

• Local Section News

Southwest Section

The Southwest Section held its regular dinner meeting, Sept. 12, 1963, at the Rodger Young Auditorium, Los Angeles, Calif. Speaker of the evening was D. W. Bedell, Director of the Society of Plastics Industry, and Chairman of the Corporate Div. Committee of Chemstrand Corp. He chose as his topic, "Chemical Industry Organization—Market or Product Orientated," discussing the pros and cons of vertical vs. horizontal integration, as well as some interesting views on marketing strategy.

Future meetings of the season will be held in the Rodger Young Auditorium, Nov. 14, 1963; Jan. 9, 1964; Mar. 12, 1964; and May 14, 1964.



D. W. Bedell



Officers of the Southwest Section, left to right: J. B. Michaelson, Program Chairman; C. P. McClain, Vice President; R. W. Atwood, President; Fred Woekel, Secretary; and W. J. Park, Treasurer.

Expert Urges Increased Research

The rendering industry must accelerate its research program if it is to survive, according to Allan Berne-Allen, research consultant for the National Renderers Association.

As keynote speaker at the annual meeting of the Association's 5th Regional Area, held recently in Chicago, he minced no words in terming the industry's research efforts "inadequate" and urging members to actively support the newly organized Fats and Protein Research Foundation.

Unless a virile and productive research program is initiated, he warned, the rendering industry could lose the protein market to vegetable and fish protein, lose the remainder of the soap market to synthetic nonionic detergents, and lose the cream of the market for fats in feeds to polyunsaturated fats.

To illustrate that the outlook is far from bleak, however, Dr. Berne-Allen pointed out that "the rendering industry is most fortunate with respect to the financial returns that research promises. It is evident beyond doubt that 1) the industry is blessed with an ever-increasing supply of available raw material; 2) there is an almost unsatiable and growing market financially capable of absorbing all the products the industry can produce; 3) the raw material available is intrinsically valuable because of its complex organic composition; and 4) the only problems that the renderer's research and development program must face are relatively simple as major research problems go.

"Within its limited budget, the Association has and is serving the industry magnificently. To this end, the NRA Board of Directors has elected to spend the major portion of their regular budget on your R & D program, carried out through the Fats and Protein Research Foundation."

Fire Destroys S/P Warehouse in Illinois

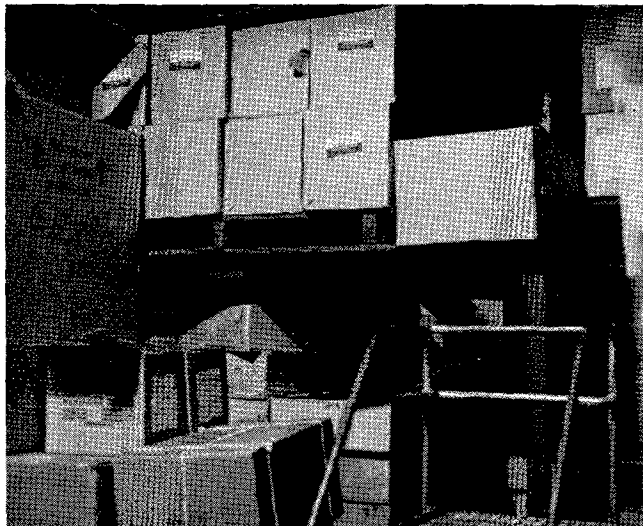
AOCS Official Supplies Escape Flames

On Monday, October 7, fire swept through the Evanston, Illinois, Distribution Center of Scientific Products Division, American Hospital Supply Corporation, the sole distributor of AOCS Official Supplies. Losses to the parent company are reported to exceed \$2,000,000.

AOCS Official Supplies, including Natural Bleaching Earth, Activated Bleaching Earth, Diatomaceous Earth, Aluminum Moisture Dishes, and Salt Crude Glycerine, were housed in an auxiliary stocking area on the north end of the block-square structure, and survived the fire, apparently unharmed.

Representative samples of our entire stock have been submitted to appropriate Committee Laboratories for testing—to insure that the fire had absolutely no effect on them. Special stocks of Earth, none of which were subjected to the fire, have been gathered for immediate distribution.

A. H. Gilster, S/P Vice President reports: "Emergency operational plans, utilizing S/P's other regional sales and distribution centers, have closed in on the Chicago area and taken up all the gaps in our inventory and shipment capabilities caused by the fire."



Flashbulbs lit this darkened area of the portion of the American Hospital Supply warehouse which survived the October 7 fire, revealing dusty and water-splattered cases of AOCS Official Supplies, apparently unharmed by the flames which otherwise caused over \$2,000,000 damage.



Only twisted rubble remains where the American Hospital Supply Corporation warehouse stood not 24 hours before this picture was taken. AOCS Official Supplies, stored in the adjoining building, miraculously survived the fire.