May 2, 1922.

The Secretary of Commerce:

In reply to letter (returned herewith) dated April 28 from Mr. Ernest T. Trigg, of John Lucas & Company, Philadelphia, Pa., regarding the quarterly collection of certain information for the paint and varnish industry:

We are now collecting statistics for the production of paint and varnish for 1921, using the attached schedule. I imagine that this information will answer the purposes of the "Save the Surface" Advertising Campaign, referred to by Mr. Trigg. Thus far the enumeration has been conducted largely by correspondence and I think we have secured reports for about 70 per cent of the establishments. Agents are now in the field and we hope to close the enumeration by July 1.

The suggestion that quarterly or monthly figures be collected is in harmony with the general scheme of securing up-to-date data for production in all of the principal industries of the country. When the matter was broached some time ago, the paint and varnish people were not very enthusiastic and it was decided not to take any active steps in the matter until after the biennial census of 1921.

The expense of tabulating the reports would be comparatively slight, possibly a thousand dollars a year. If the manufacturers made the returns promptly by mail, this would be virtually all of the expense incident to the collection of data for each quarter. Our experience, however, confirms us in the belief that we could only hope to obtain reports from a representative number of manufacturers, and I think this would answer the requirements. I believe that in the absence of an organization that would collect the returns and be responsible for them, it would be best for the Census Bureau to deal directly with the establishments. However, we shall be glad to cooperate in almost any arrangement that can be effectively put into practice.

Director.

VMB:J