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## EDITORIAL

### AN OPPORTUNITY AND A TEST

For many years, too many in our opinion, the major oil crushing business of this country has been conducted as a purely speculative venture. Little attention has been paid to the real value of its raw material on the day of purchase. To even up blind buying, dockages on receipt of seed at mill were resorted to on no definite and preunderstood plan. It was dock the shipper all it was thought he would stand. In many cases, this was exceedingly heavy, but even then it was not enough to cover poor quality and speculative loss. There was no incentive to the producer to preserve and deliver high grade seed.

For several years, there has been evident a changing condition, and it now seems that the industry is awakening.

Opportunity is said to knock only once on each man's door to prosperity or fame. Reasoning along the same lines, is it not equally true that opportunity comes to a profession only once? Fail, and the profession is done—at least for the present personnel. Success, on the other hand, will open a field for the chemist of the broadest and most fertile kind.

The chemists of the cottonseed oil industry are on trial. Will they stand the test? Will they allow supposed present small business or personal advantages to dim their vision to the greater opportunities? Now is the time for wholehearted team work. Now is the time to show that the first requisite of a *manufacturing* business is to know what it is buying and its value—to be fair to seller as well as buyer. Proper seed grading is the opening wedge to thorough chemical control of all mill operations, the raising of standards of quality and uniformity. Sure profits not speculative hopes for all.