

CO-OPERATION IN THE INDUSTRY

By W. H. JASSAPON

I am informed by your President that this is the first time a layman of the Industry has ever spoken before The American Oil Chemists' Society. This emphasizes the lack of co-operation which has kept our industry from making the progress it should.

I want to plead for more co-operation between the laboratory and the office. I desire to enlist your interest to bring this about. You are the vital link between the seed pile and a profit account. The whole trouble has been that we have only looked upon your service in a most perfunctory way. I firmly believe if not for the fact that we sell meal and oil on analysis, much less use of your facilities than is even now the case would be demanded. And that feature of your work should be the small end of it.

I read recently where a large corporation stockholder switched many of his investments before leaving on a protracted trip, on the theory that he did not want to own common stocks in companies which had not research departments. He might find on his return that some of his investments were of little value because we were revolutionizing methods and practices so rapidly in this day and time that progressive institutions might be those who went along in a set manner out of business. Now this is true. And is this not one reason why the cotton oil industry has not attracted outside capital? Our methods and practices are too antiquated.

Personally, I believe the average crusher does not understand what the laboratory can do for him. He does not realize you can tell him the kind of raw material he is buying, and, what he can expect to make out of it, as well as what he is obtaining. Even then, many do not know how to use such laboratory information. Your province is, therefore, one of education. I have held to the theory that one reason for the erratic competition in the purchase of our raw material is this fundamental lack of knowledge in many instances of what the probable value of the cotton seed really is. By a mere progressive application of your efforts, you can be instrumental in aiding to correct this unsound condition.

I do not want to take your time from pressing duties to listen to all that might be said on the subject I am discussing, but I do ask your indulgence for just a few more minutes to offer sincerely some suggestions which I hope your society will carefully consider.

In the first place, the industry should have a laboratory clearing house. In connection with the study which has been made by Mr. Meloy of the Department of Agriculture, looking toward a practical plan for grading cottonseed, he has been handicapped by a lack of information, which only the Laboratory can supply. Frankly, we really know little about our own business. What profits we may have made have been more

largely the result of good market guessing, other than from sound knowledge and intensive manufacturing application. We can never eliminate the hazard of industry, but by greater knowledge of what we are doing, we can largely diminish our risk. I have seen enough results from different mills to tell you that we are throwing away more money per ton of seed in our operations than we are making by watching the markets. The trouble about market guessing is that we cannot do it correctly consistently. We win some years, and we lose others, and when we lose, it is usually greater than our previous winning. Therefore, mills are continually changing ownerships, new faces take the old places and we start over again on the same road which leads nowhere.

Your services will find increasing demand if you make them more valuable. I hold it is not sufficient to simply analyze a sample. You should call attention to any point which a particular analysis may indicate. This is the principle of service. I had a large operator tell me recently he had no faith in analyses of cottonseed; he did not believe the low yield certain seed analyses showed. He said he could tell from the flow of the presses he was getting more oil! Now, this is what we have to overcome. We must quit guessing, we must find out, and you must help us find out the facts.

You should see that analyses are uniformly made and the percentages stated on the same basis. Some of you have discovered this year that some seed which cut perfectly prime, under present Interstate rules, made off oil. So far, none of the commercial laboratories have ever tested regularly the fatty acid in seed, and no provision has been made for deductions to compensate the mills for probable allowances they will have to make. Also very few of you test the percentage of meats in seed. Many chemists do not show the percentage of dirt and foreign matter, and I am sure that many mills do not know how to figure their yields against seed analyses.

I, therefore, again urge upon you the advisability of standardizing your analyses, and show thereon the information which the mills should have in order to more intelligently buy their seed. Some of you may argue that this will increase the cost of such complete analyses. Speaking for myself, I am not interested in the cost as much as I am in knowing what I am doing, but I will further add that by making your services so valuable, you will so increase the volume of your work, it should be possible even for you to reduce the cost.

Mr. Meloy will talk to you about the proposed plan for grading cottonseed, the first step in our endeavor to place the buying of our raw material on a more equitable basis, not only to ourselves but to the producer. Please remember it is only a suggestion. He needs and desires your interest and constructive aid, which I most earnestly ask you to contribute. It is the most far reaching and progressive step the industry has ever con-

templated. If Mr. Meloy's plan is a practical one, we want it and we will find the machinery to put it into effect. If you have a better scheme, submit it, and let us put it to the same searching analysis. We must find some simple and practical method to grade cottonseed. Practically all other farm commodities are sold on grades, and the cottonseed crop is too valuable to be handled any longer in the crude way we have been following. I have suggested to the Interstate Association that a cash prize be offered for a practical sampling tool and a quick and accurate method of separation of meats from hulls. I know we have the ability to work out these problems, once we set ourselves to the need for it.

Just one thought more—I would like to see the Interstate Association in co-operation with your organization, work out a definite plan for a research laboratory. It cannot, it should not be done by individual companies. We know all too little about extraction, about seed cleaning—in fact, about every single operation in an oil mill. But we will never make the progress which is possible until we scientifically and systematically set out to study these problems, in the abstract, and unhampered by immediate results.

CENSUS OF CORN OIL MANUFACTURES

The Department of Commerce announces that, according to data collected at the biennial census of manufactures, 1925, the establishments engaged primarily in the manufacture of corn sirup, corn oil, and starch in that year reported products valued at \$132,873,000. Among these products were 101,641,000 pounds of corn oil, valued at \$14,093,000; 33,300 tons of corn-oil cake and meal, valued at \$1,317,000; 522,000 tons of stock feed, valued at \$17,934,000; and other products, valued at \$3,849,000.

The total value of products, \$132,873,000, shows an increase of 14 per cent over \$116,560,000 in 1923, the last preceding census year. In some cases the values of the several classes of products increased while the quantities decreased, and in others the values increased at higher rates than the quantities. The quantity of corn oil decreased 6.4 per cent and the value increased 1.6 per cent.