

WHO
WHAT
WHERE
WHEN
WHY

Promotes Two Executives

Wilson & Bennett Manufacturing Company, one of the leading manufacturers of steel pails, drums and barrels, with factories and offices in Chicago, Jersey City and New Orleans, announces the promotion of two executives in its main offices and factory in Chicago.

The policy of this company is to advance men within their organization wherever any vacancy occurs—and to reward long and meritorious service with promotion.

Harry F. LePan has been named General Sales Manager, in charge of all sales policies and activities of the 33 sales offices. He has been with the company for 14 years. He started at the bottom with this company in 1921 and has progressed through the organization, handling work pertaining to practically all phases of the company's business. He has contacted the trade and sold containers to manufacturers and shippers in all sections of the United States, and is therefore unusually qualified to direct sales and customer



HARRY F. LEPAN

contacts for the company. Mr. LePan is well known throughout the industry and his long experience in the Container field places him in an unusual position to cooperate with users and prospective users of steel containers—and render an invaluable advisory service on shipping container problems.



I R A F L A T T

Ira Flatt has been made General Factory Manager—in charge of all production and personnel matters. He has been with the company for 14 years and has come up through the organization from a clerk, to his present position. Mr. Flatt has held the position of foreman, department manager, time keeper, cost accountant, industrial engineer, production superintendent and personnel director with the Wilson & Bennett Manufacturing Company. No one in the Wilson & Bennett organization is better fitted to direct production and factory problems than Mr. Flatt. His long association with the company, and his actual working experience in every phase of the

manufacturing division of the business places him in a position to correlate all production efforts and insure uniform quality and service.

Felton Offers Attractive New Catalogue

Felton Chemical Co., Inc., has just announced the publication of a new, practical catalogue of aromatic chemicals and compounds.

It contains a list of selected Felton products of special current interest to perfumers, cosmetic manufacturers, soap makers, and those engaged in kindred lines. A notable feature of this catalogue is the way in which products have been classified and priced for quick, easy reference.

Separate sections are devoted to various Felton products and include aromatic chemicals and isolates; terpeneless oils; specialties; perfume bases for perfumes, extracts, toilet waters, powders, creams, lotions, lipsticks, rouges, hair preparations, shampoos, brilliantines and soaps; special perfume bases for insecticides, polishes, cleaning fluids, textiles, paints, rubber and other technical purposes; coloromes for perfuming para and naphtha blocks in one operation; aquaromes, water soluble perfume oils, etc.

Our readers may obtain this practical catalogue by writing direct to Felton Chemical Co., Inc., 603 Johnson Ave., Brooklyn, N. Y., mentioning the name of this publication.

Germany Restricts Use of Linseed Oil

German imports of linseed oil have been greatly reduced in recent months due to the shortage of foreign exchange, and as a result paint manufacturers have made increasing use of substitutes, including carbolineum, an oil made from coal-tar, according to reports reaching the Commerce Department's Chemical Division from American Consular Officers.

In 1934 consumption of linseed oil in Germany amounted to over 115,000 metric tons, 104,000 tons of which were produced within the country. Of the 1934 consumption the paint and varnish industry accounted for about 70,000 metric tons, followed by the soap industry with less than 13,000 tons, and the margarine industry with 6,400 tons. According to estimates, consumption in 1935 was from 20 to 25 per cent below that of the preceding year, a report from Consul Sydney B. Redecker, Frankfort - on - Main states.

Foreign Demand for American Chemicals

The foreign demand for American chemical products continued strong in 1935, gaining substantially over the preceding year, and on a value basis was almost 30 per cent heavier than in 1933, according to C. C. Concanon, Chief of the Commerce Department's Chemical Division. Moreover the export trend strengthened as the year advanced, reaching very high levels in the last half, particularly in October and November, with every major export item, except sulphur, sharing in the gain, he stated.

An encouraging feature of the 1935 demand, aside from the general increase, was the notable expansion of markets for high grade specialties, such as ready mixed paints, toilet requisites, household insecticides, liquified gases for heating and refrigerating, and a host of other typically American products. A number of these specialty items were shipped to practically every country of the world, it was stated.

The total value of exports of chemicals and allied products reached \$136,677,000 in 1935, or about 65 per cent of the value of 1929 shipments, and compares with \$125,777,000 during the preceding year, and \$106,731,000 in 1933, preliminary statistics show.

Industrial chemicals, which include such products as alcohols, acids and sodium compounds, have made the best export showing in the chemical and related product field during the past three years, statistics show. Exports of such products aggregated \$23,627,300 in value in 1935, compared with \$21,683,500 in the preceding year, and \$16,801,700 in 1933. The 40 per cent increase in this group over the 1933 level was due very largely to heavier shipments of the miscellaneous small items included in the total, analysis shows.