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# Profile

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FRANK WHITE



AOCS President Frank White steps down as the Society's top officer next month, concluding a term he began a year ago by noting in his inaugural address that he was perhaps the first AOCS president in 20 years who was more of an engineer than a chemist.

White's choice of chemical engineering for a career undoubtedly was influenced by the fact that his father was a chemical engineer in New York City where White was born and grew up. The family first lived in an apartment house on 149th Street in upper Manhattan—an apartment building surrounded by farms. "There was a subway line nearby that ran under farms," his father used to recall. The area now is urbanized, but White notes there was still one operating farm on Manhattan until about 10 years ago. White learned French before English from his mother who was quadrilingual.

It was as a six-year-old that White acquired the first of a long line of dogs that have been part of his household ever since.

"I was outside and saw a dog coated with tar, limping along the road," White says, "so I took him home as most any kid would do and told my mother he had followed me. She was a kind soul and let me keep him."

The dog, White says, turned out to be a Peruvian Airedale, but don't be surprised if you don't recall the breed. All the White family dogs have been purebreds, but each has been one-of-a-kind in the United States with none known to exist overseas, White explains without smiling. Each dog, usually a foundling, is given a breed name after its adoption.

By the time he was finishing high school, White had become a golfer and a confirmed pipesmoker. The pipe-smoking began when a girlfriend gave Frank a new pipe her father didn't want.

White and his father examined chemical engineering programs at Eastern colleges and universities to decide where he should attend college. After a thorough evaluation, he chose Princeton which appeared to offer the best program ("It was easier to get admitted then than it is now," White says with a laugh).

In 1936, he received his B.S. in chemical engineering with honors. A year later he received his Chemical Engineering degree, equivalent to today's Master's Degree, also at Princeton. Then White began looking for a job, walking door-to-door in New York. At the end of each interview, he would ask the interviewer to suggest someone else the young graduate might talk to. One suggestion which eventually became a job offer turned out to be from a senior vice president at Esso, and White had to take a physical exam even before he could have an interview.

Eventually, he accepted a post as a process engineer in the Industrial Division of Foster Wheeler Corporation, then in New York City, and began work for a man White describes as "a great engineer and a saint. His name was D.K. Dean." Dean's impact cemented White's tie to Foster Wheeler, still his employer.

White's first assignment for the firm was in design, sales,

and project execution. He joined AOCS in 1947, largely because Dean was a member, as was another Foster Wheeler associate, Ernie Chapin. White was named chief chemical engineer in the Industrial Division in 1949, then chief industrial chemical engineer in the Process Plans Division in 1953, proposal manager of that division in 1958, and, in 1963, managing director for Ishikawajima Foster Wheeler Co., Ltd., in Japan.

During his three years in Japan, White's youngest son, T.C. (now 12), was born. Before T.C.'s birth, White knew blood transfusions might be necessary because of Rh blood factors. He soon discovered that the Japanese have almost exclusively Rh positive blood. White located ten potential donors with Rh negative blood. Five were needed. A week after T.C.'s birth, a Western missionary called White for help. The missionary and his wife faced the identical problem. The remaining five donors on White's list met the need. The coincidence of two such births requiring all known available donors prompted the American Club of Japan and the American Chamber of Commerce in Japan to begin keeping permanent files on blood types of westerners in Japan. Meanwhile, elder brother Dan learned to speak and count fluently and translate for his linguistically impoverished parents in the local markets.

In 1966, White returned to the United States as manager, international operations, for the Process Plants Division. He still holds that title along with that of coordinating manager for the division.

His occupational interests somewhat mirror his involvement in AOCS activities. He was a charter member of the Northeast Section of AOCS and has served, at varying times, on the international relations, environmental control, public relations, finance, meetings planning, membership, and national meeting committees. He was AOCS treasurer in 1974-75 before his election as vice-president. White has published papers in *JAOCs*, *Chemical Engineering*, and *Heat Engineering*. He has been a lecturer at three separate AOCS short courses and was general chairman for the 1968 Fall Meeting.

White and his wife, Mary, will celebrate their 25th wedding anniversary this year. They have two sons, T.C., and Dan, 14. White also has a grown son by an earlier marriage; Doug White works for United Airlines. The younger sons have extended White's activities in youth work—when he was running for AOCS vice-president in 1975, for example, he could list among his affiliations, "Treasurer, Cub Scout Pack 166 in Randolph, NJ."

Another consequence of having young children may have been Mary White's recently concluded service on the local school board. White speaks with pride of her scrutiny of spending proposals, then with distress at the anonymous harassment that accompanied the school board term. His wife is now a truly unique real estate salesperson, White asserts. "She refused to sell a house to a family with several children because she knew the septic tank would require major work soon and didn't want the family to face the expense," he says.

Their two sons are collectors—road maps (mirroring the family's world-wide travels), airline souvenirs, music boxes, Civil War Momentos and other items.

While AOCS has been White's paramount interest among professional affiliations in recent years, he also is among the select Fellows of the American Institute of Chemical Engineers. He's a past president of Foster Wheeler Corporation's 25-Year Club, the Tokyo chapter of Toastmasters International, and the Junior Chemical Engineers of New York. He is a former member of the Princeton-Engineering Association Executive Committee, and a founder of the Princeton School and Scholarship Committee in Queens, NY.

White's presidency has been marked by a determination to reach practical solutions to as many problems as possible ("Engineers are supposed to be pragmatic and we are," he said in his inaugural address). This month he is writing the comments he will deliver next month in New York as his term as AOCS president ends. You can bet even money he'll have some down-to-earth suggestions for future AOCS problem solvers. ●

# Fats & Oils Outlook

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fishmeal and sell soybean meal, cash or futures, with the knowledge that the ratio is going to improve. Conversely, when the ratio moves above 2.00, it is advisable to buy soybean meal, cash or futures, and sell fishmeal, knowing that the ratio will narrow.

Table I tabulates how this market strategy performed in the past eight years.

## Conclusions

It can be seen that there is no simple seasonality to this strategy.

There were other profit opportunities that could have been realized on a more short term basis. But in the interest of demonstrating a program of highest probability of profit, we adopted a rigid formula of reversing positions below ratios of 1.5 and above 2.0. It can be seen that with the expertise of hindsight we let the market go to its maximum beyond those points. In actual performance, that could not be expected, but the results would still be favorable.

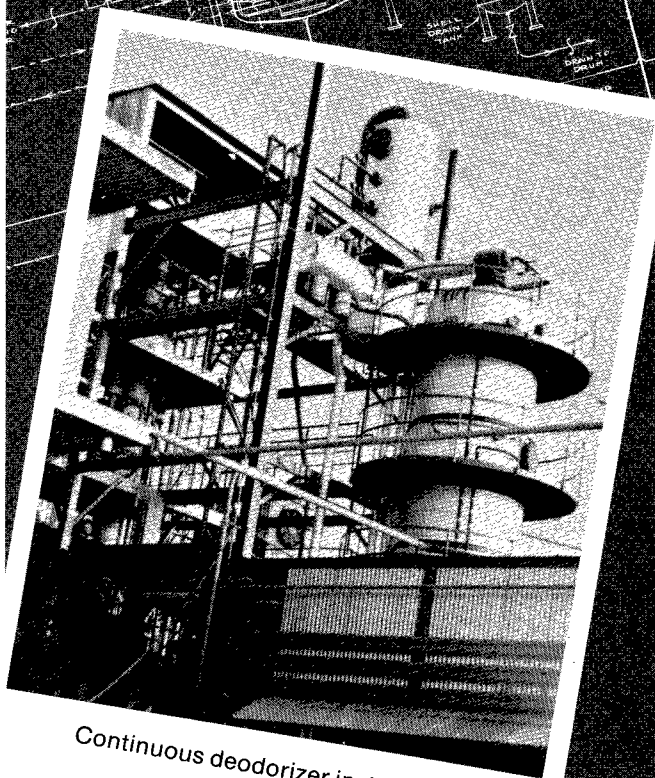
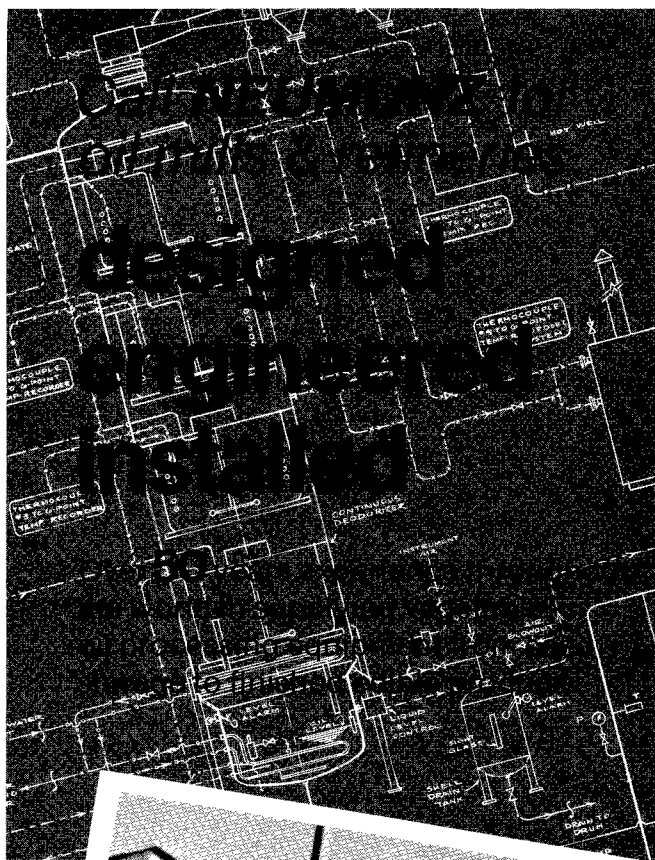
There are a number of factors to explain the price and ratio swings. The ratio and prices always show a premium for fishmeal for an obvious reason. Fishmeal is 65% protein while soybean meal is 44% protein.

In our study we could not use soybean meal futures prices instead of cash price at Rotterdam because it is unrealistic to attempt to calculate a monthly average of futures prices. To use a median could be too misleading.

It is likely that soybean meal futures did not exactly parallel cash soybean meal prices in Rotterdam, but the relationship should have been very close.

In applying this strategy it is obvious that an importer or feed mixer could switch back and forth from soybean meal to fishmeal and back again. It is also obvious that a producer of fishmeal does not have this flexibility. He has no need for soybean meal. So his alternative is to use soybean meal futures, which provide an excellent money management opportunity which would otherwise not be available.

February 16, 1977



Continuous deodorizer installation.

