

# OIL & FAT INDUSTRIES

## The Editor's Page

### A Progressive Trade Association

**E**LSEWHERE in this issue we publish a report of the Fourth Annual Convention of the Mayonnaise Products Manufacturers Association of America, Inc., and of President C. P. McCormick's address to that body. We cannot refrain from calling to the attention of our readers the splendid spirit of co-operation and progress which permeates this association, and the definite services which the association has rendered its members and its industry as a whole.

Founded only four short years ago, this trade group has already succeeded in obtaining the establishment by the United States Government of definite standards for their products, and particularly through their research committee, have contributed splendidly to the fund of general knowledge covering the manufacture and marketing of mayonnaise. They have improved the quality of the raw materials used, as well as of methods of preparation and packaging.

The members of this association approach their meetings with a spirit of willingness to engage in frank discussion of their problems with their rival manufacturers, convinced that the industry as a whole will be benefited by the widest possible dissemination of knowledge of new discoveries and improved methods. The question of business ethics comes in for its share of attention in the deliberations, and there is no hesitation on the part of any member in condemning competitors' practices which may have the appearance of unfairness. Those criticised, in turn, accept the suggestions in good part, and appear eager to conform to the Code of Practice, which, after all is only adherence to the Golden Rule.

Such methods of trade association conduct are sure to guarantee success for the industry and for every producing unit therein.

### Credit Restrictions

**T**IGHTENING of credit requirements on one trade group will frequently bring an automatic extension of the same policy in other directions. In Cincinnati, the paper trade adopted a more stringent credit policy recently.

As reported in the last issue of *Oil & Fat Industries*, a set of definite credit regulations were drawn up and adopted by the local paper merchants as a group. Notice was served on their customers of the new rules. It so happens that most of their customers are printing organizations. The reaction of the printers to more stringent credit regulations on the purchase of paper, was to notify their own customers, that is, the buyers of printing and printed matter, that in view of the manner in which they would now be compelled to meet their obligations they should expect these buyers to adhere to the same general rules. In short, in order to pay their bills promptly, their customers must in turn pay them in the same manner. This enforced spreading of the doctrine of prompt payment and the elimination of long term credits cannot but be a help to business generally. It illustrates aptly the strength behind sincere group action.

### The Great Discovery

**T**HE United States Senate has just discovered that there are lobbyists in Washington who have upon occasion attempted to influence the course of legislation. This momentous "discovery" should earn places in the Hall of Fame for the present members of this august body, along with Columbus, the discoverer of America, and Will Rogers, who discovered how funny Congress really can be at times.

The apparent horror with which the Senate has reacted to its "discovery" leads us to believe that the American stage has been robbed of many a great actor. Paid lobbyists in Washington? The indignant surprise of the "discovery" is worthy of a broad grin. We wonder who Congress thought these gentlemen were.

It is about time that the pose of holy innocence on the part of some members of Congress was discarded. To register great surprise when it is "discovered" that Washington is literally alive with lobbyists, is pure unadulterated fakery, and the member of Congress who does it is acting a lie. Any member of Congress who does not know and has not

known for years that every conceivable type of lobby exists in Washington, just as in every state capital and every other seat of government, should be a candidate for a home for the feeble minded, rather than for re-election.

As for the lobbyists, we cannot arouse ourself to any great indignation against them or against the manufacturers who support them. We cannot see what is wrong in payment by a group of manufacturers, for the services of an expert who knows legislation, legislative methods, and practical politics, one who can direct and coordinate the efforts of manufacturers for or against legislation which directly affects their businesses. Lobbyists have been active in Washington for years and years, and we cannot see that the country has suffered a great deal as a result of their activities. Why the Senate should select the present time to become excited over them is not immediately apparent to the unprejudiced observer.

The Shortening and Oil Division of the National Cottonseed Products Association held its October meeting on the 22nd at the Palmer House, Chicago. The next meeting of the Division will be held in Memphis, Tennessee the latter part of November.

The Tucson Cotton Oil Company, Tucson, Ariz., and the Western Cotton Oil Company, Phoenix, have filed a complaint with the Interstate Commerce Commission seeking a lower carload freight rate on cottonseed oil from Tucson to Los Angeles, San Francisco, and other points in California, and the establishment of a refining-in-transit privilege at Phoenix under the through rate from Tucson.

Satisfactory results in the cultivation of tung oil trees in New South Wales have been reported by the Australian Commonwealth Development and Migration Commission. Experiments have been in progress since 1919, and a yield of high grade oil is reported.

The Federal Trade Commission has issued complaints against two olive oil distributing firms of New York City, for collaborating in the sale of allegedly misleading tin can containers in the distribution of olive oil.

### Proposed Tung Oil Orchard

A syndicate is being organized in New Orleans to purchase 20,000 acres of land in southern Mississippi and carry on the growth of tung oil trees, as well as other extensive agricultural and horticultural development. The promoters are encouraged by the success of the tung oil orchard enterprise in Florida, which, in its third year of operation, is commencing to produce a very superior quality of tung oil from the crushing mills on its plantation at Gainesville, Florida. The Mississippi project contemplates the planting of many kinds of fruit trees, as well as the production of berries and garden truck and the maintenance of poultry, dairy and beef cattle and other meat animals, with the idea of supplying the New Orleans market by means of daily motor truck delivery.

The Colgate-Palmolive-Peet Co., the Kraft-Phenix Cheese Corporation and the Hershey Chocolate Company are to be merged through the medium of a gigantic holding corporation, to be known as International Quality Products, Inc. In line with other recent mergers, the benefits expected from the new combination are chiefly those of more economical distribution. Charles S. Pearce, President of Colgate-Palmolive-Peet, is to be President of the new corporation.

### Foreign Trade Opportunities

The Bureau of Foreign and Domestic Commerce of the Department of Commerce announces that its representatives in all parts of the world have forwarded the following trade inquiries of interest to our readers. In writing the Bureau in reference to any of these inquiries please mention that you saw it in *Oil & Fat Industries*.

No.	Location	Material	Purchase or Agency
41393	Colombia	Lard	Agency
41515	England	Linseed Oil	Purchase
41532	Italy	Lard	Agency
41525	Scotland	Vegetable oils	Agency
41558	Germany	Cottonseed oil and shortening	Both
41629	Germany	Fatty oils and tallow	Both
41623	Colombia	Olive and coconut oils	Agency