

HERBERT M. KIECKHEFER

Interview Conducted

by

A. J. McCourt

on

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Weyerhaeuser Company
Historical Archives
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McCourt

We are interviewing Herbert Kieckhefer at his home in Paradise Valley, Arizona this 19th day of February, 1976.

I know you had a great interest in football when you were younger and probably still do, but more as a participant in those days then. Did you play in high school, Herb?

Kieckhefer

I played in high school.

McCourt

What high school was that?

Kieckhefer

West Division High School in Milwaukee. I had a brother who was two years older than I by the name of Bill. He was named after my father who was named William. One afternoon Bill came to me and said, "Herb, I think you ought to try out for that team, this football team." He said, "You're tall and pretty husky and I think you'll have fun doing it." So I followed his advice and went down and saw the coach who was also our manual training teacher in school. I got interested in building things, making furniture and that sort of thing, so I got to know the coach pretty well. I played three years in high school and never

regretted it. I had a lot of fun, they had a good bunch on the team, they were all good players and fighters and I think a very interesting activity. In fact I would advise, if I had a son, I'd advise him to go out for the team, it's really a good sporting athletic activity. I made these friends and several of the boys went to Madison, Wisconsin to the University and they urged me to go also. So I went to the University of Wisconsin and played football there, one year of varsity. Then the war came along and I joined up and went overseas.

I joined the first aid hospital unit, it was headed by a Dr. Evans. Court Evans was an excellent doctor and marvelous surgeon and everybody spoke very highly of him. I went overseas and played football over there and we had the opportunity of selecting more men to play in our particular outfit. They were capable of playing football, a lot of them were better than we were, but they also had a lot more experience than a lot of our boys did.

The teams were more or less lined up with different base sections. We were at base section 22 and that was made up of the blue section, the aviation section, and all the top players were in those outfits. You had to be pretty good to even hold your own. We had a lot of fun and also some great experiences.

At the end of the season our team was the champion of the base section teams and we played the intermediate section team, we

had to play them to be able to play the army teams. If you played the army teams, that was the tops. We all had our eyes set for that army team game but we had to win this intermediate section battle first. I told the story on the previous tape about having to make up a deficit of the thefts that the boys practiced. When they were in Paris they had to have money and it was a question of getting it, hit or miss. We finally got to the field and we were only two men over our team power, peak strength. We played that game well but we lost by a fluke. The referee denied us a touchdown even though one of our players caught the ball back of the goal line. The referee claimed the ball had touched the ground before he caught it. Well it was just the reverse - he caught it and then the ball touched the ground. They ruled us out and I always remember that great experience.

After I came back after the war, I married, and had a home in the little town of Riverton, New Jersey. I had a neighbor who lived kitty-corner across from our home. We had a golf course and I went over one evening to sit down and relate some of my experiences with my neighbors. I was telling this chap, who was a Princeton man, by the way, and he was also a good football player. We started talking of our experiences and I told him about missing out on the championship game team on account of this fluke, so he put his head back and started to laugh and I said what are you laughing at, he said Hal, I was the referee. It turned out that he had been referee of that game.

McCourt

Did you change his mind about his decision?

Kieckhefer

He said I think I did the right thing. I had a lot of wonderful experiences.

McCourt

Do you follow football now much, Herb? Do you watch the professional games much and college games?

Kieckhefer

Oh yes, usually the college games, I don't like the pro games, they don't have that real spirit that the college players have, I don't think they have anyway. I've never played pro-football, I was offered a job with the Oshkosh team when I got out of the army. They offered me a job there, but I didn't want to take it, but the money looked pretty good to me.

My brother John came to me one day and said what are you going to do now that you're out of the service? I said well, I don't know. I just got a good offer, he said don't take it till I talk to you. So he told me then that he was building a plant in Camden, New Jersey to supply the Campbell Soup Company with all their containers. At that time Campbell Soup was the biggest account in the East and it would keep one of our plants busy day

and night. It was a wonderful thing to be able to get into. The opportunity couldn't have been better. That's when I started to get a real interest in the business.

McCourt

Was that the first or one of the earliest shipping container plants?

Kieckhefer

Yes, they had just started making corrugated boxes. They had made some solid fiber boxes, but the trouble with the corrugated box, as it was made at that time, it was not strong enough to do the job. They needed more strength, and we developed what they call a solid fiber vertical grain box. That produced a stronger box, strong enough to carry the goods, and that's when we first started to develop a container in a big form. We put in combiners that handled the solid fiber. Then the war came along and we were Johnny-on-the-spot in developing waterproof containers. They were intended to be thrown overboard and be picked up at night. It was waterproof all the way through, it was solid. It was stronger than the corrugated box. We had an edge on our competition at that time.

McCourt

The Camden plant, was that a corrugated or was that a solid fiber?

Kieckhefer

It started out as solid fiber because we were going to make canned goods boxes and canned goods were hard to carry. You see, these cans had a roll of chimes on the top and bottom and that chime was like a knife plate. If you took a box of cans (48 cans) and you dropped it on the corner, that box would explode. The chimes would cut into the score and weaken the box.

McCourt

That must have been quite a task. You, in effect, opened the plant, got it shook down and operating well, and started supplying your Campbell's. I suppose you had printing presses.

Kieckhefer

Yes, we printed the boxes. In the case of Campbell's Soup, we had that red band around the box and half the depth. And then the outlines of the soup, pork 'n' beans, and so forth. Then they went a little fancy. They started to print two colors, red and black. Dr. Dorns, who was head of the Campbell Soup Company, thought this was a great advertising feature and he was quite an advertising enthusiast. This idea of the boxes being printed, lined up on a truck was great advertising. It was a traveling billboard. We used that to promote the printed box of solid fiber. In addition to that, the solid fiber box could be printed with brass dyes, printing dyes with brass instead of rubber like

they are in corrugated. Corrugated makes the dyes out of rubber. You can't put too much pressure on it or you'll crush the board and then you weaken the box. So this brass dye helped a great deal in getting a definition on your lettering.

McCourt

Did you do any making of these plates yourself for the printing or did you have some other company supply those?

Kieckhefer

No we had other companies making them because there wouldn't be enough business involved to set up a plant for that. There was one place where we did set up a plant, and that was in the manufacture of paper-making felts. That was on our board machines where we produced the containerboard. We had clothing on those machines. I insisted on woolen blankets that were endless. They went through this machine and picked up the web, the fiber web from the cylinders and transmitted one layer upon the other until they had about six or seven layers of fibers. Then it went through a series of press rollers to squeeze out the water and then went through the polishing rolls which took out more water and then went on drying cylinders to dry the board.

McCourt

Now, you were supplying Campbell's there and did you start getting other business there?

Kieckhefer

Oh yes. We would drive where the demand was the greatest. The first thing was canned goods like canned peas, canned corn , all through the middle West, Campbell's Soup, and other accounts of that kind. After canned goods we went to bottle goods. Overall, describing the accounts, we wanted the business where the volume was the greatest.

McCourt

Campbell's must of been quite a customer with all their needs for containers. You were supplying them in Camden to their plant there, now, they had other plants around the country -

Kieckhefer

They had a dozen plants around the west coast, the middle West, and all over the country.

McCourt

And you sort of built shipping container plants near their plants as a base customer? Did you get into produce, into fruit packaging?

Kieckhefer

Oh yes. There was a world of items that could use fiber containers. Take shoes, for instance, that was a big item. We went after a lot of shoe business in the northeastern part of the United States and the shoe factories.

McCourt

Did you also get into machinery or appliances?

Kieckhefer

Yes. We went into a lot of machinery, especially when the war was on. We manufactured a lot of boxes for guns, ammunition - all that was packaged in our containers. We could waterproof it to the extent where we could throw a lot of these containers overboard from a shallow draft barge and let them go to the bottom. Then at night go out and pick them up and carry them to shore when the enemy couldn't see.

McCourt

Now, you developed some machinery in the plants to do the job more efficiently?

Kieckhefer

We developed a lot of our own machinery. In fact, we had machinery that was never built before. It was a combination of operations put together in one machine. Take the case of the Campbell Soup Company. They had a big volume printed with this one design, Campbell Soup, and we could build a machine that would print the entire sheet out of which the box would be made, and that sheet would have three boxes to a sheet. That would fit into the machine where it was cut to size and then it was turned to 90 degrees and then it was scored and slotted after it was turned in that direction and then it was folded and then stitched, all

in one operation. The operator would just stand at one end and feed one sheet large enough to make three boxes on that sheet. Every time that sheet was fed in, you'd see these three boxes coming out all stitched, ready for shipment to the customer.

Then we also went into Honolulu - we had to demonstrate that our box was stronger than the ordinary fiber box, the corrugated box or the grain around fiber box. We had a much better and stronger box. So we put on demonstrations by taking a movie camera and taking pictures of the drum test. This drum test consisted of putting a box into a rotating drum, there was six sides to the drum and there was a hazard on each side, so as the box would fall it would fall on one of these hazards. One hazard might be a bar set across the width of the machine so that the box, when it fell, it fell on all scores on that side of the box. Then we would turn the box 90 degrees and do the same thing. Then they would have a big puncture board hit the box, sharp at the top so when the box dropped it would drive the object right through the board. An interesting business.

McCourt

Now, in the early days you didn't have standards to meet for freight or anything, did you, and then gradually rail lines or shippers set standards that boxes had to meet.

Kieckhefer

Yes, we had the Fiber Box Association set their own standards for the industry and the railroads set the standards for certain boxes carrying certain weight. We had to print a label on the bottom of the box showing just what standards that box was manufactured to, so it would do the job that it was intended to do.

McCourt

Did you have any hand in setting these standards or developing them?

Kieckhefer

Well, we produced the boxes, tested them on our drum tester and came up with an answer for the railroads to follow. In fact, when we set the standards for the canned goods boxes, we had the president of the Canner's Association witness the test. The trade all admired this president's attitude. He was very honest and they knew that anything he said was right. So we had no problem with the association. In other words, they followed our standards and they did the job that the railroads wanted them to do - they were after less losses.

McCourt

And the canners didn't want any either.

Kieckhefer

That's right.

McCourt

Then this was a strong selling point that you had. Your boxes were strong and met these tests and standards. I suppose the first machines were a bit slower. Did you combine several machines, speed them up to produce faster?

Kieckhefer

Oh yeah, there was a lot less handling, less manpower.

McCourt

Now, you stitched the boxes at first.

Kieckhefer

Yes. We stitched them, we stitch them right now. We also taped boxes. The boxes that are taped are usually corrugated boxes. And the new method of closure is by gluing the box. You have a flap on the sheet and when you fold it, you pull that flap over the end of the box and glue it.

McCourt

And the glue now a days is as strong as...

Kieckhefer

Oh yes. There is no separation there.

McCourt

It's liable to break at some other place rather than the glue joint.

Kieckhefer

Yes.

McCourt

The quad lock. In what way was that special - the quad lock box.

Kieckhefer

That's where the four corners are equally strong; that's this flap arrangement that I was talking about. That's the quad.

McCourt

I like that name "quad lock" and joining with Weyerhaeuser 4-square. They seem to fit together real well. Did you produce or manufacture the machinery for the container plants? I don't mean for running the liner and medium together, but the other machines that process the sheets.

Kieckhefer

You mean for folding a box and so forth?

McCourt

Yes.

Kieckhefer

Well we did all that right in our own machine shop and by hiring outside talent to come in, machinery builders, would come in and produce machines. A lot of these builders decided to make their own machines or make similar machines and sell them to our competitors, which they did. This was all right because we didn't use enough machines and by feeding these machinery people a certain amount of business, we were able to get a little better price for producing the machinery ourselves. A lot of these fellows were good mechanics and they were just hired to do the job and produce a better machine.

McCourt

Did you go a step further and help in the packaging and the customer end? The packaging machinery there at all or was that all the customer's?

Kieckhefer

Well in regard to the packaging there were several ways in which we handled these boxes. One method was shipments to, say the

Hawaiian Islands, we used to run up the sheets and do the scoring and the slotting so that the box came out a blank and ready to be printed and stitched. We would go that far and we would take these sheets that came off the machinery, stack them up into a stack that weighed about 100 pounds and then we'd put it through a wire-tieing machine and wrap the wire around it and it would come out in a bale. The bale would be about that thick, maybe an average of about that wide, depending on the size of box, it would be about this long, and they'd come out of that conveyor and then we would stack them up with a lift truck. Then when the ship came in to load, we'd have these boxes down on the dock all ready to load on the ship and we used to ship up to 1,000 tons at a time off to Honolulu.

McCourt

Did you ship, well you wouldn't ship them on Weyerhaeuser Steamship Company vessels, necessarily, would you?

Kieckhefer

Well you did have some boats in the East.

McCourt

Yes, but they didn't go to Honolulu, they came back to the West Coast.

Kieckhefer

I guess that's right, but we wanted to get to Honolulu. We wanted to get it over there.

McCourt

What about the milk carton machinery, Herb. Did you have a hand in that?

Kieckhefer

Yes, we developed some of the machinery. We lined a fellow up, a very fine machinist who.... This machinery for the milk carton was developed by a mechanic of a machinery company....

END OF SIDE 1

McCourt

The machinery company and your own mechanics.

Kieckhefer

Our own mechanics and engineers. And we would take our present machines and rebuild them to do certain things and then later on it developed into a larger machine that was a little more complicated. We had it doing most everything of the different packing production machines.

Of course, the milk cartons, they came coated with plastic, and they would run this board through a flame and melt the polyethylene

onto the board to get the plastic coat. Then they'd fold it and glue it, put pressure on and glue it, there was liquid glue on the machine, it's all on the board that was put on in the paper mill.

McCourt

Yes, I've seen those flames go up underneath the polyethylene and coming on the bleached board. That was quite a change. I suppose the dairies welcomed that, getting rid of the wax.

Kieckhefer

They certainly did. You know, there's a lot of things that we looked at that we never got into. For instance, we were talking about newsprint. A friend of mine who developed a newsprint operation, one in the East and one on the West Coast. I've got some literature here and I don't want to go into this too deeply because it's a little complicated to go through it and get what you want out of it without having read this treatise on newsprint manufacture. If you're interested in that I'll leave it with you. And you can take it along and read it, and Ned Scutter, a friend of mine, I don't know that he still owns these operations or not, but they used newspaper as a raw material and I don't know whether Weyerhaeuser wants to get interested in the newsprint operation or not.

McCourt

I know that we studied it at one time. I think we studied it several times and we are working on a newsprint mill.

Kieckhefer

The results of the test, they're all here and I'd be glad to go over it.

I don't know whether you're familiar with this patent on the milk carton? When I was running the show there in Camden, I used to take a run out to Detroit to the ExCello Corporation who held the patents on the original carton. However, when I invented this pitcher pour milk carton, it changed that whole picture. I took that problem up to Bixby, who headed Excello Corporation, showed him how nice it would open. I said, "Now this is what we need. It will outsell American Can and Sealtext." I said, "We have to have something better than they have and do something so you can pour drop by drop if you want to or you can pour it into one of these small mouthed baby nursing bottles." I said, "this is ideal." "Oh," he said, "you leave it here and I'll let you know." I said, "I'll be back in a week."

I got back there and he said, "I want you to see our engineers on this." I went to see the engineers and they didn't even look at it. They just said it was no good, no good. It'll leak and the people can't get into it and all these reasons why it wouldn't work.

Later I heard about an identical carton. I started investigating and found that an Italian school teacher had picked up one of our cartons that was made by hand, it had no printing on it and had no patent applied for on it. This fellow took it in and applied for a patent and, my gosh, they allowed him a patent. Just what the patent was, I don't remember, but we could have lost that. Excello finally fought it. It cost Excello over a million dollars to clear this title. If they had followed my advice right off the start there would have been no problem.

McCourt

I have a dim memory of the old style carton, but yours was so much easier to pour from.

Kieckhefer

Oh sure. It's a much better carton. That's what's being used all over now.

McCourt

Yes. And it was simpler to manufacture, wasn't it? than the other one?

Kieckhefer

Oh yes. Used less board. You see the old one had a patch that went on this panel here, on that slippery panel, and the patch was made so that it came up like that and it was perforated and

when you opened it, you had to open a little window there, take a knife or something, or fork, you'd get a dirty one, and open that little door and then the window would appear. You'd pour out of that window and, oh, it was terrible.

McCourt

It'd come from all directions out that window.

Kieckhefer

Finally the Webster Dairy, right here in Phoenix, were the ones that helped us put this thing over and he said, "Why that's the greatest opening I've ever seen. It's better than anything in the world." He was raving about it, so I said, "Why don't you go ahead and make some changes in your machine so you can use this particular top." He said, "That's just what I'm going to do."

He made up some parts for his machine, which he could do because ExCello did not own his machine, he owned it himself, and he didn't have to conform to the licensing agreement. My gosh, he started producing them and pretty soon the storekeepers were wild because they couldn't keep their shelves full of milk with these cartons.

They didn't want the old top, you know, so it got to the point where Bixby had to come here to see for himself and it showed

what a damn fool he was. He didn't get this thing nailed down as he should have, and this darn Italian school teacher beat him to the gun. Of course after the suit was brought, I had to go and testify for days at a time.

McCourt

Where was the suit, in Detroit?

Kieckhefer

Detroit, yes.

This is tremendous, Herb, this patent, thank you.

Kieckhefer

Here is what made me wonder when I saw this. Since this thing happened, Bixby changed his license agreement. He had to. It didn't conform to the law. He had to change his license agreement. If the later one had been in effect at the time I made my application, Gravino, this Italian, would not have gotten a license.

Excello would have had their own license. He would not only had it for milk, but for everything. When you think of all the products in the country today that utilize this type of opening, it's a million dollar business. It's silly - it just sifts right through your hands. I think we should have gone on ourselves. But Bixby is just an old woman, you know, you can't do

this, you can't do that, you can't do this. He had the engineers scared stiff. They were afraid to touch anything or move anything or change anything.

McCourt

Well now, we're about the foremost milk carton producer in the country for a while, weren't you?

Kieckhefer

I don't know how the figures run now. I don't get the reports anymore, or the statements.

McCourt

I don't think we're first - I think we've concentrated more on high volume areas.

Kieckhefer

Yes. Well I'm interested in this because, of course I'm a shareholder in Weyerhaeuser, I like to see them get everything there is to be gotten out of this business, and I'd be willing to help in any way I can - give them my ideas and what to do or how to do it, if it would be any help to them.

McCourt

I'm sure it would. Did you like serving on the Board at Weyerhaeuser, Herb?

Kieckhefer

Oh, I think it was alright, although I think they did a lot of things there that I wouldn't have agreed with. I didn't agree with, I was just a neophyte on the Board and my words didn't mean too much.

McCourt

Did you enjoy the meetings at all?

Kieckhefer

Oh yes, I enjoyed the meetings. I enjoyed meeting a lot of the Board members. I think there are some very fine men on that Board, or were, I don't know the present members very well. Weyerhaeuser's doing a lot of good.

Now here's a case, I happen to be a member of this Forestry Association going all over the world. We have about 800 acres of timberland. We are trying to do an educational job on how to take care of your land, grow the trees, and so forth.

McCourt

Was that in New York near Lake Placid?

Kieckhefer

Yes, that's near Lake Placid.

McCourt

There are some very nice looking logs there. You will be looking forward to the Winter Olympics.

Kieckhefer

Yes, I guess they have my daughter all blown up in the Town and Country, I don't know whether you take that magazine or not.

McCourt

No, I didn't.

Kieckhefer

In the December issue in the center page. They have a picture of her and her husband in the living room at Lake Placid. We have a home at Lake Placid.

McCourt

This is on your 800 acres that most of this...

Kieckhefer

Yes. There's about 800 acres there. This whole mountain - this is difficult to log, although with all the bigger type of equipment they have now and everything, it isn't so bad.

McCourt

Is it primarily hardwoods?

Kieckhefer

It's primarily hardwood, yes. I sold off, oh I think it was \$500 worth of hardwood, so that I could start a little forestry operation - get a little experience.

McCourt

Good. I note the publication on forestry in this area is courtesy of International Paper Company. We have cooperative operations with people in our timber areas, you know, for managing their timber for them, which makes it more productive.

Kieckhefer

Well that's what I would like to get, is someone to manage mine for me. I'm not up there enough and it's a little hard for me to get through the woods, still a little shaky in the legs.

McCourt

Thank you very much, Herb, for taking the time to reminisce about Kieckhefer, Eddy, your associates and yourself. This is very good.

Hobbies

Golf - hunting - fishing - breeding Hereford cattle.

HERBERT M. KIECKHEFER

Born March 22, 1895 - Milwaukee, Wisconsin

Education

Milwaukee Grade School - Milwaukee, Wisconsin

West Division High School - Milwaukee, Wisconsin

Letterman 1912-13-14 - spent high school summers cruising timber for a lumber firm in northern Wisconsin and Ontario.

University of Wisconsin - Madison, Wisconsin

3-1/2 years prior to and immediately after World War I.

- Letterman Varsity Football 1916-17

- Studied engineering and commerce

- Left school to establish a pilot plant which successfully developed a container both for shells and powder charges which formerly were hermetically sealed in tin cans.

1917-1921 (with military leave 1918-1919)

Kieckhefer Box & Lumber Company

1918-1919

Enlisted in Army first-aid hospital unit May 30, 1917.

Sent to France in charge of hospital maintenance and repair.

Designed and built first refrigerator to equip a hospital unit in France when he saw rotten meat being fed to patients.

Success of the unit elevated him to the U. S. Engineers in charge of construction of refrigerators and concrete sinks.

Sergeant First Class - manager, coach and right tackle of the First Depot Brigade football team. Was to organize team after a weekend in Paris.

1922

Elected director and secretary and treasurer of Kieckhefer Container Company.

Transferred to Camden, N.J. as superintendent of the company's first branch container plant.

1925

Married Frances Guild - Merchantville, N.J.
Two children.

Appointed manager of the Delair, N.J. paper mill and container plant.

1927

Elected director of Eddy Paper Corporation, Chicago, Ill.

1937

Elected director and secretary and treasurer of North Carolina Pulp Company.

Assisted in construction of North Carolina Pulp Company.

Appointed manager of Plymouth, N.C. mill.

1945

Elected president of Kieckhefer Container Company and North Carolina Pulp Company.

Position held until merger with Weyerhaeuser Timber Company.

1957

April 30, 1957 - merged with Weyerhaeuser Timber Company.

Weyerhaeuser Timber Company - Kieckhefer-Eddy Division
- Senior Vice President

Elected director.

1959

Shipping Container Division
- Senior Vice President

1962

January 1962 - retires as senior vice president of Shipping Container Div.

Will continue as director.

1965

Retires from board.

March 1965 - Boys Club of Phoenix named H. Kieckhefer as one of three "Men of the Year".

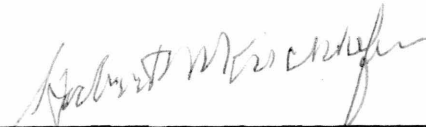
June 10, 1965 - received plaque from Norton Clapp - cited for "his many personal contributions to the growth of Weyerhaeuser Company

1967

Retires from senior council.

ORAL HISTORY AGREEMENT
Weyerhaeuser Company Archives

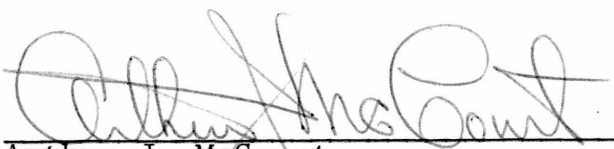
We hereby grant to Weyerhaeuser Company all rights to the interview of Herbert M. Kieckhefer conducted by Arthur J. McCourt on the 19th day of February, 1976. We hereby authorize Weyerhaeuser Company to make the interview available for such scholarly, educational, and business purposes as the Director of the Weyerhaeuser Company Archives shall determine.



Herbert M. Kieckhefer
(Interviewee)

10-3-76

Date



Arthur J. McCourt
(Interviewer)

September 16, 1976

Date

HERBERT M. KIECKHEFER

BOX 335 LAKE PLACID CLUB
ESSEX COUNTY, N.Y. 12946

September 2, 1975

RECEIVED
SEP 4 - 1975
A. J. McCOURT

Mr. Arthur J. McCourt
Director, Historical Archives
Weyerhaeuser Company
Tacoma, Washington 98401

Dear Art:

I am returning herewith the first draft of the oil transcription which I have commented on. This should be a start towards the information that you want and will serve to raise any questions as to the information you desire.

I am also enclosing some sketches of the various types of fibre milk bottles which have been used in the past. The Excelo bottle was a two piece affair consisting of a patch which was closed on the inside of the top of the carton as an opening for pouring, by lifting a patch marked "H" opening a window marked "W".

The American Can carton was also square with an opening in the corner which was closed by a fibre plug fitting a round hole in the corner. The pitcher pour carton is my invention which is being used today as a standard for practically all milk cartons.

I intend to 'phone Bob Schwartkopf of the Camden Weyerhaeuser office located at Box 710, Camden, New Jersey, 08101 and have him send you samples of these various cartons, hoping that we still have the old plates for cutting and scouring.

After you have read the varbus comments and if you have any further questions, I would be very happy to answer them.

Sincerely yours,


H. M. Kieckhefer

HMK:br

CC: Mr. Robert Schwartkopf
Mr. J. A. Auchter

HERBERT M. KIECKHEFER

BOX 335 LAKE PLACID CLUB
ESSEX COUNTY, N.Y. 12946

August 27, 1975

RECEIVED

AUG 29 1975

A. J. McCOURT

Mr. Arthur J. McCourt
Director, Historical Archives
Weyerhaeuser Company
Tacoma, Washington 98401

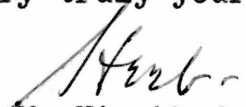
Dear Art:

I have your letter of August 19th and the transcription of our interview on May 9th. I have been reading a portion of it, but as you know, this is quite voluminous and as my glaucoma is causing dizziness, it is difficult for me to cover much of the report hurriedly.

I will make up the sketches you mentioned and may send some of this to you piece meal. I hope that my eyes will not interfere too much. The only relief seems to be the treatment with two and four per cent solutions which seem to cause the dizziness. So it is a matter of fighting one to gain something in improved vision.

If you want to discuss the change in design of the various milk cartons over the years, I am sure that you have personnel in your milk carton plant near by who can furnish you the information as well as drawings. The drawings are quite simple, however, they do require some equipment and knowledge of the design. I am sure that some of our boys who were in with the company when we produced the old style are around and are also familiar with the American Can Container.

Very truly yours,


H. M. Kieckhefer

HMK:br

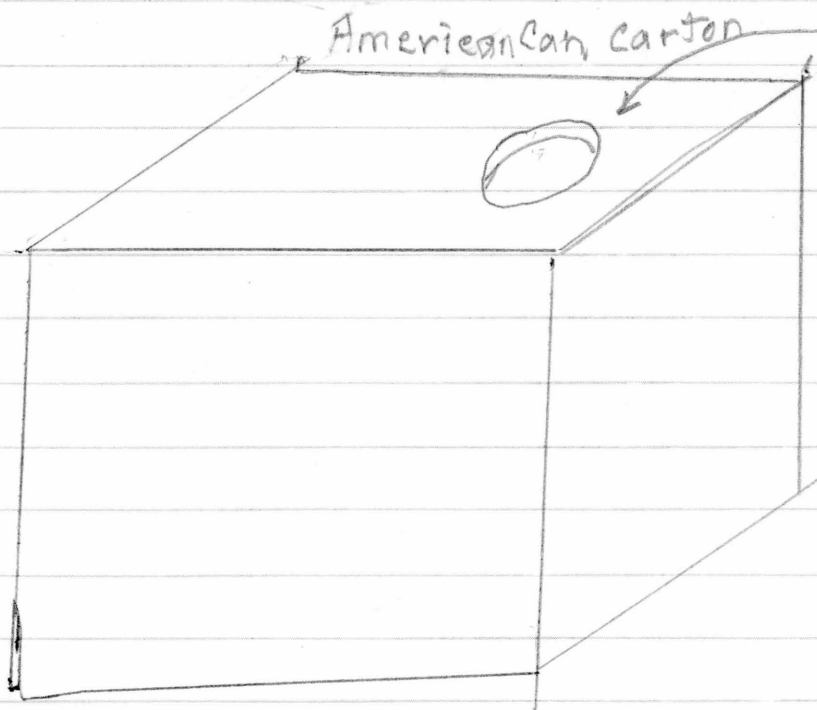
P.S. Note drawings enclosed herewith



Patch with finger nail notch to open window for pouring

Old Porepak carton

All markets carry the new pitcher pour cartons. The present standard



American Can carton

Paper Plug to fit opening. Stapled to top of carton -

Aug. 25, 1975

Arthur J. McCourt
Tacoma, Wash.

Dear Art:
I am returning herewith
the transcripts I received in your letter
of Aug. 19th.
I have made some corrections
therein, which I hope will aid.

We will be in Arizona
after October 1st and will be
glad to see you.

Sincerely
Joe

RECEIVED
SEP 2 - 1975
A. J. McCOURT

HERBERT M. KIECKHEFER
SPRUCE VALLEY FARM
LAKE PLACID, NEW YORK

September 28, 1976

Mr. Arthur J. McCourt
Director, Historical Archives
WEYERHAEUSER COMPANY
Tacoma, Washington 98401

Dear Art:

I have your letter of September 16th.

I am reviewing the interview material that you enclosed with your letter. However, I am leaving for Arizona later this week and will probably not complete my review until the end of next week.

Sincerely,

*Sincerely,
Herb*

HMK/wcl

RECEIVED
OCT 4 1976
A. J. McCOURT

November 1, 1976

Mr. Joseph A. Auchter
5306 E. Valley Vista
Phoenix AZ 85018

Dear Joe:

Enclosed are corrected pages from your interview. It is an excellent interview and a great contribution to our archives.

Herb Kieckhefer returned the interview in which both of you participated with a few corrections - those corrected pages are enclosed. Please insert them in your copy.

If you should wish additional copies, let us know.

It was a pleasure interviewing you and seeing you again. I hope we will hear from you soon and hope you will visit our archives when you next come to Tacoma.

Sincerely,

Arthur J. McCourt
Director
Historical Archives

AJM:mk S/A5

Enclosures

Herb Kueckhijer
Oral History File
Mrs. W. Carter Lockwood

Box 710

Lake Placid, N.Y. 12946

RECEIVED
JAN 13 1977

A. J. MCCOURT

Jan. 10, 1977

Dear Mr. McCourt -

In all the holiday confusion,
I never got around to writing
to thank you for sending the
copy of my father's interview.
All the family are so delighted
that you did this! The timing
was perfect, as his memory
has failed considerably in
the past year. We are so
pleased to have it as it will
be of great interest to us and
to succeeding generations.

Thank you again -

Sincerely,

Maylon Kueckhijer Lockwood

December 17, 1976

Ms. Frances L. Lockwood
20 Church Street
Apartment A-50
Greenwich CT 06830

Dear Ms. Lockwood:

At the request of Mr. Herbert Kieckhefer, I am enclosing a copy of two oral interviews in which he participated. We are most grateful to Mr. Kieckhefer for allowing us the opportunity to interview him. Both interviews have been placed in the Company Archives and will provide valuable information in developing a history of the Company.

I am sure you will enjoy reading Mr. Kieckhefer's recollections of the early days of the Kieckhefer Container Company and later Kieckhefer-Eddy, and then the merger with Weyerhaeuser.

Sincerely,

Arthur J. McCourt
Director
Historical Archives

AJM:mk S/D9

Enclosure

cc: Mr. Herbert Kieckhefer

LOCKWOOD ASSOCIATES, INC.

BOX 715 SUMMIT COUNTY

BRECKENRIDGE, COLORADO 80424

November 8, 1976

Mr. Arthur J. McCourt
Weyerhaeuser Company
Tacoma, Washington 98401

Attention: Mrs. Donnie Crespo

Dear Mrs. Crespo:

I have listed below the names and addresses of Herbert Kieckhefer's family members as you requested in your letter of November 1st.

Mr. and Mrs. Peter S. Finch
Fir Creek Ranch
Moran, Wyoming 83013

Winthrop C. Lockwood, Jr.
Box 715
Breckenridge, Colorado 80424

Mrs. W. Carter Lockwood
Box 710
Lake Placid, New York 12946

David C. Lockwood
Box 102
Henniker, N. H. 03242

Frances L. Lockwood
20 Church Street
Apartment A-50
Greenwich, CT 06830

Sincerely,



Carlene O. Kuenzl, Secretary to
Mr. Winthrop C. Lockwood, Jr.

/co

November 1, 1976

Mr. H. M. Kieckhefer
P.O. Box 1116
Scottsdale AZ 85252

Dear Herb:

Enclosed are corrected pages from the interview conducted with you and Joe Auchter. This is an excellent interview and gives us a great background on the milk carton, board, and container businesses.

We have asked your grandson for the address list of your family and will send copies of your interview and also the interview in which you and Joe Auchter participated.

Again, thank you for allowing us the opportunity to interview you and learn more about Kieckhefer-Eddy. It's a good time to be in Scottsdale.

Sincerely,

Arthur J. McCourt
Director
Historical Archives

AJM:mk S/A7

Enclosures

H.M. Kieckhefer file

November 1, 1976

Mr. Win Lockwood
Box 715
Breckenridge CO 80424

Dear Mr. Lockwood:

Your grandfather, Herbert Kieckhefer, asked that we contact you for an address list of family members. He has requested us to mail copies of two interviews in which he participated. I am certain the family will find these most interesting.

We will appreciate receiving this list at your earliest convenience. Thank you.

Sincerely,

(Mrs.) Donnie Crespo
Oral Interview Coordinator

DC:mk S/A6

cc: Mr. H. M. Kieckhefer
Mr. Arthur J. McCourt

H. M. KIECKHEFER
P. O. BOX 1116
SCOTTSDALE, ARIZONA
85252

October 3, 1976

RECORDED
OCT 7 1976
A. J. McCOURT

Mr. Arthur J. McCourt
WEYERHAEUSER COMPANY
Tacoma, Washington 98401

Dear Art:

I have completed my review of the two interviews regarding the Kieckhefer Container Company history. You will find certain notations in the larger booklet and I have signed the two letters of approval.

I would appreciate it if you would eventually send copies of the completed history to members of my family. A list of their names and addresses can be obtained through my grandson, Win Lockwood, Box 715, Breckenridge, Colorado 80424.

If you should have any additional questions please feel free to contact me.

Sincerely,



HMK/wcl

September 16, 1976

Mr. Herbert M. Kieckhefer
P.O. Box 335
Lake Placid Club NY 12946

Dear Herb:

Enclosed are two interviews, the first with you and Joe Auchter made in May of 1975. Both you and Joe have corrected this transcription previously and it is now in final form. The second interview is with you alone made on February 19, 1976. I do not believe you have had a chance to review it as yet. If you feel it should be changed in any way, please make the necessary corrections and return it to me.

Also enclosed are separate agreements covering each of these interviews. In the case of the joint interview, Joe Auchter's name also appears, however, I am sending him a copy for him to execute separately. If you approve of both interviews in their present form or any one of them individually, please sign the oral history agreements. You will note that I have already signed it. However, you as the principal of the interview should feel there are no mistakes in it and it truly reflects your recollections.

It was a pleasure interviewing both you and Joe and you have given a substantial amount on the background of the Kieckhefer Container Corporation which has become an essential part of Weyerhaeuser Company. I thank you for your time and cooperation in permitting this interview.

I also thank you again for the material, your correspondence and patents relating to the Kieckhefer Container Corporation, and later to Weyerhaeuser Company, that you gave us on my last visit. These together with the interview present a comprehensive picture of that part of our history.

Sincerely,

Arthur J. McCourt, Director
Historical Archives

AJM:mk S/D3

Enclosures

P.S. I am also returning some correspondence that you asked me to return to you. It is enclosed. Thank you again.

cc:letter only to Mr. Kieckhefer's ^{Scottsdale} Phoenix address

HERBERT M. KIECKHEFER

BOX 335 LAKE PLACID CLUB
ESSEX COUNTY, N.Y. 12946

October 13, 1975

Ms. Donnie Crespa
Weyerhaeuser Company
Tacoma, Washington 94801

Dear Ms. Crespa:

Thank you for your letter of October 8th advising that Mr. McCourt is on vacation and will not return until November 6th.

I will be very pleased to receive a copy of the final transcription. I am leaving New York State and my address starting on the 20th of October will be P.O. Box 1116, Scottsdale, Arizona, 85252.

Very truly yours,

H M Kieckhefer
H. M. Kieckhefer

HMK:br

cc: A. J. McCourt

RECEIVED
OCT 16 1975
A. J. McCOURT

October 8, 1975

Mr. Herbert M. Kieckhefer
Box 335
Lake Placid Club
Essex County NY 12936

Dear Mr. Kieckhefer:

Unfortunately your October 3 letter arrived after Mr. McCourt had left the office. He will be on vacation until November 6; at that time he will personally respond to your letter.

The oral interview conducted by Mr. McCourt with you and Mr. Auchter is now being retyped with your indicated corrections and changes. We will send both you and Mr. Auchter a copy of the final transcription when it is complete.

If I can be of further assistance, please let me know.

Sincerely,

Ms. Donnie Crespo
Oral History Coordinator

kb S/C2

cc: Mr. Arthur J. McCourt

HERBERT M. KIECKHEFER

BOX 335 LAKE PLACID CLUB
ESSEX COUNTY, N.Y. 12946

October 3, 1975

RECEIVED
OCT 7 1975
A. J. McCOURT

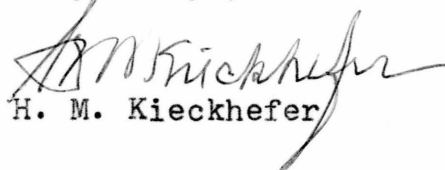
Mr. A. J. McCourt
Weyerhaeuser Company
Tacoma, Washington 98401

Dear Art:

I received the copy of Schwarzkopf's letter to you of September 26th and believe that this completes the information relating to the fibre milk containers.

I would appreciate it very much, if you would have a copy of the complete historical study of the Kieckhefer Container Company, mailed to me.

Very truly yours,


H. M. Kieckhefer

HMK:br

August 19, 1975

Mr. J. A. Auchter
32064 West Treasure Island Dr.
Hartland WI 53029

Mr. Herbert Kieckhefer
Box 335
Lake Placid Club NY 12946

Dear Herb and Joe:

Enclosed is the first draft transcription of your May 9, 1975 oral interview. At your convenience, please look it over and make any changes, especially additions, you would like to make, as we are looking for your thoughts.

After you have reviewed it, please return the copy to me and we will see that the final copy incorporates your corrections. I would like to thank both of you for your contribution to the archives. It is an excellent interview.

Herb, I indicated in one part of the interview that reference is made to a diagram. Could you draw a diagram of the three types of milk cartons: the old Xcello; the new one you developed, pitcher pour; and the competitor, flat top?

Sometime this fall, or early winter, I would like to come to Scottsdale and interview each of you separately. I plan on interviewing Clarence Mulrooney while I am down there, and hopefully Bob Kieckhefer.

In our next interview, I would like to talk more about your younger life and develop to a greater degree some of the subject matter covered in the original interview.

I hope this meets with your approval. When you have corrected the copies and returned them, I will send you a finished copy.

Sincerely,

Arthur J. McCourt
Director
Historical Archives

AM:kb S/B2

Enclosure

H. M. KIECKHEFER
P. O. BOX 1116
SCOTTSDALE, ARIZONA
85252

February 17, 1975

Mr. Anthony Haines
630 East State Street, Apt. 742
Rockford, Illinois 61104

Dear Tony,

Thank you for your letter of February 12th.

Weyerhaeuser seems to be quite anxious to make up a History of the Company and naturally would like to have a History of the Kieckhefer Container Co.

I talked to Bob about the information we have been able to furnish here and it occurred to me that they could secure a lot more detailed information if we had a discussion between the history writer and the executives who were with the Company during the growing years.

Bob offered to pay for transportation where necessary with the thought of having the meeting held in Phoenix.

If you have any thoughts on the subject, I would appreciate your letting me have them so I can discuss a possible program with Bob.

You will be interested to know that Bob's son John, and his family, had a new arrival yesterday - a Boy.

Sincerely,

H. M. Kieckhefer

HMK/jv

C
O
P
Y

H. M. KIECKHEFER
P. O. BOX 1116
SCOTTSDALE, ARIZONA
85252

February 17, 1975

Mrs. Eleanor McHale
712 Stratford Drive
Moorestown, New Jersey 08057

Dear El,

Thank you very much for your letter of the 11th.

It looks as though we will have a big turnout
for my birthday party. All of the grandchildren
will be here with the exception of Sut & Nathan.

Sincerely,

H. M. Kieckhefer

HMK/jv

C
O
P
Y

February 12, 1975

Mr. H. M. Keickhefer
P.O. Box 1116
Scottsdale, Arizona 85252

Dear Herb:

Please pardon the delay in answering your two letters but I was stricken with Phlebitis and spent two months in the hospital, very slow recovering.

The only thing that I feel I could add to your knowledge would be the Rockford Fiber Container which had a jute mill that Ray wants purchased. It started out as a wall board operation but made an agreement with Swift & Co. to supply them with solid fiber shipping containers. It was many years after that, that we went into corrugated boxes. Eddy Paper and J. W. made a deal with Mr. Wantz to take over the operation.

Mrs. Haines and I had planned to be out at Scottsdale again this winter where we have gone so many winters but due to my trouble I had to cancel our plans. I am very sorry to miss seeing you this winter.

Sincerely,

Tony

Anthony Haines

Mr. Haines

630 E State St.

Rockford 61104

*app.
742*

Ill.

AH:c

H. M. KIECKHEFER
P. O. BOX 1116
SCOTTSDALE, ARIZONA
85252

February 3, 1975

Mr. Robert H. Kieckhefer
Post Office Box 750
Prescott, Arizona 86301

Dear Bob,

In regard to securing information relating to the beginning of the Kieckhefer Container Company, I am enclosing herewith xerox copies of reports from my files relating to the Kieckhefer Container Company and Eddy Paper Company as well. These reports are of the History and minutes of stockholders meetings which will supply some of the information requested by Weyerhaeuser.

My early activities with the Kieckhefer Container Company started in a limited way during my high school and college vacations when I worked in the Milwaukee plant at 16th and Canal Street, earning 15¢ per hour in a 12 hour day, learning the manufacture of shipping containers on machinery produced by the Kieckhefer Box & Lumber Company, which manufactured wooden boxes, crates, shooks, and fiber shipping cartons (both corrugated and solid fiber).

I became a full time employee upon my return from France after the 1st World War in the spring of 1921. After working at a supervisory position for almost a year, I was sent to Camden, New Jersey to operate the Kieckhefer Container Company's first branch plant erected to manufacture containers for the Campbell Soup Co. and other shippers in the area. The business started to grow and container board was in short supply necessitating the building of a board mill and container plant at Delair, New Jersey and transferring the Camden container plant to Delair. Two years later, we experienced another shortage of board and doubled the size of the Board mill.

In addition to our Delair production, ^{of Container Board (Jute liner & ship board)} we were purchasing board from other mills & one of our suppliers was the 3 River Mill of the Eddy Paper Company and it wasn't too long before we purchased the Eddy Mills. Container sales continued at an increasing rate and a container plant was built on the west coast at Oakland ^{which was} later moved to Alameda.

later moved to Alameda

Mr. Robert H. Kieckhefer
February 3, 1975
Page two

Container blanks were scored, slotted, and printed and wire tied in bales to weigh 70 to 100 pounds and shipped by water from Camden to Alameda - as volume increased combiners were installed. *and*

Container board in wire combined at the banner point.
Raw material for 3 River and Delair consisted of waste paper trucked from Philadelphia and surrounding towns. Three River supply came from Chicago - Container board was produced on cylinder machines in thickness of .016" to .045" weighing 64 to 110 pounds per square^{ft}. Liner Board was produced with a kraft skin/waste paper backing.

Customers for shipping containers were in areas located with economical trucking rates. Shipping to New York City was mostly all trucking and some trucks were company owned.

About 1928 the drum tester was developed to determine the carrying ability of shipping containers for canned goods and we discovered by running tests at the Mellon Institute at Pittsburg and Forest Products Laboratory at Madison, Wisconsin, that Cylinder Board would separate or split more readily with the grain direction than across the grain direction, and we designed our canned goods boxes so that the grain ran across the chime of the cans on all horizontal scores. By getting the services of the President of the American Canners Association to witness tests of containers filled with standard cans we were able to demonstrate this added protection. *in*

the drum tester
The introduction of Kraft Foudriniers liner voided part of the advantages of the effect of grain direction as the wire shakes does cross the fibers increasing the tear strength to a degree. The Foudrinier board also has other advantages due to the lighter weight, thereby affecting savings in freight, and higher tear strength. The greater strength has resulted in the corrugated container securing a place in the container field. Names in the Eddy organization were Jack Otto and Anthony Haines.

J. W. Kieckhefer was recognized as the leader in the container industry. His ability to recognize areas that were ripe for development was uncanny.

You will notice from the history of Kieckhefer Container Company and Eddy Paper Company that some production and sales were developed in container business before investing in a board mill. At one time, about 20 years ago, J. W. conceived the idea that the industry would be much better off if we could eliminate the marginal mills. Mills that could only operate with a high market ~~growth~~. If these mills could be eliminated by purchasing by the industry, such marginal mills, the prices would net a much higher figure than if sold for junk or operating mills. Approved by Washington, Kieckhefer and several other large kraft liner board producers purchased such mills and ~~put the sledge to them.~~ *destroyed*

Mr. Robert H. Kieckhefer
February 3, 1975
Page three

Kieckhefer and Eddy developed a number of containers and changes in design to simplify manufacturing and reduce costs. Taped joints were glued on machines, thereby combining operations and reducing labor. The milk carton was redesigned to reduce board used and improve the opening so that product could be poured slower with less spillage and improved closure. Although this improvement was invented by Kieckhefer, no benefits were forthcoming as the license agreement on early patents held by Excello specified that any improvements in the carton would become the property of Excello.

With the addition of container plants on the West Coast, our requirements of container board increased and it was natural that a merger with Weyerhaeuser was considered.

If additional information is required on certain subjects, I'll be glad to make an effort to furnish same.

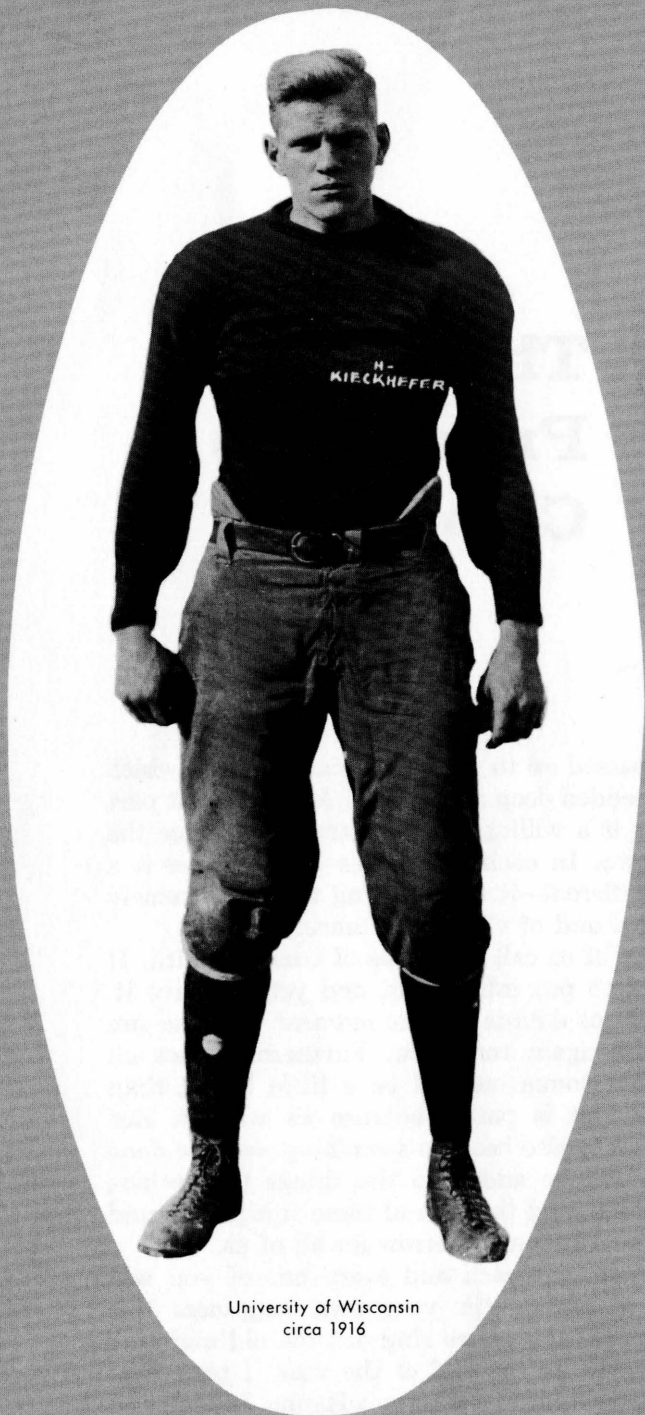
Sincerely,


H. M. Kieckhefer

HMK/jv

Enclosures

Brody



University of Wisconsin
circa 1916

Sergeant First Class H. M. Kieckhefer—manager, coach, and right tackle of the First Depot Brigade football team—sensed trouble as he checked the team roster at the Paris railroad station.

World War I had just ended and the team was to depart for an important game against another unit of the American Expeditionary Force.

Sgt. Kieckhefer, a former University of Wisconsin football regular, faced the chore of organizing his team after a weekend in Paris. Departure time drew near and four men still were absent. Then word came the missing men were in the “hoosegow” for selling issue equipment.

“As there were only 12 players on the team,” said the sergeant, “immediate action was required to release the players in time to catch the train.” The sergeant contacted the military police and a search of Paris jails began.

The men were released only after personal guarantees and payment of penalties from the sergeant’s pocket. “The team was on hand for the game the following day, only to lose a hard-fought battle,” the sergeant said. “Some members blamed the loss on the referees, but the night in Paris may have had something to do with the defeat.”

The sergeant regained civilian status in April, 1919, to start his business career with Kieckhefer Box and Lumber Co. He is better known now as Herbert M. Kieckhefer, Weyerhaeuser Company director.

He was born in Milwaukee, Wis., March 22, 1895. He spent high school summers cruising timber for a lumber firm in northern Wisconsin and Ontario. He attended the University of Wis-

H. M. Kieckhefer



consin, studying engineering and commerce, and enlisted in an Army first-aid hospital unit May 30, 1917.

Prior to the unit's mobilization, the Kieckhefer Box and Lumber Co. became interested in developing 75 millimeter shell containers. Research started at the university and Mr. Kieckhefer left school to establish a pilot plant which successfully developed a container both for the shells and for powder charges which formerly were hermetically sealed in tin cans.

Mobilization whisked Mr. Kieckhefer to France where he was placed in charge of hospital maintenance and repairs. When he saw rotten meat fed to patients, he designed and built the first refrigerator to equip a hospital unit in France during the war. The success of the unit elevated him to the U. S. Engineers in charge of construction of refrigerators and concrete sinks. He later became manager of the ill-fortuned brigade football team from southern France.

After the service, he returned to Kieckhefer Box and Lumber Co. In 1922 he was transferred to Camden, N. J., as superintendent of the company's first branch container plant. In 1925 he was appointed manager of the Delair container plant and board mill. He assisted in construction of North Carolina Pulp Co., and later became manager and was elected president of the firm. He became president of Kieckhefer Container Co. in 1947 and served as director of Kieckhefer Container Co. and Eddy Paper Corp. until the merger with Weyerhaeuser.

He and his wife, Frances Guild, boast two married daughters and nine grandchildren. ***

**Another in a series of stories
about your company's directors**