# Mayonnaise Producers Co-operate

## Rigid Requirements Established for Mayonnaise Oils

AN informal meeting of The Mayonnaise Products Manufacturers Association of America, Inc., to discuss various matters of moment, was held in Chicago early this year. Representatives of 75 manufacturers of Mayonnaise and its allied industries were present.

The meeting was a real live and snappy one, president C. P. McCormick presiding and executive secretary N. Alan LeSavoy assisting.

### Freight Rate Fund

Among the matters discussed was the attitude of the association in regard to the proposed changes in freight classification of all food products packed in glass, especially where these changes might affect the Mayonnaise industry. A motion was carried to assess each of the members and to solicit contributions from Mayonnaise manufacturers who may not be members of the association, towards the establishment of a fund with which to actively combat any freight classifications from a lower to higher rate. The Transportation Committee, Julius Adler of the Sar-A-Lee Company, chairman, was instructed to take the matter in hand and to keep the association posted as to the progress they were making.

Mr. Miedel, of the Hazel-Atlas Glass Company, also member of this committee, volunteered his active participation, and informed those present that the Glass Container Association would back us to the limit.

Mr. H. W. Madison, of the Widlar Company, Cleveland, Ohio, was made a member of this committee.

The committee working on standards and research reported progress. However, the government, after considering the proposed standard set up by the association, made some changes, which after much discussion were deemed not to the best interests of the industry and it was decided to recommend that the committee again petition the government for the allowance of the 2% stabilizer as originally set forth, instead of the ½ of 1% which the government recommended and published.

### Print One Booklet

The committee on booklet recommended that instead of two (2) distinct booklets being printed, that one be printed, incorporating the facts about Mayonnaise and its uses in easily understood English, and a more technical treatise for the medical profession and dietitians to be also incorporated under the same cover.

The full report of the Standards and Research Committee, Mr. Dan Gray, chairman, follows:

"At the recent meeting of the Standard and Research Committee in Chicago, the following matters were discussed:

First: The progress on the pamphlet.

Second: Question of the proposed government standard for Mayonnaise.

Third: The possible use of alginates as stabilizers for Mayonnaise.

Fourth: The possibility of using a colloid mill to make a more stable emulsion.

Fifth: Discussion of the research problem for which the association at its last meeting appropriated $2,500.00.

Sixth: Progress made in co-operative research with various government bureaus.

Seventh: Conference with Cotton-seed oil producers regarding acidity limits and Kreis Test.

Prior to the January meeting of the Standard and Research Committee, Sub-committee No. 3—which has charge of the pamphlet work—met and discussed the progress made thus far.

### Accept Glassford Article

Dr. Glassford read a write-up which he had prepared for the pamphlet and the other members of the Sub-committee, after making a few minor corrections, were of the unanimous opinion that the material was written in a very clear and understandable form and should be incorporated in the booklet together with numerous recipes involving the use of Mayonnaise.

In the regular meeting of the Standards & Research Committee, the material which Dr. Glassford has prepared was read again and approved. A tentative dummy of the pamphlet was furnished by the American Lithographing Company of New York and also a tentative dummy in colors, which contained some very good ideas, although it was decided to modify a number of points in this dummy.

By a vote of the committee, it was decided that two booklets should be prepared in the place of one booklet incorporating both the popular and technical information. This was considered advisable for the reason that the popular booklet is to be printed on a high grade of paper and to contain a considerable amount of color work. This will naturally run the cost up somewhat.

### Half Million Needed

The committee was told by one lithographing concern that the cost of this booklet would run approximately 6c a piece on an order of one half million. This popular booklet is intended to go to the housewives and cooks throughout the country, and besides giving them a little non-technical information concerning the value of Mayonnaise in the diet, its nutritive properties and vitamin content, it is thought to be advisable to include in it a number of reliable recipes involving the use of Mayonnaise, so that the booklet will have a utility appeal and will be kept in the kitchen cabinet or with other cook books.

It is estimated that approximately one half million of these popular booklets will be required and it is the opinion of the committee that every member of the association, at the proper time, should contract for the amount of booklets that he contemplates using.

It will also be possible for each member of the association to have his name and location on the back of the pamphlets which he distributes.

With regard to the second pamphlet, it was the consensus of the opinion of the committee that this should be an entirely separate pamphlet printed in black and white on a plainer type of paper, as is the custom with technical pamphlets.

It was estimated that in quantities of 100,000 this technical pamphlet, in black and white on a reasonably good grade of paper, could be gotten out at a cost around 1c each.

### Omit Technical Data

It is obvious, therefore, that it would be poor economy to make up one booklet containing the recipes and popular information along with the technical information, as the expensive pamphlet would have to be sent to parties interested only in the technical aspect of Mayonnaise. In other words, we would be sending a 6 or 7c pamphlet where a 1c pamphlet would do.

The committee felt that best results could be obtained by sending copies of the pamphlet to the leaders of 4-H clubs throughout the country. There are approximately 40,000 such clubs, and the leaders of these clubs are all college graduates who have had more or less chemistry, nutrition and dietetics. The technical pamphlet would be readily understandable to them. In fact, it would be written in such a manner as to appeal to this class.

The committee also plan to place one of these pamphlets in each library of the country and also to place them at the disposal of Domestic Science Teachers. A total of approximately 100,000 technical pamphlets would therefore be required.

If 100,000 pamphlets costing 1c each were distributed and 2c a piece was allowed for distribution, the total outlay for the distribution of these 100,000 pamphlets would amount to $3,000.00. If, on the other hand, this same technical information was sent to the same persons in combination with the more expensive popular pamphlet, the total cost, including distribution, would be approximately 8c a piece, or a total cost for 100,000 pamphlets of $8,000.00. In other words, the association would be throwing away $5,000.00, which, in the Research & Standards Committee's opinion, it could ill afford to do.

Therefore, in spite of the fact that the association as a whole voted to have one pamphlet combining the popular and technical features, the Research Committee feels that this matter should be reconsidered and the final loss involved be taken into account.

The American Lithographic Company have advised us that in case they received this contract, the service of their Domestic Science Expert, Miss Sara Field Splint, would be available for the writing of the pamphlet and general supervision of the subject matter, without additional cost.

### Standards Committee Points

With regards to the tentative standards issued by the Food Standards Committee of the Department of Agriculture, there were a number of points which the committee agreed should be altered if possible.

First, the committee recommended that the minimum oil content should be reduced from 60% to 50%.

Second, the committee recom-

mended that the use of any edible acid be permitted, such as tartaric, malic, lactic, etc., acids.

Third, the committee recommends that the amount of stabilizer permitted, be increased from ½% to 1%.

Fourth, the question of the exclusion of artificial coloring materials or preservatives was considered, but it was thought useless to take this matter up again with the Food Standards Committee since it is not at all reasonable to think that they would make an exception in Mayonnaise when all other food products are permitted the use of artificial coloring and preservatives, provided both of these materials are declared on the label.

### Revised Standard

In the opinion of the committee, the revised standard should therefore read—

"Mayonnaise, Mayonnaise Dressing and Mayonnaise Salad Dressing is the clean, sound emulsified product, composed of edible vegetable oil, egg yolk or whole egg, a vinegar and/or lemon juice and/or other edible acids, with or without one or more of the following: Salt, other condiments, sugar, edible stabilizing material. In its preparation are used not less than 50% of vegetable oil and not less than 6% of egg yolk solids contained in commercial egg yolk, dried egg, dried egg yolk or whole egg. In the finished product, the sum of the percentages of vegetable oil and fresh egg yolk free from white, is not less than 78% and the quantity of any stabilizing material used does not exceed 1%."

This changed standard was O.K.'d by the members of the association at their meeting Tuesday morning, January 24.

### Use of Alginates

The possibility of using a newly developed class of compounds, called alginates, as stabilizing materials in Mayonnaise has recently come to the attention of the Research Committee. The Committee has been in touch with a concern making these products and at the recent meeting discussed the possibility of their use in Mayonnaise with a representative of the firm manufacturing these compounds. This concern has agreed to do some research work in co-operation with the Research Committee to determine if the alginates can be used in Mayonnaise with any benefit. The problem of the separation of the Mayonnaise emulsion, either due to temperature changes or transportation, is of course a serious problem and the committee thought that alginates might be used successfully as stabilizers.

Dr. Glassford has very kindly offered to make a few preliminary experiments to determine whether or not the alginates offer any promise in this direction, and if his experiments indicate that their use is promising, the concern manufacturing them will begin their research work.

With a view to overcoming the trouble of separation due to temperature changes and transportation, the Research Committee thought that a Mayonnaise made in a colloid mill might offer some improvement and were, therefore, able to induce a manufacturer of colloid mills to do some research work in co-operation with the committee with a view to determining

whether Mayonnaise prepared in a colloid mill was more resistant to low temperatures than Mayonnaise made in the ordinary manner.

The Research Laboratories of the colloid mill concern submitted several samples of Mayonnaise made up using the colloid mill. One of these samples had been subjected to a very low temperature and thawed out again with no apparent separation. The committee is planning to continue this co-opperative research with the manufacturer of the colloid mill in the hope that they will be able to report something of interest to the association before long.

### Research Appropriation

At the October meeting of the association, the Research Committee was granted an appropriation of $2,500.00 to conduct research on a problem which was considered of fundamental importance to the Mayonnaise industry. The committee, at that time, had several problems in mind and it was a question of deciding which one was the most important.

This matter has not been actively prosecuted up to the present time as it was thought best to concentrate the efforts of the committee in turning out the pamphlet.

However, Sub-committee No. 4—consisting of Mr. Collins, Dr. Kurnik, Dr. Glassford—discussed this matter at the recent meeting and rendered it as their opinion that no research work, calling for the expenditure of the $2,500.00 appropriation, be undertaken at present. This matter will be taken under further advisement by Subcommittee No. 4.

It is not the intention of the Research Committee to give out the impression that there are no problems confronting the Mayonnaise industry requiring research, but merely that these problems are of such magnitude that it is rather difficult to decide upon which one the appropriation of $2,500.00 could be used with the greatest returns.

The Standards & Research Committee has a program of co-operative research with the various government research bureaus by which we hope to be able to get some valuable research work undertaken by the various government bureaus on such subjects as the Vitamin Content of Egg Yolk, problems relating to oils, etc.

As Mr. Winckelman, foreman of Sub-committee Two in charge of this division of activities, was not present at the meeting, we are not able to make a report on this phase of the work.

### Meeting with Oilmen

At the October meeting of the Association, a number of the producers of Cottonseed Oil strenuously objected to furnishing cottonseed oil having free fatty acid content not to exceed .05% and an oil giving a negative Kreis Test. It was suggested by them at that time that they confer with the Standards & Research Committee of the Association at a later date to see if this question could be worked out to the mutual agreement of both the oil manufacturers and the Mayonnaise manufacturers.

Accordingly, a conference was held between the Research & Standards Committee of the Mayonnaise Association and a committee of the Cottonseed Oil Refiners to which any one interested was in-

vited. The following registered at this conference which was held early in the year, in the rooms of the Standards & Research Committee.

G. A. Wiggin, Procter & Gamble, Cincinnati, Ohio.

C. P. McCormick, McCormick & Co., Baltimore, Md.

N. Alan LeSavoy, The Gelfand Manufacturing Co., Baltimore, Md.

A. K. Epstein, Epstein, Reynolds & Harris, Chicago, Ill.

C. J. Woeber, Woeber Mustard Manufacturing Co.

Roy C. Newton, Swift & Company.

John E. Cain, Boston, Mass.

H. O. Rinne, Southern Cotton Oil Company.

E. L. Reinke, Southern Cotton Oil Company

J. P. Doyle, Southern Cotton Oil Company

M. C. Reynolds, Emulsol Corporation, Chicago, Ill.

Louis Rosenstein, Aspegren & Co., Inc., New York

Ben Radskin, Aspegren & Co., Inc., New York

J. W. Johnson, Maury-Cole Co., Memphis, Tenn.

F. W. McKee, Van Camp Packing Co., New York

H. H. O'Shea, Van Camp Packing Co., Louisville, Ky.

W. R. Collins, Horton-Gato Manufacturing Co., Detroit, Mich.

Wm. H. Ritter, Jr., P. J. Ritter Co., Philadelphia, Pa.

Dr. John Glassford, McCormick & Co., Baltimore, Md.

D. M. Gray. Hazel-Atlas Glass Co., Wheeling, W. Va.

The committee of the cottonseed oil refiners submitted the tolerances upon which they had agreed. The points of contention were:

First, that they set a limit of 0.10% free fatty acids.

Second, they made no mention of the Kreis Test, which test, they maintain, is not reliable.

The discussion over these two points lasted for several hours, during which the views of both sides were thoroughly aired. The Oil Manufacturers apparently failed to take cognizance of the fact that the oil in Mayonnaise is subjected to very severe conditions, namely—moisture, air, acid, light, bacteria and enzymes from the egg yolk material. For these reasons, the Standards & Research Committtee feel that the best oil obtainable is none too good for Mayonnaise, while the oil producers claim that these standards are too rigid and while they furnish oil within limits of 0.05% free fatty acids most of the time, there is a possibility that the free fatty acids may run as high as 0.10% at certain seasons and they do not wish to be in danger of having the oil refused on this account.

### Arbitration Board

During this discussion, it was proposed to establish a Board of Arbitration composed of three members of the Mayonnaise Association, to be chosen by President McCormick, and three members of the Cotton Oil Refiners Association, together with a seventh member mutually agreeable to the two groups, to be appointed in case of a deadlock.

This Board of Arbitration is to settle cases of dispute between producers of oil and manufacturers of Mayonnaise, arising over a difference of opinion as to whether or not the oil meets specifications set forth in the particular contract between oil producers and Mayonnaise manufacturers.

If the question of dispute is one

involving chemical analysis, the Arbitration Board will retain the services of competent analysts or chemists, mutually agreeable to both sides, who can examine the disputed shipment of oil and determine whether or not it conforms to specifications set forth in contract.

With a view to coming to some definite decision regarding the matter of free fatty acids and the Kreis Test, the Standards & Research Committee withdrew from the conference for a short time and held a caucus during which the following resolution was adopted:—

"The Standards & Research Committee of the Mayonnaise Products Manufacturers Association of America wishes to advise the Committee representing the manufacturers and refiners of cottonseed oil that the oil best suited for the manufacture of Mayonnaise should:

1. Contain not more than 0.05% free fatty acid.
2. Give a negative Kreis test.
3. Be of sweet and neutral taste and flavor.
4. Comply with the A.O.A.C. cold test.

The Research Committee wishes to pass this recommendation on to the members of the Mayonnaise Association and inform them that this recommendation was drawn up after due and careful reconsideration of the question of oil standards, and that in their opinion, any manufacturer of Mayonnaise is unnecessarily exposing himself to financial loss if he uses oil which does not come within these specifications.

This is, of course, merely the recommendation of the Standards and Research Committee, and is in no way binding upon the members of the Association, but the Committee strongly urges that all members of the Association contract for their oil under these specifications."

There was a short meeting of the Board of Directors, who passed on the proposed standard to be submitted to the Government Committee. The association was pleased to welcome into its fold three new members.

## Chemical Firm Changes Name

The name of the Industrial Chemical Company, New York, has been changed to Industrial Chemical Sales Company, according to an announcement made by Noel Statham, president, on June 6. The organization of the concern remains the same, the only difference being in the name.

## Lowe Joins Boiler Company

Charles O. Lowe, who was formerly with the American Salad Oil Company, has joined the chemical staff of Babcock & Wilcox, manufacturers of industrial, domestic and marine boilers. Mr. Lowe will be stationed at Bayonne, New Jersey, where he will work on the relation of water characteristics to boiler design.

## Corrections

Readers of OIL AND FAT INDUSTRIES have called our attention to two errors in the June issue. In the story of the New Orleans convention it was stated that a moisture oven with a standard temperature of 102 C. had been adopted by the society. The temperature should have read 101 C.

The article on "Referee Applicants," page 170, stated that W. J. Bramblett of the Texas Testing Laboratories, is at Fort Worth. He has informed us that he is at San Antonio, Texas, instead of Forth Worth.