

1942

# Industrial Maine: A Presentation of Facts Concerning the Advantages Which Maine Offers to Industry

Maine Development Commission

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# INDUSTRIAL MAINE

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A PRESENTATION OF FACTS CONCERNING  
THE ADVANTAGES WHICH MAINE OFFERS  
TO INDUSTRY

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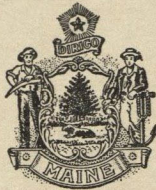
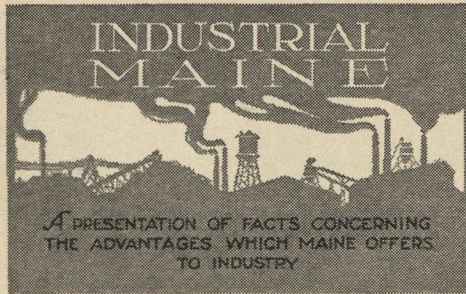
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For More Detailed Information on Industrial Maine  
Address  
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AUGUSTA, MAINE

JUN 11 1942



STATE OF MAINE  
EXECUTIVE DEPARTMENT  
AUGUSTA

The industrialist who locates in Maine is not establishing himself in a new and untried region. Maine is, has been, and always will be one of the most desirable states for the industrialist.

Operating in Maine are some of the largest and oldest manufacturing plants in the nation. Year after year they have maintained their leadership in the various lines of manufacturing in which they are engaged. They know by experience that the combination of favorable factors found in Maine is a sound condition for success.

With the development of intricate processes and the invention of complex machinery there has come a great demand for highly intelligent workers. In this respect Maine stands supreme. Industrialists throughout the nation know the Maine worker for what he is — an intelligent, ingenious, resourceful, inventive and cooperative working man. He stands on his own feet, does his own thinking and places his employer's welfare on a par with his own.

The industrialist who comes to Maine will have the friendship and cooperation of our people for the asking. He will be helped in every way possible not only to get established but to continue operating successfully year after year.

On behalf of every citizen of Maine, I extend to industrialists everywhere a sincere invitation to examine the many great advantages that our state offers to industry.

Very sincerely,

SUMNER SEWALL  
Governor of Maine.



STATE OF MAINE  
EXECUTIVE DEPARTMENT  
AUGUSTA

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Summary

## INTRODUCTION

Maine is an industrial state—geographically, economically and traditionally.

Maine's industrial products have for generations been distributed throughout the country. They are well and favorably known.

Maine industries are solid, stable, profitable organizations that have operated successfully year in and year out, favored by the best of conditions and unencumbered by the tribulations that have beset manufacturers in many other places.

The Department of Commerce reporting on the 1939 Census of Manufacturers gives the total value of industrial products in Maine as \$345,168,595.

Since colonial days, Maine has been a shipbuilding state, some of America's first sailing ships having been constructed along the Maine coast. Down through the years, all types of boats have been launched from Maine yards including some of the Navy's finest fighting ships.

To give some idea of the diversity of Maine industries the following table from the Department of Labor and Industry is given showing the standing of the major industries in 1940:

	No. Plants	Value Products	Payroll	No. Employed
Pulp and Paper	33	\$89,896,621.39	\$19,499,635.86	13,998
Boot and Shoe	47	43,224,588.61	11,424,493.40	14,214
Cotton	13	40,492,827.32	11,862,414.92	12,997
Woolen	46	46,601,524.86	10,162,097.02	10,681

Other industries in order of their value of products are: Food and beverages, 93 plants employing 2,548; wood products, 120 plants, 1,948 employees; printing and publishing, 82 plants, 1,655 employees; metals and machinery, 56 plants, 6,812 employees; brick and clay products, 15 plants, 363



employees; one railroad shop, 187 employees; clothing, 24 plants, 1,715 employees; lumber, 95 plants, 2,099 employees; shoe findings, 22 plants, 877 employees; all other industries, 124 plants, 3,909 employees.

There are 23 quarries and plants operating in Maine employing 1,151, distributed as follows: Granite, 14 plants, 797 employees; lime, 3 plants, 134 employees; slate, 3 plants, 174 employees; feldspar, 3 plants, 46 employees.

There are 42 plants canning fruits and vegetables, employing 4,134. The average length of operation is about three months although a few run the year round. Twenty-seven sardine plants employ 3,883 with a payroll of \$894,101. The production was 2,171,667 cases, with a value of \$7,035,430.

Many of the products manufactured in Maine are known by their trade names from one end of the country to the other. They have been nationally advertised for a great many years. Following are a few of them: Palm Beach suits; Poland Spring beverages; Old Town Canoes; Bass Shoes; Thomas Fly Rods; Lady Pepperell Sheets and Pillow Cases; Pepperell Blankets and Bates Bedspreads.

Maine is the greatest producer of newsprint in the United States. Paper for many of the best and largest of the country's magazines is made in Maine. Maine writing paper is used in offices and homes from one end of the country to the other.

Maine plays an important role in the production of boots and shoes and in the manufacture of cotton and woolen goods.

Best of all, Maine industry is highly diversified. Literally everything from toothpicks to battleships is manufactured here.

It is an old saying that anything that cannot be made in Maine just cannot be made.

Maine's industrial growth has been steady rather than spectacular, a highly desirable state of affairs. There have been no huge centers that have prospered for a while only to disappear like the morning dew. Activity has been spread over the entire state with the result that hundreds of splendid sites are available in all sections of the state where excellent transportation, ample power, the best of processing water and large reserves of highly intelligent labor are available and waiting.

In the years of the immediate future the country's industrial pattern will change greatly. New processes and new products will utilize raw materials that are available in Maine in great quantities; materials from the farms, forests, the sea and the earth.

Entirely new operating techniques will be required for many of these new industries entailing the training of men and women in new trades.

The manufacturer who establishes himself in Maine to manufacture one of these new products will be extremely fortunate for he will find that his Maine workers will become skilled in their new work with amazing speed. Traditionally creative and ingenious, the Maine worker is at his best in such circumstances.

During economic booms and depressions of the past, Maine has been little affected. It has stood as firm as the rocky headlands that guard its coast. This will be true in the future as it has in the past because Maine has a fundamental stability in the character of its work and its workers.

## DECENTRALIZATION

During the past few years the new theory of industrial decentralization has been put into practice by some of the nation's leading industrialists. Their lead is being followed by other farsighted executives who know that the future prosperity of industry, and of the nation, depends to a marked degree upon the wide acceptance of this new trend.

Much has been said and written about decentralization so that little more than an outline of what it means and why it has won so many adherents is necessary here.

American industry had its start in the country's small communities. Villages sprung up on the banks of rivers and streams where water wheels transmitted energy to the machines. Small mills sawed the farmer's lumber and ground his grain. The smithy, in his blacksmith shop, shod horses, built wagons and sleds and fashioned the various articles of iron used in the home.

Later, as new and better machinery and methods were developed, industries were consolidated. Small industries were grouped together to make one large one. Whole cities, built around one huge industry, sprang up. The farmer boy deserted his plow to go to the city where bigger wages and shorter hours were to be found. The gulf between industry and agriculture widened alarmingly.

When the depression came, it was seen that the centralization of industry, while it had many good points in its favor, had several great, inherent weaknesses. Workers, thrown out of employment, were helpless. Living in tenements or other crowded dwellings, they had no means of tiding over periods of idleness. As many as were able deserted the cities and dispersed themselves over a wide area. When plants again started up it was many times impossible to find them. Too, the stark monotony of existence in the big cities, away

from the sunshine and recreational opportunities of the open countryside, bred dissatisfaction among them. Management and labor became embroiled in endless controversies.

Henry Ford, one of the first—if not the first—big industrialist to practice decentralization, found that its advantages were even more than he had hoped for. His idea was to move certain units from a main plant to small plants in the smaller communities. These branch plants were not undertaken primarily as a social move but because small, decentralized operation, through its wholesome effect on workers, meant better work at lower cost.

The worker in the small town or city often has a country background with its attendant higher intelligence that is characterized, among other things, by objective thinking. He thinks constantly about his job and figures out ways to do it better and more economically. This pride of craft is uppermost in the consciousness of the worker in the smaller places.

Thrown out of employment temporarily, he can sustain himself and his family on his few acres or in working at some sideline until his employer resumes operations.

The employer does not sacrifice his advantage of large scale buying of raw materials or mass selling of his goods by decentralization. He merely disperses his plants about the country as a good general would deploy his troops to get the best use of them.

When the country was young, inadequate means of transportation mitigated against decentralization. Now, however, transportation is becoming faster, safer and cheaper every year.

There is no state in the nation that offers greater attractions than Maine to the industrialist planning decentralization. Available sites in hundreds of cities and towns give him a wide choice.

## MAINE IS NEAR THE RICHEST MARKET IN THE WORLD

Even a casual glance at statistics compiled by the federal government will reveal that Maine is in a highly favorable strategic position as an industrial state.

An industry's success or failure is dependent on a number of factors. Not the least of these, by any means, is the nearness to market. In the area extending to 450 miles from Maine is the richest market in the entire world. It is a market that can be reached overnight or, at the most, in the course of 24 hours. The speed with which goods can be carried to market has been a factor of growing importance in recent years. There is every reason to assume that it will be of increasing importance as time goes on. In addition, markets close by mean great savings in transportation costs, an important item especially in strongly competitive industries.

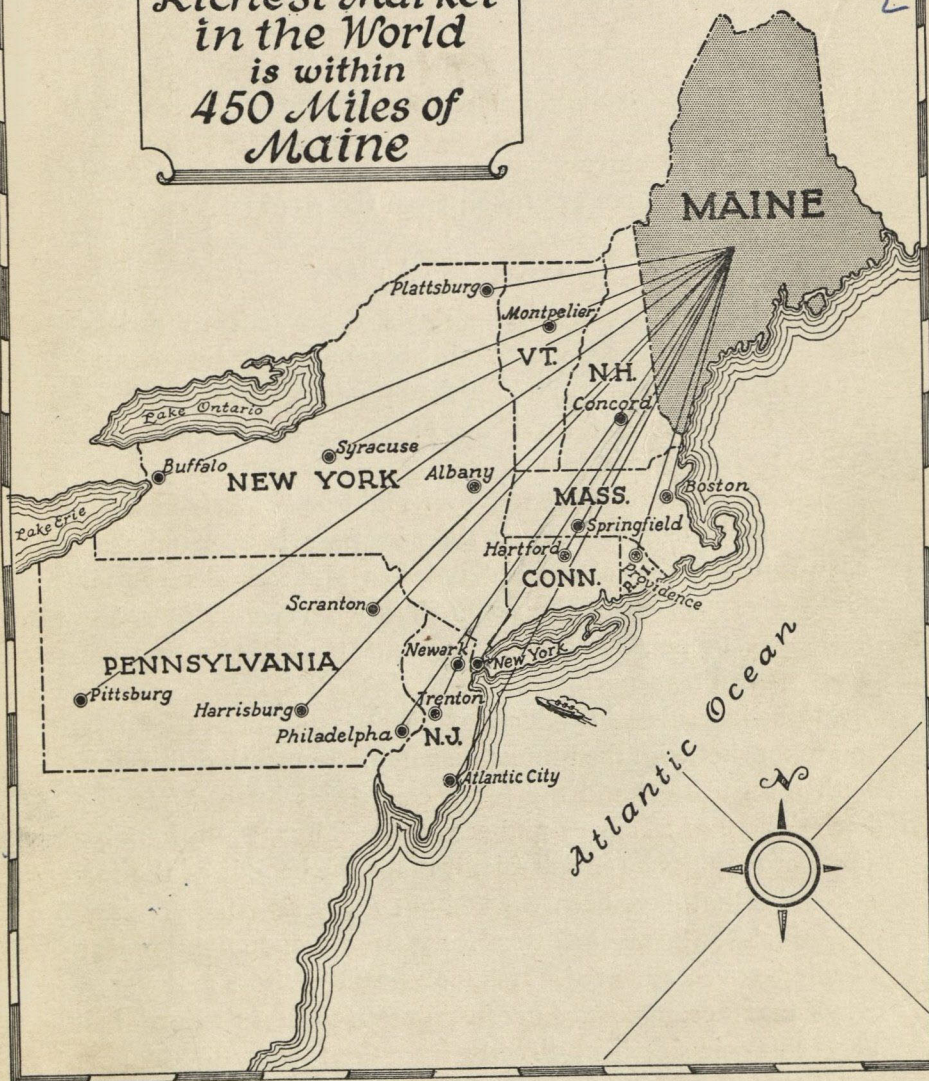
Within this 450 mile radius from Maine lives 26.68 per cent of the population of the United States, a little better than a fourth of all the people in the nation. But this fourth of the population purchases 31.70 per cent—almost a third—of all the goods retailed in the country. They pay 35.06 per cent of the federal income tax.

Bank deposits in this area constitute 55.66 per cent of the total amount deposited in all of the banks in the nation. Investments are 61.13 per cent of the national total. Loans made in the area are 52.95 per cent of the national total.

People in this area eat better, wear better clothes, live in homes that are furnished better than the national average. In effect, it is a fabulously rich nation in itself; a nation within the small area of 450 miles.

*The  
Richest Market  
in the World  
is within  
450 Miles of  
Maine*

*ew  
y*



This great concentration of population and wealth is easily reached, easily sold. It is a region that always has been prosperous and, because of its geographic and economic positions, can look forward to prosperity in the future.

The admonition, "go where the business is" constitutes the wisest of business axioms.

Its significance has not been lost on the nation's industrialists for 38.65 of the nation's industrial establishments are in this area.

They manufacture 36.21 per cent of the nation's goods. The above figures are taken from the 1940 census.

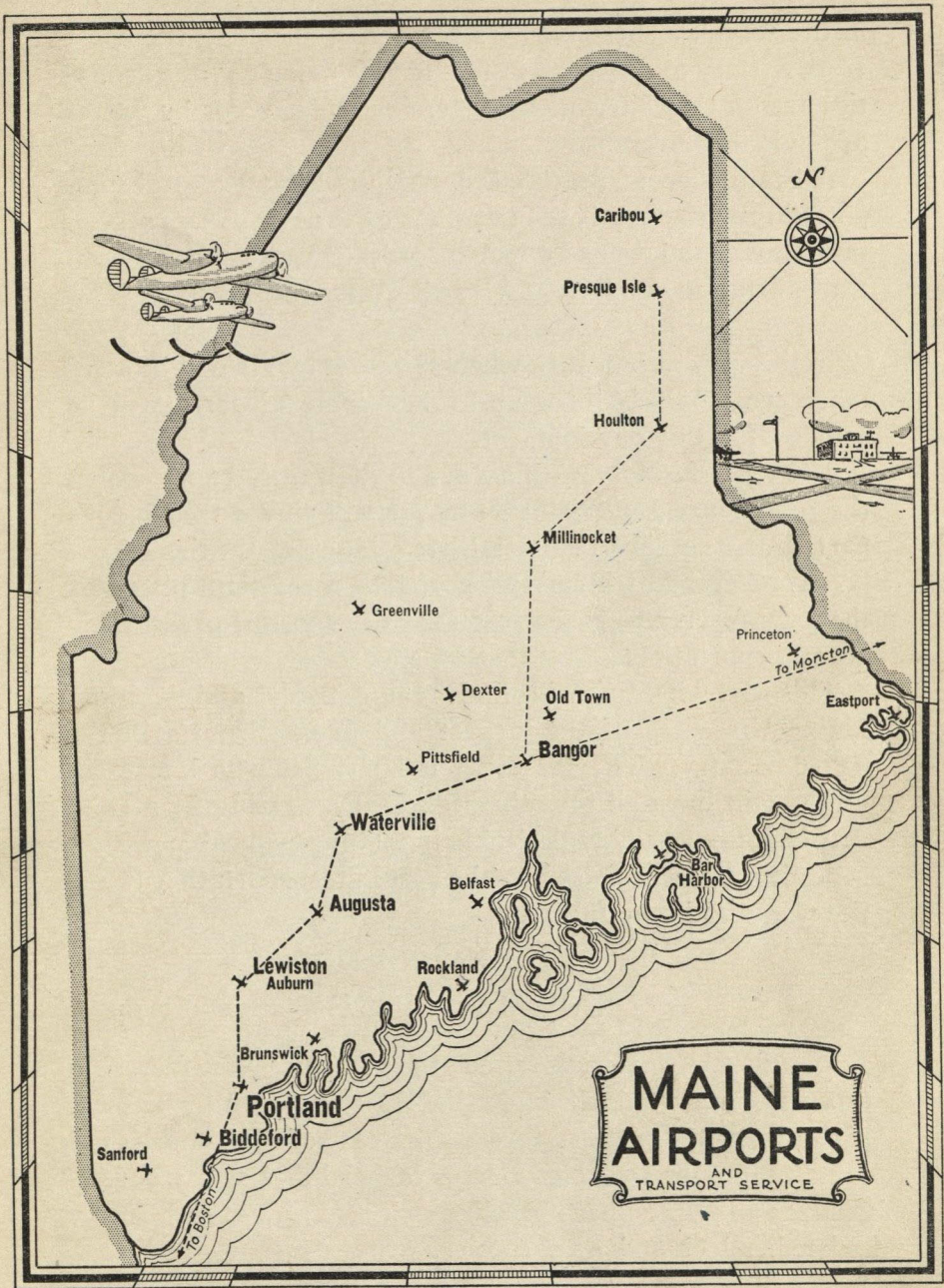
## TRANSPORTATION

The success of any industry is dependent in a large measure on the sure, speedy and economical transportation of its raw materials and its finished product. In this respect, Maine is particularly fortunate in having excellent railway, truck, water and air service.

It is only an overnight trip by freight or truck from many Maine factories to some of the country's largest markets. Five railways that own 2,078 miles of Maine line serve virtually every corner of the state. Truck service by a number of long established companies augments this effective network of rail transportation.

Maine has several products of the sea and farms that must get to market with the utmost dispatch. In meeting this need both the railways and the truck companies have attained a high degree of efficiency and economy. Thus, even though a product may not be perishable, it reaps the benefit of the fast schedules that have been worked out for perishable goods.

Maine's natural facilities for water transportation can hardly be overestimated. Its magnificent harbors and waterways that accommodate ocean-going freighters afford fast and economic shipment directly from the factory to any port





in the world. These harbors are found all along the coast from Kittery to Eastport, in fact ten of Maine's sixteen counties are on tidewater or are accessible to big ships by means of navigable rivers.

A State Pier, at Portland, one of the largest and deepest ports in the country is the terminus of three railways servicing Maine and Canada and affords quick, efficient ocean transportation to Europe, South America and the West Coast.

In the very near future when shipment by air will be commonplace, Maine's huge up-to-the-minute airports will be utilized for this development.

The manufacturer with an eye to the future can envision the time when transportation by air will play a tremendous part in the nation's industrial life. Huge quantities of express and freight will be transported by these giant planes of the near future at a mere fraction of the cost of present day air transportation.

This development will find Maine ready and waiting. Maine has some of the largest and finest airports in the entire country. The farseeing industrialist who locates in Maine will have all the advantages of operating in a state that is not only highly desirable in all other ways but which, in addition, can promise him the best in transportation facilities now and in the future.

## RAW MATERIALS

Many raw materials used in various manufacturing processes are available in Maine. As is generally known, Maine has the greatest forest area east of the Mississippi containing over 15,000,000 acres of hard and soft woods—yellow and white birch, beech, maple, oak, pine, spruce, fir, cedar, hemlock and other species.

This vast reservoir of wood will last for years to come. It offers unlimited opportunities for manufacturers of furniture, wood turnings, wood novelties as well as for the making of pulp and paper. It also provides an economical, easily accessible and inexhaustible supply of cellulose.

Maine has a greater variety of minerals than any other state. Supplies of feldspar, beryl, peat, mica, quartz and manganese are available for manufacturing uses.

Marine growth in its various aspects affords many industrial opportunities. The state's great fishing industry offers a great possibility for the development of valuable by-products.

Chemurgy, the adaptation of agricultural products to industrial use, opens vast new fields of development in Maine. Maine raises more potatoes than any state in the nation. Many valuable by-products of the potato industry will be developed in the near future. Maine farmlands are rich and fertile and are readily adaptable to the growth of crops intended primarily for industrial conversion. >

New manufacturing processes and new articles that will be in every day use in the near future are today being perfected by chemists. Many will involve entirely new manufacturing procedures. Industrialists will find the raw materials for many of these new products in abundant quantities in Maine.

## PROCESSING WATER

One of Maine's greatest industrial assets is the abundance of processing water that is available in the state.

Maine has 2,500 lakes and 5,000 rivers and streams distributed throughout its length and breadth so that no matter where the industrialist chooses to locate he will find an abundance of water nearby.

But just large quantities of water are not enough. Water for processing must, in most cases, possess a high degree of purity, clarity and softness. Maine water passes all these requirements with flying colors. In fact, it is to be doubted that any state can offer as good processing water.

Good water is one of the most important factors in the manufacture of pulp and paper, an industry that requires tremendous quantities of water in its various processes. Approximately 150,000 gallons are used in manufacturing just one ton of pulp. It is apparent, therefore, that if even small amounts of injurious impurities are present in the water the ultimate effect will be very appreciable because of the great quantity of water used.

Hardness in water is objectionable in many industries and elaborate, expensive softening plants are necessary where this condition prevails. Maine water is exceptionally soft. Hardness in water in many parts of the nation runs to 500 parts per million. In Maine the average is about 50 p. p. m. One great pulp and paper manufacturing company with plants in various parts of the state reports that the water used averages only 20 p. p. m. in hardness.

Its color is 5 which is practically crystal clear. The treated water has a content of total solids of only 40 parts per million. The iron content is practically nil.

Textile manufacturers find Maine water to be the best obtainable. It contains an exceptionally small percentage of calcium and magnesium salts which are, as a general rule, detrimental in the processing of cloth.

In the wet finishing of cloth, Maine water is of tremendous value because in processing fabrics, especially with the use of soap, there is no trouble with the formation of insoluble lime and magnesium soaps which, as scouring agents, are of no use whatever and are apt to be precipitated on the fabric in such a way as to cause innumerable troubles.

Because of the very low percentage of metallic salts in Maine water, manufacturers have extremely little trouble with boiler scale which, in many localities, is a very serious problem.

A steady rate of flow throughout the year is another asset of Maine's great water systems.

The following is a statement from the State Department of Health and Welfare whose laboratories analyze all public water supplies for health and industrial purposes.

"In accordance with your request we are herewith enclosing a copy of an analysis of an industrial water supply which is typical of many such supplies in the State of Maine.

"Generally speaking such waters in this state are very soft, slightly acid or possibly neutral in the reaction and highly desirable for industrial uses.

"Trusting that this information will be of assistance to you, I am,"

Sincerely yours,

Elmer W. Campbell, D.P.H., Director  
Division of Sanitary Engineering.

## WATER ANALYSIS

Bottle No.	A65	Hardness	19
Serial No.	112,392	Alkalinity pH	
From	Bucksport	Acidity pH	6.7
Source	Silver Lake	Chloride	3.
Date of Collection	10-9-41	Oxygen consumed	
Start of analysis	10-10-41	Solids Total	10.
Turbidity	0	Fixed	
Color	10	Volatile	
Sediment	sl-veg	Iron	.15
Odor Cold 20° C.	I-V	Lead	
Hot 90° C.		Bacteria per c.c. 20° C.	
Nitrogen as Free		Bacteria per c.c. 37.5° C.	0
Ammonia	.192	B. Coli-Presumptive test	0/5
Album. Ammonia	.114	B. Coli	0/5
Nitrites	0		
Nitrates	.06		

## POWER

Maine's water resources are so extensive and so magnificent that it is hard to describe adequately how well the state has been endowed by nature in this respect.

Many states are considered fortunate if they have one big watershed. Maine has five major rivers and twice as many lesser ones.

Maine's rivers have their origin in the vast 15,000,000 acre forest area of the state. They are fed by 2,500 lakes and 5,000 streams. They come tumbling down from the higher western and northwestern parts of the state—east, west, north and south—every corner of Maine has the benefit of this vast source of power.

Chains of lakes at the sources of these rivers make natural

reservoirs and storage basins. These natural storage facilities have been augmented by a series of dams which further assist in impounding large amounts of water.

Water storage and river flow are so controlled as to afford a maximum use of water under all conditions with adequate protection against floods.

The development of hydro-electrical power in Maine has been done by men of the greatest vision. It has been the policy of the three major power companies in Maine to keep well ahead of the power market so that the demands of new industries and the expansion of those already in operation can be met.

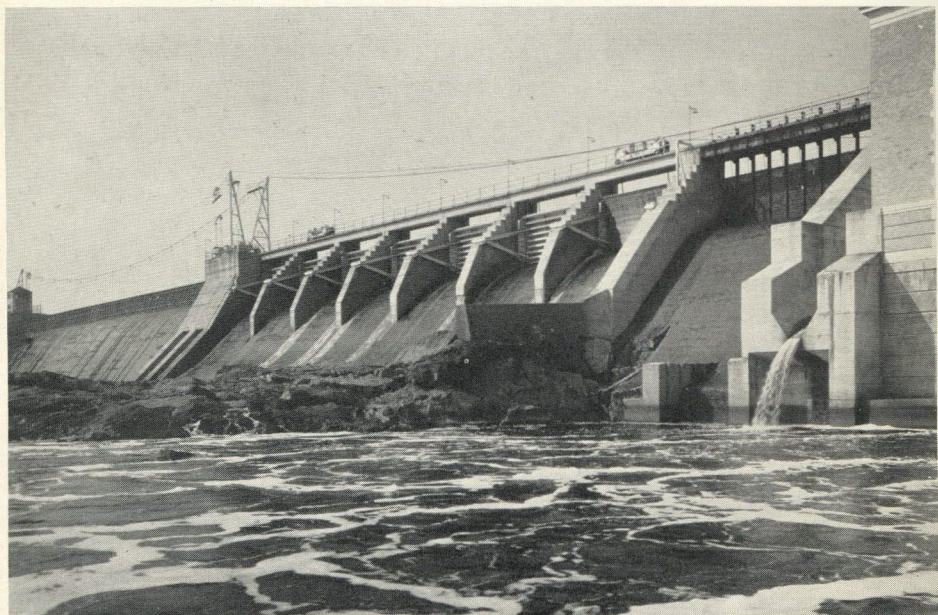
These companies have been cordial and broad in their attitude to the public and industry. They have not only been great constructive forces in the development of power but also important factors in the general economic development of Maine.

Even though Maine's water power resources will stand vastly greater development, the utility companies have recognized the fact that steam generating plants at strategic points add greatly to the flexibility of a power system. As a result, steam generating plants augment the natural water supply throughout the state and are ready to assume additional loads on the system when occasion demands.

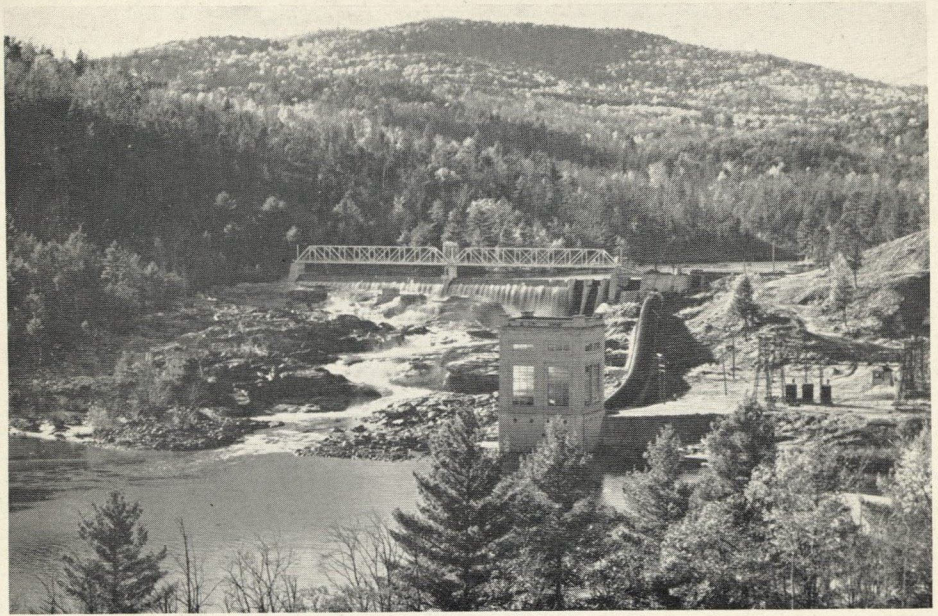
Each company has its principal generating plants interconnected by an extensive system of high tension transmission lines thus making available huge blocks of power anywhere in the area served. In addition, the three companies can be interconnected one with the other when conditions so demand. As a result of the hydro-electric developments in these watersheds, the development of auxiliary steam plants and the interconnection of units, Maine has a remarkably flexible and dependable source of electrical energy.



OLDTOWN DAM ON THE PENOBSCOT, OLDTOWN



GULF ISLAND DAM, LEWISTON, ON THE ANDROSCOGGIN



HIRAM FALLS DAM, HIRAM, ON THE SACO

Many industries in Maine are located on rivers and streams and thus are able to use a combination of water power and electrical energy to turn their wheels.

Power is offered to industrial users at very favorable rates. Prospective users of electric energy can have their rate accurately predetermined by furnishing an estimate of their maximum and minimum loads, hours of operation, and similar details upon which a schedule of charges may be formulated.



## LABOR

In making his choice of the many locations that are available to him when he is establishing a new industry or expanding an existing one, the wise manufacturer knows that he must choose the place that promises an adequate supply of good, intelligent, faithful workers.

The exceedingly high reputation that Maine workers have enjoyed in industry through the years is well known to management everywhere and needs little substantiation in this booklet.

Even a casual visit to any of the many manufacturing establishments in Maine will reveal the fact that there exists here a most unusual relationship between management and labor.

Instead of antagonism, it will be found that the employer and his worker are friends; that they have a mutual regard for each other's problems; that they pull together as a team.

This is not something new nor is it considered unusual in Maine. It is traditional; a way of doing things that is as old as the state.

Misunderstandings between management and labor are extremely rare for here, more than anywhere else, there is a spirit of give and take that leads to close collaboration between the two groups.

Maine workers are not drifters. Labor turnover, even during the boom periods, has never been more than a negligible factor in the state. When a Maine man takes a job he means to stick to it for life. Many a Maine manufacturer will show you, with a great deal of pride, a grandfather, father and son working side by side.

Maine workers are predominantly native born. The racial strains are very few. Their education and native intelligence are far superior to that of the average American worker, as fine as he may be.

A lot has been said of "Yankee ingenuity" but only the manufacturer who establishes himself in the state and meets the Maine worker for the first time can realize what an amazing quality it is. Many of the great inventions that have made modern industry what it is today are the brain children of ordinary Maine workers. This trait of constantly being on the alert to improve a machine or an operation is not an acquired one. Rather, it is inherent for Maine men, through the years, have taken great pride in their ability to "think out" a problem and to develop ways and means of doing any given task simpler and speedier. Today, the sons of yesterday's "Yankee tinkers" feel that they are honor bound to use their brains as well as their hands.

Thus, the Maine worker has behind him a record of ingeniousness, adaptability, dependability, stability and faithfulness. He is an individual who is proud of his craft and who does his own thinking. He stands on his own two feet and is not misled by false prophets.

A high percentage of Maine workers have a farm background and, from it, have acquired a deep love of home. Their chief ambition is to own a home of their own where they can settle down for their entire lives. This adds to their stability and to the interest they take in their jobs because they realize that their own welfare and that of their employer are closely allied.

Maine workers have an exceptionally high standard of health, developed and maintained by availing themselves of the many outdoor recreational opportunities that are found on every side of them. These many pursuits in the open air keep them healthy, happy and eager for the day's work.

Available in Maine are skilled workers in virtually every trade. Because of their high intelligence and their born ability to handle machines and tools, even untrained workers become skilled in an exceptionally short time.

## TAXATION

The tax situation in Maine is very favorable to industries. There is no sales tax except on cigarettes, no personal or corporate state income tax.

The State Government of Maine is in a sound financial condition. Its activities are being conducted from current revenues. All bond maturities are being met on due date and substantial progress is being made in the reduction of Bonded Indebtedness. Maine's Government is efficient, co-operative and sound. Maine lives up to a policy of government "of the people, by the people and for the people."

### *Local Tax*

The local tax is collected by the community where the industry is in operation. This is assessed on a fair and just valuation by local authorities and is on buildings, land and other property. All stock used in factories is subject to local taxation in the town or place where land and buildings are situated, property is kept, or stock manufactured.

This local tax includes the town, county and state tax and is paid at one time. Maine towns and cities have a true appreciation of the value of industry and their officials are most cooperative.

### *Excise Tax*

None.

*Franchise Tax* applies to all domestic corporations. It is an annual tax according to the following scale:

### *Capital*

Not exceeding \$50,000	\$ 5
\$50,000 to \$200,000	10
\$200,000 to \$500,000	25
\$500,000 to \$1,000,000	50
Over \$1,000,000	25
for each additional \$1,000,000 or any part thereof	

On shares without par value not exceeding 250	5
251 to 1,000	10
1,001 to 3,000	20
3,001 to 5,000	25
5,001 to 10,000	50
Over 10,000	25
for each additional 10,000 or any part thereof.	

Maine's corporation laws are very liberal and are intended to promote industrial development of the state.

## MAINE LABOR LAWS

### *Maximum Hours*

Women: 9 hours daily, 54 hours weekly, but daily apportionment may be extended to shorten hours on one day in six. Not more than  $6\frac{1}{2}$  hours permitted without 30 consecutive minutes rest period on each shift. Employers must post notices stating hours of work and periods for meals and keep record of actual hours worked. Requirement may be waived for establishments processing perishable materials.

Minors: Under 16, 8 hours daily; no night work 6 P. M. to 6:30 A. M.

Men: 10 hours is legal day's work, but longer hours by contract permitted. Drivers of commercial motor vehicles must have at least 8 consecutive hours off after 12 consecutive hours on duty, and at least 10 consecutive hours off after 16 hours on duty in any 24-hour period.

### *Prohibited Employments*

Minors: under 14, in manufacturing and mechanical establishments. Under 15, on any elevator, or at other work while public schools are in session unless provided with work permit based on educational certificate. Under 16, on elevator

with speed over 200 ft. per minute. Minors between 14 and 16 may obtain vacation permits for summer work.

### *Health and Safety*

Commissioner of Labor or agent may order alterations or additions made within 30 days if inspection shows (a) heating, lighting, ventilation or sanitary arrangements injurious to health; (b) means of egress in case of fire or other disaster insufficient; (c) belting, shafting, machinery, etc. dangerous and insufficiently guarded; (d) vats, pans, etc., filled with molten metals or hot liquids, not properly protected.

In "shops" etc. chairs or seats to be furnished for women and girls.

Standards for steam boilers and pressure tanks prescribed; inspection and testing required.

Commissioner authorized to gather facts and statistics and to require sworn answers to interrogatories prepared for this purpose.

Industrial homework: no law.

### *Wages*

Must be paid weekly to within 8 days of pay day. Workers who quit must be paid in full on next regular pay day; discharged employees on demand. Records of amounts and times of payments must be kept, and be accessible to representatives of Department. No exemption by special contracts. Employees are not to work without pay, or to have deductions made from wages except for specified purposes.

Minimum wage: no law.

### *Industrial Disputes*

Notice by local authorities to State Board of Arbitration and Conciliation required when strike or lockout threatened or occurring. Board to offer mediation or seek submission of dispute to State or local board. Must investigate disputes

submitted and report fixing responsibility. Upon application, may give hearings and render written decisions. Employers advertising for help during labor trouble must state such trouble exists.

#### No Labor Relations Act.

Injunctions. Not to be issued without notice and hearing; restraining order effective not over 5 days may be granted and continued, under certain circumstances, pending decision on temporary injunction. Persons charged with contempt have right to bail, etc. and to trial by jury except in special circumstances.

#### *Industrial Accident Compensation*

Applies to all industrial employers of more than 5 persons regularly in the same business, but not compulsory. Employer must file written assent and insurance policy, unless approved as self-insurer. Certain defenses not permitted to employers not accepting the law. Employee of assenting employer waives common law rights unless he claims them within limited period. Injuries must be reported "promptly" to Commission. Rates: for death,  $\frac{2}{3}$  average weekly wages—\$6 to \$18—to dependents for not over 300 weeks, maximum \$4,000; for total disability, same for not over 500 weeks, maximum \$6,000; for partial disability,  $\frac{2}{3}$  difference between earnings before and after injury, not over \$18 per week for not more than 300 weeks. Reasonable medical and hospital expenses allowed with limitations; also specified sums for certain injuries.

Administration: by Industrial Accident Commission (5 members) which reports biennially.

#### *Unemployment Compensation*

The Maine Unemployment Compensation Law complies with the Federal Social Security Act. Taxing provisions apply to employers of 8 or more persons on some day in each

of 20 separate weeks in current or preceding calendar year, other than certain exempted classes.

Contributions; by employers, in 1938 and thereafter 2.7% of payroll; by employees, none. Single pooled fund, but separate accounts to be kept for each employer for purposes of experience rating study.

Benefits; payable after one week waiting period. Individual weekly benefit amounts are determined in accordance with a schedule set up by Law, which is based on the individual's total annual earnings in subject employment. Benefits for partial unemployment provided.

Registration; unemployed persons must register and file claims through offices of the United States Employment Service, must be able to work and available for work. Employees may be disqualified for given periods on account of voluntary quit, misconduct connected with their work or failure to apply for or accept suitable work. No benefits are payable for unemployment due to stoppage of work caused by a labor dispute.

Administration; by Unemployment Compensation Commission of 3, appointed by Governor and Council.

When effective; as to contributions, from January 1, 1936; as to benefits, from January 1, 1938.

## FINANCIAL FACILITIES

Maine's financial institutions consisting of 31 trust companies, 35 national banks and 41 loan & building and savings & loan associations are prepared and stand ready with total resources in excess of \$450,000,000. to encourage the establishment of new industries.

The friendly cooperation and counsel of the banking institutions of Maine as manifestly extended over a long period of years have played an important part in the successful location of many new industries throughout the state.

Maine banks are managed by alert, sound thinking, and progressive minded individuals, all of whom are keenly interested in the further development and industrial expansion of the state's many natural resources.

The larger banking institutions have branches conveniently located in the smaller cities and towns and are thus in a position to offer and extend banking service in every form to meet the needs of industry.

Maine banks are ably managed and are in a very liquid condition to supply credit needs to industry based upon sound banking principles. Through friendly cooperative working relations with each other and by close association with banking institutions in other states the banks of Maine offer to new industries complete modern banking facilities that are applicable to the individual needs of business men.

## STATE SERVICE TO INDUSTRY

Industries that come to Maine find that they are not forgotten once they start production here. The state's long range industrial program is geared to be of constant service to Maine manufacturers. This, of course, is only good business. Prosperous industries mean a prosperous state.

Through advertising, publicity and other promotional means, the Maine Development Commission is constantly calling attention to the superior value of Maine made goods. A directory of Maine manufacturers and the products they make is placed in the hands of all of the country's leading buyers. This directory is revised periodically so that new industries are listed in it almost as soon as they start production. This promotional work has brought exceedingly fine results.

Many industries, particularly the smaller ones, find that they need the benefits of research work from time to time in improving their products or in developing new ones. The



University of Maine, with its excellent technicians and its fine laboratories, stands ready to be of assistance at any time.

Maine's Department of Labor and Industry offers many valuable services to industry. Its record of bringing about even closer relationships between management and labor is a brilliant one. This record speaks volumes for the understanding character of this state department and for the ability of Maine management and labor to settle their problems in an atmosphere of mutual understanding and tolerance.

Able safety, sanitary and boiler inspectors visit Maine manufacturing plants regularly where they help the industrialist to keep his employees healthy, happy and free from accidents.

Each year a huge safety conference is sponsored by the Department of Labor and Industry where manufacturers hear nationally-known industrial and safety engineers. The very latest methods of accident prevention and first aid are thus made available to everyone.

All state departments are ready and eager to serve the industrialist. If he has a special problem to solve, he will find that everything humanly possible will be done to help him solve it. He will find that the Maine atmosphere in this regard is one of cheerful help and service. Maine people have been getting along in this way ever since the state was founded. This philosophy of one for all and all for one predominates in the habits and thinking of Maine people.

## PUBLIC SERVICES

In Maine the industrialist will find that the various public services needed to assure health, safety, comfort and convenience, are of a very high order.

The Maine Department of Labor and Industry works very closely with industry in fire prevention work. Fire fighting

equipment and personnel in the various cities and towns are excellent almost without exception. Fire insurance rates in Maine are lower than in many states.

Maine cities and towns maintain adequate police protection. The Maine State Police, one of the most modern and efficient organizations of its kind, enforces the motor laws and assists civic and county law enforcement bodies.

Maine is an exceptionally healthful state. It is the job of the Maine Public Health Service to keep it so. Periodic analysis of drinking water; inspection of foods at their sources, dairy products, for example; inspection of establishments selling food and lodgings to the public; the maintenance of clinics for the control and elimination of disease—these are but a few of the many duties of this state department.

Most of Maine's cities and towns have excellent water systems that pipe pure, sparkling water for domestic or industrial uses into homes and factories. Here, too, the availability of natural reservoirs makes it possible to supply water at extremely reasonable prices.

In virtually all communities of any size, bus service is extremely good between the residential and business districts. Many industries are served by bus lines that take workers to and from work.

Public services are excellent in Maine and are better and more economical than those found in many parts of the country.

## MAINE CLIMATE

A person's judgment is apt to be influenced by local pride when he describes the climatic conditions of his native state.

A report on his state's climate is of little value, therefore, unless it comes from a disinterested source. For this reason, this chapter on climate will employ quotations from a source

of the highest authenticity, namely, the Weather Bureau of the U. S. Department of Agriculture.

The Bureau's annual meteorological summary has this to say: "Maine has the most healthful climate in the United States and equals any in the world not only in the summer but also, contrary to popular belief, in the winter."

"Sunshine averages close to 60 per cent for the year and monthly averages vary little during the changes of season. Frequently the winter has more sunshiny days than the summer. It is a fact that southern Maine has more actual hours of sunshine during the summer months of June, July, August and September than the famous winter resorts of Florida, Georgia, Texas and California have during the winter months of November, December, January and February."

Because of its position on the map, many persons get the impression that Maine is much farther north than it really is. In reality, various parts of Maine are in the same degree of latitude as Syracuse, Buffalo, Grand Rapids, Milwaukee, Madison and St. Paul.

Maine winters are not so cold as many suppose. As a matter of fact, the mean temperature in Portland in January, the coldest month, is only 22.4 degrees.

In the summer Maine is free from the sustained sweltering heat of many places in the country that makes work almost impossible. Instead, the state's mean maximum summer temperature is in the seventies, the most comfortable and healthful temperature.

Maine's climate is equally healthful in the winter. Storms are of short duration and cloudiness does not lag after the storm is over. Clear, sparkling days with wonderfully clean air produce remarkable visibility.

Vitamin D is, of course, highly necessary for the maintenance of abounding health. Maine's abundant sunshine and its larger number of cloudless days make it easy for the

individual to get an adequate amount of this vitamin from the rays of the sun.

Six to twelve rainstorms a year are heavy, usually with northeast winds. Moisture is ample, serious floods virtually unknown and droughts are rare. Thunderstorms generally are mild and few in number.

Hot or cold spells are neither of long duration nor hard to bear. Ninety degrees is reached on an average of three times a year and zero two to five times a year. Rapid changes in temperature are infrequent.

Within the past few years we have been growing ever more conscious of the effect of climate on the mental and physical health of workers. It is known, for example, that continued living and working in hot, humid climates greatly lessens efficiency, saps stamina and shortens tempers.

Without a doubt the great efficiency of the Maine worker and the energy with which he goes about his work is influenced greatly by the state's ideal climatic conditions. It is often said that Maine is air conditioned by nature.

Many manufacturing processes are dependent to a large extent on climatic conditions. Maine's dry climate is considered excellent in this respect.

## LIVING CONDITIONS

In spite of the fact that present day machinery does everything but think, the human element is the most vital factor in industry.

Many manufacturers have found to their sorrow that industries established where living conditions are poor have been unsuccessful. They have found that production is dependent on the health and general well-being of a plant's workers.

( It is a well-known fact that living conditions are ideal in Maine. Hundreds of thousands of persons visit the state

every year to enjoy its superb recreational advantages. Thus a worker in Maine is living in a state every aspect of which is conducive to top physical and mental health.

The application of scientific principles to the maintenance of worker morale by the nation's leading industrialists has proved that opportunities for outdoor recreation should be available. In Maine, after working hours and on week-ends, the worker finds a wealth of recreational riches at his very door from which to choose. He can fish, hunt, hike, play golf and tennis, go sailing, canoeing, bathing, mountain climbing, motoring, picnicking. He can have his own garden, his own chickens and his own cows if he wishes. He can develop a hobby that will keep him outdoors during his off hours.

In Maine he will find plenty of "elbow room." He and his family will not be cooped up in a tenement but will live in a comfortable home that will give them full rein in developing the best ideals of American family life.

Electricity, gas and all the other conveniences of modern life will be found in his home. His daily paper will be at his door when he gets up in the morning. In the winter the streets between his home and the factory will be plowed soon after the last snowflake has fallen.

In the summer he will be free of the enervating heat that sapped his strength in the city. Nights are cool so that he can obtain healthful sleep every night. Maine winters lack the damp, penetrating atmosphere found in many places. Instead, the cold, dry air is invigorating and conducive to abounding health.

Cultural advantages in Maine are excellent in character, abundant and easily available.

Maine educators are known throughout the nation. The state's four colleges have on their rosters hundreds of students from far off states who have come here to avail them-

selves of their many fine educational opportunities. Primary and secondary schools are on the same high level. The boy or girl educated in Maine is well fitted to succeed in life.

Religion has always played a prominent role in Maine life. No village is too small to have one or more churches. Men of all faiths can practice their beliefs in the state with the understanding and respect of everyone.

Although he may be a nonentity in the crowded life of a big city, the worker in Maine will find that he will have a definite role to play in the life of the community. He will play an important part in the civic, social and religious life of the community. His intelligence and capabilities will thus be given full play and, as a result, he will be happier, more self-reliant and a better worker.

## WHAT MAINE OFFERS MANAGEMENT

Material success is not the only factor that an industrialist must take into consideration when he looks about for a new location for his business.

If he moves his family to a place where its members will be deprived of the cultural advantages and the good living conditions that modern Americans demand he will be doing them, and himself, a great injustice.

In Maine he will find that his family can look forward to a richer, fuller life than they have ever known. Maine is not a new state lately carved from the wilderness. It is as old as the nation itself. It is traditionally a state of homes; a place where quiet, friendly, gracious living is a carefully guarded heritage.

In the spring, summer and autumn, the industrialist and his family can combine business and pleasure in a highly enjoyable manner. A summer home can be bought or rented on a lake shore or along the coast only a few minutes drive

from the factory. After the day's work a game of golf followed by a cooling dip at the beach puts the tired business man in fine fettle for the following day's work.

Country clubs to which the newcomer is heartily welcomed are located from one end of the state to the other. Maine is noted for its magnificent golf courses. Tennis, badminton and other outdoor games are also to be enjoyed at these well-equipped clubs.

In the summer Maine is the cultural capital of the nation. Internationally known musicians, artists and authors maintain summer homes in the state. Maine citizens participate in the many functions that take place during this season and, from this closer contact with leaders in the cultural fields than is possible in the formal atmosphere of a large city, they gain immeasurably in the enjoyment of the classic arts.

The Maine winter will be a delightful surprise to the industrialist and his family. In many places in the nation winter is a season to dread; a period of dank, cold air; of slush, sleet and dirty snow; a time when outdoor activities are at a standstill and vitality is lowered.

A Maine winter is entirely different, the air is dry and clean and the cold does not penetrate as it does in damp climates. To step outdoors on a Maine winter morning is to experience a feeling of invigoration and well-being that is indescribable. Life is worth living and the individual goes about his work or play with abounding enthusiasm.

There is no huddling around the radiators in Maine homes in the winter. Highways are plowed and sanded at all times. Generally travel is as good as it is in midsummer. The whole family piles in the automobile and in a few moments is in an area where the best of skiing, skating, iceboating and ice fishing is available. Social activities reach a peak during the Maine winter. It is a season of keen enjoyment; one that many Maine folk like above all others.

Maine's educational facilities are of the highest type. Its four colleges, Bates, Bowdoin, Colby and the University of Maine, are favorably known throughout the country for the exceptional graduates they turn out. Its primary and secondary schools are up to the minute.

Most of us dream about the kind of home we would like to build some day. In Maine, the industrialist can pick and choose until he finds a home site that strikes his fancy. Maine builders have no equals anywhere.

Early Maine homes in some of the state's older towns are visited each year by nationally-known architects who study them to learn the secrets of exquisite workmanship employed by the artisans of old. If he wishes, the industrialist can often get the opportunity of buying one of these priceless old places at a fraction of the cost he would have to pay for an inferior city home.

The person who moves to Maine never gets over the abundance of good Maine foods that are available everywhere. From the cool, clean waters of the North Atlantic come Maine's justly famed lobsters, scallops, clams, crabs, haddock and cod. From the farms come that good country butter, rich cream and milk, fresh eggs and plump poultry. Maine's warm sunshiny days and cool dewy nights receive the credit from agricultural experts for the unexcelled quality of the state's apples, corn, peas, potatoes, blueberries and other fruits and vegetables.

Best of all, the manufacturer and his family will find that Maine people are the friendliest on earth. Neighborliness is not an empty term in Maine. The newcomer is made to feel that he is welcome. He becomes a part of the community. Before he knows it, he will feel that he has always lived in Maine.



## THE PROOF OF THE PUDDING

The proof of the pudding is in the eating and so, on the following pages, are pictures of typical Maine manufacturing plants and comments pertaining to their successful operation through the years by those who manage them.

These plants are both large and small. They are distributed throughout the state. They manufacture a wide variety of goods.

In many ways they are unlike; in others they are as alike as peas in a pod. They are unlike inasmuch as they manufacture different products and, of course, use different processes.

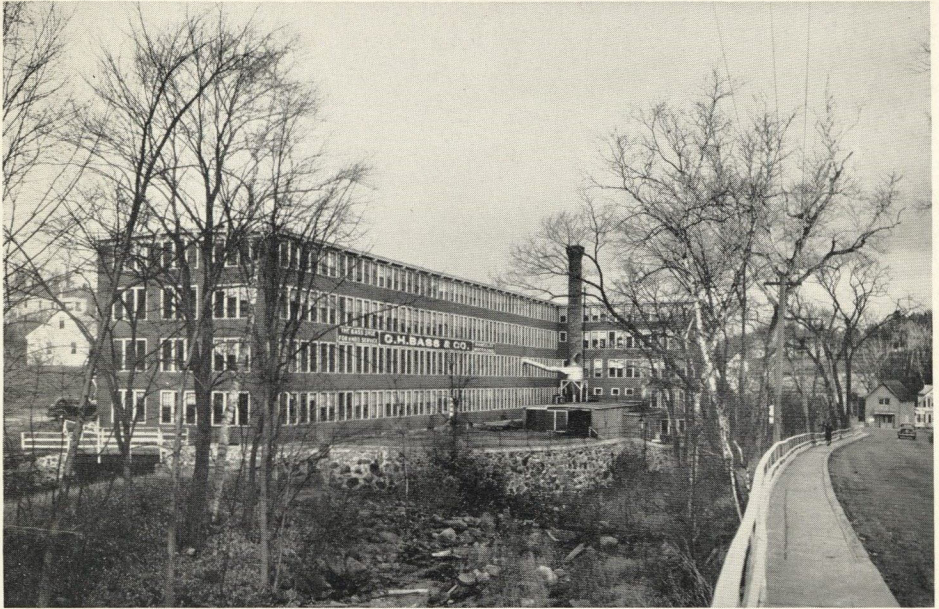
They are alike because they are all modern; they are all successful; they are all convinced that Maine is among the best of all industrial states.

Until they see this booklet not one of the men whose comments appear will know what the others have said.

It is significant, however, that when they speak about Maine's many advantages as an industrial state their remarks follow a common pattern: low water rates, excellent labor, the best of processing water, good transportation facilities—these things, expressed or implied, are in virtually every letter.

This, to our way of thinking, is the best endorsement that any state could get. When all concur in an opinion there is not much chance for argument.

And remember, these men are business men—keen Yankee industrialists who are not given to making statements unless they check and double check them beforehand.



BASS SHOE COMPANY, WILTON, MAINE

Mr. George H. Bass, 38 years ago, at the opening of his new factory in Wilton spoke as follows: "We have built this new factory to make shoes in. We hope that they will be good shoes. We hope the people working here will make a good living, a better one than they otherwise would. More important, we hope that everyone working here will make a life and we hope the factory will help to make it a good life".

Today after sixty-five years of making fine shoes in Wilton, Mr. Willard Bass, the son of George H. Bass writes the following: "The sixty-five years experience of our firm indicates that a small town in Maine is a good place to realize these ideals of making a good product, a good living and a good life.

Here are loyal and dependable people who make skilled workers interested in their product and proud of their workmanship.

Here are the advantages of cheap and abundant power, an invigorating climate, and, most important, a tradition of industry and thrift,—all factors toward the winning of a good living which is not to be had in Maine or elsewhere by wishing.

Toward a good life Maine offers a happy combination of ready access to the great outdoors with opportunities of a well organized community life. Vacationland is at your doorstep. Good roads, progressive schools, friendly churches and modern hospitals are at your service. You have a chance to know your neighbors well and to find your place in the life of the community.

In the end, the ideal of a good life is a matter for individual choice, but the ocean and hills, lakes and woods of Maine will help you to choose it wisely. Industrial conditions will help you make your choice a reality."

WILLARD BASS, *President*



BATES MANUFACTURING COMPANY, LEWISTON

"Our organization operates five textile mills located in various parts of Maine manufacturing rayon goods, fine lawns, uniform cloth, napped goods, broadcloth and fabric for artificial leather and rubberized cloth. One of our units—the Bates Manufacturing Company—makes half of all of the bedspreads manufactured in the United States.

We employ over 8,000 persons and have a payroll of nearly \$10,000,000 per year. We use approximately 120,000 bales of cotton and 8,000,000 pounds of rayon each year.

I mention all this to show the scope and diversity of our operations in Maine. The fact that we are able to operate successfully year after year bears out the contention that Maine is an excellent industrial state.

We are sure that Maine will not only continue to be a most favorable state in which to operate but will actually attain added stature as time goes on. We are manifesting this faith by means of a program of continuous modernization in all of our plants. We are in business in Maine to stay.

Among the many advantages that Maine offers the industrialist are low power costs, unexcelled processing water, the best workers to be found anywhere and a geographical position that allows us to compete successfully. Added to these it is important to include such intangibles as the friendly spirit of Maine people and the high degree of cooperation we receive from town, city and state governments."

GEO. E. SPOFFORD  
*Vice President*



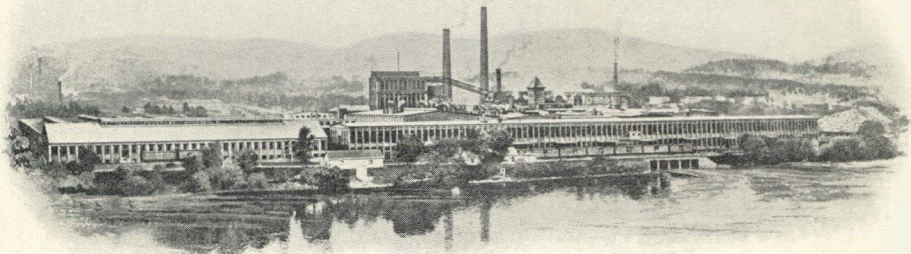
PALM BEACH MILLS, SANFORD, MAINE

Palm Beach fabric was originated and has always been manufactured in Maine. It is interesting to note what this concern thinks of Maine as an industrial state.

“Palm Beach fabric is a very difficult fabric to make as evidenced by the fact that no concern in America or abroad has successfully copied it. I think this is a tribute to skilled labor in Maine, as well as other things such as our fine soft water, climate, with air that is a constant tonic, close to the great centers of population through modern transportation, excellent quality foods produced from the land and from the cold waters on its coast, much appreciated by the natives and those that come from other places to make their living and home in Maine.”

Sincerely yours,

GOODALL WORSTED COMPANY  
WILLIAM S. NUTTER, *Vice-President*



OXFORD PAPER COMPANY, RUMFORD, MAINE

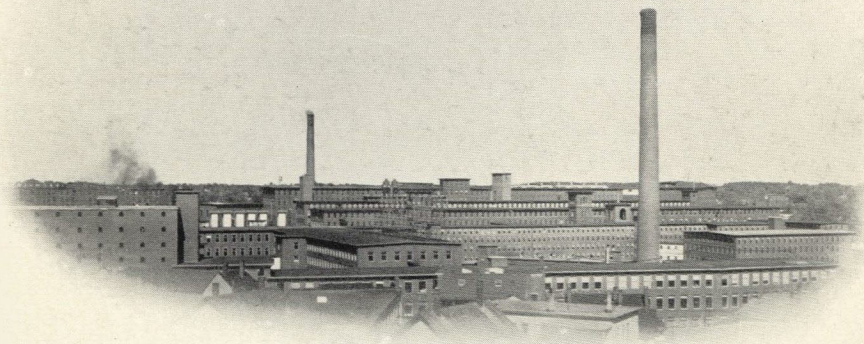
SOME OF THE COUNTRY'S LEADING MAGAZINES ARE PRINTED  
ON OXFORD PAPER

"Manufacture of pulp and paper requires a plentiful supply of suitable wood, cheap power, pure water, skilled workmen and a large investment in plant and equipment. Pulp and paper making is Maine's largest manufacturing operation. The extensive development of pulp and paper manufacturing in Maine indicates that the essential materials are available in quantities.

The history of pulp and paper manufacturing is a history of the development of civilization. Maine has played a prominent part in this development and produces a wide range of pulp and paper products, including many of the highest grades of pulp and paper now made. Maine has also contributed an important part in the development of the science of pulp and paper manufacturing, having organized the first school of pulp and paper manufacturing at the University of Maine during 1914.

Maine has the fortunate combination of the resources necessary for pulp and paper making and very desirable climatic, geographic, health and recreational facilities, all of which contribute to content and healthy minds which are so necessary to any successful business enterprise. Maine has been and will for a great many years be an important location for pulp and paper manufacturing, and those who are in the industry now are fortunate that the pioneers had the vision, good judgment and confidence to pass on to us a place to work, embodying so many attractive advantages. Nobody could ask for a better place to live and work than Maine."

T. F. SPEAR  
*Mill Manager*  
OXFORD PAPER COMPANY  
Rumford, Maine



PEPPERELL MANUFACTURING COMPANY, BIDDEFORD

Who has not heard of Lady Pepperell sheets and pillow cases? The Pepperell Manufacturing Company has always been very happy with their large plants in Maine.

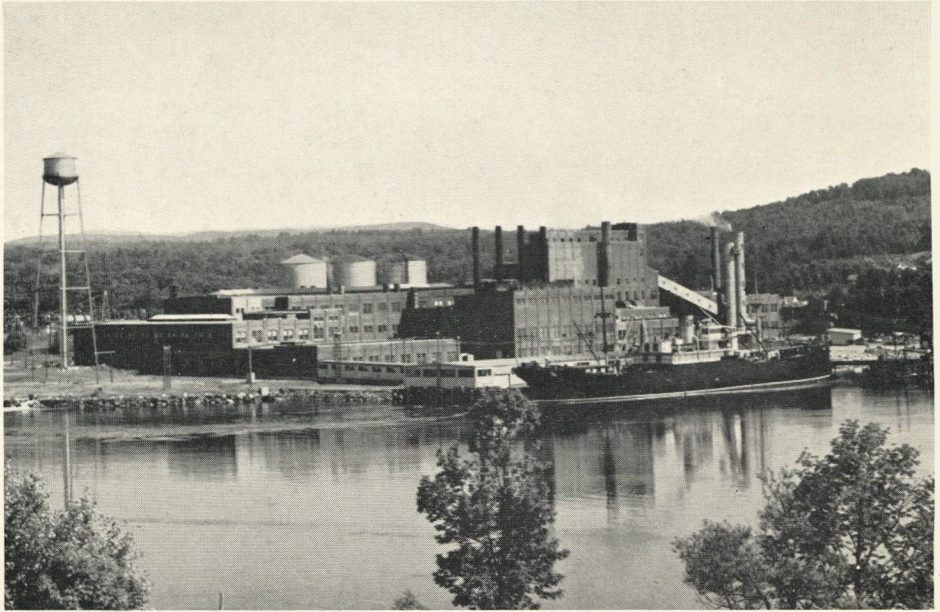
“Pepperell is an old-timer in Maine. The plants of the company at Biddeford and Lewiston are making textiles which are distributed throughout the entire country. The excellent facilities which Maine offers have contributed greatly toward enabling these plants to maintain a large volume production of New England cotton textiles.

“We are proud to be a part of Maine and we feel that Maine, itself, takes pride in the Pepperell Mills.”

PEPPERELL MANUFACTURING COMPANY

DAVID S. COOK

*Manager*



MAINE SEABOARD PAPER COMPANY, BUCKSPORT

#### SOME FACTS ABOUT THE MAINE SEABOARD PAPER COMPANY

The Maine Seaboard Paper Company mill is located on tide water on the Penobscot River and is one of the newest and most modern on the North American continent. An average of 420 men are employed and more than 105,000 tons of newsprint paper and groundwood specialties are made annually.

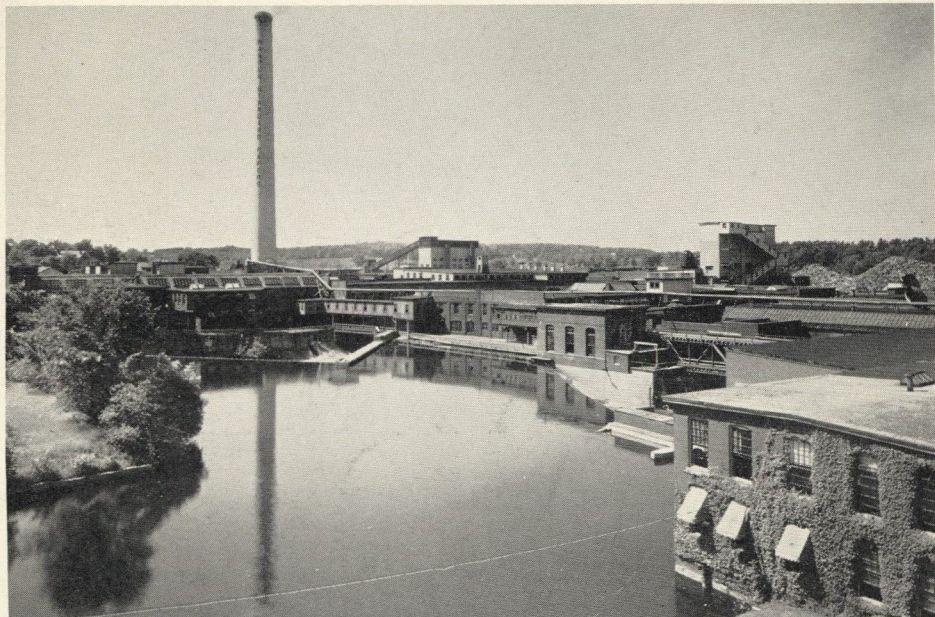
The annual consumption of pulpwood is approximately 125,000 cords (about 400 cords per day) which is cut according to exacting specifications and transported to Bucksport by rail, truck and boat. Ample wood supply is assured since the company owns almost 500,000 acres of timber lands in Eastern Maine.

Fresh water, aggregating more than fifteen million gallons per day, or enough to supply a city of approximately 20,000 people, is taken from Silver Lake which is a natural storage basin.

MAINE SEABOARD PAPER COMPANY

GEORGE D. BEARCE

*General Manager*



S. D. WARREN PAPER COMPANY, WESTBROOK

Warren's fine book papers, that are known from one end of the country to the other, are manufactured in Maine. This concern, that has been in business eighty-eight years, feels that Maine is a fine place in which to do business.

“Maine has many things of advantage to offer to industry; but there has always been one paramount characteristic in Maine industry. This is the skill, loyalty and dependability of the men and women employed in Maine industries. It is easy to transfer buildings and machinery, but it would be very difficult to transfer the skill and pride of craftsmanship which is so characteristic of Maine people.”

Yours very truly,

JOHN HYDE,

Vice President

S. D. WARREN CO.,

Cumberland Mills, Me.



## CONCLUSION

In this booklet the Maine Development Commission has tried to give you some idea of Maine as an industrial state and to show some of the advantages for a manufacturing concern to locate here.

Among the many things the industrialist who is to set up business in a new location must consider is the attitude that the state in which he is to locate takes toward industry.

Will he be helped or hindered? Will he be given every opportunity to get his feet placed or will he be saddled with oppressive taxes as soon as he is located? How will he be regarded by the state, county, city and town governments? How about the people of the state; will they resent his coming or will they welcome him wholeheartedly?

Many otherwise efficient industrialists have overlooked these public relations factors to their sorrow for an unco-operative locality can soon make life unbearable.

Maine heartily invites the reputable and well-meaning industrialist to locate in Maine. The state, its people and all its facilities are ready to back this invitation with real help and understanding. You are wanted in Maine not only as an industrialist but as a Maine citizen. You will be helped in every way possible not only in assisting you to find a site and to get into production but, better still, in assisting you to operate successfully through the years.

The various governmental agencies will assume it to be their duty to do everything possible to help you prosper. You will find the people of Maine to be the friendliest and most helpful on earth.

This is the spirit you will find in Maine. The hundreds of successful manufacturers who have operated in Maine

for many generations say that it is beyond valuation in terms of dollars and cents. It is something that cannot be bought but that is yours for the asking when you come to Maine.

The Maine Development Commission at the State House, Augusta, keeps in close touch with industrial trends in the state at all times. It is able to be of service in advising industrialists of available plant sites throughout the state that will meet specific requirements as well as to assist in many other ways.

Its industrial engineer is available at all times to work closely with those seeking to relocate their plants or to start new industries.

In addition to the general picture of industrial opportunities portrayed in this booklet, the Commission is ready to answer any detailed questions that might arise in the industrialist's mind in relation to the advisability of establishing himself in Maine.

The Maine Development Commission welcomes correspondence and would be happy to provide any additional information that one might wish in regard to the industrial picture of Maine.

Maine Development Commission  
State House  
Augusta, Maine

INDUSTRIAL  
MAINE