

OIL & FAT INDUSTRIES

The Editor's Page

A Progressive Trade Association

ELSEWHERE 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

TIGHTENING 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

THE 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