

is mechanically prepared, and the personal equation is largely eliminated. No measurement of residual soil is necessary.

Samples of this cloth have been sent to the various collaborators and their comment and opinion requested. A further adjustment of the soil composition may be advisable to better meet laboratory washing conditions, but this may easily be accomplished.

The Chairmen undertook this work single-handed, as a means of speeding up progress on what is considered the most troublesome

problem. From a considerable number of practical tests in commercial laundries, it is their opinion that the ideas incorporated in this cloth yield a standard closely approaching the ideal. Volunteers have been called for to work out a new machine for laboratory washing. If this phase of the work does not yield tangible progress within a reasonable period an effort will be made to arrange parallel washing tests in commercial "pony" washers.

F. H. Guernsey, *Chairman.*
L. T. Howells, *Vice-Chairman.*

Quinn Elected Head of Salesmen's Association

At the recent annual election of officers of the Salesmen's Associa-

tion of the American Chemical Industry, Mr. Robert J. Quinn, Assistant Manager of Sales of Mathieson Alkali Works, New York, was elected President of the Association for 1927-1928.

Mr. Quinn was born in Chicago, graduated from the University of Illinois (B.S. in Chemical Engineering) in the class of 1912 and before joining the Mathieson organization in 1920 as Chicago District Sales Manager, was Chief Chemist and Superintendent of the Ammonia Department for Morris and Company, the Chicago Packers, and consulting chemist for the Midland Chemical Co. of Argo, Ill. Since 1923 he has been assistant manager of all sales for the Mathieson company, with headquarters at the main office in New York.

Mr. Quinn is one of the best known and most popular of the younger men in the chemical manufacturing business, and has many friends in the oil and soap industries. The Salesmen's Association is to be congratulated on its choice of a President for the coming year, for the organization is certain to make substantial progress under Mr. Quinn's leadership.



Robert J. Quinn
President Salesmen's Association
American Chemical Industry