

OIL & FAT INDUSTRIES

The Editor's Page

Management or . . . Muddling

NEWSPAPERS and general magazines throughout the country have cited one of our largest vegetable oil refiners and soap-makers as the outstanding example of a business so planned as to avoid the unfortunate consequences of sporadic unemployment in the ranks of the workers, whether caused by seasonal or cyclic business depressions.

We are reliably informed that the manufacturing plants of the company referred to are operating at or near the peak of capacity in all departments. This fact appears, to us, to point a lesson to other manufacturers in all divisions of industry, and to all bankers as well.

In reviewing the growth of American manufacturing enterprise, we note that, in the early days of the republic, most industrial plants were conducted very much on family lines. The soapmaker or the tallow chandler furnished lodging and food to his apprentices and journeymen, as well as wages, and his contracts with these employes were such as to make him responsible for their maintenance for a period of years, regardless of the fortunes of his business.

With the growth of the corporate system, and in later years, our insatiate pursuit of the fancied economies supposed to be gained by mergers and combinations, this responsibility of the employer toward the worker has been almost entirely forgotten. The managers of most of the large combinations do not hesitate to expand facilities beyond all reason in times of increasing prosperity, with the inevitable result of suddenly being forced to deprive thousands of employes of their livelihoods at the first approach of recession in demand.

In contrast with such inept procedure, we note the management of the organization above referred to, as well as many other able and far-sighted manufacturers, planning their operations of production and distribution along sane average lines, for two, three, or even five years in advance; developing their sales, sales promotion and research departments in such manner as to insure the healthy growth desired; thereby maintaining a satisfied staff of skilled workers, free from the twin specters of unemployment and want.

Great size is no barrier to such intelligent planning, but we cannot help believing that the lack of such procedure on the part of many of our industrial giants is in large measure responsible for the extreme length of the present "quiet business" period.

Production Only Deferred

THE Bureau of the Census figures for production, factory consumption, import and export of animal and vegetable oils during 1930, which were published in *Oil & Fat Industries* in August, reveal some very interesting facts in relation to the trend of the industry during a period of extreme depression and falling prices.

The most startling single feature was a sensational reduction in output of linseed oil, without any compensating increase in imports; in fact the imports showed a slight decrease as well. This marked slump in production of the leading surfacing raw material indicates an undoubted slowing-down of construction and maintenance work throughout the country, of homes as well as of business and industrial buildings. In all the light of past experience, it can mean only an acceleration of demand in the same line when confidence is once again restored and the nation starts moving forward to overtake the normal gain in demand from increased population and increased useful wealth.

None can deny that even in times of depression useful wealth (the products of mines, mills, and forests) continues to increase. That the value is temporarily lessened by a periodic slackening of demand does not in the least imperil the existence of this wealth which has been wrested from the earth by man's labor, and which will remain as a basis for capital and credit.

The falling off in demand for edible fats has been not so great as that in the technical oil field, and the recovery may be expected to be less sudden. The necessity for fat in the diet is such that even when the family budget

is curtailed, an appreciable proportion must be allotted for fatty foods.

One of the most interesting elements is found in the continuance of the soap industry's demands for fats and oils. Comparative poverty and unemployment evidently cannot conquer the native urge cleanliness of the American population.

A. O. C. S. Bowling Tournament

The twelve fastest and smoothest alleys in the city of Chicago, at 235 South Wabash Avenue, just around the corner from the Congress Hotel, have been secured for the Second Annual Bowling Tourney of The American Oil Chemists' Society, October 29th.

Play will be resumed for the Nuchar Challenge Trophy Cup, won last year by the Amaizo team of The American Maize Products Co., and this year the eligibility rules have been so tightened up that a good stiff competition, in doubt to the last minute, is assured.

All contestants must be actually employed in the chemical laboratory or in some department of the plant where actual processing of fats, oils or soaps is done, and at least one member of each team must be a member of The American Oil Chemists' Society, in good standing. Exhibitors at the convention are also eligible for competition.

In addition to the Nuchar Challenge Trophy, herewith shown, there will be several other prizes, including individual high single game, and high three games, also illustrated.

One of the most dangerous teams last year was the Procter and Gamble team of Cincinnati, and we understand that, in spite of extreme heat, this team has started preliminary practice on the Wyoming alleys, headed by President Richardson of the Society. They will be a hard team to beat this year. They are all eligible.

The Armour team will bear watching this year, as they turned in the highest single game of the year last year and we hear that John Vollertsen has had them out practicing regularly. The Swift Premiums form one of the best teams we have ever seen in competition. They play together regularly and will be close up at the finish as they were last year. Irwin will be a factor this year, even though he had hard luck last year.

The "Dark Horse" team of the race is said to be the Wilson team. They didn't get to "clicking" last year, but watch them go this year. Tolman is in the pink of condition, and



A. O. C. S. Bowling Challenge Trophy

promises to show the boys some real rolling. It's going to be a lot of fun. We guarantee plenty of alleys and lots of good clean fun this year. Come in and meet your competitors and your friends on the alleys, and have a lot of real sport.

There'll be a surprise entertainment too, that will be the talk of the meeting. You'll be sorry if you miss it. We are planning to meet at the hotel at six-thirty and have dinner in the balcony of the Pine Room, and go from there in a body to the alleys.

Send in your reservations early for team and personal bowling to John P. Harris, 205 W. Wacker Drive, Chicago, Chairman of the Bowling Committee.

Position Wanted: *Chemist*—Has recently developed a new process for decolorizing and bleaching beeswax, also applicable to some oils and fats; desires permanent position. Address Box No. D71, *Oil & Fat Industries*, 136 Liberty Street, New York City.

Position Wanted: *Manager*—Sales Manager or General Manager, margarine, compound, salad oils, coconut butters, any edible fats. Address Box M52, *Oil & Fat Industries*, 136 Liberty St., New York.