

OIL & FAT INDUSTRIES

The Editor's Page

Progress Through Fellowship

IN THE early years of the American Oil Chemists' Society, then known as The Society of Cotton Products Analysts, the scant handful of progressive chemists who fostered the organization received little encouragement from their employers, the oil millers, refiners and packers. The general attitude of the manufacturer was that chemists were a nuisance anyway, that his chemist might possibly know a trick or two beyond the ken of his fellows, and that there was more danger of competitors finding out those tricks than of his chemist learning anything by attending a meeting of others following the same specialized line of endeavor.

In spite, however, of this apathy on the part of those who could benefit most from it, the Society grew steadily, and chiefly because of the earnest efforts of a few devoted leaders, its accomplishments have been definite. The advance in quality of products produced and the reduction of operating cost which have been achieved in the milling and refining of oils, and in the manufacture of shortening, margarine, mayonnaise and allied products in this country during the past twenty years can be credited at least eighty-five percent to the American Oil Chemists Society.

The quality of analytical control work has been elevated to a plane of accuracy equal, if not superior, to that of any other branch of industry, and this has been achieved solely through the cooperative work between members and other oil and feed chemists, which work was started, fostered and developed, and is still continued by the Society.

Standard methods of analysis have been developed, tested by years of cooperative use and made available to all who may be interested by publication in convenient loose-leaf form. The importance of uniform reagent chemicals has not been overlooked with the result that oil chemists may obtain standard materials for several of their most important assays from the Society.

What force has been most potent in achieving these not insignificant results? As we consider the Society's progress, it seems to us that the

most effective agency in its promotion has been simply *Friendship*. The men who have contributed most have been those who had friendly feeling for their fellows, those who were willing to share their discoveries with their friends and to extend a helping hand to others among their colleagues. No progress can be credited to those who are deterred from working for the common weal by jealousy, fear, suspicion of others, false pride or overmastering ambition.

Fortunately for the American Oil Chemists Society, the great majority of its members have always maintained an attitude of simple kindly goodfellowship toward all others. The meetings have attracted more and more attendants each year, largely, we believe, because of that very fellowship which pervades them.

The Churn—A Symbol

TIRELESS as the descent of Niagara, the river, and even louder than its roar, the blasts of the Dairy Interests continue to reverberate through the land, from the classic columns of Capitol Hill to the shaded dells of the Columbia and the writhing sands of the Snake.

The latest attack on margarine occurred on the Northwest Front, directing a spearhead thrust against the loosely-organized and little-drilled Retail-Grocers Division.

These poor little tradesmen, striving to gain a living in the most difficult retail business in America, are to be boycotted by the farmers unless they cease and desist from the iniquitous practice of trying to make a little profit out of the sale of a clean, wholesome food, margarine. This is indicative of the lengths to which the irresponsible politicians and lobbyists who claim to represent the farmer will go in their efforts to exclude unjustly a legitimate article of commerce from its markets.

As in the past, however, these efforts will fall short of the desired accomplishment. Already, the National Association of Retail Grocers, including in its membership more than eighty thousand of the country's most progressive grocers, has gone on record to the effect that "the butter farmer is behind the

times when he thinks that repressive legislation on margarine is going to increase butter consumption and clear his annual butter surplus."

The theory that margarine is responsible for the recent slump in the butter market has been definitely exploded by the fact that low butter prices have failed materially to increase the consumption of butter in American homes. "The real explanation" says the American Research Foundation, "lies in the general economic let-up that has affected countless other commodities in recent months." In spite of this apparent fact the "Defenders of the Churn" go on along their chosen path, that of vituperation of the margarine manufacturer and attempted intimidation of the wholesaler and retailer. In the face of all this antagonistic propaganda, the production and consumption of this nutritious food is increasing surely and steadily and will continue to increase as long as its makers pursue their present policy of offering the consuming public good value for its money.

The J. T. Baker Chemical Co. of Phillipsburg, New Jersey, manufacturers of Baker's Analyzed Chemicals, have opened a Sales Office at 1713 Sansome Street, Philadelphia. The new office will be in charge of Webster Rice, who has been covering the Philadelphia territory for the company for some time past.

Wilson and Bennett Manufacturing Co., manufacturers of steel barrels, drums and pails, announce the appointment of Harry C. Smith Co., Inc., as sales representatives in the territory of Tennessee and Arkansas.

Wesson Oil & Snowdrift Company reports for the six months ended February 28, a consolidated net profit of \$1,447,059 after depreciation and taxes, which is equal after preferred dividends to \$1.08 per share on 600,000 common shares.

The Churngold Corporation reports for 1929 a net income of \$107,569, or \$1.95 a share on the capital stock, compared with \$97,941, or \$1.76 a share, in 1928.

Provision has been made in the Peruvian customs regulations for a special import duty of 10 percent ad valorem on coconut oil, fish oil and coloring matter which is fat-soluble but insoluble in water. The special rate applies upon these commodities when imported in quantities of more than 500 gross kilos for use in Peruvian industries.

Lifetime employment with a guaranteed minimum average of 48 weeks' work each year, regardless of seasonal or cyclical business depressions, is an industrial ideal that has been made possible for more than 10,000 employees of The Procter & Gamble Company, as the result of the company's long and consistent use of advertising to control and stabilize its business. The foresight of Colonel William Cooper Procter, President of the Company, has made possible the plan now in operation, which has proved to be of benefit not only to employees, but to stockholders as well.

The Swan-Finch Oil Corporation has commenced construction of a compounding and shipping plant on a 2½ acre plot of ground at Newark, New Jersey, on the Passaic River. The land recently purchased there by the Corporation already has two large fireproof structures and several smaller brick buildings in place. These buildings will be utilized in connection with the new plant, in addition to the new construction. Upon completion of the new plant, all of the company's manufacturing operations will be conducted therein, the present location at Elizabeth, New Jersey being scheduled for abandonment.

Foreign Trade Opportunities

The Bureau of Foreign and Domestic Commerce of the Department of Commerce announces that its representatives in all parts of the world have forwarded the following trade inquiries of interest to our readers. In writing the Bureau in reference to any of these inquiries please mention that you saw it in *Oil & Fat Industries*.

No.	Location	Material	Purchase or Agency
44716	France	Animal Fats	Agency
44502	Venezuela	Lard	Agency
44586	Estonia	Oleo oils, etc.	Both
44837	Denmark	Red Oil	Both
44786	Norway	Soya oil and meal	Agency
44780	Canada	Salad Oil	Agency
44774	Ecuador	Inedible Tallows	Agency

Armour and Co. plan the erection of a new wholesale house in Washington, D. C., at a projected cost of \$200,000.