | 25. |
| 6 Mass.—Norwood Section | 2 | 22. |
| 7 Mass.—Worcester | 2 | 22. |
| R1 Cal. | 1 | 20. |
| 27 Mich.—Detroit | 1 | 20. |
| 16 N. Y.—North Central | 6 | 20. |
| 17 N. Y.—Rochester | 6 | 20. |
| 23 Penn.—Pittsburgh | 2 | 20. |
| 24 Md. | 2 | 16.6 |
| 4 Mass.—Boston | 13 | 13. |
| 14 N. Y.—New York City | 8 | 7. |
| 20 Penn.—Philadelphia | 2 | 6. |
| 28 Ill.—Chicago | 1 | 1.6 |
| 18 N. Y.—Buffalo, Niagara Falls | 1 | 1.25 |
| D1 Conn.—Norwalk | 0 | 0. |
| U1 Ga.—Atlanta | 0 | 0. |
| L1 Ill.—Kewanee | 0 | 0. |
| 1 Me. | 0 | 0. |
| 9 Mass.—Conn. Valley | 0 | 0. |
| C3 Mass.—Orange | 0 | 0. |
| K1 Mich.—Ann Arbor | 0 | 0. |
| A1 N. H.—Lower Conn. Valley | 0 | 0. |
| 11 Ohio—Akron | 0 | 0. |
| 15 Ohio—Zanesville | 0 | 0. |
| 21 Penn.—Reading | 0 | 0. |
| 22 Penn.—Williamsport | 0 | 0. |
| T1 S. C.—Camden | 0 | 0. |
| B1 Vermont | 0 | 0. |

The first interesting fact disclosed by this table is the prompt and effective campaigning in some of the smaller districts. Those at the top of the list doubled their membership or did even better. The second interesting disclosure is the showing of Cleveland among the metropolitan districts, notwithstanding the fact that Cleveland had hardly got started by the end of the spring season and expects to do its effective work this fall and winter. Cleveland spent much time in organization and preparation, and the value of organization and preparation is evidenced by the striking immediate results. Cleveland's organization is that of a central committee and a district committee for each of a number of districts into which the city is divided. The preparation consisted, first, of meetings in which local district members were completely informed concerning the objects and services of the Society; and, second, of the preparation of a special portfolio for local use. The portfolio,