

Naumkeag

Rehearse the agreement made at the end of this strike - the concessions on both sides. One of the best points about it was that they, Foster Smith and John O'Connell, agreed to monthly conferences, which discussed everything in regard to the business - changing conditions - competition - sales and markets, etc., etc. Remember this was eleven years ago and consider what an advantage this collective consideration of the industry gave to Naumkeag in all these hard times that in the business. They had a monthly conference in which everybody concerned was interested. getting down to the last worker - the reasons for changes and the wide awake interest growing in the whole body of two thousand or more, about changes necessary to save their skins in the threatening situations. I doubt if by any other process it would have been possible for the union to have grasped the reasonableness - the necessity of the decision that ~~the~~ management put before it in 1928 - the decision that a general cost reduction was necessary. They could see the cause of the training they had had - why it should be so and now it was to be

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