

Membership Committee Report 1961-62

(Delivered at the 1962 Spring Meeting, this report contains a review of the new Membership Committee structure now being utilized.)

BY WAY OF reporting on the activities of the Membership Committee for the past year, I believe the best beginning would be to say that our efforts remind one of the story about the optimist. It goes like this: The pessimist was complaining because things didn't look very good; so, by way of trying to make him feel better, the optimist said, "Cheer up; things are never as bad as they seem." To which the pessimist replied, "No, but they seem so."

Considering the number of good chemists, engineers, superintendents, managers, and other technical or semi-technical people in the great oil and fat industry, to say nothing of those of similar categories in the allied industries which so generously support the Society's efforts for the good of the cause, it is my opinion that we should have double the membership that we now have, this being particularly true if we should get under way

a comprehensive and aggressive program to sell the Society to eligible prospects.

In line with the foregoing, it was my hope when I took over the Chairmanship of the Membership Committee to be able to report at this time that we had obtained a sizeable increase in membership for the year. However, as you know, hoping is a lot easier than doing, and the results are that in spite of the good efforts of so many loyal workers on the Membership Committee and the various subcommittees, we have only been able to increase the net paid members this year by about 36 over that which prevailed at this time in 1961. That is, we have about 2,685 paid members at present compared to about 2,649 at this time last year. But even though the actual increase in members was not as great as one might have hoped, it is considered that having even a small increase is worthwhile from the Society's viewpoint, this being especially true when one recalls that the past year or so has been a rather hard one for many plants in the oil and fat industry from a profit standpoint.

During the past year, it has been possible to get organized a more comprehensive and what could readily develop into a more aggressive and effective program for getting qualified prospects into the Society. There has always been a Membership Committee on the national level but it was composed of only a few members with limited contacting opportunities. Therefore, most of the new members who have come into the Society have done so simply by hearing about the good efforts of the Society and by the active interest of members throughout the industry working individually to obtain qualified prospects. One might say, in using a military analogy, that our efforts have been of the guerrilla warfare type rather than of the organized warfare type. By way of getting a more effective and a better organized approach in selling the Society to qualified prospective members, I am happy to report that during the past year, there has been established in each of the Sections of the Society a local Membership Committee with a chairman who also serves as an associate member of the national Membership Committee. These Sections and their Membership Committee chairmen are: Northeast Section—Mr. John J. Geminder; Northern California Section—Mr. Geo. C. Cavanagh; North Central Section—Mr. Angelo V. Graci; Southwest Section—Mr. Richard Atwood. With the liaison and cooperation that these sectional Membership Committees make possible with the efforts being exerted at the national level, I feel sure that a salutary re-



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sult will be obtained. There isn't any question but what an enthusiastic and loyal group at the local level can go a long way toward ferreting out qualified prospects in the various companies and laboratories in their area and can bring the story of the Society to them first-hand and thereby result in getting many members for the Society who otherwise simply would not be obtained.

In addition to the Membership Committees established at the sectional level, there was established during the past year four sub-committees on the national level to actively work in the selected fields of Tall Oil, Chemical Coatings, Bio-chemical, and Cottonseed-Soybean Oil and these are chaired by Messrs. Frank J. Eveline, Kenneth A. Earhart, Raymond Reiser, and Richard T. Doughtie, Jr., respectively. Thus there has been established committees at both the national and the sectional level and with these collaborating with the traditional Membership Committee as well as with the administrative staff at the Chicago office under the managership of the Executive Secretary, Mr. Carl H. Hauber, I feel sure that we have a base whereby we not only can hold most of our present membership but also can substantially increase it next year and in the years to come.

It almost goes without saying that we need as many qualified members from the several branches of the industry that we can get as this will help very much in maintaining advertising sales and even in increasing our advertising, both of which are desirable in obtaining the funds so necessary for running the Society's Journal and continuing its other manifold services to the industry at the high level that has prevailed in the past. So, it behooves all of us to strive for even greater results membership-wise and, with apologies to Longfellow, it should not be out of order to close by saying that:

"The shades of night were falling past,
As the drive for members got going fast,
And the chemists, through heat and ice,
Bore a banner with the strange device,
Excelsior!"

AOCS MEMBERSHIP COMMITTEE (1961-1962)

Messrs. S. S. Fein
W. O. Lundberg
K. F. Mattil
Ray Reiser
Ron Stillman
D. V. Stingley
A. E. MacGee, Chairman

IFT Panel Discusses Poly-Unsaturates

The first fall meeting of the Southern California Section of the Institute of Food Technologists, was held during September in Los Angeles. It was officially opened by E. A. Doisy, Jr., who spoke on the subject: "The Bile Acids in Lipid Metabolism." Luncheon speaker, C. G. King, considered the question "Has Activity in Unsaturated Fats Reached the Saturation Point?"

AOCS Secretary, K. F. Mattil (1944), Swift & Co., opened the afternoon session with a discussion on "Poly-Unsaturated Food Products; Present and Potential." Though the conference was devoted to poly-unsaturates, the basic theme of the program was the translation of a research discovery into pilot plant and full production scale-up for manufacture. The all-day panel team was made up of a group of authorities on the topic.

The program closed with a talk on "Source of Polyunsaturates," given by R. H. Purdy (1954), Past Chairman, AOCS California Section. Mr. Purdy reviewed the various sources of poly-unsaturates, including soybean, cotton, corn, and safflower oils. Other feature speakers included: F. J. Stare, E. A. Doisy, and G. J. Christakis, with P. K. Bates presiding.