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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 4, 1950

I am enclosing a clipping from The Dallas News which Newman showed me when I had dinner with him and Gertrude in Quogue last Wednesday. This is very interesting, and I hope that it portends some development in an area in which we have land. I would like to know more about it if you have any additional information and particularly would I like to know how much, if any, acreage we have near by.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. D. G. McNair
Mr. Arthur Temple, Jr. ✓

From Arthur Temple

Date September 4, 1950

We have been billed by The Business Outlook (Report for The Business Executive) for a renewal of our subscription for one year through October 1951. The statement includes additional subscriptions for each of you at $15.00 per year, which is a reduction of $10.00 from the regular subscription rate, but before paying this bill and renewing your subscriptions I would like to know whether each of you would like to continue to get this weekly publication. Personally, I think it is good and well worth the money.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. ✓
Mr. D. G. McNair

From Arthur Temple

Date September 5, 1950

Since writing you yesterday about the weekly publication The Business Outlook (Report for The Business Executive), I have wondered if the United States News and World Report, to which I subscribe and which I am quite sure McNair gets, does not give substantially all of the information that these weekly reports give, though perhaps not so complete but in a more condensed form. It may be that you prefer to get the information out of the weekly magazine, and if so, I will not renew your subscriptions to the reports. I am almost inclined to reverse my position and cancel my own subscription to the reports and depend entirely upon the U. S. News and World Report.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. September 6, 1950

Dear Dad:

I am not interested in getting the BUSINESS OUTLOOK. I think Kiplinger is ample for a news service of this sort.

Our showing for the month far exceeded my original expectation. You will notice on the cost sheet that we have kept the mill repairs out of our cost statement. As you probably realize, some of the work that we are doing in mill #1 can be charged into expense and other work must be capitalized. In general, the part that is shown as repairs will be charged off to expense and represents work done in wrecking the decayed and worn material. Generally speaking, the timbers and equipment replaced will be capitalized. Rain has prevented us from making as good a showing on Project 1 recently as we should have, but in general, all we lack is a little roofing on the cooling shed, a good bit of paving near the takedown and one more section of the takedown. We also will put in a cross-over or green chain from the mill 2 to the new edge sorter. This is under construction, but will not be finished in the near future because we are not pushing it.

I think you are going to be well pleased with this job when it is completed. We are all very enthusiastic about it at this point and think that most of the bugs have been ironed out at this time.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date September 5, 1950

I am enclosing a clipping which I received this morning from Temple. This was clipped from the Memphis Commercial Appeal and apparently was seen by Temple when he was in Memphis on his way to Atlanta to attend the Government letting today and tomorrow. Incidentally, Temple expects to be back here Thursday afternoon.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 5, 1950

I am enclosing a clipping from The Dallas News of Tuesday, August 29th, which I received from Newman this morning. This follows the clipping which I mailed you yesterday and confirms the production of the well in Anderson County east of Slocum.

This looks favorable for us though I am not sure of just how much acreage we have in the area and whether or not what we have is leased. I would like some further information on this, and if you do not write me before I see you at the end of the week, wish that you would please make a note to tell me more about it then.

P.S. After looking at a map, I can see that we have lots of acreage close by, as in the general area

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 6, 1950

Dictated 9/5/50

Although I propose to discuss our compensation insurance with you when I am with you for next week-end, I think that it might be well for me to set down here some thoughts which have occurred to me since reading your letter of August 25th and the letter from Joe Anderson of Angelina Casualty Company dated August 25th to you.

While you state in your letter that Angelina Casualty Company would charge us 21.7% for handling our compensation insurance, Mr. Anderson's letter, which I am returning for your ready reference and for your file, gives his proposal as 25%. I am not sure whether Texas Employers is charging us in the neighborhood of 21% or 18.5% as stated in your letter. I am inclined to think it is the higher figure.

Under Item I in Mr. Anderson's letter he states that our personnel man would be relieved of all claim work except for the few contacts we would want to keep anyway. I have felt that better settlements could be made by one of our own men than by a representative of an insurance company, and if I am not mistaken, this claim of Mr. Anderson can be discounted considerably. Furthermore, this claim under Item I in his letter is hardly consistent with Item 4 pertaining to local handling.

The interest on the guaranteed cost discount, stated by Mr. Anderson as $17,000, could hardly be figured at 4%. We are getting only 1.25% on our Government bonds, which I think is a fairer basis to figure. On $17,000 1.25% is only $212.50.

I think the one advantage Angelina Casualty Company can justly claim is the use of federal court for trial of cases arising out of injury to our employees. I have asked J. J. Collins for his opinion of this, but if I am not mistaken when I took this up with him a year or two ago, he was inclined to discount any such advantage.

Mr. Anderson's Item 4, local handling, has already been touched upon. Certainly, we have local handling of our cases at the present time, and if this is such an advantage as he claims, then I think it would follow that the closer the adjuster is to the claimant, the greater the advantage would be. At the present time we settle our cases where they can be settled, and I am inclined to think that a better job can be done by one who does not have to spread his efforts over a considerable number of businesses but can concentrate on a comparative few, as would be embraced in the Temple group.

As I have said to you, I am not wedded to Texas Employers Insurance Association. I do think that we have fared well since we have been with them some eighteen years. I know that during that time we have saved many, many thousands of dollars, which we had no chance of saving previously when our insurance was carried by U. S. F. and G. Company. Generally speaking, I know the Texas Employers' staff

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to be very high-class men, and while you did express an unfavorable opinion of one individual, he is in charge of sales and has nothing to do with the administration of our policy and, furthermore, I think I am safe in saying that any excessive drinking or conduct not becoming a gentleman has been on hunting parties and occasions where it is not unusual for men to let down and do things which they do not do ordinarily. I am sure this particular individual could not hold his job if he made a practice of drinking to excess.

I have already touched upon the new building owned by Texas Employers and Employers Casualty Company in Dallas. Before they put up this building these companies operated in three separate buildings in Dallas and simply could not get quarters to accommodate their needs. I feel sure the building is a good investment. Ben Mitchell, a vice president, told me when I saw him in Dallas not long ago that they could already see a saving of $40,000 a year as a result of consolidating their forces.

Frankly, I can't see where we would save any money by going with Angelina Casualty Company. The service charge we are paying Texas Employers is, I believe, less than one-half what is allowed by the Texas Insurance Commission for expense of operation. Other than this fixed expense the saving to be effected is up to us, based entirely upon our experience. As I see it, the possible advantage of federal court against state court is the only talking point they have. Certainly, they are not a strong company financially. With a premium income of $210,000 as compared with $14,890,000 of Texas Employers it is obvious that Angelina Casualty's operating results might fluctuate considerably with their experience. There may not be any danger from their comparatively weak financial structure, but I suppose it is conceivable that their re-insurance carrier might discontinue serving them if their experience is bad, and then, where would we be? Certainly, there is satisfaction in knowing that you are insured by a strong company, one which is rated by Best A + (excellent), their opinion of the institution in comparison with others writing the same type of business and its general reliability, while Angelina Casualty Company is given no rating, presumably because they have not been in business long enough to qualify.

There is one other aspect of this consideration which is intangible, that is the reluctance I have to go into any company which is dominated by Ernest Kurth. I may not be justified in the feeling which I have, but I think that we have seen by experience that he runs things pretty much to suit himself and for the benefit of companies in which he has a financial interest. We might never be hurt by going along with him in his insurance company, but if there ever should be a question of whose interest should be served, his or ours, we knowwhose would be taken care of,and decisions might not always be based on fairness and justice. I don't like being the tail of the dog.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 6, 1950

Since dictating a long letter to you yesterday about our compensation insurance, a letter which is being typed today, I have talked with Otto Atchley, who has been eminently successful in handling compensation cases and who, as a matter of fact, handles the legal work for Texas Employers in this area. I called him to get his ideas about trying cases in federal court as against state court.

Otto told me that he thought there was no advantage in trying cases in federal court. It used to be that people in rural areas were disposed to stick insurance companies, but there has been a change in attitude, and his experience has been that federal court juries give just about the same verdicts as state court juries. He made the point that where we are carrying our insurance on what might be called a cost plus basis it would be expensive to us to take witnesses to a distant federal court, and he also made the point which I made when we had this discussion up once before, that J. J. Collins probably has considerably more influence before juries made up of local people, people with whom he is well acquainted, than he has with juries at a federal court center such as Tyler or wherever our cases would be tried: that is the point that I made when I said that we had retained Collins and his firm mainly for that reason, and it seemed to me we would be defeating our purpose to try cases in federal court or away from Lufkin.

Of course, I have not heard from J. J. Collins in response to a letter I wrote him Saturday or Monday, but I may have something from him before I see you at the end of the week. If not, you may have occasion to talk with him and get his opinion of trying cases in federal court as compared with trying cases in state court. That, as I said in my letter dictated yesterday, is about the only talking point that I see that Angelina Casualty Company has. If Otto is right, they haven't much there, and if he is wrong, I still question whether the advantage of federal court would be sufficient to offset other considerations.

One point that I don't think I mentioned in my letter yesterday is the difficulty with which Angelina Casualty Company would take care of the retail yards scattered from the Red River to the Rio Grande. I don't see how they could possibly service the yards satisfactorily even if they could do a good job for the mills. The same thing applies to Temple Manufacturing Company as to the yards, to a lesser degree.

AT:ld

CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its deferred character is indicated by a suitable symbol above or preceding the address.

# WESTERN UNION

W. P. MARSHALL, PRESIDENT

1201

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SYMBOLS

DL = Day Letter
NL = Night Letter
LC = Deferred Cable
NLT = Cable Night Letter
Ship Radiogram

The filing time shown in the date line on telegrams and day letters is STANDARD TIME at point of origin. Time of receipt is STANDARD TIME at point of destination

WU2 PD=TEXARKANA TEX SEPT 9 1950 815A=

ARTHUR TEMPLE JR=DIBOLL TEX=

TEMPLE AND I WILL ARRIVE DIBOLL AFTER LUNCH=

DAD=...

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

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Mr. Arthur Temple · Arthur Temple, Jr. September 11, 1950

Dear Dad:

Attached you will find the statement of financial condition on Temple-Coward for the month of July 31, 1950, and to date. I thought you might be interested in seeing what a good looking statement this is for a company that we formed in 1942 with $5,000.00 each. In addition to this, money was taken out of Temple-Coward for stock in Contractor's Supplies, of which we own two-thirds, which shows a net value of $60,000.00, but which is actually worth probably twice this amount. In addition, all of the properties that Temple-Coward owns are worth considerably more than the book value. The values are extremely conservative and I would say that instead of $137,000 worth of buildings and properties we have probably $250,000 worth. Please return this when you have looked at it.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.
P. S. Please note monthly income on sheet #2.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 13, 1950

I didn't see you after the Southland meeting Monday. The principal matter discussed, of course, was the building of a third unit, and it was decided to defer action until certain conditions could be met. These were the getting of a certificate of necessity which would permit charging the plant off in five years and a contract for wood with the U. S. Forest Service. I voted for that after making it definitely clear that I was against putting in another newsprint machine at this time under present conditions, and when it was made clear that the motion did not imply approval of another machine but, on the other hand, that the management was not authorized to go ahead with the expansion program unless and until the Board definitely approved it at some subsequent meeting.

It was decided to pay the third and last instalment of dividends on the preferred stock, $2.20 per share, and, as a consequence, we will receive approximately $49,000 before October 1st. There was not much else done at the meeting.

I got away at about 1:30 after having the air conditioning unit in my car checked by Johnston and additional freon put in. The air conditioning unit worked beautifully on my trip from Lufkin to Dallas and yesterday afternoon from Dallas to Texarkana.

I wonder if you went to the Democratic convention at Mineral Wells. I doubt if you did because, if I am not mistaken, it was ten o'clock or after when I left you Monday morning, and you did not seem to have Mineral Wells on your mind.

I enjoyed very much my leisurely week-end visit in Lufkin. I will give some thought to going down for one day of the Forest Festival, but I don't know. I am looking forward to seeing you next week when you come up for the Temple Cotton Oil directors' meeting. Presume you will come to Texarkana Monday afternoon and spend the night with us.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 13, 1950

I am returning the application of Dan Deberry to be put on the Temple Foundation.

Like so many of these applications, it is impossible for me to pass on this one of Dan Deberry. I will simply have to pass the responsibility of approving him back to you and Calvin.

I note that this man's health is fairly good though he is crippled in his left knee. I wonder if he could not be assigned to a job where the work would not be too heavy for him. It is, of course, always better for a physically handicapped man to work and earn his own living if suitable work can be provided. I don't know, of course, that there is any such work available for this individual but suggest it for your further consideration.

x As soon as the higher benefits under the revised Social Security Act are in effect, I think it would be well to have Calvin or someone go over all of our pensioners or men on the Temple Foundation in order that any adjustments that may be justified may be made. As I understand it, old age benefits are to be approximately doubled, which should relieve the Foundation of some of its load.

x Bob says this goes into effect Oct. 1.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 14, 1950

I am returning Mr. Gill DeWitt's letter to you about television advertising.

I would not be interested in anything like this for us. Ours is not a product which can be advertised directly to the consumer to advantage and, to say the least, we would be paying for coverage that would reach very few prospective customers. I daresay that such advertising would not reach over one out of one thousand whom we would be willing to sell, because it is our policy to sell only to retail lumber dealers, railroads and industrial users of lumber, not contractors and individual builders, and there is of course nothing distinctive about our product which we could advertise to appeal to the consumer.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 14, 1950

I am returning the Temple-Coward statement enclosed with your letter of September 11th. I have gone over this in detail and congratulate you on the progress made since you and Judson Coward went into this business in 1942 with an investment of $5,000 apiece. In the intervening period you have built up a substantial investment, mostly out of earnings, which is, according to the statement, yielding a nice return.

I am also returning the Memorial Hospital statements which I have been glad to go over. It is indeed gratifying that the hospital shows a profit for the current year through August and particularly that it showed a net profit of $3,151.27 for the month of August, which I assume is the best month to date. From what you and others said when I was in Lufkin last week-end, I trust that Memorial Hospital is now on a continuing and permanently profitable basis.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date September 14, 1950

I am enclosing two item from the minutes of the T&P directors' meeting held in Dallas last Tuesday which may be of interest to you: one, the sale of a small tract of land at Abilene to Everett Fulgham and his brother-in-law, Morgan Jones, Jr.; two, an oil and gas lease at Westwego, Louisiana, across the river from New Orleans, to Stanolind Oil and Gas Company, where the Missouri Pacific and T&P were paid a cash bonus of $40.32 per acre and given one-fourth royalty.

This oil and gas lease looks like an awfully good one from the standpoint of the railroads. Mr. Neff, Chief Executive Officer of the Missouri Pacific, who is also a director of the T&P, stated that the leasing of this land had been thrown open to competitive bidding. Obviously, prospects for oil and/or gas are very good with production only a short distance from the railroads' land.

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Sale of property at Abilene, Texas

The President stated that Morgan Jones, Jr., and C. E. Fulgham desire to purchase a certain strip of land 18.5 feet wide and 500 feet long owned jointly by the Abilene & Southern Railway Company and this Company at Abilene, Texas. Inasmuch as the land is not needed for operating purposes, he recommended that the Company's interest in said property be sold to the interested parties for a cash consideration of $117.50 and conveyed by deed in form approved by counsel. He also stated that the property is subject to the First Mortgage and the General and Refunding Mortgage of this Company, and that releases from the liens of the mortgages would be necessary.

Whereupon, on motion duly seconded, it was unanimously

RESOLVED, that W. G. Vollmer, President, or M. D. Cloyd, Executive Vice President of this Company, be, and either of them hereby is, authorized to sell this Company's one-half interest in that certain strip of land 18.5 feet wide and 500 feet long, located at Abilene, Taylor County, Texas, owned jointly by the Abilene & Southern Railway Company and this Company, for a cash consideration of $117.50, and to execute deed, in form approved by counsel, conveying its interest in said property to Morgan Jones, Jr., and C. E. Fulgham;

RESOLVED, that the Trustees under the First Mortgage and the General and Refunding Mortgage of this Company be, and they hereby are, requested to release said property from the liens of their respective mortgages;

RESOLVED, that the proper officers of this Company be, and they hereby are, authorized to execute such certificates, documents or other papers, in form approved by counsel, as the Trustees of said mortgages may require.

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Oil and gas lease, Westwego, Louisiana

The President stated that this Company has entered into an agreement with Guy A. Thompson, Trustee, Missouri Pacific Railroad Company, Debtor, pooling a tract of 192 acres of the Company's land at Westwego, Louisiana, with an adjoining tract of 1,718 acres of Missouri Pacific land for the purpose of leasing for oil and gas development and providing for the division of rentals, royalties and bonuses on an acreage prorate basis; that the parties have accepted an offer by Stanolind Oil and Gas Company to lease the combined tract for a cash bonus of $40.32 per acre and one fourth royalty, for a primary term of one year. He further stated that all of the land is under 99-year surface lease to Texas Pacific-Missouri Pacific Terminal Railroad of New Orleans, which consents to the oil and gas lease, and the proposed oil and gas lease contains adequate provisions for the protection of the installations and operations of the Terminal Company and its surface sub-lessees.

Whereupon, after due discussion it was, on motion duly seconded, unanimously

RESOLVED, that the agreement between this Company and Guy A. Thompson, Trustee, Missouri Pacific Railroad Company, Debtor, pooling a tract of 192 acres (more or less) of this Company's land at Westwego, Louisiana, with an adjoining tract of 1,718 acres (more or less) of Missouri Pacific land, for the purpose of leasing said land for oil and gas development, is in all things ratified and confirmed;

FURTHER RESOLVED, that W. G. Vollmer, President, and M. D. Cloyd, Executive Vice President, be, and each of them hereby is, authorized to enter into and execute, and to join Guy A. Thompson, Trustee, Missouri Pacific

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Railroad Company, Debtor, in entering into and executing an oil and gas lease to Stanolind Oil and Gas Company, in form approved by counsel, covering 1,718 acres (more or less) of Missouri Pacific land and the following described tract of 192 acres (more or less) of this Company's land, for a cash bonus of $40.32 per acre and royalty of one-fourth of all oil and gas produced:

> That certain tract of land generally known as the Westwego Tract of The Texas and Pacific Railway Company situate on the right bank of the Mississippi River in the Parish of Jefferson, State of Louisiana, and containing about 192.10 acres of land, and being the same tract of land the late New Orleans, Mobile & Texas Railroad Company, acquired from the heirs of Camille Zeringue by an Act passed before Theodore Guyal, Notary Public, in the City of New Orleans, on the 25th day of May, 1872, and being the same tract of land subsequently conveyed by said New Orleans, Mobile & Texas Railroad Company, to Morgan's Louisiana and Texas Railroad and Steamship Company, and later conveyed to the New Orleans Pacific Railway Company, by said Morgan's Louisiana and Texas Railroad and Steamship Company, by an Act passed before Andrew Hero, Jr., Notary Public, in and for the City of New Orleans on February 15, 1881, and duly filed for record July 26, 1888, Conveyance Book 115, Folio 212.

FURTHER RESOLVED, that the Trustees of this Company's First Mortgage and its General and Refunding Mortgage, when requested to do so by this Company's President or Executive Vice President, be, and they hereby are, requested to release from the liens of such respective mortgages the lessee's interest under such oil and gas lease in said tract of land above described;

FURTHER RESOLVED, that the proper officers of this Company be, and they hereby are, authorized and directed to do, or cause to be done, any and all other acts or things, and to prepare, execute and deliver any and all certificates, statements, opinions or other documents as may be necessary and expedient to carry out and effect the purpose of the foregoing resolutions.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 21, 1950

As I told you Monday afternoon, I have had considerable pressure put upon me by my friends here, whom I have entertained in the past at Boggy Slough, to have another party this fall. I could probably get out of it if there are not to be any parties at Boggy Slough this fall, but if Dave Kenley is to entertain and if the Retail Division of Temple Lumber Company is to have a party, I don't see how I can very well get out of it.

I wish, therefore, that you would please count me in for a date. I won't want as much time as has been allotted to me in the past. Last year most of my crowd left after lunch the second day, and assuming that we would go in for supper on one day, I would like to break up the party after lunch the second day.

I hope that there will not be any unfavorable repercussions from the Waco crowd, whom Temple and Eddie have entertained in the past. If any exceptions are made, it may be rather difficult for them to get by without a party just as it would be for me.

By the way, I would want my party to be before the duck season opens in Arkansas, December 2nd. I am sure that many of my crowd would not want to leave after the season opens up here.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 21, 1950

John Stuckey told me this morning that the little mimosa plants which he got for you would thrive and grow very fast if you would put ashes around the roots, that is, on top of the ground of course. Am passing this suggestion on to you for whatever it may be worth.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 21, 1950

I asked Stanley Seeger at the bank meeting yesterday afternoon if he contemplated selling any of the Buchanan lands in north Louisiana or southern Arkansas, and while he did not touch on the latter, he said that they could not sell their Louisiana lands because they are interested in oil development, already having some production, and in Louisiana you cannot sell land and retain the minerals longer than ten years.

These lands are located quite a distance from Diboll, and I doubt very much if we could buy them in competition with operators who are located nearer to them. I feel reasonably sure that they would cost lots of money, more probably than would be justified under the circumstances.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 21, 1950

I have thought a good deal since I was in Diboll last about your statement of policy to buy young growing timber at $30.00 per thousand for timber 8" and up and $15.00 per acre for the land, and I am not altogether convinced that this is sound policy. I don't think you can use as a criterion the prices being paid for Government timber, and it is questionable whether it is wise even to pay what might be called current market prices for young timber which is left to grow, because we all know that present prices are inflated, and there is every reason to think that the time will come when young timber may be bought at prices considerably below those which prevail today.

I really don't see how you can figure $30.00 on timber 8" and up when Diboll's realization for August, and by realization of course I mean stumpage plus profit, was $28.53, and for the year to date $26.58. On the basis of our present and past experience I don't see how you can justify $30.00 stumpage except possibly where it is to be cut on the present market, and then we could afford such a price only to save our own timber.

While I have discussed above only the price you propose to pay for young timber, it also occurs to me that $15.00 per acre for land is entirely too much. It has been difficult, of course, for me to keep up with land values in recent years, but $15.00 certainly looks out of line to me. Adding the prices of land and timber, figuring 1,000 feet to the acre, would make $45.00 per acre, which is pretty darned expensive, and I doubt if any such value can be justified.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 22, 1950

In response to my letter urging that Texas Employers' Insurance Association establish an office in Lufkin, I received a letter from Clare Weakley, as per the attached copy.

I am sure that you will be glad to know that the prospect for the establishment of a branch office in Lufkin at an early date is so good. Incidentally, to help them maintain this office you might put in a good word for Texas Employers' with others in the Lufkin area if you feel so inclined.

You might also tell J. J. Collins of Texas Employers' intention to put a branch office in Lufkin if he has not already been advised.

AT:ld

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September 20, 1950

C
O
P
Y

Mr. Arthur Temple
Southern Pine Lumber Company
Texarkana, Texas

Dear Mr. Temple:

I just returned from southwest Texas which accounts for my delay in answering your letter of September 14th.

We have been diligently working toward establishing a branch office in Lufkin since we learned that Jake Durham was leaving. Mr. L. A. Guthrie, Vice President in charge of Clains, spent all last week in working out this problem, and as a result we definitely are establishing an office at Lufkin. We hope to do so by October 1, if we are not successful in getting the office established as of that date, it will be done shortly thereafter.

All of our data has been analyzed, and we hope and believe that in addition to more satisfactorily serving the Temple Lumber Interests, we will be able to substantially build our premium volume in that section. We naturally believe, with close cooperation and a man on the grounds, our relations will be cemented to the extent that you folks, through your recommendations, will enable us to secure additional business.

With kindest personal regards,

Sincerely yours,

C. G. Weakley

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 22, 1950

The more I think about it, the more I think there may be some merit to your suggestion that we take out of our cash the credit to the account of Temple Lumber Company, Pineland, and I have asked Bob to place this in The Texarkana National Bank under a special account, which will accomplish the purpose I had in mind and at the same time give us a better picture of Southern Pine's position.

We could require the stockholders who have been leaving their money with the company to take it out and place it in the bank under their own names. This, too, would cut down on our liabilities and would reflect a better ratio of current assets to current liabilities. However, we have this money invested in Government bonds on which we are getting interest, and inasmuch as we are not borrowing any money and do not have anyone to impress by our statement, I think we might as well continue to handle these individual accounts as we have in the past.

Wednesday afternoon when I came to the office I found a telegram from Buck Little at The Dalles, Oregon, saying that he was shipping me a Chinook salmon which should arrive Thursday night. I went down to the express office last night when the KCS from the north came in, but the salmon wasn't on it. However, it did come in this morning, and it weighs 17½ pounds dressed and appears to be 3½ feet long. I took it to the locker plant where they will cut it up into steaks to be frozen and put in my locker. This ought to be a real treat, and the next time you are up this way I will be glad to have you share in it with us.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. September 26, 1950

Dear Dad:

I have today placed purchase orders for the following material in connection with the sub-division which we are opening.

| | | | |
|---|---|---|---|
| 4,000' | 2" galv. T & C water pipe | $37.19 per C | $ 1327.60 |
| 3,300' | 6" cast iron water pipe | 1.45 per ft. | 4455.00 |
| 6 | Fire plugs | | 787.20 |

These materials are all to be delivered f.o.b. T. S. E. industrial site, Lufkin, Texas. The 2" pipe should be in within three to four weeks, and the cast iron items have 120 days delivery. The cast iron items have an Escalator clause which will allow the price to advance only in proportion to the increased cost of pig iron. I do not feel that there will be a sizable advance in these prices. I feel that placing orders for these items is awfully good insurance at this time.

I have negotiated with the United Gas Company to supply a two inch high pressure gas line down the main street which will require a deposit of $2,500.00, which will be returned to us over a five year period. I did not provide for laterals down the other streets because I felt that these could be secured on the basis of footage allowed by the gas company per connection. Incidentally, the gas company rebates to us on the basis of 200 feet per customer at a cost price of 95¢ per foot. This would be a rebate during the first five years of $190.00 per customer.

I have instructed Mr. J. O. Booker to prepare additional topographical maps to determine the necessary sewer layout, but it is my feeling that very little or no expense will be necessary on this matter at this time. A second line will be required, undoubtedly, in the future, but I believe that this will be a moderate cost item. Of course, you understand the water and sewer will be put in on a rebate arrangement with the City. I have merely ordered these items so that the City can take them off our hands and so that the work will go ahead as desired. They are very poor at purchasing scarce items. The weather has held us up somewhat on our road work, but this won't hurt us any, due to the fact that utilities should go in before final road work is done.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
cc: Mr. Carrol Allen

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 26, 1950

I called you when Bob and I stopped at Carrol's filling station on our way through Lufkin this morning at 7:20, but Mary said that you had already left. I don't think we passed you on the road between Diboll and Lufkin and presume that you must have been at the hotel for breakfast or possibly you were attending to something in connection with the Forest Festival.

I wanted to congratulate you on the Forest Festival. The parade yesterday was well worth attending, and the coronation at which you officiated was a beautiful affair, and it went off smoothly. I also enjoyed ever so much the contests following the coronation and was really proud of our Diboll men, particularly the log loading crew. I really would like to have left before the Diboll log loading crew performed because it was getting pretty late, but I did not want to miss that.

I was very proud of you in the way you conducted yourself as master of ceremonies at the coronation, and little Jane was precious as the queen's attendant. I wish so much that Mother could have been there because I know she would have enjoyed it and would have been equally proud of both of you.

Affectionately,

Dad

AT:ld

I had to leave early to get home for Rotary since I'm missed two of the others meetings. I'll get back in. Hope Jane and Arthur did Sunday night - funeral yesterday afternoon.

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Mr. Arthur Temple Arthur Temple, Jr. September 26, 1950

Dear Dad:

As I discuss with you at lunch yesterday, the need for an overall raise seems to be increasing all the time. In my conversation with Eddie and Wilbur, it is apparent that our labor turn-over is getting to be a little bit alarming and, although most of the ones that we have lost to date seem to be the transient type of worker, I am afraid that it will not be long before we are losing some awfully good men. I am sure that you realize that throughout Arkansas all mills have put in wage increases and it is my understanding from John Curren that this is true throughout the entire Southern Pine belt. As a matter of fact, it appears that wage increases throughout the entire South are uniform with the exception of the immediate area in which we are located. Even in this area Frost has conceded to an increase in their negotiations with the union and Angelina has put in an 81¢ minimum. In my conversations with Joe Richards and others it is apparent that we will be forced to do the same thing before too long and I don't think it would be very good psychology to wait until all of the union plants have higher rates before we do it. I neglected to mention that Fostoria has increased their rate also. This will cost us about $12,000.00 per month at Diboll and, although our costs certainly don't warrant an increase at this time, I don't think that it would be smart to delay this unduly and lose the effect of being among the first to go up in this area. I asked Jim Ben Edens to hold off his increase until the middle of October to see if we couldn't go along on the same basis. Incidentally, I believe I told you that he was going to increase his rate on October 1st originally.

I know that Eck feels even more keenly than I do on this matter and I would like to have authority to move when the time seems proper. I would suggest 5¢ across the board with spot adjustments on foremen.

Incidentally, I have word that the C.I.O. does not intend to come into Diboll in the immediate future, but certainly has plans to come back. Also, it is on their schedule to tackle Pineland before they do Diboll. I would classify this as fairly reliable scuttlebutt.

I enjoyed your visit very much, although I didn't get to see a great deal of you. I hope that you enjoyed the opening day of the Forest Festival. I think that the opening day was a great success, but it looks like our chances for making money are pretty slim, in view of the fact that it has been raining steadily since you left. Theweather forecast doesn't offer much to create optimism, but at least we have the satisfaction of knowing that we made thorough and

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good preparation and you can't argue with the Lord about the weather.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

cc: Mr. E. G. Prud'homme

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 27, 1950

If others in our area are raising wages or if an increase in wages is justified by reason of higher living costs, I would be willing for us to fall in line. I would hesitate to take the lead in any such move in view of the fact that our costs are high, and an increased labor cost may not be justified by our realization.

I know that Eck is in favor of a general increase. He so expressed himself at our meeting in Diboll a week or two ago. I suggest that you and he confer and agree on the increase to be put into effect and the effective date, because it is important, I think, that Pineland and Diboll work together on such matters. In view of what Angelina County has done and what I understood you to say Edens-Birch had in mind to do, I presume that 5¢ an hour increase would be in line, and as for the effective date, I see no reason to put this off after we have decided to do it, and if you and Eck agree and there is time, October 1st might be the effective date. However, that would be pretty close, and I suppose we would get almost if not fully as much benefit from the raise if we announced it effective October 15th shortly after October 1st.

I am inclined to think that we are probably paying most of our key men considerably more than others are paying such men. We always have. As far as need is concerned, I suppose it is greater among the rank and file. I would suggest, therefore, that the foremen and above sparingly and only after careful consideration of their worth.

AT:LD
CC Mr. E. G. Prud'homme

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 27, 1950

Thank you for your letter of September 26th in regard to materials which have been ordered for the sub-division. I am glad to be posted on what is being done and hope thatyou will write further from time to time as the project develops.

You did not say anything in your letter about the need for money. Let me know when you want me to send some down. I could send it down now just as well as later. My thought is that we should open an account at First State Bank and Trust Company, and I think it would be better for me to send enough there to give you and Carrol something to work on rather than call on me for each individual item as the need arises.

I talked with Carrol a little bit Sunday night about this project. He has a plan for refinancing the loan on his house which would enable him to pay what he owes me and also the present loan on the house, and I will send him $16,000 for our interest in the 80 acres, and he will use that to pay $11,000 to Fagan, leaving the balance to apply against some of his pressing obligations. He said that you were familiar with the financing which he has in mind on the house, and I asked him to discuss it with you, and if you saw no bugs in it, I was agreeable to going ahead on that basis.

I hope that we are not getting into this sub-division development too late. Apparently there has been a big decline in house construction,and with even more severe restrictions on building predicted there may not be as much demand for building sites as we would like to see. On the other hand, with continued inflation resulting from the war deficit financing on the part of the Government and so forth, I don't see how we can get hurt on this project. The only thing is the lots might not move as fast as they would otherwise.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. September 29, 1950

Dear Dad:

Attached you will find a letter from Dave Kenley which I believe is self-explanatory. In a few days we will probably send you an instrument to execute to properly clear up Mr. Hanks' title to the oil and gas rights which he reserved at the time of sale. We very definitely did allow him to retain all minerals at the time of purchase and, therefore, I feel we are honor bound to help him perfect his title, although under the law (which is a peculiar law) we could properly retain title to these minerals.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

cc: Mr. Dave Kenley

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** September 30, 1950

In view of the circumstances outlined in Dave Kenley's letter of September 28th to you, enclosed with your letter of September 29th, the only thing we can do is to comply with the suggestion that we clear the title to the twenty acres bought from Clyde Hanks of Palestine, that is, the minerals. Certainly, we would not want to take advantage of any technicality to take title to the minerals under this land, minerals which were, in fact, retained by Mr. Hanks when we bought the land for the timber.

Accordingly, I shall be very glad to sign a lease to Mr. Howard, as suggested in Dave's letter, when it is presented to me.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 5, 1950

Add Atkins, who runs Ragland Office Equipment Company, called me this morning and said that the electric typewriter which we shipped to Diboll on June 30th by Southwestern Transportation Company had evidently been lost. He suggested that claim be filed. We are doing that today.

The only thing I see for you to do under the circumstances is to supply your need for a typewriter for the treating division from your Lufkin source. In this connection, Add said that they had received notice that the Underwood electric typewriter would be advanced in price $30.00 effective next Monday, and if you want an electric typewriter for the treating division, you should put in your order this week to be protected on the present price. However, I am inclined to think that you may want to buy the standard typewriter rather than the electric.

I am sorry that the electric typewriter we shipped was lost because I really think that it was a bargain at $200.00, having been used in this office only a little more than a year, and as far as I know it was in first-class condition.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 5, 1950

Eck called me by long distance telephone just before noon today and we talked at considerable length about the conclusion which you reached in your conference yesterday, which, as I understand it, is to pay a bonus now or as soon as it can be done for the third quarter of the year and later, I presume in December, for the fourth quarter, this in lieu of a straight raise in the hourly rates of pay. I got the impression from Eck that this is the plan which you advocated and to which he agreed somewhat reluctantly.

I told Eck that it seemed better to me to make an increase of 5¢ per hour across the board, which you contemplated when you talked to me and I believe wrote subsequently. In the first place, it has always been my understanding that the employees feel much better about getting an increase in their rates of pay than a bonus. In the second place, to pay a bonus retroactively to July 1st would penalize us with a higher labor cost for July, August and September. It does not appear to me that the single advantage, if any, of being able to cut off a bonus at our pleasure is sufficient to offset the loss which we would have on the higher rates of pay for the third quarter. Another thing, I don't recall that we have ever discontinued a bonus after it was once initiated. Frankly, I don't see any reason to compensate our employees at any higher rates or by a bonus for the months of July, August and September when everyone else is just now advancing wages.

In my recent letter in regard to an increase in wages I suggested that you and Eck get together on what was to be done and, of course, indicated that whatever you all agreed to would be entirely satisfactory. Eck, however, did not seem to be entirely satisfied with the bonus plan apparently agreed to yesterday in your meeting, and, consequently, I am addressing this letter to you with copy to Eck to give you my ideas and to suggest that you review your decision. I suggested that Eck discuss the matter with you further by phone this afternoon and that he arrange a three-cornered conference by telephone if he wished to bring me in on it. In closing, let me add that I think we probably would be in a bad light with our employees if we should not raise the hourly rates of pay when our neighbors, and I might say all of the mills in the southwestern area, are 5¢ per hour or more above us on the minimum. If you do decide to raise the hourly rates of pay instead of paying a bonus, then I think that you might leave the rate for beginners at 75¢.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 9, 1950

When we were at Forrester, you commented on the fact that their planing mill adjoined their rough shed, and you wondered why we could not have a similar arrangement.

The enclosed copy of a letter written to Eck by Wop Heath shows the penalty incurred by not having a clear space between the lumber storage area and a manufacturing unit such as a planing mill. Where the distance is less than 50 feet, the rate would be increased at Pineland between three and four times, and the same would no doubt be true at Diboll.

AT:ld

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October 7, 1950.

Mr. E. G. Prud'homme, Vice-President-Production
Temple Lumber Company
Pineland, Texas

Dear Mr. Prud'homme:

Mr. Morriss has asked me to figure what the cost would be to the Temple Lumber Company in increased insurance premium per year if planing machinery were to be installed in the old rough shed located approximately 200' north of the lumber shed and lath mill building on the west side of the main yard.

Assuming that it would be impossible to provide 200' clear space between the proposed planing machinery and the yard, we will quote increased premiums based on vafying clear spaces from 0' to, but not including the 200' clear space and using yard values as reported in your August 31, 1950, stock report.

| Distance from Proposed Planer to Yard Limits | Value on Yard as reported 8-31 | Increase in Yard Rate | Annual Increase in Fire Premium |
|---|---|---|---|
| 0-50' | 991,508.89 | $ 2.083 | $20,653.13 |
| 50'-100' | " | 1.673 | 16,587.94 |
| 101-120' | " | .70 | 6,940.56 |
| 121-130' | " | .66 | 6,543.96 |
| 131-140' | " | .60 | 5,949.05 |
| 141-150' | " | .50 | 4,957.54 |
| 151-160' | " | .40 | 3,966.04 |
| 161-170' | " | .34 | 3,371.13 |
| 171-180' | " | .24 | 2,379.62 |
| 181-190' | " | .16 | 1,586.41 |
| 191-200' | No additional charge as this distance is being charged at present ($.08). | | |

The above increased premium applies only to the yard stock and sheds and does not contemplate the additional increased premium on the building itself that would be involved in changing the occupancy from lumber shed to planing mill. To give you some idea what this increased cost would be the rate on the building and machinery would be increased from the present $.88 per $100.00 worth of insurance annually to $2.93 per $100.00 worth of insurance.

The above, I believe will give you a pretty fair picture of the dollars and cents cost to you, however, it does not take into consideration the underwriting hazard

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October 7, 1950.

which I am sure we are all very much concerned with at this time. If you have any questions concerning these figures, please call upon us at any time.

Sincerely yours,

F. W. OFFENHAUSER AND COMPANY

By- E. G. Heath, Jr.

EGHJr:BLA

CC - Mr. Temple Webber, Vice-President
Texarkana, Arkansas

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Mr. Arthur Temple . Arthur Temple, Jr. October 10, 1950

Dear Dad:

In regard to fire insurance on the adjoining planer at Forester or any other place, I have read your letter and Wop Heath's letter. I also have talked to Josh Morriss about this. Although you are correct in saying that it would double or triple the rate, Josh told me that it wouldn't make much difference provided it was a steel building and the area was sprinkled. As you know, sprinkling reduces the rate to such a low figure that even doubling it would not be of any consequence when you consider the economy of handling in continuous flow. The biggest curse that we have around a sawmill is the lack of even flow through the plant. It is impossible to do this relying on jitneys and straddle trucks, etc. The only way to eliminate this expense is to have it a continuous process moving through without the use of additional personnel. We are making rather extensive studies on this subject right now and will have something to show you next time you come down.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. October 12, 1950

Dear Dad:

In regard to the Christmas cards to employees, I think that I will get out a personal letter to them this year.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 13, 1950

I have sent you several recent issues of the Wall Street Journal which have had articles about the decline in home building which has resulted from the credit restrictions imposed by the Federal Government. Enclosed is a page torn out of the October 7th issue of Business Week which touches on the same subject and, among other things, says "Some builders who have options on tracts they intended to develop for home building next year now are trying to dump them."

I have been wondering recently just what effect the decline in home building would have on the 80 acres which you, Carrol and I intended to develop. As I see it, there is no reason why we should not go ahead with this project. Everything points to continued inflation, and money invested in real estate should be a good hedge. On the other hand, sale of lots in a new sub-division will probably be slower than might have been anticipated before credit restrictions retarded home building an average of 50% over the country as a whole, according to what I have read.

I will see you the early part of next week and at that time hope we will have an opportunity to discuss the future of the development of the Lufkin sub-division.

AT:ld

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rest of this year. Work on homes already started will take care of that. And builders may be too pessimistic on the outlook for next year.

Just the same, they say they see sure signs of a severe cut:

(1) Applications for FHA insurance have fallen way off.

(2) Operators aren't developing new properties for 1951.

(3) Some builders who have options on tracts they intended to develop for home building next year now are trying to dump them.

•

Suppliers of building materials are joining builders in decrying the restrictions on home building.

National Gypsum's president, Melvin Baker, declares that his company's order backlog may be cleared up by the end of this year. He sees a 30% drop in home building next year.

•

Manufacturers are shipping out finished goods so fast that they can't build inventories, much as they might want to.

This was true before Korea, and it has been since. Total stocks have been about level since May, a bit below $32-billion. At the end of August, for example, the total of $31½-billion was $200-million below a year earlier —with industrial production running 20% higher.

Value of factory shipments has been rising all year. August set a new record at $24.3-billion (after allowing for seasonal factors).

•

There's no sign yet that manufacturers are glutting their market.

New orders continue to run ahead of shipments. The Dept. of Commerce reports that orders booked in August totaled $27.8-billion. That's about $3½-billion more than the value of goods shipped.

Of course, the consumer buying rush this summer may have turned dealers' heads; they may be asking manufacturers for more than they need.

•

Food prospects for next year, so far as they can be judged this far in advance, are excellent.

Moisture conditions this fall have been nearly perfect over most of the country. This is particularly true in the main winter wheat belt. Seeding has been done under nearly ideal conditions.

•

Fewer crop controls are likely in the years immediately ahead. Food and fiber supplies will be built against any emergency.

That partly accounts for this week's announcement that there will be no acreage or marketing controls on cotton next year. In fact, the goal is to boost production close to 1949's 16-million-odd bales.

This year's crop is under 10-million bales. Even with more than 6-million bales of old-crop cotton left over, that looks skimpy.

•

Shortages bob up in the strangest places in times like these.

When the synthetic rubber program was stepped up, pinching raw material supplies for the styrene plastics, the plastic trade began to say:

"Well, that sure looks like a break for the cellulose people."

But it isn't working out that way. The short cotton crop slashes the supply of linters, and wood pulp already was hard to get. So one producer, Hercules Powder, is cutting all customers by 20% on cellulosics.



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Mr. Arthur Temple Arthur Temple, Jr. October 16, 1950

Dear Dad:

I concur with your views on home construction in the next year. However, I have done a good bit of talking to builders throughout the country and also, with mortgage loan people in the last week and it is my personal opinion that they are crying a little bit louder than their hurt would require. Part of this is for political effect with hopes of slackening the controls somewhat. In my opinion, the bulk of the housing market (low cost homes) will not be hurt to any major extent. The large cut is going to be in the $25,000.00 price range which has been pretty heavy in most of the cities in the last few years. I don't think that this is going to hurt our lumber market and I also do not think it will have much effect on our sub-division. I think that the smart thing to do is to go ahead and develop the sub-division carefully without tying up any more money than is absolutely necessary and I believe it will move at a very satisfactory rate. My attitude might be summed up by saying that I don't think that the new restrictions will help us any, but I don't think they will be of any great harm. I will, of course, be glad to go over this with you when I see you in Pineland.

Sincerely,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 14, 1950

While I have advocated our buying nothing other than Chevrolets and Fords for company owned cars used by our employees, I would be perfectly willing for us to try the Henry J., which I believe sells for less than either the Ford or the Chevrolet.

I know very little about the Henry J. other than what Carrol Allen, who has the Kaiser-Frazer agency at Lufkin, has told me, but I am inclined to think that we owe it to Carrol to at least try the Henry J. in order that he may be in line for some of our business if it proves to be as satisfactory as the Chevrolet and the Ford.

The only objection that I see to our trying the Henry J. and buying a number if it proves satisfactory in every respect is that the resale value will probably not be as good as is the resale value of other low-priced cars. That, however, is something which will have to be determined after the Henry J. is established.

The point is that while I have asked the heads of our several divisions to buy nothing other than Fords and Chevrolets for employee use, I would now amend that to include the Henry J. on a trial basis. Of course, my motive has been to avoid extravagance, and since the Henry J. sells for less than the Ford or the Chevrolet, there would be no inconsistency in my policy, and it is only natural that I would want to favor Carrol if the car he sells meets our requirements.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 19, 1950

Eck has indicated that he would like to get out the Christmas cards such as we have sent to our employees the past several years, and if you still have the samples which I sent you recently, I wish that you would please send them over to Eck for him to make his selection.

In the event you have destroyed or thrown away the samples from Byrne, please let me know.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 19, 1950

On our way back from Diboll yesterday Temple and I were discussing the rooms at the library, and we agreed that it would probably be better to make the second floor into an apartment or apartments from which the company would derive continuous rental. As a matter of fact, our rooms at the library are pretty noisy due to the proximity of the T&NO Railroad tracks, and we can see a number of advantages to staying at one of the new tourist cabins close to the hotel. If we should not be able to get into one of them, we could stay in Lufkin.

You have our permission, therefore, to convert the second floor of the library into an apartment or apartments, but we do ask that this not be done until the new tourist court is available for occupancy. The furniture in my room at the library and possibly some of that in Temple's room is very fine furniture from Biggs in Richmond, Virginia. I mention this because it should be valued accordingly, and it might have some bearing on what disposition is made of it.

AT:ld

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# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — HARDWOODS

ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET

Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

October 19, 1950

Mrs. Lottie Wimp
C/o Southern Pine Lumber Company
Diboll, Texas

Dear Lottie:

I am enclosing my check for $15.00 payable to Southern Pine Lumber Company for the memorial fund in the name of Wilbur Fogg. I presume I am right in making this check payable to Southern Pine Lumber Company, but if not, you can let me know.

I am also enclosing Southern Pine Lumber Company check for $1,000.00 payable to the Federal Credit Union. This is in line with my conversation with you Tuesday morning.

I have a general idea of how the Credit Union operates. However, I would like to know more about it, and Mr. Webber would also. Don't you have something in printed or mimeographed form, something which you used perhaps to acquaint the employees with the plan? If you do have anything of this sort, I will appreciate your sending it to me along with the pass book or whatever evidence of my participation I should have.

With kindest regards,

Sincerely yours,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — HARDWOODS

ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET

Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

October 19, 1950

Mrs. Lottie Wimp
C/o Southern Pine Lumber Company
Diboll, Texas

Dear Lottie:

I am enclosing a letter from Bertrand A. Lang which I inadvertently brought away from Diboll with me. I presume this should be put back in your file.

Sincerely,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

Copied from an original at The History Center, Diboll, TX www.TheHistoryCenterOnline.com 2006:016

Mr. Arthur Temple Arthur Temple, Jr. October 20, 1950

Dear Dad:

I am glad to hear of your decision in regard to the library and I will follow this up as suggested.

I threw away the sample Christmas cards that you mailed me, therefore, I cannot forward them to Eck.

Please give Sally our love and best wishes.

Mill one will now start up on Monday. It is just as well that we didn't start when we originally planned, because there is a lot of work still being done on the final wind up. It always takes a good bit longer to catch the little details connected with finishing a job than you originally estimate.

Yesterday the two shifts at mill two had an amazingly good record. They cut 90,000 board feet on the two shifts and for the first time since we have been on two shifts, the night shift beat the day shift several thousand feet, although the night shift lost ten minutes. They had exactly the same log average and this indicates the way things have smoothed out since we started on this night shift. I will report to you and let you know how everything gets along when we start up the new stuff.

I have discussed the new situation since Wilbur is gone with Eddie and we have decided not to appoint a man in his place, at least for the time being. I had a meeting of all plant foremen yesterday afternoon and told them that we had decided to not have a replacement in Wilbur's place and informed them that due to Eddie's health he would not be able to do all of the work that Wilbur and Eddie were doing together. Therefore, I asked them to take on full responsibility for their departments (which is as it should be) and that we expected the same efficient production we had had in the past and expected to continue the program of tightening our belts that we had begun before Wilbur left. I think everthing is going fine and will write you more when I have something to report.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — HARDWOODS

ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET

Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

October 20, 1950

Mrs. Lottie Wimp
C/o Southern Pine Lumber Company
Diboll, Texas

Dear Lottie:

Inasmuch as my contribution of $15.00 to the Memorial Fund in memory of Wilbur Fogg has already been covered by a debit memorandum received this morning, I suggest that you return to me the check which I mailed to you yesterday.

Sincerely,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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Mr. Arthur Temple Lottie Wimp October 21, 1950

Dear Mr. Temple:

Thank you very much for the check in the amount of $1,000.00 which we received yesterday. Enclosed is your passbook showing your balance and also, some information on Federal Credit Unions. I would appreciate it very much if you would pass this on to Mr. Webber when you have finished with it. If there are questions in your mind that are not answered in these pamphlets please let me know and I will try to secure further information on this subject.

I handed your check for $15.00 for your contribution to the Memorial Fund in memory of Mr. Fogg to Mr. George Smith. I believe Mr. Smith misunderstood the method in which this was to be handled, but he is making a correcting entry on this.

Yours very truly,

Lottie Wimp

Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 21, 1950

I received a telegram from Senator Connally yesterday afternoon stating that he is nominating Temple, Jr. for the Naval Academy. I presume this is definite and final, and it might be in order to advise Senator Johnson, but I think it might be well to wait until we get confirmation or something further from Senator Connally.

I am sorry that you, Mary and the children did not get up for Sally's wedding yesterday. It was a lovely affair. The church was beautifully decorated. Sally and Suzanne, the only attendant, were charming in their white and pink gowns, and the reception following the wedding at the Charlie Temples was all that could be desired. As I have told you, we are all very favorably impressed by Bill Barnes, and I am confident that he and Sally will be very happy as man and wife. By the way, they have gone to New Orleans for their wedding trip, and Sally told Ann that they might come back through Lufkin, in which event I hope you will have the opportunity to meet Bill.

Jack Gray was sorry not to be here. He appreciated your telegram.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 23, 1950

Referring to your letter of October 20th, I think you are wise in not replacing Wilbur at the present time. I am somewhat of the opinion, however, that it would be well to have an assistant for Eddie because his health is not too good. There should be someone coming up under him who would be in a position to take over should anything happen to him. Then, too, I suppose there is some danger of Eddie's overdoing.

I have felt very keenly the tragic death of Wilbur, not only because he was such a fine character and likable fellow but because I realized how much you depended upon him. I really felt awfully sorry for you, but you are resourceful, and I know that you will not let anything like this get you down.

I am enclosing a picture of Wilbur which came out of the package of matches we got at the Blue Room at the Roosevelt Hotel in New Orleans at the last annual SPA convention. I thought you might like to have this if you don't already have one. If not, then perhaps Eddie would like to have it. I think it is a splendid likeness of Wilbur.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 23, 1950

10,356

When I was in Diboll last week, I asked you about the receivable shown on the last Diboll statement under Rose Estate for $30,221.90. You said that this was a timber purchase.

I would like to know more about this acquisition and, in fact, wish that you would write me whenever you buy any timber other than very small tracts which do not amount to much.

Oc. 1+15

Pine 510 M 10" up -

Hdw 147 M - Good 12"

Pulp 1188 Cords.

1/2 Good grazing

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 23, 1950

It is a little thing, but inasmuch as you will be using the stamp which Lottie has for the Credit Union, I suggest that you have a new one made which will show employees in the plural possessive. The one she has shows the singular possessive. Lottie called this to my attention but didn't indicate that she intended to get a new one, and I think she should.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** October 23, 1950

I presume you have received a notice of a district meeting of Southern Pine Industry Committee and members of the Board of Directors of the Southern Pine Association to be held in Lufkin on November 2nd. This is one of a series of meetings to be held from South Carolina to Texas and Arkansas.

I have indicated that I will attend the meeting to be held at Lufkin on November 2nd, and I will try to be there, though I am not absolutely sure that I will make it. However, I presume that you will be in attendance.

AT:ld

I don't think there will much but are any training to pick up. Jimpsey and I may be down for the Lumber Week Festivities open in Tex. on Nov. 3rd & Josh might go with me or no.

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Mr. Arthur Temple Arthur Temple, Jr. October 24, 1950

Dear Dad:

The stamp that you mentioned was used principally on our own books in the Credit Union and, therefore, I think it would hardly be worthwhile to spend the money for a new stamp. Maybe some time in the future we will do so, but I can't see any real inconvenience that will be caused anyone.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple . Arthur Temple, Jr. October 24, 1950

Dear Dad:

The tract of timber you wrote me about was 1415 acres for which we paid $40,000.00. It has an excellent stand of pine and poles and you will see that the price averaged out about $28.50 per acre. It has a little over a million feet of timber on it at the present time and an excellent stand of young reproduction coming up under it.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple . Arthur Temple, Jr. October 24, 1950

Dear Dad:

I am glad to have the information about the pipeline right of way prices being charged. We will exert all pressure possible to get this up, but doubt if we can do anything like the figure indicated. I think probably this was an extreme case where they had very little footage across a place and does not indicate the real picture. However, we will exert all pressure possible.

In regard to the Directors' meeting of the Southern Pine Association in Lufkin on November 2nd, I don't think that there is much to this. It is probably just a get-together to get all of the members interested in Southern Pine. As you know, Herb Berckes calls these meetings from time to time just to let people know what a wonderful fellow he is and how active he is and what he is up against.

Incidentally, you probably realize that this conflicts with the meeting you are supposed to attend in Lubbock on the 2nd. Jim Ben is counting on you to be at that meeting and I certainly think that either you or Temple Webber should be there. I have never felt that it was my responsibility alone to do all of this sort of thing and, inasmuch as I am attending two or three of them myself, I think the least the Texarkana Office could do would be to send a representative out there. After all, this is your end of the deal.

The duck season does open at noon on the 3rd. I am driving down with Carl DuPuy to Bob Henderson's 44,000 acre rice ranch the morning of the 3rd and will spend the night of the 3rd in their clubhouse. Therefore, I probably won't be on hand for this party that you plan with Josh. However, Ben Anthony will get everything together if you will let us know who will be there.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple . Arthur Temple, Jr. October 26, 1950

Dear Dad:

Is our face red! We found the typewriter and they said it was here all the time. I can't explain this, inasmuch as I checked with the purchasing agent's department originally, but perhaps he didn't understand our question. Anyway, tell the express company that we have it.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 26, 1950

I am not at all keen about going out to Lubbock for the meeting on November 2nd, and I am sorry to learn that Jim Ben is counting on me. I thought after he received my letter and saw how reluctant I was that he would get someone else to fill in. As a matter of fact, I am not at all conversant with the subject and feel that I would be a complete dud on the program. Then, too, Lubbock is very difficult to get to from Texarkana, and I don't know just how the trip would be made. I would probably have to go to Dallas and take a train from there but, having never been to Lubbock, I just don't know.

I quite agree with you that these sales promotional meetings are out of your regular line of duty. I don't see any particular reason why you should be called upon except that you have been willing, and Jim Ben has thought that you would do the job well. I don't feel, however, that this sort of work is altogether in my line either. I spent considerable time years ago when I was sales manager attending conventions of retail lumber dealers all over the county and meetings of various sorts. I rather feel that I have served my time on such things.

There is no reason to prolong this discussion further. The main objection I have to going out to Lubbock on November 2nd is that I am having some trouble with my mouth, or more specifically my tongue, which has been going on now since about October 3rd when I had a session with Rowe Smith. The trouble has been more severe the past week, and after having Rowe Smith treat it last Saturday afternoon and again last Tuesday, I went to Dr. Parson yesterday afternoon, and he and Dr. Good are now watching the condition although they seem at a loss to diagnose the trouble and prescribe a remedy. I have not smoked since 2:00 P. M. yesterday and I believe that is going to do more to clear the thing up than anything else. Since this trouble has been with me so long and is not cleared up yet, I would hesitate to make any definite engagement for today week, Thursday, November 2nd, and will write Jim Ben accordingly.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 26, 1950

I was interested in going over the tabulation of receipts by various individuals from the Temple Foundation, what they are getting under social security and what they will get on the new basis. I am returning this in case you have any further need for it.

It is hard to know what to do about some of our pensioners now that the social security benefits have been increased. I wonder, though, if we should not reduce our contributions to such men as Jayroe, Will Agee and Jim Hogue, who are now getting as I figure it $115.90, $114.50 and $126.90 (figuring this last at the minimum estimated for railroad retirement). I should think that we might be justified in setting a maximum overall figure of $100.00, but, on the other hand, I realize that $100.00 does not go very far under present conditions. The ones referred to have, however, been getting along on a lesser amount in the past. Frankly, I don't know what to suggest.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 27, 1950

I am enclosing an anonymous letter to me which was mailed apparently from Lufkin October 26th at 3:00 P.M.

I don't take much stock in anonymous letters, but this one may be of some interest to you and Eddie.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 31, 1950

Two items of news: Josh Morriss and Mabel Buchanan Jester were married at Rube's apartment in St. Louis yesterday afternoon at five o'clock. They are going to spend their honeymoon in New York and expect to be away about two weeks. Item two: I have received confirmation from Senator Connally of his nomination of Temple Webber, Jr. to the Naval Academy at Annapolis. It is a principal appointment, and I assume this means that Temple will be admitted to the Naval Academy next June if he passes the mental and physical examinations. I think it would be in order to advise Senator Johnson of the circumstances and thank him for the interest he manifested.

AT:ld

X Sam writing Sen. Johnson - Don't suppose any thing more necessary

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# SOUTHERN PINE LUMBER COMPANY

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 31, 1950
Mr. E. G. Prud'homme

I have a rather apologetic letter from C. W. Rice, Editor-Publisher, The Negro Labor News, 419½ Milam Street, Houston, asking for a contribution to his work on the ground that he is fighting Communism and radicalism generally among the Negro race. From what he says, I am under the impression that the Communists and radical union forces in Houston are doing everything they can to put him out of business.

Although this man has been sending me his paper for some time, I never read it very carefully though I do occasionally scan the editorials. How much good he is doing, I don't know, but I do know that Henry Temple was inclined to contribute to Rice some years ago, but if I am not mistaken, he withdrew his support several years before he died.

Rice stated in his letter which I have just received that 500 Negroes at Diboll and Pineland get his paper every week, and I presume that both of you are in a position to know whether his influence is doing any good or not. Before answering Rice's letter, therefore, I would like to have an appraisal of his work from each of you whether or not you consider him worthy of our financial support, and if so, to what extent, and, incidentally, I would like to know if he is now receiving anything from Southern Pine at Diboll or Temple Lumber Company at Pineland.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

To Mr. Arthur Temple, Jr. From Arthur Temple Date October 31, 1950

I doubt if it would be worthwhile for me to go down to open the duck season in Texas with you on Friday. To be sure, I would like a good duck hunt, but we have not had any weather to bring the ducks down, and I doubt if we would find anything except small early ducks.

I did proposition Payne at the Rotary Club today, but he did not feel that he could get away. I thought also of suggesting to Hoot Whyte that we go down, but Hoot was not at the Rotary Club luncheon, and I suppose he is out of town. As a matter of fact, I am still having a little trouble with my tongue, and this thing has been hanging on so long, since about October 3rd, that I think perhaps I had better stay here and try to get it cleared up. I am going over to the clinic tomorrow afternoon for a thorough check-up, which I am due, but it was suggested last week by Dr. Parson, who together with Dr. Good, could not figure out what was causing the trouble with my tongue.

If I should by any chance change my mind, I will get in touch with you by telephone or telegraph tomorrow. Don't hold back on account of this - go ahead and make any other arrangements for opening the season that you want to.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 2, 1950

Dear Dad:

Attached is a letter you sent me from C. W. Rice, Editor of the Negro Labor News. It is true that we have subscribed to his paper for a number of our employees and have made contributions to him from time to time. I occasionally glance at his paper and I suppose that it is alright, but I don't think that it is doing us much good and I doubt if it is doing much good actually. He seems to have lost his effectiveness and, therefore, I wouldn't do much of anything to encourage him.

Last night I stuck a spike in my foot and made a small cut in my left arch. It is nothing serious, but it is causing me considerable discomfort. Needless to say, I won't be able to open duck season either here or in Houston. I am sort of relieved that I don't have to leave town after all, because we are so busy trying to get everything going down here at the plant that I would really like to stay here and fight it. Everything seems to run very well at the plant with the exception of one thing. This is the feed station for the edge sorter. We have got the slots all working fine, but it is going to be necessary to flare the openings and change the method of feed, which is a little bit too elaborate to describe in detail. It will probably hold us up another week, but actually the changes are not anything sizable at the present. However, I do think it is going to be necessary to build about a fifty foot accumulation bay for lumber that can't be handled as it comes from the mill. This is probably a little hazy to you so I won't elaborate at this time and will wait for your next visit. I don't think the cost will be excessive on this additional construction, but will give us a safety valve in case we get blocked out at any point.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 3, 1950

I have received a statement from Texas Manufacturers Association for annual membership dues from November 1950 to November 1951 in the amount of $500.00.

As I understand it, membership in the Texas Manufacturers Association is based on a firm's worth, that is, what they contribute for membership is, and while I do not have a schedule of suggested dues before me, I am under the impression that we have been paying far less than is expected of a concern of our size.

In view of your objection to our association dues of various sorts and because I don't know just how worthwhile T.M.A. is, I hesitate to approve this bill for payment. If I am not mistaken, you have been a director of T.M.A., in fact, I believe you were on their Executive Committee but resigned. What is your opinion of this organization and what do you think we ought to contribute?

I am sending Eck a copy of this letter and will be glad to have his comments, too.

Let me have $500 check

Thanks again

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 4, 1950

Dear Dad:

I am sending you a plat of the sub-division that you and Carrol are putting on in Lufkin. It has taken quite a while to get the engineering complete, but we now have it where we can go ahead with the City and other interested groups.

Although the $500.00 may be a little low for Southern Pine Lumber Company, I feel like it is a very large contribution to a somewhat ineffective organization. I don't think it is as bad as East Texas Chamber of Commerce, but the reason I resigned as executive committee member and as director was because I felt like it was just a bunch of bull. Al Cudlipp is the new president of this association and probably we should continue to contribute something on his behalf, but I certainly would oppose a contribution anything like $500.00. Suppose you send them a complimentary check for $100.00 and maybe that will keep them off our necks. After all this stuff doesn't grow on trees and I hate to put it around where it doesn't do us one damn bit of good.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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Southern Pine Lumber Company
MANUFACTURERS
YELLOW PINE HARDWOODS
ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET
Texarkana, Texas
ARTHUR TEMPLE, JR.
DIBOLL, TEXAS

11/4

Mighty sorry
about your sad.
Hope it is not
serious, as you
say, but take
care of it.

Have pic-
tures you op-
erating soon
good deal
Reading with
the sufferers
change in the
weather but I
haven't heard
of any big deals

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South Western Lumber Company
MANUFACTURERS
YELLOW PINE HARDWOODS
ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET
Texarkana, Texas

to speak of in
this vicinity yet.
Our season in
Arkansas opens
Feb 15th and
here. J.

Affy
Dad.

My Mouth is
much better.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 6, 1950

I am glad to have the plat of the sub-division which you, Carrol and I are putting on. It looks very attractive.

Let me know whenever you need money from me for development. I sent Carrol $16,000 for our one-half interest and got a deed from him, but it was a deed for the whole thing and not for a one-half undivided interest. Consequently, I had to send it back to Ned Shands for revision. This was done on October 20th, but the revised deed has not yet come back to me.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 6, 1950

Inasmuch as Al Cudlipp is to be the new president of Texas Manufacturers Association, I don't think we can afford to cut down our contribution and, accordingly, I am okeying their statement for $500 for payment. Under this arrangement Pineland will pay its pro rata part, which I think is all right because Temple Lumber Company should support TMA as much as Southern Pine.

It is indeed hard to evaluate the work of associations like TMA. Certainly, their objectives are good, and I do think that manufacturers ought to be organized, principally to watch legislation in Austin and in Washington and to combat the influence of organized labor.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 8, 1950

Dear Dad:

My foot got well enough and I went down Monday at noon for a hunt Tuesday morning and Wednesday morning at Houston Farms & Development Company's ranch the other side of Houston. This is the same place I went a few years ago that has 44,000 acres in rye and two new 300 acre lakes. The hunting is de luxe and there are millions and millions of ducks and geese. I never saw anything like it in my life. Needless to say, we got the limit within a few minutes after we got out each morning. It is one of the most beautiful sights I ever saw to see those geese just roll in million after million, hour after hour all day long. They have a very comfortable new clubhouse and everything was de luxe. I would like very much to take you down there and have a morning shoot with you. I am sure that I could arrange it if you could do so in the near future.

In regard to last month's statement, I am glad we made a little profit, but naturally was somewhat disappointed in the showing. However, you will notice that throughout the statement our M&S and labor is pretty high. This is result of not having all the bills paid on the power plant remodelling and I think that we will see the last of that last month. After taking this into consideration, I am pretty well pleased with the progress we have made on our cost. I know that it is not possible for you to separate these items, but feel that within a short period of time we will be able to show you on the statement the effects of the work that we have done. I don't know why these bills take so long to work through the office. It looks like every time we do something it takes about four months to get it all out of our system. The change-overs that were necessary at the feed station for the edge sorter will be complete by the end of this week I think and we should be able to start operating again on the first of next week. I have every reason to think that all will go well at that time. Eddie has done a wonderful job of cutting out unnecessary personnel and I think that we are really getting down to a clean operation now. I am extremely optimistic and feel that everything we have done will bear fruit in due course.

I'm looking forward to seeing you in the next few days on your hunt and hope that you will have a real fine time.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. November 8, 1950

Dear Dad:

You are correct that our log inventory in the woods is probably a little low at this time. We are shooting at an inventory of about 45,000 pine logs by the time we have any weather. You are also corr ect in your statement about the weather affecting our policy. We have been a little slow to get going on account of the unseasonably warm weather which could badly damage the logs. However, I am not alarmed about the situation and think we are in excellent shape at this time. You are also correct in stating that your estimate of footage is a little low. Actually we have about a million and a half pine footage in storage.

We are really getting in high gear on this thing now and think that you will be pleased with the situation as it unfolds in the next month or so.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

cc: Mr. Clyde Thompson

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 8, 1950

I am having a cocktail shaker,which I won as a prize in a golf tournament a good many years ago, sent to you today by Owens Brothers Jewelers. I hope that you will have some use for this.

I was disappointed when I got back from my last trip to Lufkin to find that this cocktail shaker was not sterling silver, as most of my golf trophies are. However, as time goes on and Mother is willing to part with them, I hope to pass on other trophies to you and Ann and will try to make the next one to you something of a greater intrinsic value. I think I may have some silver goblets which I might pass on to you.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 9, 1950

Dear Dad:

Thanks a lot for the cocktail shaker. As you know, I appreciate things like this very much and assure you that we will be very proud to have it. I don't know that we will ever mix a great many cocktails, but I would certainly like to have any token that you won.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 9, 1950

I am leaving for Temple to try to find out at the Scott and White Clinic what is wrong with my tongue. I am doing this on the advice of Dr. Parson, who suggested that I see an oral specialist because he thinks there may be a small growth or "piling up of tissue", and there is no such specialist here. He suggested the Mayo Clinic at Rochester, Minn., but I told him that I would much prefer to go to Scott and White at Temple since I could drive there, and it would be more convenient and it is in this part of the country where the weather is more pleasant.

If everything goes well, as I anticipate it will, and I am released shortly after my appointment at 9:00 A.M. Friday, Mother and I may drop by Lufkin on our way back for a little visit with you all. With this in mind I am taking the goblets about which I wrote you yesterday, six in number and not twelve, but I was disappointed to find last night that they are not sterling silver as I thought. Anyway, they will go well with the cocktail shaker. If we do not come back by Lufkin, I will send them to you on our return.

I anticipate that I will be back in a few days and will be able to go on my hunt scheduled next week for Boggy Slough. I have suggested to Trevor Caven that the crowd go on whether I am back or not, but he seemed to think last night that the crowd would want to call the party off. I will keep in touch with the office, and in the event that I am detained at Temple for treatment or an operation, Lillian will handle the party, and if it is called off, communicate with Ben Anthony.

I don't think the trouble with my tongue is anything serious. However, it has dragged on so long, since about the 3rd of October, that I do think something ought to be done about it and that I should see a specialist. I am really confident that everything will turn out all right.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 13, 1950

I am glad that your foot was well enough for you to have your hunt last Tuesday and Wednesday. It must have been quite an experience, and I certainly would love to see the ducks and geese in such numbers, and I would like to have a hunt with you but hardly feel that it is worthwhile to go so far and take all of the extra clothing and paraphernalia that are required for duck hunting, just to get four ducks in a day or a total of eight for two days. Of course, geese can be added to this number, and as I have never killed a goose, I know that I would get quite a thrill out of dropping a big honker.

I suppose everything is all set for my party at Boggy Slough, beginning with supper tomorrow. As far as I know, there will be about fourteen or fifteen outside of those who may come out from Diboll and Lufkin.

By the way, when I mentioned several whom I would like for you to invite out for a meal, I overlooked Martin Dies and J. J. Collins and H. J. Shands. I did write Gene Shotwell: don't know whether I sent you a copy of my letter to him or not.

I have not been very enthusiastic about this party at Boggy Slough, mainly, I suppose, on account of the trouble I have had with my tongue. I am glad to say that that trouble seems to be clearing up, but I don't know that our trip to the Scott and White Clinic at Temple had anything to do with it or not. The only thing prescribed there was some very high-powered vitamins, which I started taking Friday night. However, the trip was worthwhile from the standpoint of the thorough check-up I had. Incidentally, we had the opportunity to meet Mr. Thomson, the administrative head of the Clinic before we left, and he told us that he knew the name of Southern Pine Lumber Company very well and had had a number of people from Diboll. Everyone was very friendly, and all with whom I came in contact seemed to take a keen interest in my problem. I can certainly recommend Scott and White to anyone who needs something of this sort.

While down there on the hunt, I hope to get over to Diboll to see everything in operation. I really would like to take a delegation of sightseers down, and since the deer season does not open until Thursday morning, the day we break up, we might arrange such a trip for Wednesday afternoon. Several have expressed an interest in seeing the mill.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 15, 1950

Dear Dad:

Attached you will find the latest estimate on total cost of the creosote plant. This looks pretty good and well in line with our original estimate, considering the fact that we have purchased one additional crane and converted it to a Diesel. Also, as you will remember, we have put in an electrical line to our own power plant rather than tying into TP&L as was originally proposed. Also, a rather expensive steam line was run to the plant from our present boiler facilities, eliminating the use of approximately five to six hundred dollars worth of gas per month.

We are pretty far down the road at this time and this estimate should stand up fairly well.

Yours very truly

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 17, 1950

I am glad you gave me a copy of your letter of November 13th to Eck in regard to Johnnye Foster's check on the poles produced at Pineland from September 13th through November 9th. As a result of this letter, I hope that Eck will give more positive instructions or, at any rate, see that poles other than a bare minimum to retain a crew or what you class as R.E.A. poles be reserved for the Diboll treating plant after it gets into operation.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date November 17, 1950

I am glad to see the itemized statement of cost on the treating plant at Diboll, which was enclosed with your letter of November 15th. I am returning this, thinking that you may wish to retain it in your file for future reference.

I hope that we will be able to come out with a total cost of not more than $377,617.91, as shown as the estimated total cost when completed. I hope, too, that we will have this plant ready to go in January, which was contemplated last time I talked with Johnnye Foster. Incidentally, I am awfully glad that he has not been recalled to active duty in the Air Force.

AT:ld

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MATERIAL ON ORDER

| Name of Supplier | Amount |
|---|---|
| Ingersoll-Rand | 13,092.00 |
| E. E. Read | 725.00 |
| Shreveport Blow Pipe Co. (Fan) | 440.00 |
| B. A. Rothschild - Cylinders | 26,750.00 |
| Aber Co. (Insulation) | 19,000.00 |
| National Transit (Pressure Pumps) | 1,767.19 |
| Byron-Jackson (Water Pumps) | 916.00 |
| Davies Sales & Eng. (Switch Point Plates) | 495.70 |
| B. A. Rothschild (Small Press. Vess.) | 1,092.00 |
| B. A. Rothschild (Ba. on Tanks) | 3,800.00 |
| A. J. Schill (Steel) | 231.71 |
| Mid-Continent Supply (Diesel Mtr.) | 4,732.00 |
| Everhot Mfg. Co. (Pole Branders) | 209.00 |
| National Rad. Co. (Radiators & H. W. Heater) | 177.01 |
| Contractor's Supplies, Inc. (Concrete) | 800.00 |
| Peerless (Peeler Blades) | 213.00 |
| Norvell-Wilder (Bits) | 400.00 |
| Truscon Steel Co. (Steel Windows) | 142.00 |
| Vulcan Iron Works (Loco. Parts) | 100.00 |
| W. W. Cannon (Lockers) | 650.00 |
| Texas Foundries (Wheels for Trams) | 2,325.00 |
| C. L. Storey (Machine Wheels | 620.00 |
| Story-Wright (Chairs) | 180.00 |
| Norvell-Wilder (Gauges) | 60.00 |
| W. H. Curtin (Relief Valves) | 308.00 |
| Foxboro Co. (Gauges) | 707.00 |
| Westinghouse (Electrical Fittings) | 50.00 |
| Interstate Electric (Electrical) | 433.18 |
| G. E. Supply (Electrical) | 7.70 |
| Westinghouse (Starters) | 2,774.41 |
| McDaniel Distributing Co. (Metal hoses) | 273.42 |
| Sumners Pontiac (Bal. on Air Conditioner) | 400.00 |
| Texas Power Reserve (Polesfor steam line) | 350.00 |
| | 84,221.32 |

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| | | |
|---|---|---|
| Total spent to 11/1/50 | 224,042.65 | |
| Invoices paid & approved | 3,979.57 | |
| Payrolls paid in November | 623.12 | |
| | 228,645.34 | 228,645.34 |
| Amount obligated on purchases (recap) | | 84,221.32 |
| Total spent & obligated to date | | 312,866.66 |

ESTIMATED EXPENDITURES TO COMPLETE

| | | |
|---|---|---|
| Concrete foundations - 145 3/4 yds. @ 35.00 | 5,101.25 | |
| Hauling sand to surface tracks | 600.00 | |
| Labor surfacing & ballasting tracks | 2,000.00 | |
| Labor laying tracks | 1,300.00 | |
| Labor on treating bldg. & vacuum tower | 1,700.00 | |
| Labor completing pole machine & Distribution skids | 1,000.00 | |
| Labor on parts for crane conversion | 900.00 | |
| Labor & Materials for preservation & Treating Piping | 13,500.00 | |
| Labor & materials to complete electrical instalation | 2,000.00 | |
| Laboratory Equipment | 1,000.00 | |
| Labor & Materials to complete steam line | 650.00 | |
| Sub-total | 29,751.25 | 29,751.25 |
| Contingency | 35,000.00 | 35,000.00 |
| Estimated Total Complete | | $377,617.91 |

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 17, 1950

I am enclosing my check for $3.00 to cover the poker chips which you left with me when you quit the game at Boggy Slough Tuesday night. I tried to pay this debt the following night but didn't have the proper amount in small bills, and you didn't have change.

I want to thank you for your part in making my party at Boggy Slough a complete success. It impressed me as being the best party I have yet sponsored. Everyone seemed to have an awfully good time, and there was nothing unpleasant except the unfortunate incident Wednesday night when Henry Lewis got his rib broken.

I will, of course, write Ben Anthony and express again my thanks to him for looking after all of the arrangements.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 20, 1950

While I was at Boggy Slough, Q. T. approached me several times about a gymnasium for the colored people at Diboll. I told him that I would talk to you about it but have since realized that I could have told him that under present Government regulations we would not be permitted to build anything for recreational or amusement purposes, and I think a gymnasium or meeting hall would certainly come under this restriction.

Of course, this would be only a temporary excuse. I would, however, like to do something along this line for our colored people. I think we probably owe it to them, especially since the colored people at Pineland have such facilities, and having done it over there, the people at Diboll naturally think we should do it for them, too. Therefore, I would like to point toward a gymnasium and meeting hall for the colored people at Diboll at sometime in the future when we can put up a building of this type.

I think you might tell Q. T. that I should have told him when he approached me at Boggy Slough that we are not permitted to put up anything of this kind at the present time on account of Government restrictions.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 21, 1950

I have received from the Labor Information Service of the Southern Pine Association a booklet on the wage structure of the lumber industry in the South for 1949 and 1950 published by the United States Department of Labor. I don't have any need for this and don't have any particular interest in it after glancing over it, and will be glad to send it to you if you did not receive one from the SPA or if you have any need for an additional copy.

I also received a day or two ago the statement of Southern Pine costs for the six months ended June 30, 1950 from the Southern Pine Association, New Orleans, dated November 17, 1950. I presume you have received a copy of this report.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 22, 1950

Dear Dad:

I have a copy of the wage survey mentioned in your letter of November 21st. Therefore, I will not need the new copy.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 22, 1950

I did not know that our old colored friend, Henry Carter, had died until I received from you this morning the letter addressed to you by Earl Carter Washington.

I am glad that you did something for this old man's family when he died, as is indicated by Earl Carter Washington's letter, because he was one of my father's favorites among the colored people, and he frequently did little favors for him. He was one of the old reliables, and I am sorry that he is gone although I am sure that he lived a useful life to a ripe old age.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. November 22, 1950

Dear Dad:

I agree with your comments in general about the new Negro gymnasium. Certainly, we want the Colored to have equal facilities in every respect with the Whites and I agree that we should do this as soon as possible. However, as you pointed out in your letter, present governmental building restrictions prevent building any structures for entertainment or amusement. However, I will instruct Joe Carter Denman to prepare plans and specifications and estimates so that at such time as these restrictions are lifted construction can begin on the new Negro gymnasium, provided the expenditure is approved by the Board of Directors.

It makes me very happy to know that you are in sympathy with this project which is badly needed and I hope that before too long we can provide these facilities for our good friends in the Colored group.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
cc: Messrs. W. F. Pate
Calvin Lawrence
H. C. Kenyon
O. T. Bussey

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 24, 1950

I am enclosing a letter from Russell Smith to Eck, which was enclosed with his letter of November 22nd to me. Eck asked that I pass this on to you for your information and with the suggestion that you show it to Johnnye Foster.

I presume that it would be in order to return this letter to Eck after you and Johnnye have read it.

AT:ld

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TEMPLE LUMBER COMPANY

PINELAND, TEXAS

TO Mr. E.G. Prud'homme FROM R.A. Smith DATE November 16, 1950

Referring to our conversation of yesterday afternoon in regard to Mr. Arthur Jr.'s letter pertaining to our pole production. When you ordered a reduction of our pole production Mr. Pate immediately cut his crew to two crews and when he finished the tracts at Gist and the old field in Hardin County he left only one crew on Temple's land.

You will recall your instructions were to make the reduction when we finished the above two named places and the poles paid for after that time were cut prior to your instructions as it very often is 30 to 60 days after they are produced before they are loaded and sometimes that long before he is paid and he in turns pays us. I think the idea of two crews came about by Mr. Fulmer telling Mr. Foster and Mr. Goodrich of Diboll that we are producing on the Reed tract and East of Newton. The fact is that the crew went from the Reed tract to the Newton County tract. You will recall our going on the Reed tract which is really Block One of the Larkin-Gross survey on account of our learning Mr. Reed was asserting a claim and we did it only to make him bring suit if he is going to. We have spotted the saw logs on this tract and will cut them in the near future. On the tract East of Newton this was where there was a thick spand of Longleaf Pine which needs thinning. Mr. Fulmer was with the spotters the first day they spotted the trees he wanted to come out and Mr. Pate worked at least 80% and I believe maybe 90% of the marked trees into short poles mostly 16 and 20' and very few 25 and 30' and possibly 8 or 10 35' poles. I am very sorry indeed that I did not know the day the men were coming from Diboll as I would have been very glad to have taken them on the two last above named operations and have given them the basis of our workings.

I am looking forward to getting a price list from Southwestern and also from Diboll so as to make a comparison of our prices, but so far the prices we have been getting have compared favorably or above the others I have seen. You may rest assured that I will try to handle as directed and keep you informed as I have tried to do in the past.

RAS

RAS
ajp

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 25, 1950

Apropos of our own discussions relative to dividends, I thought that you might be interested in a discussion of the T&P Railway Company's dividend policy, as brought out in some correspondence between Mr. Vollmer and Mr. John W. Cornwell, Jr. of New York City.

I would like to have this correspondence for my file, and you may hand it to me when I am in Diboll for our annual meeting on Wednesday, December 13th, or if you prefer to get it out of the way sooner, you may put it in an envelope and mail it back to me.

T&P stock has had a phenomenal advance on the New York Stock Exchange recently: just why I don't know. I wrote Mr. Finegan, Assistant to Mr. Vollmer, and asked him if he knew of any reason why the stock should increase so rapidly as it has, and he said the only thing that he and official circles knew was that the Wall Street Journal recently made some comments on the favorable earning record of the Railroad. The stock advanced $10.00 one days, $6.50 a day or two later, and then a day or two still later another $4.00, and the last report I saw showed a price of $81.00 I believe. Incidentally, I bought my fifty shares several years ago at $41-1/8, which means, of course, that I have approximately a 100% paper profit.

AT:ld

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THE TEXAS AND PACIFIC RAILWAY COMPANY
TEXAS AND PACIFIC BUILDING
DALLAS 2, TEXAS

W. G. VOLLMER,
PRESIDENT

November 8, 1950.

Messrs. Beasley )
Caldwell )
Carter )
Flippen )
Harding )
Hemingway )
Kurzweg )
Lancaster )
Laws )
Leonard )
Milbank )
Mitchell )
Neff )
Petersen )
Temple )
Young ) Directors.

Gentlemen:

For your consideration between now and the date of our next Board meeting on December 12th, I send you herewith a copy of a letter addressed to me under date of November 3rd last, by John W. Cornwell, Jr. of New York City, in regard to the dividend policy of the Texas and Pacific; a copy of my reply is also attached.

Very truly yours,

W. G. Vollmer

cc - Mr. G. A. Thompson

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THE TEXAS AND PACIFIC RAILWAY COMPANY
TEXAS AND PACIFIC BUILDING
DALLAS 2, TEXAS

W. G. VOLLMER,
PRESIDENT

November 8, 1950.

Dear Mr. Cornwell:

In response to your letter of November 3rd in regard to the common stock dividend policy of the Texas and Pacific Railway Company, I am anxious to believe that you know that the payment of dividends (and the amount) is exclusively within the control of the Board of Directors of the Company. I will send each Director a copy of your letter for their consideration in the interim between now and the next meeting which is scheduled to be held early in December.

In view of your comment about Missouri Pacific, I realize that I must say to you that the Texas and Pacific has been and is now operated as a completely independent railroad. Its policies are not directed by the Missouri Pacific. Its Board of Directors has always been most conscientious in considering the rights of all T.& P. stockholders; regardless of the size of their respective holdings. Both the directorate and the management of T.& P. have sought to conduct the affairs of the Company for the best interests of all stockholders. They have not been solicitous for the interests of the Missouri Pacific to the disadvantage of other stockholders.

With appreciation of your interest, I am

Yours very truly,

(Signed) W. G. Vollmer.

Mr. John W. Cornwell, Jr.,
Hardy & Co.,
30 Broad Street,
New York, N. Y.

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HARDY & CO.

MEMBERS NEW YORK STOCK EXCHANGE

30 BROAD STREET

NEW YORK

November 3, 1950.

Mr. W. G. Vollmer, President,
The Texas & Pacific Railway Company,
Texas & Pacific Building,
Dallas 2, Texas.

Dear Mr. Vollmer:

I am the owner of 300 shares of your Common stock, held for me in the name of F. S. Moseley & Company. In addition, the firm of Hardy & Company, of which I am a partner, has a number of customers holding this issue, one of whom owns a total of 5,000 shares.

You may recall that under date of September 24, 1945 I wrote you regarding the Texas & Pacific dividend policy. It was gratifying to me that your Board of Directors took partial action on my recommendations, as you advised me by your letters of September 29th and November 13th, 1945. As your directors' meeting for the current year-end dividend consideration probably will be held the latter part of this month, there are certain matters to which I would like to draw your attention and, at the same time, I respectfully request that you make them known to your directors at their forthcoming meeting.

Since Texas & Pacific Common has been on a $4 per annum dividend basis (beginning with the year 1946), the earnings per share of Common have been:

| | |
|---|---|
| 1946 | $ 10.97 |
| 1947 | 11.03 |
| 1948 | 15.06 |
| 1949 | 9.73 |
| Total (4 years) | $ 46.79 |
| Dividend paid (4 years) | $ 16.00 |
| Per cent. paid out - 34% | |

| Latest reported earnings: | 1950 | 1949 |
|---|---|---|
| 9 mos. to Sept. 30 | $ 11.69 | $ 6.94 |

Note: If earnings for the 4th Qtr. of 1950 are no better than the 4th Qtr. of 1949 you will earn about $15.00 for the full year 1950. Indications are that you may exceed this figure, considerably.

Your Net Current Asset position (June 30,1950) was reported as:

| | |
|---|---|
| Current Assets | $ 29,318,391 |
| Current Liabilities | 9,934,603 |
| Net Working Capital | $ 19,382,788 |
| Per share of Common Stock . . . | $ 50.00 |

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Book Value of Common - as of Dec. 31, 1949 . . . $ 292.73 per shr.

(Present Book Value is probably well in excess of $300 per shr.)

You have no early debt maturities of importance.

I call your attention to the fact that the Missouri Pacific Railroad owns the entire outstanding Texas & Pacific Preferred stock and 229,000 shares, or 74.69%, of Texas & Pacific Common stock, leaving an outstanding Minority interest of only about 158,000 shares. (This assumes no further acquisitions have been made by the MOP during the past year).

I next call your attention to the fact that the Missouri Pacific reorganization (pending for many years) has recently progressed to a point where a vote of the security holders on the present Plan is to be poled in the immediate future. There is every liklihood to expect and believe that the MOP reorganization plan will be consummated sometime before the close of the year 1951.

I now suggest to you that as the Missouri Pacific, under the proposed Plan, will merge or consolidate its principal subsidiaries also in trusteeship, namely, the Gulf Coast Lines and the International Great Northern, into a single System, there appears to me to be a strong possibility that, after completion of the reorganization, the MOP may wish to consolidate (or, at least, acquire a greater percentage of ownership) of its remaining "independent" operating subsidiary, namely, the Texas & Pacific. However, as T&P is not "in the courts", its merger, or further absorption by MOP could not be "forced" but only could be brought about by negotiations by the parent, MOP, and the T&P minority stockholders.

I further suggest to you that the Texas & Pacific Board of Directors, in the administration of that property, has a fiduciary duty to all stockholders, which should apply, with equal fairness, to the minority stockholders as well as the majority stockholder.

It is my opinion that, for many years, the Board of Directors of the Texas & Pacific Railway has not been entirely fair to minority stockholders in the matter of dividend disbursements. Even during the period that the stock has been on a $4 per annum dividend basis, only about one-third of the average net earnings have been paid out. This fact, it would seem, has definitely penalized the free market value of the Common stock.

Even at its present market price of about 63, the highest in many years, the stock is priced considerably below where it might sell if a policy of greater liberality of dividend payments had been pursued by the directors over the years. It is my personal belief that the present price of about 63 is, to some extent, already "discounting" the fact that the MOP receivership will end next year and the possibility that the MOP management, after a return to private control, may wish to "negotiate" with Texas & Pacific minority stockholders.

By their failure to pay more adequate dividends on T&P Common, it seems to me that the Texas & Pacific directors are definitely favoring the majority stockholder to the distinct detriment of the minority interests. Obviously, the directors by their past action (or inaction) on dividends have been the cause of holding back the free market price of the Common stock and thus, directly or indirectly, retarding or restraining the true bargaining power of the minority stockholders if it should come to a "show-down" with the new MOP System.

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Therefore, in view of the fact that this year, 1950, is more or less of a crucial one for the Texas & Pacific Railway, for the reason that the Missouri Pacific will be clear of the courts sometime in 1951 and in a position to act independently of federal trustee control, I STRONGLY URGE THAT THE BOARD OF DIRECTORS OF TEXAS & PACIFIC, IN JUSTICE AND FAIRNESS TO THE MINORITY STOCKHOLDERS, DECLARE AND PAY AN "EXTRA" YEAR-END DIVIDEND ON THE COMMON STOCK OF AN AMOUNT JUST AS LARGE AS THEY HONESTLY BELIEVE THE NET CURRENT ASSET POSITION OF THE COMPANY WILL PERMIT.

Very respectfully yours,

John W. Cornwell, Jr.

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THE TEXAS AND PACIFIC RAILWAY COMPANY
TEXAS AND PACIFIC BUILDING
DALLAS 2, TEXAS

W. G. VOLLMER,
PRESIDENT

November 20, 1950.

Messrs. Beasley, Caldwell, Carter, Flippen, Harding, Hemingway, Kurzweg, Lancaster, Laws, Leonard, Milbank, Mitchell, Neff, Petersen, Temple, Young, Directors.

Gentlemen:

On November 8th last, I submitted for your interim consideration a letter from stockholder John W. Cornwell, Jr. addressed to me under date of November 3rd, and my reply thereto - all in regard to the dividend policy of our company.

To aid in your consideration of this matter prior to our Board meeting here on December 12th, I now send you a memorandum expressing my views. The subject will be on the agenda for that meeting so that it may be disposed of in accordance with the wishes of the members in attendance.

Very truly yours,

W. G. Vollmer

cc - Mr. G. A. Thompson

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THE TEXAS AND PACIFIC RAILWAY COMPANY

- - - - -

Memorandum Regarding Dividend Payments

For consideration by our Directors:

The first Common dividend paid by the Texas and Pacific was in 1928, 57 years after organization of the Company. Beginning with the second quarter of 1928, quarterly dividends of 1-1/4% were paid for three and one-half years to September 30, 1931, matching the payments on Preferred. They were discontinued until December, 1942, when $1.00 was paid for that year. $1.00 was also paid for the years 1943 and 1944. $2.50 was paid for the year 1945. At the close of 1946 the dividend rate was raised to $4.00 per share and paid for that year. Since then $1.00 has been paid quarterly. Including the $3.00 paid during 1950 to September 30, dividends paid on Common aggregate $16,276,880.

Dividends aggregating $23,462,677 have been paid on Preferred since May 26, 1924 - date of issue, including three quarters of 1950. With the exception of the years 1937 and 1940, when 2½% was paid, 1938 at 1%, also year 1939 and three and three-fourth years ended December 31, 1935, when no dividends were declared, 5% has been paid on Preferred.

To provide adequate facilities for services required and for economical operation after World War II's close, improvements to roadway and track, including new rail, and operating facilities have been carried forward as labor and material and modern equipment became available. Including an estimate of our program for 1951, the cash outlay for miscellaneous (or run-of-mine) capital improvements for the five years 1947/1951 amounts to $14,790,000, a yearly average of $2,958,000, equivalent to $7.63 per common share. Due to the increased cost of labor and material it is more than likely that such expenditures aggregating at least $3,000,000 yearly will be necessary in future years if we are to keep abreast of the times and provide facilities required for competitive and economical operations.

Initial payments on new equipment received during this period and contemplated for 1951 total $11,077,000, making the aggregate cash outlay $25,867,000 for capital improvements. Other expenditures out of funds from operations, including dividends to date and balance for 1950 and 1951 at present dividend rates, will amount to $23,101,000; all of this makes a grand total of $48,968,000 cash outlay. This sum exceeds funds remaining from operations during these years by $1,120,000 (about 58¢ per common share per annum) which must come out of the surplus of the years prior to 1947. In setting up these figures, net income for 1951 is estimated to be not less than we expect it to be for 1950, even in the face of impending tax legislation, new demands from all the railway labor organizations for increased wages, and possibly other unforeseen increases in the cost of operation.

As to our cash position: Based on estimated returns for the balance of 1950, cash and U. S. Treasury Notes at December 31st will approximate the

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following, against which estimated known requirements are shown:

| | | |
|---|---|---|
| Cash and U. S. Treasury Notes at 12-31-1950 - - - - - - - - - | | $18,400,000 |
| Requirements: | | |
| Federal income taxes accrued unpaid - - - - - - - | $5,300,000 | |
| Atchafalaya River Bridge repairs - - - - - - - - | 1,420,000 | |
| Prospective U. S. Govt. rate adjustments - - - | 672,000 | |
| Dallas car forwarder company loading facilities | 375,000 | |
| Cash payment on diesels in 1951 - - - - - - - - - | 3,350,000 | |
| Cash payment on 800 freight cars on order - - - | 1,270,000 | |
| Planetarium type passenger car - - - - - - - - - | 200,000 | 12,587,000 |
| Leaving the balance of - - - - - - - - - - - - - - - - - - - - - | | $5,813,000 |

of which $5,000,000 is considered to be an adequate working fund.

The foregoing balance of $5,813,000 could be improved upon by adding $924,000 which is the difference between a 25% and a 20% cash down payment on the contemplated new freight cars and diesel locomotives in 1951. With 25% down payment, the remainder would be financed with 10-year equipment trust notes whereas with a 20% down payment, the remainder would be financed with 15-year equipment trust notes at a slightly higher rate of interest than 10-year notes would command. However, this would extend maturities into the period 1962-1966 when other financing may be necessary, if not before. Further, due to running 5 years longer, it would also cost the Company an estimated additional cash outlay of about $1,100,000 for interest.

Unless there could be a reasonable assurance that increased Common quarterly dividend payments could be sustained over a continuing period, and still leave funds for contingencies, for protection of the solvency of the corporation in possible future lean years, for more diesels and new rolling stock, and for average yearly requirements for miscellaneous (or run-of-mine) capital improvements, no increase in the quarterly Common dividend rate of $1.00 would seem to be justified at this time.

The Texas and Pacific now enjoys the highest credit rating in its history, a reflection of increased operating efficiency and improved services coupled with reduction in funded debt made possible by a conservative dividend policy during the past eight years. This high credit rating has obtained for only a short period of years, making it all the more desirable to maintain it.

We believe it fair to say it has been acknowledged in the past by others that the continuity of dividends at a given rate over an extended period has a greater beneficial effect on a company's credit standing than may be the case from increased dividends for a short period; that the effect of a reduction, which for unforeseen reasons might have to be made, more than offsets the beneficial effect of increases for short periods even though the reduction may be no more than the prior increase in regular dividends or the amount of extras paid. Continuity of dividends at whatever amount over a long period tends to add character to the securities and increases the credit rating of any company.

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Whether an increase in the regular Common payments of $1.00 quarterly would be justified after the transition from steam to diesel power on the railroad is completed would, of course, depend upon the conditions obtaining when that time arrives. The savings from diesel locomotive operations can be consumed largely by increases in wages and other costs of operations over and above going freight and passenger rates, unless there be measurable increases in the latter which would not cause undue losses of traffic and revenue to other forms of competitive transportation. Expenditures for diesel locomotives, new cars and other capital improvements, while heavy, are imperative if we are to keep abreast of need and economy.

For my own part, I can see no objection to the declaration, on December 12th next, of an EXTRA payment of $1.00 on our Common, which would call for an additional cash outlay of $387,550.

- - - - - -

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STATEMENT SHOWING EARNINGS A
EQUIPMENT OBLIGATIONS, SINKING FUND, INITIAL CASH
ATCHAFALAYA RIVER BRIDGE ALTERATIONS
FIVE YEARS

| | 1947 | |
|---|---|---|
| Net income | $5,460,081 | $ |
| Depreciation and road property retirements | 2,578,534 | |
| Total | 8,038,615 | |
| **Expenditures:** | | |
| Installments under equipment obligations | 431,402 | |
| Initial cash payment on new equipment | 519,229 | |
| Additions and betterments other than new equipment | 3,579,370 | |
| Sinking fund - General and Refunding Mortgage | 420,185 | |
| Atchafalaya River Bridge alterations | | |
| Preferred dividend | 1,185,150 | |
| Common dividend | 1,548,804 | |
| Total | 7,684,141 | |
| Balances | 354,474 | |

*1951 initial cash payments on new Equipment:

| | |
|---|---|
| One-fourth cost of diesel locomotives - | |
| 34 units, Ft Worth-Big Spring | $1,350,000 |
| 49 units, Texarkana-Shreveport-Ft Worth | 2,000,000 |
| One-fourth cost of 550 freight cars on order | 870,000 |
| One-fourth cost of 250 freight cars to be built by T&P | 400,000 |
| Planetarium type passenger car | 200,000 |
| | $4,820,000 |

November 3, 1950

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S AND BALANCE AFTER CASH OUTLAY FOR
ASH PAYMENT ON NET EQUIPMENT, ADDITIONS AND BETTERMENTS,
IONS, DIVIDENDS PAID AND BALANCE THEREAFTER
EARS 1947-1951

| 1948 | 1949 | Est. 1950 | Est. 1951 | Total 5 Years | Average |
|---|---|---|---|---|---|
| $7,021,134 | $4,955,971 | $ 8,000,000 | $ 8,000,000 | $33,437,186 | $6,687,437 |
| 2,497,499 | 2,886,721 | 3,174,000 | 3,274,000 | 14,410,754 | 2,882,151 |
| 9,518,633 | 7,842,692 | 11,174,000 | 11,274,000 | 47,847,940 | 9,569,588 |
| 855,748 | 993,082 | 1,511,000 | 1,771,000 | 5,562,232 | 1,112,446 |
| 1,721,152 | 2,515,732 | 1,501,000 | 4,820,000* | 11,077,113 | 2,215,423 |
| 3,176,061 | 2,592,311 | 2,442,000 | 3,000,000 | 14,789,742 | 2,957,948 |
| 436,113 | 453,356 | 472,000 | 490,000 | 2,271,655 | 454,332 |
| | | 175,000 | 1,420,000 | 1,595,000 | 319,000 |
| 1,185,150 | 1,185,150 | 1,185,000 | 1,185,000 | 5,925,450 | 1,185,090 |
| 1,549,004 | 1,549,204 | 1,550,000 | 1,550,000 | 7,747,012 | 1,549,402 |
| 8,923,228 | 9,288,835 | 8,836,000 | 14,236,000 | 48,968,204 | 9,793,641 |
| 595,405 | 1,446,143 | 2,338,000 | 2,962,000 | 1,120,264 | 224,053 |

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Mr. Arthur Temple Arthur Temple, Jr. November 27, 1950

Dear Dad:

You will notice on the Southern Pine statement an account called Temple-Allen. I opened this up just temporarily to take care of the bills on the first water pipe for the sub-division that came in. In the very near future when it is necessary to make other disbursements, I will call on you for funds and take this up. I hope that this is satisfactory.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 27, 1950

I am sorry that you wrote Eck as you did in your letter of November 25th, which was in regard to poles and the tire contract.

I think it would have been better to show a conciliatory attitude. Not only is it to the best interest of our two companies for those in charge at Diboll and Pineland to work together, but you have a direct financial interest in Temple Lumber Company and, as a consequence, should not take a stand-off or "to hell with you" attitude. When differences occur, it is much better to sit down calmly and work them out.

I am sure that Eck wants to cooperate not only on supplying poles to the treating plant at Diboll but in every other respect. He has demonstrated this by continuing to supply the handle factory at Diboll with squares at a lower realization than could have been had from fence lath, and this with very little squawking. He has always shown an interest in our problems at Diboll, has already been ready and willing to go over to Diboll to discuss them with us and help us to work them out.

I think that you might well write Eck, or better yet call him on the phone, and tell him that you did not mean for your letter of November 25th to be as hard as it sounds. When I write a letter like this, I usually hold it over until the next day to mail and then wind up by not sending it. It is one that can do no good, but, on the other hand, can do much harm.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. November 28, 1950

Dear Dad:

I have your letter of November 27th with reference to my recent letter to Eck. I didn't think my letter was so strong, but I certainly think something has got to be done to let him understand that cooperation works both ways. Every time he needs something done we "bust a gut" to try to help him out and do something about it and every time we need some help nothing can ever satisfy him. Talk to Price about our hardwood deal recently. Talk to Johnnye Foster about our pole situation. Talk to Carrol Allen about the tire situation. Talk to Eddie Farley about the thousands of instances that have happened over the years. I certainly don't want to have any feuds or fusses, but I think the best way to bring the thing to a head and let him know that this thing works both ways is to quit making a rug out of Southern Pine Lumber Company. Every time we get together and discuss something and come to an agreement everything is hunkydory until he goes backand changes the whole set-up. I haven't said anything to you about it, but since I have been in Diboll we have carried a heavy part of his overhead. By this I mean that whenever he needs engineers we drop our work to go over and tend to his. For instance, when he needed a community center, although we had already started planning ours, our engineers postponed our work and worked his details out for him. When he needed roads surfaced we stopped our program and sent our engineers over to do his for him. When he needed drainage surveys we sent our engineers over to do those. When the situation arose in regard to the squares about which he had been griping continuously, you will remember we agreed to let our price stay where it was and raise his.

You have got my attitude wrong. I am not mad at anybody and I value Eck's judgment and friendship very much. However, I am a little tired.

The truth of the matter is Eck is so busy trying to tend to everything that goes around there that he is not just losing a dollar trying to save a dime, he is losing a dollar and also the dime. You will recall our conversation in regard to purchasing at Pineland. Eck is absolutely certain that everything is being done just so and that he knows how it is going on. The fact of the

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business is, and I can't afford to convince him of this, that his purchasing is just almost as badly screwed up as Henry's was. I know this sounds like big I and little everybody else, but I know of many instances where this is true. I would like to cite, for instance, in the case of automobile tires where the records have been available to us. Although Eck has made substantial purchases on the outside, he has actually bought more tires and tubes from Straus-Frank under the contract over the last two years than we have. This last year, or up until the present date of this year, he has bought almost half again as many as we have. I am sure you realize that we run more equipment necessitating these supplies than he does. There is only one reason for this saving and that is absolute control over such things as original purchase, proper supervision of equipment, inventory control, and regular two week inspection of damaged or blown-out tires. It is suprising how much we recover in refunds on this sort of thing from defective tires. I don't want to get into an agrument with Eck, because he certainly is very capable, but it just gripes me to see his capabilities wasted on two-bit items. He is one of the smartest lumbermen I know of. However, he could be ten times as effective if he would delegate some authority and get himself properly staffed. I don't think that I should be the one to point these things out, but I think that you should familiarize yourself with these facts and try to diplomaticly talk Eck into better organization. Please make a note to discuss this in full with me when you are here, as I would particularly like to discuss the forestry department, purchasing and general organizational set-up at Pineland with you. Needless to say, I don't want you to mention the above to anyone where it might get back to Eck.

Sincerely,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 29, 1950

I realize Eck's failings, one of the greatest of which is his insistence on trying to look after so many little details and his failure to organize. However, he does have some very good qualities, as recognized in your letter of November 29th, and we are going to have to overlook his weaknesses, bear and forbear and get along, all the while trying to get him to see the light.

I think that Eck has made considerable progress the last year or two. He has engaged Fulmer as a full-time forester, and I think that his forestry department is greatly improved, also his logging department. I think, too, he is pretty well convinced that he ought to have at Pineland a central warehouse, but he has just not gotten around to building it; for one reason, possibly, because he was undecided for a long time just where it ought to be placed. Only recently he has made arrangements for a full-time civil engineer, which, incidentally, will relieve you of having to provide such service for Pineland in the future.

In conclusion, I think we are going to have to recognize that Eck, like Lester, is a detail man, and we are going to have to educate him or encourage him to develop more of the qualities of an executive and delegate more of the detail work to subordinates. I think you have set him a good example since you have been at Diboll, and I think possibly some of Eck's development inthe last year or two has been due in no small measure to his observation of how things work at Diboll.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. November 29, 1950

Dear Dad:

Attached you will find a lease to the Sinclair Oil Company on the Lee Estes Service Station. I have sent you four copies, all of which should be executed. Please have Bob Waite attest your signature. This makes the lease direct with Sinclair instead of Lee Estes and in consideration of this they are giving us $5,000.00 to pave the driveway and approaches to the filling station. Therefore, we are getting a good lease with Sinclair and $5,000.00 to boot. This lease has been approved as to form and content.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 30, 1950

I am returning the lease in favor of Sinclair Oil Company on the filling station at Diboll.

I hope that this does not mean that Lee Estes is losing the station. I take it, however, that he will continue to operate it under the Sinclair lease.

Note: Date needs to be filled in on page 102

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** November 30, 1950

With the Sinclair lease this morning came a proposed statement. I can't figure much out from this; don't see any change from the form which has been used in the recent past; in fact, it seems to be identical with the statement for October.

Wish that youwould please give me a little light on this. It has the regular brown cover and on the cover is typed "Proposed Statement", but the pages on the inside do not have any figures. I don't understand it.

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Mr. Arthur Temple Arthur Temple, Jr. November 30, 1950

Dear Dad:

Just a note to keep you posted. Dave has got pretty far along with negotiations with the Stanolind Oil Company of Tulsa, Oklahoma, for a lease on approximately 190,000 acres not presently covered by leases with Cullen and others. On this deal we would receive $1.00 per acre at the time of closing the deal for a shooting option. At the end of one year Stanolind would be required to pay us fifty cents per acre for everything they retained over one-half of this for the next year's shooting option. In other words, they would be allowed to keep 95,000 acres one more year under the shooting option without paying the additional fifty cents. However, if they determined that they wanted to keep the whole 190,000 acres they would have to pay us $47,500.00 additional shooting money. Under this shooting option they would have the right to select not less than 3,000 contiguous acres at $10.00 bonus plus $1.00 per year rental. The lease would be for five years. It would be a standard one-eighth interest lease. Incidentally, on this deal we have left out, not only the stuff that is presently leased, but we have left out all of the hot spots, such as Cherokee County, that are not presently leased but there is a lot of activity.

This for your information.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. E. G. Prud'homme · Arthur Temple, Jr. November 29, 1950

Dear Eck:

Under separate cover I am mailing you a revised form for our cost statement. The changes are not really very sweeping, but several items have been rearranged and added where we felt it would be valuable. On the other hand certain information has been deleted because we felt that it was not particularly significant or worth the trouble to keep up with. I would be glad to have your comments as soon as possible, since we plan to put these changes into effect the first of the year.

Yours very truly,

Arthur Temple, Jr.

ARTHUR TEMPLE JR.
DIBOLL, TEXAS

ATJ:lw

cc: Mr. Arthur Temple

Dear Dad:

I am mailing one to you and would like to have any comments from your end of the line.

Arthur

Arthur - as soon as I have your comments, I can mark on any differences here. Then we may go ahead. N. G.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 1, 1950

I am glad to learn from your letter of November 30th that Dave Kenley is negotiating a deal with Stanolind Oil Company of Tulsa for a shooting option on 190,000 acres. This looks like another opportunity for us to pick up a nice chunk of money, and I hope that the deal will go through as outlined in your letter.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. December 1, 1950

Dear Dad:

I am sure you hadn't received my letter when you wrote me concerning the new statement form. The changes are not sweeping, but thought you might like to see the comparison with the old statement.

George, Eddie and I have been having a good bit of discussion about the necessity for bringing our accounting (included in accounting I consider all systems involved in record keeping) up to the level of efficiency we have now reached in the plant. Our accounting system has grown and we feel that it needs considerable survey and study. Therefore, I have asked Frank Taylor to bring his expert on methods and systems down to see me in the next two weeks and I anticipate that we will suggest to the Board a thorough study along these lines, in addition to our regular audits. I feel that a good bit of duplication and unnecessary work can be eliminated in this manner.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. December 2, 1950

Dear Dad:

I feel sure that Mr. Drew has been stealing sizable funds. I would like for you to order a special audit of the grocery store. I would like for the action to come from Texarkana so that if I am mistaken it will not appear suspicious.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple · Arthur Temple, Jr. December 2, 1950

Dear Dad:

I am planning to make some rather sweeping revisions in the commissary which has gotten in such a mess that it is intolerable. I just simply can't put up with Mr. Drew's sloppy operation any longer and unless you object, I am going to let him go on the first of the year and either try to get my new store operating and leased out down on the highway early in the year, or else put a real operator over there.

Today I made a tentative deal with Bernice Hines, the present drugstore operator to lease him the present drugstore until a new one is built at 5% of his gross receipts. Based on last year this would have been $3,900.00 rent. In addition to this he will pay for his own utilities, etc. I believe this will be a much more satisfactory way of operating than the previous method. I would like to get your reaction to this and if it is okey I will go ahead.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. December 2, 1950

Dear Dad:

I am pretty upset about the discontinuance of the Temple Foundation. Of course, if it can't be handled I suppose it will just have to die. However, I wonder if you would talk to Bob and the others about the possibility of establishing a new Temple Foundation to do the same work to which Southern Pine might be able to contribute funds each year. This would have considerable advantage during such times as we might be organized by some labor union. If it is a separate legal entity I don't think that the company could be forced to listen to union talk about the operation of the Foundation. This is a pretty serious possibility and, although its application is not immediate, I think we might be thinking about such an angle.

Also, I hesitate to load my cost statement with items that actually are not related to production. I am making every effort to make my operational statement factual, so that I can tell what kind of a job each department is doing. Of course, we could carry it on the general statement as a special item, such as donations, but I don't think that it would be tax free, inasmuch as we are not allowed to donate to an individual. I wish you would be giving this some thought.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. December 2, 1950

Dear Dad:

Relative to our discussions about the general accounting system used by Southern Pine, I would like to point out the effect that the practice of leaving the major stockholders' dividends on deposit with Southern Pine has on our statement. As you know, the ratio of current assets to current liabilities is a very good yardstick and generally regarded as the criterion of financial strength. According to our October 31st statement, our ratio was approximately 3.6 to 1. We show an item of $412,000.00 under current liabilities that I believe is largely deposits by stockholders. If this $412,000.00 were paid off, although it would reduce our cash somewhat, it would make our ratio go up to 12 to 1. I just thought you might be interested in this matter and I don't know how it could be handled differently, but I don't see much point in our holding this money for you, inasmuch as we don't own it and probably couldn't spend it if we needed to. Also, it sort of gives me a false sense of security to look at our statement and see that we have about $1,300,000.00 in cash and bonds, whereas actually we have a little less than a million at the present time.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
cc: Mr. Bob Waite

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

I turned your letters and the proposed statement over to Bob Waite, and he has gone over it carefully and in detail, and he sees no objection to the changes which you wish to incorporate. I have no objection, and if it is agreeable with George, I see no reason why the changes should not be put into effect at the beginning of next year or whenever you wish to do so.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

I have just received your letter of December 2nd telling of your plans with respect to the main store and drug store at Diboll.

I know that you have been dissatisfied with Kirk Drew for a good while. I presume your objections to him are well founded and fully justified, but I am sorry that his service is unsatisfactory to you because I like the fellow personally, and I have always thought him to be a good character and loyal and honest. It may well be, however, that he is just not on the ball sufficiently to make a succesful store manager. Suffice it to say that whatever you do with him will be all right with me, and I will back you up. I do think, however, that it wouldbe well to get a new man in his place or have some lease arrangement before you left him out.

With respect to the drug store I note that you have made a tentative arrangement with Bernice Hines to lease him the drug store at 5% of his gross receipts. Under this arrangement you say that our rent last year, 1949, would have been $3,900. According to the Peat, Marwick, Mitchell audit, the drug store sales in 1949 were $68,467. Five percent of this would have been $3,423. The audit report shows depreciation $962, sundry supplies and expenses $1,312, total of these two items being $2,274. I don't know just what sundry supplies and expenses cover, but if they take care of repairs, taxes and insurance, we would have to stand this item as well as depreciation, which would make our net from the drug store $1,149 which isn't very much for the investment we have in the drug store. On the other hand, our net profit, again according to the audit report, for 1949 was only $846. There would then be some slight gain, about $300, under the lease arrangement using 1949 as a basis.

I am not at all keen about your idea to move our stores down on the highway. We have discussed this in the past, and I have expressed my opinion as being in favor of leaving the stores where they are because of their central location. Then, too, we have quite an investment in our stores where they are and would show quite a loss in their abandonment. To say the least, I think we will want to discuss moving the stores down to the new highway before any definite action is taken. I presume this is something that you will want to discuss at the annual meeting next week.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

I would like very much to set up a trust to take the place of the trust created by my father's will to take care of aged and disabled employees, but it looks as if that will be impossible under the new tax laws so that we could get a credit for the gift and so that the income to the trust would be tax exempt. Bob and Aubrey went into this thoroughly with Frank Taylor of Peat, Marwick, Mitchell and Company, and this is their unanimous conclusion.

There is no use to go into any detailed discussion of this by mail since Bob Waite and I will be in Diboll next Wednesday for the annual meeting, and we can discuss it then.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

Referring to your letter of December 2nd in regard to the practice of some of our larger stockholders leaving their money on deposit with this office:

I am quite sure that none of the individuals concerned would have any objection to taking their money away from Southern Pine and putting it on deposit in a bank, but, assuming that the amount on deposit is $400,000.00, it would cost Southern Pine just $10,000.00 per year for them to do this. This money is invested in Government bonds which draw 2½% interest and this represents a pick-up for Southern Pine Lumber Company. Personally, I feel that it is to the advantage of the company, and as a consequence to the advantage of each and every individual stockholder, for this money to be left with the company.

Since dictating the above, Bob Waite has come in and told me that the amount on deposit is probably around $275,000.00 instead of $400,000.00. Regardless of the amount, however, you can figure that the company is earning at the rate of 2½% per year.

I have not checked the ratio of current assets to current liabilities recently. However, if it is 3.6 to 1 as of October 31st, as stated in your letter, that is a very satisfactory ratio, one that would be acceptable for credit anywhere. But we are not borrowing any money and I don't see why you should be so concerned about this ratio.

AT:ld

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Mr. Arthur Temple . Lottie Wimp December 4, 1950

Dear Mr. Temple:

I wonder if you have a picture of Mr. Tom Temple size 10" x 13" or larger that is not in use. Mr. Temple asked me to locate one that will fit in a frame that we already have and we could use one up to about three inches larger either way. If you have one that we could have we would appreciate your sending or bringing to us.

Yours very truly,

Lottie Wimp

lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

Allen Collom told me that February 27th has been set for the date for the appearance of the colored choir from Diboll for the Texarkana Rotary Club. This, of course, is in accordance with the arrangement tentatively made when my party was in progress at Boggy Slough.

Since returning home from the party I have given more sober thought to the advisability of having these men come to Texarkana to appear before the Rotary Club. It looks like an awful lot of sugar for a nickel to take eight men away from their work, for which they would no doubt have to be paid, and to make the trip of 400 miles approximately to Texarkana and return, to say nothing of the cost of transportation. Frankly, I don't think it is practicable, and unless the men would be sorely disappointed, my suggestion would be that the trip be called off.

Please let me know how you feel about it. If these men are not going to appear before the Rotary Club here, I would like to let Allen Collom and the program chairman know right away.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 7, 1950

I am agreeable to leasing the drugstore at Diboll to Bernice Hines if you want to do it and think it is the thing to do. I only tried to bring out in my recent letter on the subject that we would not be getting very much for the lease after deducting depreciation, repairs, etc. I am really not familiar with such leases where the rental is paid as a percentage of gross receipts. I am under the impression, however, that most leases of this sort carry a flat rental plus a percentage of gross receipts, do they not?

Anyway, I am quite agreeable to making the lease which you have tentatively agreed upon with Bernice.

Yours I. B. M. Exc.
Made by typewriter
dans mighty fancy
hand.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 4, 1950

If Dave is successful in concluding a deal with Continental Oil Company for a shooting option on 190,000 acres of our land, it would be very much to the advantage of us if he could conclude the deal so that we would receive payment for the option this calendar year. There is no question but what Federal income taxes are going to be increased considerably next year, and who knows but what we might be subject to an excess profits tax also. Even if Congress does not pass an excess profits tax bill, the tax on corporation profit is undoubtedly going to be raised, and, as a consequence, it behooves us to get into this year any profit that we can, profit that might be put off until next year.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 5, 1950

I suppose you are doing everything you can to accumulate logs in anticipation of bad weather which we almost invariably have in January, February and March, but the log report of December 4th shows only 29,674 pine logs on hand, and at 50 feet per log this would be only 1,483,700 feet. I am surprised that you do not have more than this in view of the fact that we have had such fine weather recently.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. December 6, 1950

Dear Dad:

I have your letter with reference to log inventory at this time. Apparently you have overlooked the fact that we are on hardwood entirely on mill 2 and plan to stay there as long as it is possible to do so. We have enough hardwood logs now on hand to last us until approximately April of next year. This is as much inventory as we would care to have on hand at this time. In fact, we have ordered Clyde to cut down on cutting of hardwood logs.

In regards to the pine logs, we have approximately 29,000 logs on hand with a log average of approximately 72'. This is a little over 2,000,000 feet and it is certainly satisfactory. We will continue to build this up somewhat during the next month, but even if we had bad weather at this time we wouldn't be hurt. Due to our new roads that we have put in within the last two or three years, we now can get by with less log inventory due to the fact that timber is available for emergency cutting in a great many spots. It will always be necessary to bank considerable volume of wood, but we have the situation well under control. You are probably comparing our inventories with those of last year, at which time both mills were on pine. Actually we have a good many logs on hand at this time than we did last year.

I will arrange to meet Latane in Jacksonville as per his letter.

I certainly hate to see the Southland stock split up in a way, although it is probably best to do so. I would like to see Southern Pine Lumber Company or you retain control of this large block of stock in one voting entity.

In regard to the oil deal, I would like to close it this year myself. However, I don't think there is much that can be done to rush this and I certainly didn't intend to give you the idea that the deal was ready to close. However, I will check with Dave and see if he can speed the thing up a little bit.

I agree with you in regard to the colored choir singing in Texarkana. However, I will contact Professor and see if they are looking forward to it very much. I think that it is an excellent thing to have them sing around in this section where they can possibly do us some good, but I don't see much to be gained by taking them as far away as Texarkana unless you wish it.

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I don't understand why a trust could not be set up that would allow Southern Pine to contribute sums of money to it. I discussed this matter with Eck Prud'homme going to Laredo yesterday and he was just as upset about the death of the Foundation as I am. I feel sure that a trust could be set up whereby Southern Pine could contribute to it and deduct the money so contributed. Other companies do this sort of thing and I don't see why we couldn't. However, your lawyers know what they are talking about, I feel sure.

In regard to the drug store and general store at Diboll, it was not clear to me from your letter what you thought about the drug store deal. Inasmuch as I have more or less made a tentative deal with Bernice Hines, I would like to get a clear cut decision from you if you have any objection. It is true that depreciation and other items must come out of the funds received from rent, but you must bear in mind that we will be carrying no inventory and if this were carried out throughout the entire merchandising department it would result in a good bit of inventory being turned into cash.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 8, 1950

I don't think that I have answered all of the queries in your letter of December 6th. My first thought was that most of the items you covered will be discussed next week when we are in Diboll for our annual meeting. However, it might be well to set down some of my thoughts on the bonus which you have suggested.

I have no real objection to paying a two weeks bonus to all employees who have been with us not less than three months and who have worked 95% of the time made available to them during the past year and also pay a flat $25.00 to those who were with us on December 5th and who do not qualify for the two weeks pay. However, it does look a little generous to me to pay $25.00 to those who have been with us no longer than three months, or less than a year, but anything less than this may appear small in this period of inflation when the dollar has declined so much in value.

If others in our territory are following a similar course, I suppose there is nothing for us to do but go along in spite of the fact that we have had two wage increases this year, last January when the 75¢ minimum went into effect and then a few months ago when we voluntarily raised our rates of pay. Certainly, I share your feeling that we should share our earnings with our employees in a rather liberal fashion.

I certainly want to be absolutely sure we are on the right track when we build such a rough shed as you have in mind. I am still just a little leery of using electric overhead cranes for handling lumber, because as far as I know there is only one such operation in the south and that is not satisfactory to the man who designed it and installed it, namely Mr. T. W. Rosborough. I will confess, however, that he has never given me any satisfactory explanation of why he does not like it, saying only that lift trucks are more flexible and better all around. It would be nothing short of a calamity for us to spend, say, $400,000 on a new shed equipped with overhead cranes and then not have the type of operation that would be the most desirable.

While it is going to be difficult to lay off so many men, this is progress, and it is necessary in this time of constantly increasing labor cost, and furthermore, I don't know of any better time to do it because there is such a strong demand for labor. It would be hard indeed if we had to do it in a time of large unemployment.

I don't know of any stockholders whom I could interest in attending our annual meeting next Wednesday, other than possibly Newman Gregory. So many of them are women, as you know, and I don't think they would be particularly interested. Joe Kurth would probably like to come up and see all that has been done at Diboll and to learn about what is being contemplated, but I don't think I would want to issue him a special invitation. I think that we will probably have a pretty good representation and I am sure that all those stockholders who do attend the meeting will get a lot out of it and will be glad to go over the plant and see the improvements which have been made.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 5, 1950

Inasmuch as I will have to be in Dallas next Tuesday, December 12th, for a meeting of the board of directors of the T&P, and Mother and the Cavens will go to Dallas with me, our plan is to leave here early Wednesday morning for Diboll for the annual meeting of Southern Pine which is set down for 1:30 P.M. that day.

Latane said when he was here last week that he would probably go down by train to Jacksonville and have you arrange to meet him there Wednesday morning. That will make a much easier trip for him than to come here and go with us. As far as I know there will be no one going from here other than Bob, Temple and me, and we will plan to be in Diboll for lunch.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. December 6, 1950

Dear Dad:

Our statement for the month indicates a $47,000.00 profit, after a charge-off of $9,600.00 on obsolete supplies and a $500.00 charge-off on the patent rights to a concrete form that we do not plan to manufacture.

The $9,600.00 represents old steam locomotive parts that have been on hand fifteen or twenty years, which are obsolete and have no value. I have been trying to get this charged off for the last two years and finally got around to doing so. I mention this because it is not something that has escaped our notice, but it was quite a job to get it all cataloged and separated and ready for charge off. The unusually good profit on hardwood flooring is not all earned last month. Part of it should have been shown on previous months, but due to the poor inventory control that they use it has shown up all in one month. This sloppy inventory system is inexcusable and I have been trying to take steps to remedy it for the last twelve months. I am going to get this straightened out because, conceivably, it could work the other way around. I should say in all fairness to Raymond that this is not peculiar to our operation here. The same thing exists in other plants and, whereas I don't see any reason for it to happen, it seems to quite frequently. Of course, it can well be argued that it will all even up at the end of the year, but I don't think any manager likes to be kept in the dark until the end of the year to see how he is coming along.

The thing that I am most impressed with is the lower cost on pine. Whereas our cost for the last month was nothing to shout about, it showed a substantial reduction over previous months and I have every reason to think that it is the beginning of a downward trend, which will by January or February show our true profit under the new production set-up. I am extremely enthusiastic. Our direct labor cost on pine production was approximately 18% lower than the previous month. I honestly and frankly think our savings are going to be terrific under the new set-up. All of our savings have not gone into effect at the present time. Probably next week we will go to the package system on the dry chain or dry sorter and this will enable us to eliminate a vast number of buggies and jitneys and several men in the sheds. Also, it will be a little while before we can take full effect of the labor savings due to the fact that some of the men which would ordinarily be let off are being retained temporarily to try to soften the blow of letting so many go at one time. Naturally, we are also, during this interval, trying to place the old and valuable men in permanent jobs where they can be retained and perhaps let newcomers orless desirable men in other places throughout the plant go. All of these things have a tendency to slow the change-over and delay the

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day of efficient operation, but I believe it is what you would have me do, in view of the humanitarian aspects.

I hope that you will try to have as many stockholders as possible down for the meeting, inasmuch as we would like to show off our new operation and I expect to have a very good show for the stockholders and Directors. We are doing a lot of work getting ready for them and think that every stockholder who can find time to come down will be well pleased with his trip. I think a letter from you would probably help.

Although probably I am reversing my field to some extent, I am going to recommend to you and to the Directors that a 4% or two weeks' bonus be paid to all employees who have been with us not less than three months and who have worked 95% of the time made available to them in the past year. This will cost us approximately $52,500.00 and in addition to this, I would like to pay a flat $25.00 to those who are with us on December 5th and who do not qualify under the above. All of the other sawmill companies are doing similar things and I believe we will be alone if we fail to do so. Also, we have really cracked the whip in the last three months and have gotten our plant on a more efficient basis than it has ever been, to my knowledge. I know that these things have not shown up so that the Directors can see them, but after an analysis of our statement I can certainly point them out. I know it isn't a good policy to spend money before you make it, or to anticipate savings, but I think it is always a good policy to share with the men savings that are actually in sight. Perhaps the best time to do this is after you make them, but I know the men need this money and it will mean a great deal to them. It also will ease the tension that will undoubtedly develop around the first of the year when we take still further steps. We are really getting clean around this place and cutting out all the fuzzy edges and are demanding a real day's work. The men and foremen have cooperated beautifully and I would certainly appreciate it if you could see fit to recommend such an action. Incidentally, Eck feels just as I do.

I am going to recommend a certain part of the project that I have had under study for the last six months be done immediately, but I have somewhat trimmed my proposal to include immediately only a rough shed 100' x 600' with an overhead traveling crane and to also install a semi-automatic stacker to be used on hardwood and as an auxiliary for the present stacker. Also, I want to put in a new timber dock and receiving dock for little mill lumber. These last few items are minor, but will probably cost $50,000.00 in addition to the new rough shed. I am not prepared at this moment to give you the total cost of the proposed project, but just for a guess at this time I will say $400,000.00. I will have my estimates com-

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plete, of course, prior to the discussion at the Directors' meeting and will give you this information as soon as possible.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 7, 1950

I am planning to take Aubrey with us to the annual meeting at Diboll next Wednesday, December 13th, if Josh does not accompany us and if there is room in the car for him. He and Bob have given a great deal of study to creating a trust to take the place of the Temple Foundation and, as I wrote you, they made a special trip to Dallas to discuss this with Frank Taylor and his lawyer.

I don't know whether I made a sufficient point of telling you that there may be a possibility of our creating a trust where the gifts of stock by us individuals would be deductible as gifts and where the income to the trust would be exempt from income tax when we get the regulations promulgated by the Internal Revenue Department next February. My thought is that we can hold everything in abeyance until that time. We don't necessarily have to give up the idea of setting up a trust to take the place of the Foundation but will only hold it up pending further information and investigation, and in the meantime we have approximately $18,000 in the Temple Foundation to carry us for awhile.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 7, 1950

I have come to the conclusion that the stockholders could not afford to have Southern Pine distribute the Southland stock, but we will discuss it when we are in Diboll next week for the annual meeting.

Assuming that Southland stock has a market value of $35.00 to $40.00 per share, distribution of all of the stock would mean a prohibitive tax on individual stockholders. We might dispose of what would amount to a 5% dividend on Southern Pine stock payable in Southland stock without too much penalty. If we should distribute one share of Southland for every five shares of Southern Pine stock, I would have a Federal tax of approximately $71,500; that is, this would be the tax on all my income, and if three shares of Southland stock were distributed for every five shares owned, the Federal tax on my total income would be $98,612. In the case of Georgie the tax would be $133,000 on one share of Southland for every five shares of Southern Pine stock held and $189,350 for three shares for every five shares of Southern Pine stock held. This will give you some idea of what is involved.

On the other hand, Southland stock will probably become more valuable all the time, and we are paying a penalty tax of 6% or 7% on dividends received by Southern Pine on Southland stock. It is too bad that we did not distribute the Southland stock years ago or when it was first acquired by Southern Pine and when it had a very low value compared with, say, $35.00 or $40.00 a share now. I thought about it at the time but so many of our stockholders didn't have any spare cash with which to pay the tax on such a dividend. Looking back now, however, it would have been a good thing regardless.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 11, 1950

Diboll, Texas

I am enclosing Oil Field Lumber Company's certificate #17 for twenty-five shares of Oil Field Lumber Company stock. This, together with what I have given you previously, I believe gives you a total of fifty shares.

Hintz and Harry Walker, Jr., as well as Harry, Sr., will be in Diboll next Wednesday and Thursday and I have suggested that we have an Oil Field Lumber Company directors' meeting to decide what we want to do about a dividend before the end of the year.

AT:mok

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 15, 1950

Before the motion with respect to the Christmas bonus at Diboll was passed at our meeting Wednesday afternoon, I made the statement that I assumed it applied to all except officers. This would, of course, eliminate George Smith, and I see no reason why he should not be included. I consider George a mighty good man and certainly would like to see him participate.

I trust that the 10% bonus for you or $1,650.00, is entirely satisfactory. I am sorry that the question of a bonus for you came up at the meeting; possibly I should have told you before the meeting what I had in mind but I don't know that that would have kept Latane from making the suggestion that he did. However, I was pretty much on the spot. Incidentally, I told George Smith to give you credit accordingly.

I would like to clear the Temple-Allen account before the end of the year, and this can be charged to my account at Diboll or I can send a check, whichever is preferable from an accounting standpoint. I would also like to see your debit balance on the Diboll books cleared before the year end and hope that it will be convenient for you to do so.

I thought we had a mighty good meeting and I was proud of your report and your presentation of what has been accomplished in project #1 and what is contemplated in projects #2 and #3.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 19, 1950

I have just returned from the Rotary Club luncheon where I received a folder showing the programs for the first half of 1951. On February 27th I am to be in charge of the program which is to be put on by "Spiritual Singers." This, of course, means the Diboll choir, as was discussed on my party at Boggy Slough.

As I wrote you recently, I wonder if we should go through with this thing. It seems like an awful lot of sugar for a nickel to take eight or nine men off their jobs at the mills, transport them almost 200 miles to Texarkana and back to Diboll, requiring almost a full day, all for fifteen or twenty minutes of entertainment for the Rotary Club. You wrote that you would consult Professor Jackson and would let me know whether the men would be terribly disappointed if they do not make this engagement, and I would like to know about this, and also just how you feel about their coming up.

If we are not going to put on this program, then we ought to know about it right away so that other arrangements may be made. I had in mind to suggest that we try to get Dr. Smith, formally of SMU, but now with the First National Bank in Dallas, who makes a fine talk. I suppose I could get him to come over and address the Rotary Club, and having heard him at the annual TLMA meeting several years ago I am sure that he would be very well received. In any event, let me know how you feel about having the colored choir come up.

AT:ld

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Mr. Arthur Temple, Jr. · Arthur Temple, Jr. December 20, 1950

Dear Dad:

I agree with you on the matter of the colored choir. I will contact Professor and I am sure he will understand. Texarkana is just simply too far away for such a meeting.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. December 22, 1950

Dear Dad:

I think that your letter to Mrs. Rutland is excellent and I am glad to note that you sent a copy to Kyle. Kyle called me recently and was very upset over the low dividend. In fact, she said some pretty hard things about the way some of us didn't need dividends, etc.

I called Mrs. Rutland today and talked to both her and Josephine at some length and they are very happy about everything since receiving your letter. I don't know to whom they had been talking, but apparently someone had given them a lot of erroneous information. I am mailing them today a copy of yearly earnings on Southern Pine Lumber Company since 1915, together with a copy of my remarks at the stockholders meeting.

The need to keep minor stockholders informed is the reason I wanted to try to get as many of them as possible to our meeting. I would like to see you write each of them a letter now and before our next meeting to try to accomplish this in the future.

People like Kyle and Mrs. Rutland are going to have a pretty tough time on 5% and, inasmuch as we will not have any heavy expenditures on Project 2 until the end of next year (about November), I think you should consider the possibility of an additional 5% next spring.

Everything is going fine. However, I imagine December, with its charge offs, bonus, etc., will be a dog fall.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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December 26, 1950

Mr. and Mrs. Arthur Temple
3003 Pine
Texarkana, Texas

Dear Mother and Dad:

This is just a note to express my appreciation of your lovely Christmas gift. It was nice of you to be so generous and I assure you that it helped out a great deal.

I think that we had an awfully pleasant Christmas this year. I certainly look forward to the visits that we all have together and hope that Mother will plan to come down more often. She is absolutely incorrect about coming too frequently. I am in hopes that Mary and I will get up before too long and if I can find a time that will be convenient for her, we will certainly do so in the near future.

Please give my regards to Josh and Temple and all the others.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 26, 1950

I intended to talk with you about the 500 shares of stock in William Cameron and Company, Inc. which Zimmerman offered you at $18.00 per share when I was in Lufkin for Christmas, but there was so much else going on and really I hated to inject any business into our discussions.

I have gone over the Cameron prospectus since I was in Diboll for our annual meeting and have discussed with Temple our taking the 500 shares which you felt that you did not want to borrow money to buy. Really, our only interest would be to give us a closer tie-in with Cameron to help us in a business way. As I believe I have told you, municipal bonds yielding in the neighborhood of 2.50% are the equivalent of an investment yielding 8% or 9% taxable income. Cameron stock, of course, has not paid anything like this in the past, according to the prospectus, and their earnings from 1941 to 1945 averaged only 70¢ per share, although they have done considerably better in the post-war years: however, I don't think the prospectus indicates what dividends have been paid. When considering what yield we might get from an investment in Cameron stock, it is well to bear in mind that this corporation is controlled by the Cameron family, who are very large stockholders, and they may well have a policy of restricting dividends to avoid payment of heavy income taxes so far as they can within Section 102 of the Internal Revenue Code.

I am not disposed to take the Cameron stock offered by Zimmerman, therefore, unless I can see more to it from an investment standpoint, or unless I can see that it would be of material advantage to Southern Pine Lumber Company for us to buy it. If you have any further comment or advice to offer in connection with this stock, I shall be glad to hear from you.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. December 27, 1950

Dear Dad:

Attached you will find a letter from W. R. Cousins which I suppose refers to the land which Henry gave to Joe Pollard. Good old Joe.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

cc: Mr. E. G. Prud'homme

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Mr. Arthur Temple Arthur Temple, Jr. December 27, 1950

Dear Dad:

The enclosed card was in a box of fruit from Grady Turner, which I gave to Chester Willis.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 28, 1950

I am returning to you the card signed by Grady Turner, which you said was in a basket of fruit which you gave to Chester Willis. I don't know Grady Turner, and the fruit together with the note must have been intended for you.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. December 28, 1950

Dear Dad:

Please send us $7500.00 to open an account for Temple-Allen for development of the sub-division. We will need additional money in the near future, but suggest that you give us this amount to start with.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 29, 1950

Per your request I am enclosing Southern Pine Lumber Company check for $7,500.00, charged to my account, to apply against development expense on the project being developed by you, Carrol and me. I had this check made payable to Temple-Allen, which I suppose is the style of the account.

I hope that you intend to apply part of the amount of this check against the Temple-Allen account on Southern Pine Lumber Company books at Diboll in line with my recent request. I would like to have that account cleared before the books are closed at the end of the year.

I am sorry that I did not see the real estate development when I was in Lufkin Christmas. Mother was very anxious to see it, and we talked about it but didn't know just how to find it. The next time I am down that way I wish that you or Carrol would show it to me.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 28, 1950

Although you asked me to return it to you, I am taking the liberty of sending W. R. Cousins' letter of December 23rd to Eck. I am doing this on the assumption that the alleged destructive logging was done by Temple Lumber Company and not by Southern Pine Lumber Company.

In all fairness I don't feel that Joe Pollard should be blamed. If he sold land which was given to him by Temple Lumber Company, he could sell it only subject to the restrictions in our deed. You imply that Joe Pollard has employed Cousins to file suit for damages if a settlement cannot be made without suit, but I am quite sure that Cousins has been engaged by one Sandoz, to whom Joe Pollard sold.

The only censure that can be brought against Joe in fairness, I think, is that he sold land which was given to him by Temple Lumber Company for him to retire on in his old age. It was probably a mistake to give him the land at all, but Henry, as you well know, was devoted to Joe, felt that he had always been a loyal employee and wanted to do something for him to which I agreed, thinking that what we were giving him was bottom land not suitable for growing pine timber. I have learned recently from Eck that this land did have some pine on it. Under the circumstances it probably should have been retained by the company.

Anyway, don't blame Joe for a suit filed by Sandoz or the threat of a suit.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** December 28, 1950

I tried to get you modern recordings of Caro Nome and Sextet from Lucia to replace the worn out and scratchy records you now have. I was able to get only the former by Lily Pons, and even that had to be ordered. I wanted to get these records for you because I know they are favorites of yours. I regret that I was unable to get Sextet from Lucia.

AT:ld

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Southern Pine Lumber Company
MANUFACTURERS
YELLOW PINE HARDWOODS
ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET
Texarkana, Texas

1/31/[illegible]

Arthur:

Our crook at this office is down to exactly $37,000. We gave D about $3,500 in here and they got the Jasper which did.

Am addicted to see on Geo. Smith's statement where we are this month.

Happy New Year to you and yours.

Dad

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Mr. Arthur Temple Arthur Temple, Jr. January 3, 1951

Dear Dad:

I started to tell you up in your office yesterday that our withdrawals from Texarkana were heavy last month probably for the following reasons:

$39,000.00 timber purchase paid to E. C. Durham.
$22,500.00 payment retiring note due R. E. Minton on timber purchased last year.
$26,000.00 for bonus.
$ 5,000.00 for extra service awards and bonus to me.
$ 5,000.00 or $10,000.00, as I recall, paid to Temple Foundation.

In addition, your cash was probably decreased by the amount actually withdrawn on dividends.

I hope the above will give you some help.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. January 4, 1951

Dear Dad:

I have, of course, received copies of the correspondence relative to adjustment of profit for the year 1950 for Temple Lumber Company, Retail Division. Although I can see your point and Mr. Taylor's point in wishing to take as much profit as possible this year because of the possibility of higher tax rates next year, I do not think that it is a sound practice to adjust books except possibly as has been customary in the retail operation in the past. In other words, I think a standard uniform procedure should be followed throughout the years. I question very seriously the advisability of trying to anticipate what is going to happen on taxes next year. This is, of course, based on the fact that the tax rate under which we will fall next year is determined, of course, by the bracket of income in which we find ourselves. Therefore, it is impossible to anticipate our profit for next year and, also, certainly impossible to anticipate the rate of tax which will apply. I would strongly urge that we let the books stand just as they are.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

cc: Mr. D. G. McNair

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. TEMPLE WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 6, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

If you will read the copy of my letter to McNair of yesterday, which I sent to George Smith, you will see that I recommended that the yards figure their inventories as of October 31, 1950 at $5.00 per thousand feet off of Southern Pine's list, which is, as I understand it, the practice which has been followed in previous years. I stated in that letter that I did not think we could justify the 5% discount allowed the general office in addition to the $5.00 per thousand feet because that would make our prices about $10.00 per thousand feet off of Southern Pine's list, and I don't think anyone could justify such prices as cost or market, whichever is lower, and that is the basis on which inventories are supposed to be figured.

I think that we are in agreement now as to how the inventories should be figured, and I don't see the need for any further discussion except in view of a possible excess profits tax liability. As I understand the law which will be in effect this year and which applies to the second half of 1950, or from July 1st on, we are allowed an excess profits tax credit equal to 85% of our average earnings for the best three of the four years 1946 to 1949 inclusive. We will be taxed an additional 30% on such excess over 85% of the average, and that would be quite a severe penalty, and if we could justify a reduction in earnings by cutting our inventory values further, I would be in favor of doing it but only if such action could be justified.

You seem to be under the wrong impression as to how corporation income taxes are figured. Corporation taxes do not vary with income as do individual income taxes except that the first $25,000 of profit is taxed at 25%, and everything over that amount is taxed an additional 22%, making an effective rate of 47%. There is no question, therefore, of keeping out of higher brackets as there is with individuals.

Yours truly,

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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Mr. Arthur Temple · Arthur Temple, Jr. January 8, 1951

Dear Dad:

I am certainly familiar with the income tax law in a general way. My reference to higher brackets referred to higher brackets encountered at the step-up point at which you would come under any excess profits tax. In other words, it looks as though Southern Pine Lumber Company will be allowed to make $660,000.00 roughly before paying any excess profits tax. At that point, however, it would step up into a much higher bracket. I trust that this explains my position in this matter.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. TEMPLE WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 11, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

I am enclosing a letter from the manager of the Polk County Chamber of Commerce, Livingston, which I am not answering.

In view of the fact that our holdings in Polk County amount to so little, I doubt if we would want to contribute to this organization. However, you may feel that it is to our interest to do so. If you agree with me, I wish that you would please write Mr. Jolliff and decline his invitation, but if you should feel for any reason that it would be better for me to write him, return the enclosed letter.

Yours truly,

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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Mr. Arthur Temple Arthur Temple, Jr. January 17, 1951

Dear Dad:

Please see if you can get me a picture of Burr like the one hanging in your office. That is what I had in mind.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. TEMPLE WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 18, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

I have ordered from Martin Patterson a picture of Papa like the one that hangs in my office. Martin told me that he was mighty busy right now and probably would not be able to get this out until around the middle of February. However, just as soon as it is ready I will send it or have him send it to you.

Yours truly,

AT:ld

Presume you want it located like mine.

SOUTHERN PINE SERVICE ASSOCIATION

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** January 30, 1951

Martin Patterson has called me about the picture of Papa which we are having him make for you. He said that the tinted print would be about $24.50 and the untinted would cost $15.00, and he has a frame moulding, which he thinks would be quite appropriate, dark mahogany with a small gold stripe next to the picture, which would run $12.50.

Please let me know whether you want the tinted or untinted picture and whether you want Martin Patterson to frame it or attend to the framing at Lufkin after you get the picture.

AT:ld

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. [illegible] WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 17, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

I doubt if he would be interested because I think he is probably making pretty good money on his own, but when we were talking yesterday, the thought occurred to me that Lester Prud'homme would be a mighty good man to run the new yard here. Lester is very energetic, aggressive and smart as a whip, and he has had considerable experience in selling Red River Arsenal boxes, crates, etc. as well as lumber.

Yours truly,

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. TEMPLE WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 18, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

I authorized Otto Atchley to have a survey of the property purchased with the Glass Plant Lumber Company which he estimates will cost about $40.00. I trust this meets with your approval.

The reason Otto thought there ought to be a survey is that the tract consists of four pieces of real estate emanating from four different sources, and he said that he did not like to pass on the title without a survey. You might be able to get Mr. Shepherd to bear the full cost of the survey or at least one-half of the cost.

Yours very truly,

AT:ld

Mike if not O.K. Send him to see Jim Dawson.

SOUTHERN PINE SERVICE ASSOCIATION

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Mr. Arthur Temple · Arthur Temple, Jr. January 19, 1951

Dear Dad:

The picture that I wanted of Burr will be fine either colored or otherwise. I believe that Martin Patterson had one just like it except that it appeared to be an etching. It may have been merely a print in sepia tone.

Of course, I approve of having the survey made on the Glass Plant property.

We have just about wound up this end of the deal on the organization of Temple Builders Supply and will issue stock as soon as the charter is approved. We went ahead and organized for $200,000.00 with the intention of issuing only $175,000.00 in stock and holding $25,000.00 treasury stock. This could be helpful later, inasmuch as we cut our operating cash fairly close and it is possible, although not probable, that we would want to sell this stock later. Also, $200,000.00 just sounds better than $175,000.00.

I have asked Battenfield, with Moore Dry Kiln, to go by and look at the kiln with an idea of putting a set of the old Foxworth controls in that we took out of the old kilns here.

I hope that you can interest Hintz and Harry Walker in our deal. I believe it would provide a happy solution to your problem and it would also give us enough yards to justify the type of general office set-up I would like to have.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple · Arthur Temple, Jr. January 20, 1951

Dear Dad:

I have a copy of your letter to Eck with reference to the commercial construction in Pineland. I have read these orders and I believe that we would be safe in continuing the construction to its completion, inasmuch as substantial construction has been begun on all work. On the buildings that have not been physically started, all materials are on hand in Pineland. I would certainly hate to see this thing stop since we have gone so far, even to the point of securing all of the materials for the additional buildings. Also, the arrangement of the buildings that are presently under construction would not be particularly desirable without the row of stores on the east side of the square.

In my opinion, it would be rather foolish to apply for a permit at this time, inasmuch as this would be just like waving a red flag.

Please let us know what you decide as soon as possible.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

cc: Mr. E. G. Prud'homme

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ARTHUR TEMPLE. PRESIDENT
HENRY G. TEMPLE. VICE-PRES. & GEN. MGR.
ROBERT L. WAITE. SEC'Y-TREAS.
W. TEMPLE WEBBER. SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 25, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

I read rather carefully the Peat, Marwick, Mitchell report following a review of accounting and clerical routines at Diboll, which report you sent to me, and after I got through with it I turned it over to Temple and then let Bob read it.

I have not talked with Temple or Bob and don't know what their reactions were. Unfortunately, I don't know enough about bookkeeping and am not sufficiently familiar with the methods and practices employed at Diboll to really form an intelligent opinion of the suggestions made. When it comes to accounting procedure, I would be disposed to follow George Smith's recommendations. No doubt he understands this report far better than I do. It is really too deep for me.

Yours truly,

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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ARTHUR TEMPLE, PRESIDENT
HENRY G. TEMPLE, VICE-PRES. & GEN. MGR.
ROBERT L. WAITE, SEC'Y-TREAS.
W. TEMPLE WEBBER, SALES MANAGER

# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — ANNUAL CAPACITY OF OUR OWN MILLS 200,000,000 FEET — HARDWOODS

Texarkana, Texas

January 25, 1951

Mr. Arthur Temple, Jr.
Diboll, Texas

Dear Arthur:

Harry Walker seems to be all for merging the Oil Field Lumber Company yards with those operated by you and your associates, and a letter which I received from John Hintz was quite characteristic. He said that the suggestion might have some possibilities and suggested giving some further thought to it. Of course, I did not expect him to give me a categorical yes or no answer as to whether he would favor such a merger or not, but I did think that he might say whether he approved the idea in principle.

In the event such a merger as you have suggested does go through I hope that you will have a place for Harry Walker, Jr. Harry has always impressed me as a mighty good man, both from the standpoint of character and ability, and I believe you could use him to advantage. He has had experience with us as a salesman, with a retail concern at Rule, Texas and in recent years with Oil Field Lumber Company.

Going back to John Hintz for a moment, I presume it will not be necessary to confer with him and make a decision about a merger until you are ready to act. Whenever you think the time is right, we might get together in Dallas, Diboll or Texarkana to discuss the matter to a conclusion, and when I say "we", I have in mind you, Hintz, Harry Walker and myself.

Yours truly,

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** January 27, 1951

You may be interestedto know that the Texas and Pacific Railway Company had a net income of $11,112,000 after taxes last year, and the common stock earned $18.23 per share after allowing $5.00 per share on the outstanding preferred stock. This is a pretty good earning, you will agree, on stock selling on the New York Stock Exchange at about $77.00 per share.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** January 27, 1951

Mr. Hendricks of Hendricks Insurance Agency, 1921 Magnolia Street, Texarkana, was in to see me yesterday. It seems that Mr. Hendricks has been carrying the compensation and liability insurance for Glass Plant Lumber Company, and also, I believe, their automobile and truck insurance. He would like to continue to write this insurance, but I told him that Josh Morriss is a stockholder in your company, that we are carrying our compensation, public liability and automobile and truck insurance with Texas Employers and Employers Casualty Company, and, as a consequence, I was pretty sure he would have considerable difficulty in retaining this business. I told him that he would have to see you.

AT:ld

The claims 15% losing on public liability, 25% on physical damage on autos & trucks and 30% on compensation.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. ✓ **From** Arthur Temple **Date** January 30, 1951
Mr. E. G. Prud'homme

I certainly hope that we are not suffering any damage to our young timber with the severe spell of weather which we are having. I don't think there is any damage to timber in the Texarkana area because there is very little ice on the trees, and I think that anything we get from now on will be snow rather than sleet or freezing rain. However, the situation farther south may be different, and if there is any damage to young timber in the area of our holdings, I wish that you would please let me know about it as soon as you have the information.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** January 30, 1951

You will probably be interested in the year-end results of Southland.

Southland had net sales for the twelve months ending December 31, 1950 of $16,099,876.64; a net income before taxes of $6,512,681.42; and a net income after taxes of $3,452,681.42. Incidentally, the income tax payable at the old rate of 42% would have been $2,780,000.00 but adjusted for the "retroactive excess profits tax" $280,000.00 was added.

These figures are taken from the final December 31, 1950 statement received this morning.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** January 30, 1951

I am returning the letter from Mrs. S. E. Smith, Sponsor of the Patriotic Rally at Perry Chapel, which is one that you may well want to keep.

This, I think, is a very fine expression of appreciation to you and the Company. Whenever I read such a letter as this, it warms my heart.

AT:ld

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January 30, 1951

Mr. Arthur Temple
Southern Pine Lumber Company
Texarkana, Texas

Dear Dad:

In order that you may not be completely in the dark as to what I have done with the money that you deposited in my name as trustee, I will give you the following information.

All stock has been subscribed and purchase has been completed on the Texarkana yard. Purchase will be completed on the Rusk yard as soon as the inventory is completed and actual value calculated.

As you probably know, the corporation is being chartered for $200,000.00 which will allow us to retain $25,000.00 in treasury stock, which can be issued later if we want to. It is not our present intention to issue this, of course. However, it was felt that a $200,000.00 corporation just made a better package than the previously discussed $175,000.00. Of course, this stock will not be issued unless the stockholders so wish.

Stock certificates have been ordered and the books are presently being set up. Peat, Marwick, Mitchell, of Dallas, has been employed to set the books up properly and we have opened an office in the Perry Building in Lufkin, Texas. Any correspondence concerning Temple Builders Supply should be addressed to this company at P. O. Box 178, Lufkin, Texas. The telephone number is 8 in Lufkin.

As soon as incorporation papers are returned from the Secretary of State stock certificates will be issued and a meeting of the stockholders will probably be called.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date January 31, 1951

I have written Sally Hunter several letters expressing my concern about getting delivery of my new Cadillac before they cut down on the chromium and possibly other things, suggesting that I would take a car of a different color than what I ordered and different upholstery if what I ordered would cause any delay. My letters did not call for any answer, perhaps, but I did think that Sally might write and give me some idea when my car would be delivered.

In view of the fact that Sally probably has no stenographer, I wonder if you would call him and see if he has any information as to when delivery will be made. I certainly hope that it will be before March 1st, when I understand a lot of the metal trim and possibly other features will be cut down.

I am forwarding a letter which came today addressed to Jim Dawson in my care. For your information, Jim's address is 1124 Texas Avenue, Texarkana, Texas.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. February 1, 1951

Dear Dad:

Please have Martin Patterson ship me an untinted print of Burr. I already have the frame here and would prefer not to purchase another one.

We have not suffered any damage to date on the freeze. Fortunately, the freezing rain turned to snow and sleet and I do not believe our damage will be noted. Of course, another freeze is on the way, so I don't know what will be the final outcome of this situation, but we have been very lucky so far. Incidentally, the sun came out today and melted what ice was on the trees, so I think we will make it.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple . Arthur Temple, Jr. February 3, 1951

Dear Dad:

The freeze up in the power plant over this period of cold weather is going to be a pretty expensive matter. Lots of our valves and pipes froze up and broke. As yet, we don't know exactly what the cost will be, but I will let you know as soon as it is estimated.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

Wednesday, 6:30 P.M.

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Arthur: Mother said to please see Will Bolton while you are in New York. His address is: 115 East 92nd Street.

I was quite surprised to learn from Johnnye Foster today that you and he are planning to go to New York Sunday. I do hope you will go by rail and not fly because the weather is so bad at this season. Nothing is really gained by flying to N.Y. anyway.

Enjoyed seeing Johnnye. Wrote the adjutant general for him.

Dad

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 5, 1951

I have had some doubt in my mind as to whether it would be legal to merge the Oil Field Lumber Company yards with Arthur Temple, Jr. and Associates or whatever you call your retail yard concern. If I am not mistaken, a law was passed by a recent session of Congress, I think the 81st Congress, making it illegal for one corporation to acquire the stock of another corporation although they are free to purchase their assets.

I am not at all clear on this, but before going too far with any merger idea I suggest that you consult an attorney.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. February 14, 1951

Dear Dad:

I have your letter of the 5th with reference to the merger of the Oil Field Lumber Company and Temple Builders Supply. I will, of course, check this matter thoroughly before taking any concrete steps. Naturally, it would be impossible to do anything until we arrange a meeting to discuss the broad terms of such a deal and then there would be considerable delay due to a necessity for evaluation, etc.

At any rate, please rest assured that I will contact an attorney to clarify the matter.

I, too, share your apprehension with reference to the cash balance of the company. However, it would be out of the question to maintain our previous high cash balance and execute the improvements that we have now completed. Your statement of the facts is rather complete. Of course, we do have considerable work to do in the future. We not only have the new rough shed under order, but it will require some money, of course, to operate the Treating Division. However, I am one hundred percent sold on the Treating Division as a going concern and as an investment of which I am sure you will be very proud. Actually, I feel that we will be able to maintain our present cash balance throughout this year and at the close of this year we should be in a position to greatly increase our cash balance, inasmuch as we will have most of our construction behind us. With reasonable luck, I think we will be able to make enough this year to pay for the improvements on order. After all, we have substantially increased our timber holdings, improved out plant tremendously, greatly modernized the City of Diboll and all equipment is in pretty good shape. In other words, I feel that we have come a long way without depleting our cash as much as might have been expected.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — HARDWOODS

ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET

Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

February 5, 1951

Mrs. Lottie Wimp
C/o Southern Pine Lumber Company
Diboll, Texas

Dear Lottie:

Arthur sent me one of the table mats which I presume are used at the Antlers Hotel. It shows the Antlers Hotel in the center and various scenes purporting to be at Diboll and vicinity.

I wish you would send me four or five of these if you can conveniently do so.

With kindest regards,

Sincerely,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

Copied from an original at The History Center, Diboll, TX www.TheHistoryCenterOnline.com 2006:016

# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. ✓ From Arthur Temple Date February 6, 1951
Mr. E. G. Prud'homme
Mr. D. G. McNair

I am getting concerned about our cash. Our January 31st statement shows cash in banks $338,277.00, which, together with our $500,000.00 of Government bonds, gives us a total of cash and the equivalent of $838,277.00. This compares with approximately $1,451,000.00 January 31, 1950; $1,338,000.00 January 31, 1949; $2,401,000.00 January 31, 1948; and $1,976,000.00 January 31, 1947.

We have, of course, spent lots of money at Diboll for additional land and timber, project #1, etc., etc. The yards have increased their receivables and their inventories considerably, and we have recently completed the first unit of the new shopping center at Pineland but still have the second unit to build, and Eck has substantial improvements in mind for the near future. One big item at Diboll not mentioned above, of course, is the treating plant which stood on last month's statement at $321,532.00, and we have not reached the end of that investment yet.

The thing which concerns me about all this is that we are going to have a considerable outlay at Pineland, finishing the shopping center and making the improvements on the plant as now contemplated. It is going to take a substantial amount of money, too, to stock the treating plant and to fill the storage tanks with creosote and Penta, in other words, to supply the operating capital for the treating plant. I can see our cash and the equivalent dwindling further.

The only object of this letter, I suppose, is to caution you, the heads of our several divisions, to go slowly in any further heavy outlays and not to take on any obligations which are not needed and fully justified. I would like to see us take care of what we now have without looking for additional ways to invest money. When I say take care of what we now have, I would include the work which Eck contemplates for Pineland, the building of the new rough shed at Diboll and, of course, completing the treating plant. In a word, my idea is that we should operate conservatively in the future or at least until we build up our cash position.

When our accounts payable, which are largely credit balances of several of our larger stockholders, are taken into consideration, this item being $381,693.00 as of January 31st, 1951, the net of cash and bonds is only about $457,000.00. I add this as an afterthought.

AT:ld

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# Southern Pine Lumber Company

MANUFACTURERS

YELLOW PINE — HARDWOODS

ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET

Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

February 7, 1951

Mrs. Lottie Wimp
C/o Southern Pine Lumber Company
Diboll, Texas

Dear Lottie:

Charlie Temple's Buzz Saw always comes in our mail when, as a matter of fact, Charlie Temple is with Farmers Cotton Oil Company, Texarkana, Texas. Will you please advise the "business manager" of the Buzz Saw of his proper address?

Sincerely,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 13, 1951

After you get settled from your trip I would appreciate it very much if you would let me know what progress has been made on our real estate development project in Lufkin. In view of the bad weather we have had for the past month or so, I don't suppose much, if anything, has been done. I do, however, want to keep up with this venture.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 14, 1951

Bob Waite called my attention to the name of Robb Nichols on the list of those supported by the Temple Foundation for January and in the amount of $20.00. I wonder if this is the same Robb Nichols, a colored man, to whom we have been contributing $25.00 per month for a number of years at Houston. He worked for the Polk Avenue Yard but previously to that at Diboll, and I am inclined to think that this man may have made a trip to Diboll and tapped you for $20.00.

The point is, of course, that we are contributing to this man at Houston, and he should not also draw money at Diboll as a regular thing.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. February 15, 1951

Dear Dad:

Bob Waite was correct in the assumption that Robb Nichols was the same one that is being helped by the Houston Yard. This is a non-recurring item and he was stranded up here and I simply gave him $20 00 to help him get around a little bit. I hope that this was all right.

In regard to the project at Lufkin, we have done considerable work in the past few weeks. All drainage work, which includes putting culverts under the roads and fixing it so that the drainage is complete, has been completed except about one day's work which will be done next weekend. The reason this has been so slow I waited and waited and waited for Carrol to take care of this item and he just simply didn't ever get around to doing it, so I had it done in the last few weeks. I am having difficulty getting the City to get the water contract ready, but think that we will have it in the very near future. As you know, we have all of the two inch pipe on hand and should receive the large cast iron pipe in the near future. It is certainly fortunate that we ordered this pipe when we did, for it is actually impossible to get it now and the price has gone up sharply. I have completed the deal with the gas company and the service will actually go in within the next few weeks. They have been accumulating the pipe to put the construction in and I understand that it is nearly all on hand. We should start selling lots in the near future and I believe the market will be good.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 15, 1951

I do not see how we can afford to put men like Charles Hayden Weeks on the Temple Foundation, except possibly on a temporary basis until his injured leg heals. Incidentally, I wonder if this man was hurt on the job and, as a consequence, received compensation insurance. If he did, then it looks as though that ought to take care of him until he is able to work again.

The Temple Foundation fund is down to a $10,880.00 balance, not counting the $2,000.00 which was contributed by my three sisters and myself around the turn of the year to create a new trust. This is not going to last us very long at the rate on which it is being drawn upon, $25,550.00 last year, and I think that it is going to be necessary not only to screen very carefully any new applicants but also to go over the list of those who are now on the Foundation and cut them down wherever it is possible to do so without serious hardship. In going over the list which Bob Waite made up to accompany our information return to the Government yesterday I noted Will Agee and Jim Hogue who drew $672.12 and $372.12 respectively last year. I don't know much about Will Agee's resources or what family he may have to take care of him, but it seems to me that Jim Hogue might be cut or eliminated since his wife operates a boarding house and probably makes enough for Jim and her to live on. Incidentally, I wonder about these odd figures, $372.12 and $672.12, and there were several others such as $12.12, $32.01, etc. I wonder how these were arrived at. I am inclined to think that they resulted from percentage increases.

Going back to Charles Weeks, I note that he has two sons, one going into the Army and another who works for Lufkin Foundry and Machine Company. Even if this fellow does not receive compensation insurance, he can probably get an allotment from the son in the Army and the one who works for the Foundry might be able to contribute something to his father's support. In the last analysis, however, I would be disposed to follow your judgment in this as in most other cases, because you are on the ground and better able to judge the need.

I know it would be hard to cut down or eliminate any who have been on T. F.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. February 16, 1951

Dear Dad:

In regard to the Charles Haden Weeks application, this man was injured in an automobile accident and not on the job and, therefore, he drew no compensation. We have put him on the Foundation on a temporary basis, pending use of his leg. It appeared to be about all we could do, inasmuch as the fellow was really up against it and had been with us for a long, long time. The family is, of course, contributing to his support and we merely provide this amount to help out. Quite obviously, a man can't get by on the amount that we contribute alone.

I agree with what you say in regard to Jim Hogue and Mr. Agee, but since Henry put these on it is awfully difficult to do anything about them. I have kidded Jim a good bit and told him we were going to take him off, but I would actually dread doing so. He is extremely loyal and a goodwill ambassador for us and I doubt that it would be sensible to take him off. Incidentally, he claims he needs it, but I think he would probably get by all right without it. In my opinion, the best thing to do is to continue just as we are carefully screening these and keeping the amounts as low as possible and using the money to do the best possible good. However, I think that at the end of the year before declaring a dividend we should contribute to the fund from the company to take care of any deficits and perhaps build up a large fund as indicated at our annual meeting.

My job on this Foundation matter wouldn't be too hard if I had had control from the outset. I would feel like I was in a better position to do something about it, because I have more or less laid the facts on the line at the time I put a person on. However, you know how Henry's policy worked and if he had a good friend that he liked real well and wanted to put him on, he put him on regardless of the economics of the situation. I feel that considerable progress has been made throughout the entire set-up to eliminate as much of this as possible, but wherever I run into deals made by Henry, I run into some pretty goofy propositions. Obviously, to go in and wipe those out would make something of a heal of me and, therefore, I feel that it is just something that must be worked out over a period of time. You just don't know the burden and the volume of this sort of thing that I inherited. Fortunately, as time goes by there will be less and less of it and maybe some day we can get around to operating a business.

Yours very truly,

Arthur Temple, JR.

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Mr. Arthur Temple Arthur Temple, Jr. February 17, 1951

Dear Dad:

The odd amounts on the Temple Foundation checks you mentioned are brought about by group insurance premiums on fourteen of these who are now on the Temple Foundation.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. February 19, 1951

Dear Dad:

Please see if you can use your influence with Uncle George Payne to ship us a car of four inch sewer tile. We are in awfully bad need of this for maintenance purposes and sewerage around the town.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 19, 1951

I am enclosing a clipping from yesterday's Dallas Morning News.

I learned indirectly from Dick Brooks, the Cameron manager at Texarkana, that this shift was in the wind, and I intended to tell you about it when we were in Lufkin but didn't think of it at the time.

We got back home shortly before six o'clock yesterday afternoon. Had rain most of the way. We enjoyed our little visit in Lufkin ever so much and want to thank you for the hospitality extended to us at the dinner at the country club and also for your other courtesies.

I found a letter from Sally Hunter on my desk when I got back, stating that my car should be shipped from the factory today. He referred, of course, to the 62 sedan in Empress blue. He said that, according to past experience, it should be in Houston the latter part of the week. I mention this primarily because you referred to a meeting of stockholders of Temple Builders Supply in about a week, and it would work in mighty well if I could go down with Josh, Temple, and perhaps others, and drive my new car back to Texarkana. If you could defer the meeting a little bit, say to the middle of next week, it would suit me fine, but don't inconvenience yourself because I realize that delivery of my new car is uncertain. By the way, I decided not to say anything to Sally Hunter about holding the 62 sedan until we could see when the 60 Special I ordered would be delivered and whether or not it was cut down. Taking everything into consideration, I think, perhaps, the 62 sedan wouldbe all right. Certainly, it would fit in my garage better and would be easier to park, and I think, too, it might have a better resale value.

AT:ld

# Lumber Company Executive Staff Changes Listed

History Center, Diboll, TX www.TheHistor

Central Texas Bureau of The News

W[illegible]O, Texas, Feb. 17.—A reshu[illegible]g of some of the top-ranking executives of William Cameron & Company, one of the state's largest and oldest lumber and wood products companies, was announced this week.

Frank Stevens, executive vice-president and general manager of the company, announced his resignation, after forty years with the firm. He did not announce his plans for the future.

G. H. Zimmerman, Cameron's president, announced that F. R. Weddington, a veteran of thirty-two years' service, would succeed Stevens. Since 1947 he has been sales manager of the company's wholesale division. He is president of the American Wood Window Institute and member of the governing bodies for several other organizations.

Coleman Dever, assistant sales manager for Cameron's since 1937, will take Weddington's vacated job, Zimmerson said. He has been with the firm for twenty-eight years.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 19, 1951

I think it would be all right for you to buy the Kaiser from Carrol at $1,900.00 and let Eddie have your Chevrolet. In that event, I assume you would cancel the order for a car for Eddie.

I have been talking with Temple about letting Adey have our Ford, which is now at Diboll. Really, it doesn't make much difference whether Adey takes this car or gets a new Ford or Chevrolet, and since he probably could not get either at Houston but would have to call upon us to help him at Texarkana, I think we might as well let him have our 1950 model and get a 1951 for our use.

I was glad to hear you say what you did about extras on company cars. There is no rhyme or reason why we should provide a radio and such accessories for the convenience and entertainment of our employees: all we should provide for them is transportation. Really, I think that we might well consider in many cases letting our employees use their own cars with a car allowance from the company. There are probably a good many using company cars who don't have very much use for them. I am sure that we would be ahead in many ways if we allowed a man $25.00 per month, $50.00 per month, or whatever might be justified,for the use of his own car, but, of course, the draw-back there is that a man's family is deprived of the use of his car when it is used in business.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. February 20, 1951

Dear Dad:

Thanks a lot for the clipping about Wm. Cameron & Company, but I knew about this some time ago. There has been an awfully lot of friction between Zim and Frank Stevens and Frank is quite well fixed and I anticipated his resignation. I think Cameron will miss him very much. Although he is a rather difficult person to talk to, he is certainly the brains of the outfit from the actual management level, althoggh he could hardly take Zim's place from the overall operational standpoint.

We certainly enjoyed our visit with you and hope that you will make more of them in the near future.

I mentioned to Carl DuPuy that you might like to hold the 62 until the Fleetwood came in and he indicated that this would be perfectly agreeable. I have heard no further from him, so can't give you anything definite. However, in view of your letter I don't suppose you want to do this, so I would suggest that you let me hear from you finally on this.

According to your letter, I would think that I should turn my present Chevrolet over to Eddie, take the Kaiser myself and send your Ford down to Adey. If this is not correct please advise.

Although we have an awful lot of equipment operating, I do not think that we have many men in company cars (I really should day any) that are not needed. I absolutely hate to have a single extra piece of equipment operating, because it throws such a load on the shop. However, most of the difficulty lies in the fact that our cars get very rough usage. In most cases it is necessary for them to go into the woods and you can hardly compensate a man for that sort of treatment to his own vehicle. Therefore, it has been necessary to furnish a good many company vehicles. Incidentally, the meeting of Temple Associates is being called for February 28th at Lufkin.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 21, 1951

I have not said anything to the local used car dealers about your 1949 60 Special Cadillac. I doubt if it would do much good because no one would be willing to make an offer without seeing the car, and I think you probably have just as good opportunities to sell it in Lufkin, and certainly in Houston, as you would have here.

Lum - Did talk with me. He did not want to be interested at $3800.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 21, 1951

I am sending under separate cover the picture which Mother referred to when we were in your office last Sunday morning. She likes it much more than the one which you have, and I think it is a better looking picture and naturally so because it was taken some years prior to the one which is hanging in your office, the last one which I had made. Since the picture which I am sending today flatters me, I will, of course, be very happy to have you substitute it for the one you now have.

As for the picture of Papa, Martin Patterson was commissioned to make one immediately after you expressed the desire for it. However, he told me, and I believe I passed the information on to you, that there would be some delay because of the pressure of other work which he had booked. I believe he did expect to have the picture completed and ready for shipment to you about this time, and it should be on the way to you shortly.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 21, 1951

Yesterday when I was at the Hotel Grim to attend the Rotary Club luncheon, I had a conversation with Mr. A. H. Kennemer who makes his headquarters at Texarkana and represents National Gypsum Company.

Mr. Kennemer asked about you, wanted to know when you were coming up, and I told him that you expected to be up this way in the near future. In view of the fact that he handles a product which is scarce and hard to get, I thought that you might want to contact this man while you are here.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 21, 1951

In view of the fact that you stated that you contemplated having a meeting of stockholders of Temple Builders Supply in about a week when I was in Lufkin Sunday, I think it might be well to take you of some of the engagements which I will have next week.

I am in charge of the program at the Rotary Club next Tuesday noon when we will have Dr. Arthur Smith, Economist and Vice President of the First National Bank in Dallas as our speaker. This program, incidentally, is in lieu of the Diboll choir. On Wednesday afternoon there is to be a meeting of Texarkana National Bank directors and on Thursday, March 1st, is the annual meeting of policyholders of Texas Employers Insurance Association to be followed by a meeting of directors. From this schedule you will see that I am engaged Tuesday, Wednesday and Thursday, and I hope that it will be convenient for you to have the meeting of stockholders of Temple Builders Supply so as not to conflict.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 22, 1951

I am passing your letter about four-inch clay pipe on to G. R. Payne with a note asking him if there is any possibility of his helping us out. I feel, however, that it is hopeless to expect anything, because G. R. has told me time and time again what his policy, namely to fill all orders in rotation, and he is such a stickler for principle that he would not vary his policy come hell or high water.

In talking with Paul McGibbony, Dickey's sales manager here, a few weeks ago about pipe for a sewer system at Pineland, he told me that they had orders on file to take their production for approximately thirteen months. However, he thought that he might be able to get some pipe for us from a manufacturer in Ohio, where the additional freight would make very little difference in the overall cost. G. R. will no doubt call me when he gets your letter with my note on it, and I will ask him if there is any possibility of supplying your needs from some other source.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 22, 1951

Thanks for the picture of your house. This is very attractive indeed, but I am inclined to think that it would have been even better if it had been taken from an angle farther to the east to show more of the house.

When we had our snow a few weeks ago, much more apparently than you had judging by the picture you sent me, I took several pictures of our house which I thought were very good. If I think of it when I am at home, I will get one and send it to you, maybe in this letter.

In regard to whether I take the Cadillac 62 sedan, which was supposed to have been shipped from the factory last Monday, or wait for the 60 Special which I ordered, I think I would be influenced by when delivery of the 60 Special is expected. If it would be delivered the early part of March or around March 5th as Sally anticipated the last time he expressed an opinion, I would not have to wait very long. Incidentally, I suppose the order for the 60 Special has been left standing. I really don't have much preference either way, and one argument against waiting for the 60 Special is that Georgie is going to take my '49 model, the car I am now driving, and I don't like to continue to use it and build up the mileage, especially since I will have a couple of trips to make to Dallas March 1st and March 13th. Sally will probably call me when the 62 sedan is ready, and when I learn from him just what the circumstances are, I will make my decision. I think the 60 Special has better lines, and I like the larger trunk. Otherwise, the 62 would cost $500.00 or $550.00 less, would be easier to park and, as I believe I mentioned in a recent letter, the resale value would probably be better, though I am not so sure of this.

Ed brought our company Ford back yesterday afternoon. What you do about Eddie's car, therefore, is up to you. If you want to let him have your Chevrolet and get the Kaiser from Carrol for your own use, I think it would be all right. Temple and I were surprised to see the decals on our Ford. I don't see any particular point in our displaying them when we are using the car out of Texarkana, and they will be a handicap, to say the least, when we come to dispose of this car.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date February 26, 1951

Unless you feel that it is necessary or important that I attend the meeting of stockholders of Temple Builders Supply to be held in Lufkin Wednesday noon, I will pass it up. I have told you of my engagements this week. I will have to be here for the Rotary luncheon Tuesday as I have secured Dr. Arthur Smith, Vice President and Economist of the First National in Dallas, to speak; I have a regular monthly meeting of the board of directors of the Texarkana National Bank Wednesday afternoon and will go to Dallas Thursday for the annual meeting of policyholders of Texas Employers Insurance Association followed by a directors' meeting. With this heavy schedule I would rather not make the trip down to Lufkin and back Wednesday, as would be necessary rather than drive from Lufkin to Dallas Thursday morning, because Mother wants to go to Dallas with me.

I asked Josh the other day if he intended to go down for the meeting Wednesday. He said that he did not. Neither of us knows what is to transpire other than the election of directors and possibly the election of officers at the directors' meeting to follow the stockholders' meeting. If there is anything of sufficient importance to justify our making the trip, get in touch with me by telephone or otherwise, and I will see if I can prevail upon Josh to run down and back Wednesday with me. I could, of course, miss the Texarkana National Bank directors' meeting if necessary.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. March 5, 1951

Dear Dad:

I was sorry you were not able to attend our first stockholders' meeting of Temple Builders Supply, but feel sure other business prevented your being here. We had a very satisfactory meeting outlining plans for the future and bringing everybody up to date to this point.

At that meeting you were elected a Director of the new corporation and I would appreciate it very much if you would signify your willingness to accept this position.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 8, 1951

Diboll, Texas

I shall be very glad to serve as a director of Temple Builders Supply. I appreciate your wanting me to serve in this capacity.

AT:mok

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 2, 1951

When I was in Houston a few weeks ago, Bill Hinkle implied that the one who handles the sales for the W. S. Dickey Clay Manufacturing Company plant at San Antonio was more inclined to show his friends some preference than was the man at the Texarkana plant, and he said that he had been able to get some orders for pipe for the yards filled promptly at San Antonio. Maybe Bill could help you get the pipe which you are needing at Diboll.

As a matter of fact, I am quite sure that the iron-bound policy of the Texarkana plant of W. S. Dickey Clay Manufacturing Company is Payne's policy. It may not be an overall company policy. At any rate, I suggest that you try to fill your needs through Bill Hinkle, and failing there, you might contact one of the sources mentioned in Payne's letter although the cost might be more on account of a higher freight rate.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 3, 1951

I will send you today, or if not today then within the next few days, a book titled "The Coming Age of Wood". This is a book handed me by Helen Temple Allan when we visited her in Westhampton Beach last summer, and she suggested that I pass it on to you after I had read it. When you are through with it, I wish that you would please send it to Helen, her address being Mrs. A. R. Allan, Jr., Westhampton Beach, Long Island, New York.

Frankly, I have never gotten into this book seriously because I find it difficult to read anything in book form. I doubt if you will give it the necessary time either. Whether you do or not I wish that you would get it back to Helen without too much delay because I had kept it much too long already.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 5, 1951

How is the treating plant progressing and when do you think it will be in operation?

Would also like to know how the tourist court is coming along and when you expect to have it available for use.

Inasmuch as I was unable to attend the meeting of Temple Builders Supply stockholders in Lufkin last Wednesday, I would appreciate your advising what transpired.

I am leaving tonight for Edgewater Park, Mississippi for a two-day meeting on March 6th and 7th of the Study and Planning Committee of the Southern Pine Association. I am not looking forward to this meeting a bit and hope that sufficient progress will be made Tuesday for me to get away after one day, but I am prepared to stay as long as necessary.

I haven't heard anything from Sally Hunter about my new car. He expected to have a 62 Sedan for me sometime during February, but I have written him that I really prefer the 60 Special which I ordered, and if he has any assurance that it will be coming along soon and without any reduction in the trim, etc., would really rather wait for it. Judging by the delay in the arrival of the 62 Sedan, however, I am just a little afraid that the 60 Special might not be available for some time, possibly until April, and I fear there may be some reduction in trim, etc. by that time.

* Impossible as it is, I plan to drive over to Edgewater Park from New Orleans.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. March 7, 1951

Dear Dad:

I have just received our analysis of profit for the month of February and would like to make the following comments. Total profit is just under $60,000.00 as shown, which I suppose is satisfactory, but it is considerably less than I had hoped for. Hardwood lumber had a $7400.00 loss for the month due to the fact that we were still cutting hardwood and selling nothing to speak of. As you know, our method of bookkeeping makes this show a dead loss. I do not understand why the ice plant shows as big a loss for the month as it does now and have ordered a detail sheet on this and will know more about it after I receive same. The concrete tile plant actually did not have a loss, although it shows right at a $1,000.00 loss. Their method of bookkeeping simply charges out the material, supply and labor and during a month when they are building up stock they do not take credit for the finished product on hand. A profit is therefore shown when this stuff is shipped out. Therefore, we show a $925.00 loss on this item which really is covered easily by inventory on hand. Pulpwood income was way down due to the fact that the Paper Mill is overloaded on wood at the moment.

Also, one of the screwy things about our bookkeeping set-up shows timber sold as a $728.00 loss, whereas actually we had a profit. As you know, our timber is set up on the books for approximately $7.50 per thousand and we deplete it at that rate. In this case our sales were low grade hardwood for ties from which we realized about $5.00 per thousand. Of course, the timber from which this was cut was not on the books, but we do get to deplete it just as thoughtit were. Therefore, we showed a $2.50 loss on every thousand feet they cut. Thus you can see that we actually made $1400.00, but we are going to show a book loss of about $700.00 on it. Dwellings really did not go up as much as is shown. This account will be running a little heavy, because I have instructed them to charge as much capital expense as seems reasonable to this account, due to the fact that the excess profits tax is so high.

I believe all of the other items shown on the copy that you will get within the next few days are easily understandable. The demolition shown is all of the work tearing down and preparing the site for the new construction. This has been a somewhat larger job than I had anticipated, due to the fact the whple area is interlaced with old pipelines and things of that sort which

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must be either moved or ripped out. Also, the ground was a regular quagmire and it has been necessary to dig all the dirt out and we are going to put in sand or clay.

We should begin selling some hardwood this month and I guess we can look for some improvement in hardwood operation.

In addition to our difficulties at mill #1, I suppose you know by now that we are having considerable difficulty with the steam engine at mill #2. For a couple of days it has looked as though we might have to shut down due to a "hammering" in the cylinder of the old Corless. However, we have been unable to locate the difficulty and hope to find out what the trouble is in the next few days. I am in hopes that it will not be necessary for us to shut down mill #2 at this time anyway.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple · Arthur Temple, Jr. March 7, 1951

Dear Dad:

Although we have not planned to make many additional purchases on timber, I did pick up 275 acres lying in the middle of our holdings up near Rusk the other day for $22.50 an acre. There is very little mature timber on it, but there is an awfully good stand of good grade young timber on the entire acreage. Due to the price, location, etc., I felt that we couldn't afford not to take this. I hope that you concur in this matter.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple . Arthur Temple, Jr. March 8, 1951

Dear Dad:

George Smith tells me that our ownership of Southland Paper Mills is 11.6% of the total stock outstanding.

Incidentally, a brokerage company has submitted us an offer of $45.00 on this. In small quantities it will bring as high as $55.00 per share. Thought you might be interested in the above.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** March 12, 1951

Diboll, Texas

Mr. K. E. Van Scoy, representing Unit Structures, Inc., of Peshtigo, Wisconsin, was in to see me Saturday with Fred Halsey, a local architect. He is scouting around, looking for a place for Unit Structures, Inc., to locate a plant for laminating trusses and so forth, in the Southern Pine producing area.

I suggested to Mr. Van Scoy that Diboll might be a good location for his plant which will require a building approximately 100 feet wide by 200 feet long. I also suggested that Lufkin might be considered. He is to report to his principal and a further investigation will be made, possibly in the next three to six weeks. At that time he may call upon you and I am writing so that you will know about the conversation which Temple and I had with him.

I don't know that a plant such as he contemplates would be of much advantage to us. They use, I understand, altogether 1 x 8 #1, which Temple says is a scarce item, and they will need something like five million feet per year. I did think that you might be interested in trying to work something out because you are looking for allied businesses for Diboll and additional tonnage for the TSE.

Unit Structures, Inc., is rated in Dun & Bradstreet $300,000 to $500,000 capital, first grade of credit.

AT:mok

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 13, 1951

I have just received a telegram from John Hintz, filed at Mexia at 2:51 P. M. stating that he will arrive in Dallas late tomorrow afternoon and has reserved a room at the Baker Hotel. Accordingly, I will release the single room reserved by the Baker for me unless they are able to give us a suite as requested, the suite to contain a double room with twin beds and a parlor or sitting room with a Murphy bed, the latter to be used as a meeting room for our discussions.

As I wrote you, I will arrive in Dallas probably by T&P at 8:30 P. M. and will go to the Baker Hotel. If you arrive before I do, sign for the room or register, and I will join you there when I arrive.

The more I think of it, the more I am convinced that our discussion about a merger of the Oil Field Lumber Company with Temple Builders Supply is going to be a rather delicate thing inasmuch as Hintz is not only a stockholder in Oil Field Lumber Company but also an employee and its principal officer. I presume such a merger as is contemplated will mean that he will be thrown out of a job. However, he does have 33 shares of stock of Oil Field Lumber Company less whatever he has given to his daughter, and on the basis of that amount, 33 shares, he would receive stock of a value in Temple Builders Supply of $82,500.00 which would be an equity of no mean value and presumably would yield him a nice income.

My thought is that I will suggest consideration of a merger on the ground that he is advancing in years, and in the event of his death we, or the present stockholders in Oil Field Lumber Company, would be dependent solely on Harry Walker, Jr. to look after and protect our interest; that for my part there is little reason to have two companies engaged in the retail lumber business with the overhead of two companies for supervision, record keeping, accounting, etc., and that as a stockholder in both companies it would be to my interest to combine the two. The same argument would apply to you and Harry, Sr. and Harry, Jr., too, if Harry, Jr. is a stockholder in Temple Builder Supply as I understand he is; also, that it is not the disposition of the present stockholders of Oil Field Lumber Company to put any more money in the business for expansion, and we need additional capital and new blood if we are to have an aggressive organization to develop the business or even to maintain our present position. I am quite sure that Hintz is not going to be enthusiastic about the proposed merger or the absorption of Oil Field Lumber Company by Temple Builders Supply, and I would like for as much argument as possible to be advanced to show him that it would be to his interest to combine the two companies into one strong aggressive entity.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 13, 1951

I have written you a number of times and probably discussed with you the danger of expanding too much or spreading yourself too thin. I have in mind particularly at this time the development of Temple Builders Supply, which includes the absorption of the Oil Field Lumber Company yards and the eight Temple Lumber Company yards in North Texas.

There is just so much that anyone can do without sacrificing health, mental stability and cultural and family pursuits, and these are essential to a well-rounded, normal life. Frankly, I don't see why you would want to take on any more responsibility than you are now carrying, and with taxes as they are and with every promise of their being increased as time goes on the gain is hardly worth the candle, the reward is hardly worth the risk involved.

Another aspect of this thing is the inevitability of a recession or a depression setting in at some future date whenever the present inflationary trend is reversed. To be sure, I see no prospect of a reversal of that trend in the immediate or near future, but it is coming some time, and when it comes, it will probably be without warning. At such time one would do well to be free of debt, and this applies equally to our corporate as well as our personal affairs. I may be over timid because of what I went through in the '30's when we paid back fifty cent dollars which we had borrowed with dollars worth one hundred cents, when, as Gilbert wrote E. C. Durham in 1930 before we really knew what hard times were, that the sheriff was stepping on our coat tails. Incidentally, Gilbert died in November 1931, and I will always think that our over-extended condition at the start of the depression had a lot to do with his sudden demise.

Getting back to the expansion of Temple Builders Supply, I can see where you can absorb the Oil Field Lumber Company yards through an exchange of stock without taking on any financial obligations. I don't see how the Temple Lumber Company yards could be handled in the same manner. I don't see a great deal to be gained by the absorption of the Temple Lumber Company yards by Temple Builders Supply since we already own them in Temple Lumber Company. I am very much interested in your own well-being, don't want you to take on any more duties or responsibilities than you can carry without sacrificing your health, your mental equanimity and the cultural and family interests. It would be hard for me to justify any expansion of your interests or activities in view of all that you have now. And above everything I want to avoid both for you and for me the strain which I experienced in the '30's.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 13, 1951

The loss of $3,072.00 on the stores at Diboll last year was disappointing. This was quite a contrast from the $16,993.00 profit shown in 1949, and I wonder if the difference was due to a reduction in prices which has seemed to be your policy or to poor management on the part of Drew.

As you may have observed, Pineland showed a profit of $23,617.00 on its stores for the fiscal year ending October 31, 1950, and Eck advised me a few days ago that there had been a considerable increase in volume and a corresponding increase in profit since the new store has been in operation.

The loss of $3,266.00 on the ice plant at Diboll last year. I am sure that this is the result of low prices brought about by competition, but it does seem to me that with the advantage we have of being on the ground and with an economical operation, too, we ought to be able to break even at least. You told me when you were here last week that you had asked for a detailed statement on the ice plant, and I hope from it you can eliminate the loss at the ice plant and even show a little profit.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 16, 1951

If you cannot wear the cordovan shoes which I gave you when you were up here recently, wish that you would pass them on to Carrol, and if he cannot wear them, send them back to me or hold them for me to pick up the next time I am down that way. You spoke yesterday in Dallas about giving them to someone, and I don't want them to go to just anybody, because they are a very good pair of shoes and I can wear them in a pinch. If they are to be given away outside of the family, I would like to dispose of them myself.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. March 19, 1951

Dear Dad:

I have taken the liberty of telling Joe Carter Denman to make up an appliaation for a Certificate of Necessity on the Treating Plant. This will take some time, but it seems to me that we should apply for increased amortization on this too, inasmuch as we might receive some consideration along this line.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 23, 1951

I assume that the attached means that Johnnye Foster has been relieved of service in the National Guard. If that is correct, I am glad because I am sure that Johnnye will be of considerable value to the treating plant at Diboll.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date March 24, 1951

Although I have not heard anything further from Mr. Neff, Chief Executive Officer of the Missouri Pacific Lines, I do not think that we can consider seriously extending our railroad up to Rusk and leasing the Texas State Railroad from Rusk to Palestine.

In my opinion, we have entirely too much money to spend improving our plants and our towns to give any serious thought to the amount of money that would be involved in building something like forty miles of railroad.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. March 28, 1951

Dear Dad:

Please sign the enclosed contract with the City of Lufkin and return to me.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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Mr. Arthur Temple · Arthur Temple, Jr. March 30, 1951

Dear Dad:

I checked on the $50.00 deductible clause which you say was in your policy on your Texarkana company cars and find that your Texarkana equipment is not listed under the company fleet down here. This seems rather strange and I wonder if someone from your end of the line would check on it and see why this is not done. It seems to me that if we have a fleet all equipment should be listed under it. I don't know that it makes any difference and possibly does not. Suggest that you take it up with Texas Employers and see what the situation is.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 2, 1951

Answering your letter of March 30th in regard to our automobile and truck policy:

Company cars used here at Texarkana or by our salesmen, such as Herbert Adey in Houston, are on the company fleet policy, which is handled out of the Beaumont office of Employers Casualty Company.

I don't know why the policy as it pertains to the Texarkana cars includes the $50.00 deductible for collision unless it is that we cancelled this coverage some years ago at Diboll, and I presume at Pineland, and failed to notify them to take it off of the Texarkana cars. As a result, the Texarkana policy does include the $50.00 deductible for collision. As a matter of fact, as I understand it, the coverage at Diboll and Pineland does not include collision at all.

I have instructed Bob Waite to have Employers Casualty Company cancel the collision coverage for cars operated from this office before the present policy expires next January.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. March 30, 1951

Dear Dad:

We discussed in general a raise at the plant within the legal restrictions imposed, but did not reach any definite conclusion. I would like to have an expression from you and Eck as to what should be done about this and, if possible, give authority to do so after we have discussed it thoroughly on this end of the line.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
cc: Mr. E. G. Prud'homme

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 2, 1951

I am sending you a copy of Peat, Marwick, Mitchell and Company's report on the examination of accounts for Temple Lumber Company, Pineland, for the year ended October 31, 1950.

I have not had the opportunity to digest this report thoroughly as yet, but I did take it home yesterday and got about halfway through it last night.

If you observe anything in the report worthy of comment, I would like to hear from you.

AT:ld

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Mr. Arthur Temple Arthur Temple, Jr. April 3, 1951

Dear Dad:

When are you going to let me know something about Oil Field Lumber Company?

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 4, 1951

You will note from the copy of my letter to John Hintz that I have nothing further to report to you on the merger of Oil Field Lumber Company with Temple Builders Supply. I haven't heard anything from him since the letter, copy of which you received, where he indicated, apparently with reluctance, that he would go along but didn't indicate how much he would take in stock and how much in cash.

I wonder if you are ready to proceed with this deal before we have an audit. I suggested an audit to Hintz, as you know, and have heard nothing further from him. Since writing him, however, the thought has occurred to me that in all fairness he might also want an audit of Temple Builders Supply. For my part, I would be willing to accept your assurance of the assets of Temple Builders Supply, but someone not so closely connected with you might not feel as I do.

If you are ready to shoot, why don't you call Hintz by long distance telephone, find out just what his intentions are? Harry, Harry, Jr. and I are ready to proceed with the deal as outlined, and Hintz and Verna Florence are the only ones to be considered, assuming, of course, that Ann would go along with us.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. April 6, 1951

Dear Dad:

Attached you will find a power of attorney in triplicate which I would like for you to sign and return to Carrol immediately in order that some of the deeds that I have drawn will be legal. You will notice that I have dated this instrument the first of April. Please leave this as written so that it will pre-date the deeds that I have executed. We have already sold two lots and have the money in hand.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 6, 1951

I am certainly sorry that Buddy is having such a time and also that Chatsie's trouble has continued so long. I won't attempt to repeat the name of the trouble with which Buddy is afflicted, but apparently it is the same thing that Dickie Carson has, and his is pretty serious. He came home from SMU a short time before Easter, was in the hospital for a week or ten days and now is at home, but he has had to withdraw from SMU, and his doctor requires him to spend eighteen hours a day in bed. Under the circumstances I certainly don't think that it would be advisable for Buddy to make the trip to Washington and New York as planned, not only because he would probably be in a weakened condition but also because he he will have been out of school so much already. If the trip is given up at this time, it will only be postponed until summer, and in that event I will probably go along for our regular annual visit to Mrs. Sage, and it will be for two weeks instead of for one week. If the trip is given up now, I hope that the boys will not be disappointed.

AT:ld

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Southern Pine Lumber Company
MANUFACTURERS
YELLOW PINE HARDWOODS
ANNUAL CAPACITY OF OUR OWN MILLS 100,000,000 FEET
Texarkana, Texas

OFFICE OF
ARTHUR TEMPLE
PRESIDENT

April 7, 1951

Mr. Carrol Allen
P. O. Box 1180
Lufkin, Texas

Dear Carrol:

I am enclosing a Power of Attorney which I received from Arthur this morning. I have signed it, and Arthur asked me to send it to you, I presume for you to sign and to acknowledge your signature before a notary public.

I am glad to know that two of the lots in our sub-division have been sold. This is a good start, and I hope that the sale of other lots will proceed at a good rate, at least until our investment is cleared.

Sincerely,

Arthur Temple

AT:ld

SOUTHERN PINE SERVICE ASSOCIATION

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Mr. Arthur Temple Arthur Temple, Jr. April 9, 1951

Dear Dad:

I have a copy of your letter to Mr. Hintz and his reply suggesting another meeting. I would certainly be glad to meet with you at any time, but I don't see a great deal that could be accomplished by such a meeting. I think we have gone into the thing thoroughly and feel that the decision on the matter rests entirely with you and Mr. Hintz.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
cc: Mr. John E. Hintz

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 9, 1951

P. M. Anderson and I were looking at Clyde's last log inventory, which shows 22,152 hardwood logs on hand. At 150 feet to the log this would mean 3,300,000 feet of hardwood logs, which is a good three months' cut.

Anderson thinks there is a strong liklihood that these logs will damage. I should certainly think so. I would suggest, therefore, that you cut down on the cutting of hardwood in the woods as much as possible until this log inventory is reduced to a reasonable, workable basis.

We have also discussed the hardwood inventory at Diboll, and from what P. M. says it is questionable whether we will realize cost or any profit because of the heavy amount of low grade. Out of 4,300,000 feet dry and green P. M. says that 1,900,000 feet is flooring oak which will just about average cost and 1,250,000 feet is #2 gum, which will sell for $55.00 a thousand or some $17.00 per thousand feet under cost. All of this leads me to question whether we are not bringing in hardwood of too low a grade. This is something which ought to be looked into because there is no point to our bringing any logs into the mill out of which we cannot realize at least something for stumpage.

18543 Hdw

28034 Pine

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 9, 1951

Although you have indicated that you are not interested in "The Business Outlook" published by David Lawrence, I am enclosing the current issue of April 5th because I think that it should be of interest to you. However, if you are not sufficiently interested to read it, I wish that you would pass it on to George Smith.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. ✓ **From** Arthur Temple **Date** April 9, 1951
Mr. E. G. Prud'homme

I call your attention to the item on page two of the SPA Labor News Items dated April 4th which pertains to WSP Form 6A.

I get from this that it is necessary that this form, which is available through offices of the Wage and Hour Division, be filed within ten days after increases in wages become effective on the "10% catch-up formula", that is, the 10% permissible increase since January 1950.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 9, 1951

I am sending you a copy of a letter which I am writing John Hintz in reply to his letter of April 6th, copy of which I note he mailed to you.

I wonder if this matter of a merger of Oil Field Lumber Company with Temple Builders Supply might not be held open until the Galveston convention, assuming that you, Harry, Hintz and I will all be there. If there is no particular rush, you might suggest this to him.

I don't like to rush Hintz into a decision. It is a big and important step for him, and I want him to come into the deal willingly and with a feeling that it is the best thing for him to do.

In the absence of his concurrence I wonder just what we should do. I would hate to force the issue and, frankly, I question whether we would have any legal right to merge without the unanimous consent of the Oil Field stockholders. Regardless of the legal rights of minority stockholder, however, I want Hintz to be satisfied, and the company is operating well enough not to justify forcing the issue.

In connection with the expansion of Temple Builders Supply, the box business you are just going into and all of your other activities, I am concerned about your spreading yourself too thin. I know that you said in our meeting in Dallas that Temple Builders Supply could operate with only casual supervision from you, but even so, you have a lot of irons in the fire, a lot of varied enterprises to which you must give some thought and attention, and you have a mighty big job right there at Diboll. I sometimes wonder if it would not be better to leave things as they are regardless of my own selfish desire to secure my investment in Oil Field Lumber Company.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 9, 1951

Latane recommended very highly when he was down here last week the complete score of Rigoletto on three twelve-inch long-playing records. Neither of our music stores here has this album, but both said that they would call me when they get it.

We have been at a loss to know what to give you for your birthday. I suggested in a letter to Mary a briefcase, a fountain pen and pencil set, and now I want to add as a suggestion this Rigoletto album. What is your choice of the three or what have you to suggest outside of this list?

AT:ld

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April 10, 1951

Mr. and Mrs. Arthur Temple
3003 Pine Street
Texarkana, Texas

Dear Mother and Dad:

Thanks very much for your nice letters and telegram. It was very thoughtful of you to remember my birthday and I appreciate it very much. We had a very nice little vacation down at the Shamrock and I feel considerably rested after going down there.

In regard to a present for my birthday, I really don't think that anything would be necessary. However, the Diboll school is in bad need of some books for its library and at present I am having Mr. Pate make up a list of about one hundred books which he feels are necessary, and if you would like to contribute toward that I would appreciate that more than anything I can think of. Incidentally, I would like to tap Josh and some of the other friends for a few of these books when I get the list together.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
P. S. I appoint you two co-chairmen of my Texarkana drive for books for the Diboll library.

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Mr. Arthur Temple Arthur Temple, Jr. April 10, 1951

Dear Dad:

I have just been going over with Clyde Thompson and Eddie Farley the hardwood situation and I agree with most of the conclusions drawn in your letter. In fact, my instructions had already gone forward in accordance with your request. However, the picture is not as bad as Anderson paints. We have checked our inventory and feel that if our lumber is sold in proportion to the cut and if it moves out on a steady basis that we will break even or better. Of course, in the event we break even we are really making about $20.00, in view of the fact that we are carrying a large percentage of the overhead on a pro rata basis. In addition to this, we are utilizing a low grade of hardwood which really should come out of our stands and this is no small matter. Of course, I know that this doesn't show up on the balance sheet, but it is there just the same. It is awfully easy to go to far on a thing of this sort, but I really feel that the money that we are making in our woods (which is considerable) is the most important gain that we can tote up. It is not taxable and it is darn sure there. Also, any gain we make in the woods extends our life and, therefore, compounds itself. I know that you agree with the above and merely offer them as explanation. However, I do not feel that the situation is as dark as you have portrayed in your letter and I think that if the sales office will get to work and do some selling on a sensible basis we can expect to make a profit out of our operation. As you probably know, the box factory is using a pretty good slug of the number two gum and if we get additional contracts we will undoubtedly be able to move all of it. Incidentally, you have used a March inventory instead of April on the logs on hand. This will give us 4,000 logs less than you show. I think the situation is under control and hope that it is satisfactory from your standpoint.

I am not trying to make any excuses, but you remember that mill one was down for a much longer time than we had anticipated and it was necessary to run mill two on pine to take care of orders which were booked so heavily last April. If we hadn't done this I just don't know what we would have dnne. Of course, we had a lot of logs go bad on us due to this thing and our inventory reflects that degrade. I am not trying to pass the buck to anybody, but if a sensible sales policy will be maintained with regard to pine and hardwood, that is, to book pine on a thirty day basis and no more and, also, to try to sell our cut of hardwood as it is accumulated and coming off the yard, I think

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that we can certainly surprise you with the results at this end of the line. As it now stands, and as I have told you repeatedly, with the emphasis on the sales office as it presently is, it keeps us jumping through hoops and doing all sorts of goofy things to satisfy their order taking. I don't wish to cause a controversy, but nevertheless, I still feel that the only man that can determine what should come out of a log is the sawyer and, therefore, feel that our sales department should sell just as Kirby does - what the mills produce and should sell it as it is producted. You have no idea of the savings we could effect by such a policy and I wish that you would take some strong leadership on this matter. I am hardly in a position to do it and neither is Eddie.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. ✓
Mr. E. G. Prud'homme

From Arthur Temple

Date April 10, 1951

Have just received a bulletin from National Lumber Manufacturers Association dated April 6, 1951 as follows:

"The Office of Price Stabilization has just approved an order removing all stumpage from the general ceiling price regulation to become effective on April 12th."

This for your information.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 11, 1951

Mother and I would like very much to contribute to the Diboll school library fund, and, accordingly, I am enclosing my check for $25.00.

I don't like the idea of having this contribution to the school library take the place of a birthday present for you, and we will probably send you the Rigoletto score as soon as I can get it from one of the two music stores here who have promised to let me know when it comes in. If, however, you should decide that you would rather have the pen and pencil set or a briefcase, you may let me know. It is hard indeed to find anything which you need and which would be appropriate for a birthday present.

I think the best way for you to solicit contributions from Josh and others is to write them yourself. I could speak to Josh about it, and I know that he would be very happy to give something, but I think it would be better to have the request come directly from you. The same applies to Temple and any others whom you may have in mind. I, however, would not object to asking Gertrude, Georgie and Marguerite to give something.

Having heard that the Glass Plant Lumber Company main building was being painted, I drove by there yesterday afternoon. It is much improved in appearance. There is no sign yet except the small sign "Glass Plant Lumber Company". I understand that you are going to put up a nice sign, and certainly one is needed because there is lots of traffic on Highway 82, and an attractive sign would have considerable advertising value I think.

In talking with Otto Atchley this morning he told me that the city is not going to do any private negotiating with property owners who will be effected by the underpass in the vicinity of Glass Plant Lumber Company but that condemnation proceedings will be started at an early date. I understood from him that this decision had been reached because so little progress had been made in private negotiations for damages so far. In due time Glass Plant Lumber Company will, of course, be notified.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 11, 1951

I think the best way to handle the matter of a sales policy is some time when Temple and I are in Diboll together and you, Eddie, he and I can discuss this matter. We might do it in New Orleans next week but for the fact that Eddie will not be there, or at least I don't suppose he intends to go to the SPA meeting.

I have advocated confining our sales to what we may reasonably expect to ship in 30 days or possibly a short time longer than that. I know, though, that it has been awfully hard to carry out such a policy in the past when the demand was so strong and we had so many friends who asked us to put their orders on file and ship them when we could. As a matter of fact, where we price orders at time of shipment, I don't see where we have been under any great disadvantage in booking orders so far ahead unless it is that pressure on the shipping department is the inevitable result. Certainly under ceiling price there is no danger of our suffering from an advance in the market. On the other hand, I have always contended that everybody is happier with something like a 30-day order file.

Ed is in Diboll today I understand. I hope that you and Eddie, or Eddie at least, will impart to him your ideas about moving surplus items of hardwood.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 11, 1951

Mr. Adams with Thomas E. Hand and Associates, Houston, sent me a copy of his letter of April 10th to you.

I don't see how we could consider again at this time a pension for our employees when we have so much expense in connection with our modernization and improvement programs at Diboll and Pineland.

My main objection when we considered such a program before was that it did not take care of so many of our older people, the ones whom we were chiefly interested in covering. The last straw, however, was the re-election of Truman in November 1948. The day following that election I wrote Mr. Hand and told him it was all off. I thought the country had made a tragic mistake, and if the laboring people, to whom I attributed in large measure Truman's re-election, wanted to put him back in office, they could look to him. Since then, of course, Congress has increased the old age pension so that it is now more adequate than when we considered a pension system, though I will admit it is probably not fully adequate.

AT:ld

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Mr. Arthur Temple · Arthur Temple, Jr. April 12, 1951

Dear Dad:

Upon my return from Pineland today I found your letter with reference to the library donation. Thank you very much and I have addressed a letter to Josh Morriss and several others. We would not only like to have contributions, but if possible, would appreciate it if you would get some books that you have no further use for and ship them to us.

I am glad to hear that the Glass Plant Lumber Company building has been painted and hope that it is an improvement. We intend to get a sign put up as soon as possible, but these things move rather slowly. In

In regard to the condemnation proceedings against the property owners near the lopp on Highway 82, I think I will contact Otto Atchley in the near future and ask him to represent us. What do you think of this?

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. April 12, 1951

Dear Dad:

Attached you will find a copy of our estimated inventory of hardwood as of April 1st. You will note that the average selling price is somewhat in excess of that expected by me or by you, according to your recent letter. This makes me feel somewhat better and indicates that we are not manufacturing entirely low grade stuff. I have checked up on our logs and Dewey feels that our logs are not too good but, nevertheless are worth bringing in and should give us better than a break-even operation

We had a very nice visit with Ed Price today and I believe that we understand each other fully on the thing. We are going to change our manufacture somewhat and cut a little thicker hardwood, which seems to be the biggest complaint against our operation. Also, Ed was under the impression that we were going to be in and out of the hardwood market, operating on pine part of the time, but this is not substantially the case. You can now assure our customers that we intend to have a continuous supply of hardwood so long as we are in that business.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw
Encl.

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 16, 1951
Dictated 4/15/51

My suggestion would be that you ask Bob Maxwell to look after Temple Builders Supply's interest in the condemnation proceedings for the underpass on Highway 82 and have him engage the services of Otto Atchley if, in his judgment, a lawyer is required. As a stockholder in Temple Builders Supply, I am sure that Bob would be glad to do this.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 19, 1951

I found the bottle of wood flour producted by Love Wood Products of Texas on its first run April 13, 1951, when I got to the office yesterday afternoon. It is very pretty stuff, and I will try it as a face powder after shaving.

Seriously, I would like to know whether or not you worked out anything with Mr. Love for us to have an interest in his business.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. ✓ **From** Arthur Temple **Date** April 19, 1951
Mr. E. G. Prud'homme

I am enclosing a statement of the expense of operating the Texarkana office for the year 1950. This statement also shows the wholesale commissions allowed, cash discounts allowed and how the wholesale commissions and cash discounts were allocated as between Pineland and Diboll, and also how the net expense of this office was distributed according to the feetage shipped by each mill.

Taking out the $88,524.45 representing commissions paid salesmen, the cost of operating this office was roughly $83,000.00.

You understand, I presume, that I do not receive any salary from the Texarkana office. My compensation comes entirely directly from Diboll, Pineland and Houston.

AT:ld

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| | | | |
|---|---|---|---|
| Advertising | | | $ 4,975.00 |
| Credit Insurance | | | 2,300.00 |
| Telephone and telegrams | | | 2,802.00 |
| Traveling Expense | | | 3,528.52 |
| Salaries - Officers | | | 26,430.00 |
| Salaries - Office Help | | | 22,936.98 |
| Salaries - Salesman | | | 4,511.54 |
| Salesman's Expense | | | 2,651.11 |
| Postage and stationery | | | 1,944.75 |
| Promotional Work, Subscriptions, Dues, etc. | | | 3,085.00 |
| Miscellaneous | | | 2,737.38 |
| Commissions Paid Salesmen | | | 88,524.45 |
| Donations | | | 600.00 |
| Social Security and Other taxes | | | 1,339.59 |
| Depreciation | | | 2,389.34 |
| Insurance | | | 555.87 |
| Bad Accounts | | | 100.00 |
| | | | 171,411.53 |
| Wholesale Commissions Allowed | | | |
| Diboll - 53,509.96 | | | |
| Pineland - 59,649.61 | | | 113,159.57 |
| | | TOTAL | $ 284,571.10 |
| Cash Discounts allowed (2%) | | | |
| Diboll - 56,172.60 | | | |
| Pineland - 47,855.24 | | | 104,027.84 |
| | | | 388,598.94 |
| Commissions Earned | 1,708.72 | | |
| Discounts Earned | 43.41 | | 1,752.13 |
| TOTAL | | | $ 386,846.81 |

CHARGED TO MILLS AS FOLLOWS:

| | | | |
|---|---|---|---|
| TO PINELAND | | | |
| Cash Discount their shipments | 47,172.60 | | |
| Wholesale Discounts their shipments | 59,649.61 | | |
| Pineland's part of Texarkana's unallocated expenses | 82,090.94 | TOTAL | $ 188,913.15 |
| TO DIBOLL | | | |
| Cash Discount their shipments | 56,172.60 | | |
| Wholesale Discounts their shipments | 53,509.96 | | |
| Diboll's part of Texarkana's unallocated expenses | 88,251.10 | | |
| | | TOTAL | $ 197,933.66 |

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 19, 1951

I received a copy of the telegram which you addressed to several Representatives and Senators Carney and Lock and Lieutenant-Governor Ramsey urging their favorable consideration of House Bill #11 and Senate Bill #57, these bills apparently pertaining to the regulation of trucks.

I have been unable to find anything in my file on these bills and, frankly, I am not familiar with them. I am, therefore, unable to determine whether I am in agreement with you in urging their adoption and am unable to follow up your request in the event that I think the bills should be passed.

It is very difficult to know what should be done about trucks. I do know that our roads are being destroyed by excessive loads, that the trucks are not paying a fair tax based on their use of the highways and the damage which they do to the highways, and that they constitute a serious hazard. On the other hand, I do not advocate any legislation so drastic as to seriously impair, and certainly not to destroy, the trucking industry. I hope that House Bill #11 and Senate Bill #57, which you are advocating, will be the answer to the problem.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 20, 1951

The more I think about it, the more inclined I am to tell Mr. Hanisch when he comes to look over the possibilities for a plant at Diboll or Lufkin that the only way we would be interested would be for us to put up a building for him on the TSE at a cost estimated in the neighborhood of $30,000 and lease it to him without any obligation on our part to put up any money or other assets for stock in the operating company. This was what I suggested when we were in New Orleans the early part of the week.

We have gotten into so many things which have required the heavy outlay of cash and have so much confronting us in the modernization program at Pineland, to say nothing of work on the plant yet to be done at Diboll, that our cash has been depleted to a very low figure, and it looks as though we are going to have to cash our Government bonds of which we have $500,000 and at a discount, too, because recently Government bonds have declined since the Federal Reserve Board has lowered its support of the market, or else we will have to borrow money from one of the banks to tide us over. Under the circumstances I think we ought to call a halt to any further expansion, particularly with respect to collateral investments or ventures not directly connected with our business of manufacturing lumber.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

To Mr. Arthur Temple, Jr. From Arthur Temple Date April 20, 1951

Marguerite phoned me yesterday afternoon and said that she had requested Bob Waite to send you $25.00 as a contribution from her to the Diboll High School library fund. She said that she would like to write you, but she is one of these people who is always behind and never catches up with routine duties. Gertrude also said that she was going to send you a check, but I have not heard anything from Georgie in response to the letter which I wrote the three before I went to New Orleans.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 20, 1951

As I told you on the 'phone this morning, I have planned to return on the Missouri-Pacific Eagle, leaving Galveston, I believe, at about two o'clock Tuesday afternoon, but as Temple will have the company Ford and is planning to make Diboll Tuesday night, I may come with him and Asa Love, particularly if you do not get down to Galveston. I would like to have a little visit with you, find out all that transpired on your trip to Washington, etc. However, if we do this, I would like to leave the first thing Wednesday morning to get back by noon or shortly thereafter because there is to be a Texarkana National Bank directors' meeting Wednesday afternoon at two o'clock, and I would like to attend it inasmuch as I missed the last monthly meeting.

It was awfully good of you to call me from Washington this morning to wish me a happy birthday. Mary called me also during the noon hour. By the way, we wired Mary congratulations on your wedding anniversary, and I had Mrs. Marple of Pryor's Floral Shop order two dozen roses for Mary by telephone for you. She said that the Lufkin florist reported to her that they had some very beautiful roses at $6.00 per dozen.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 21, 1951

I have been thinking some more about coming back with Temple and stopping over at Diboll next Tuesday night. Inasmuch as we probably would not get there until late Tuesday and would want to leave the first thing Wednesday morning, there would not be much time for a visit, and as Josh and Wop Heath are planning to go down to Diboll week after next, I think I will come back from Galveston on the Eagle Tuesday afternoon and wait and go down with them later. I would like to see you and have a visit with you, but I don't believe there would be very much opportunity coming back from Galveston with Temple.

AT:ld

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Mr. Arthur Temple Arthur Temple , Jr. April 23, 1951

Dear Dad:

House Bill #11 provides for the spot unloading of overloaded trucks under the existing regulations. I think that this is only correct, inasmuch as if you are going to have a law I think some teeth should be put into it to prevent overloading. However, Senate Bill #57 raises the legal limit slightly, which will allow us to haul loads which will be profitable. It also would require paying the necessary license fee to justify such a load and provides for certain type of equipment in order to handle such a load. I think they are both good laws and have advocated passage of them.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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Mr. Arthur Temple Arthur Temple, Jr. April 23, 1951

Dear Dad:

I did work out a deal with Mr. Love in accordance with the approved suggestion discussed with you. Under this agreement he will put in his equipment and cost of installation up to the amount of $15,000.00 which approximates actual cost. We will put up $10,000.00 in cash and the building (which cost us $3,200.00) for 50% of the stock. We have filed for incorporation under Love Wood Products of Texas in the amount of $30,000.00. I neglected to say that Herb White was going to take $5,000.00 of the $10,000.00 cash that we were going to put up.

Yours very truly,

Arthur Temple, Jr.

ATJ:lw

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 25, 1951

Josh and I are planning to drive down to Diboll next Tuesday afternoon, returning Wednesday afternoon. Eck will probably come over to spend Tuesday night, or, if not, then come over Wednesday morning. He 'phoned me when I was in Galveston Monday afternoon, said that you were very pessimistic about being able to accomplish the work at Pineland because of the shortage of materials and thought that our plans ought to be held up for the time being. I told him that I was planning to go down to Diboll next week, when he could come over and we could discuss the matter further.

I wish that you would please ask Mrs. Davis to reserve the suite, number three I believe it is, for Josh and me, and Eck if he joins us, for Tuesday night. We will arrive, I presume, late in the afternoon unless I can get Josh to leave here Tuesday morning, which I would like to do. However, this is his trip, and I am just going along.

AT:ld

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# SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

**To** Mr. Arthur Temple, Jr. **From** Arthur Temple **Date** April 30, 1951

I have just talked with Josh, and he has indicated that he may not be able to get away tomorrow immediately after lunch as I had contemplated. He said that he would try to make it by 1:30, which would put us in Diboll I suppose at about 5:30 or a little before, but we will have to stop in Nacogdoches to pick up Wop Heath, and that will delay us some.

We will stop at Lufkin and give you a ring at your home, but if you are not there, we will proceed to Diboll and establish ourselves in the court. I presume that you have reserved the suite, number three, for us. Since there will be four in our party if Eck comes over from Pineland as I anticipate, it might be well to reserve an additional room because I prefer not to sleep in a room with anyone else.

I am sorry that we are going to get down there so late. If I had my way, I would leave the first thing in the morning, but I am going along with Josh and have to accommodate myself to his convenience.

AT:ld