A Great Man Rises to a Great Occasion

Thos. E. Wilson Reorganizes a Big Industry

By WILBUR D. NESBIT

After over half a century of existence, Sulzberger & Sons Company passes out July, 27th. Since then gangs of men have been changing the signs on all the plants and branches.

The new name of the organization is "Wilson & Co." Its main packing plant is not long until he was filling a minor clerical position in one of the big packing companies, and his rise in the business and in the world was steady.

Today "Tom" Wilson, as his friends call him, is at the head of his own company. It was stated last March when he became president of Sulzberger & Sons Company, that his salary was over $125,000 a year. He is around forty-five years old, is at his desk regularly every morning, handles his work smoothly and without ever seeming busy, and is said to be one of the most approachable men in the big industry of which Wilson & Co. new becomes an important factor.

"The big problem that confronts the meat industry today," Mr. Wilson said, "is the diminishing supply of live stock. It seems hard to make the average person realize that we as a nation are not raising enough cattle to keep pace with the increase in population. A recent report of the Department of Agriculture emphasizes this fact rather strongly.

"Our company is already co-operating with stock-raisers in the effort to increase the supply of live stock and to better its quality. We are working especially along the lines of encouraging the raising of live stock in every farming section. There is no reason why every farmer, large or small, should not make stock raising a very profitable part of his enterprise. The stock raiser will benefit by this. Our benefit will come from an increased supply of better live stock, and the consuming public will benefit also, because this should bring about a situation which will mean lower prices.

"We are co-operating with the federal government, also, to teach the stock raiser how to raise healthy cattle. We are just as much interested as the stockman in stamping out disease among live stock. Diseased and unhealthy cattle, hogs and sheep cause a loss of hundreds of millions of dollars every year. None of this unfit live stock is purchased by a company like ours, for in addition to our own inspectors we have the benefit of the government inspection. The
consumer ought to be taught that the government stamp of inspection on fresh meats and all meat food products is a most important and valuable thing to see. It will help the government and of course will help us in this effort to improve and increase the supply of live stock if the public insists upon seeing the official inspection stamp always.”

Speaking of the plans of the company itself, Mr. Wilson remarked:

“Since I became president last March we have been putting into effect a great many plans for improving and enlarging our various plants. One thing I have always insisted upon in this business is that the live stock purchased must be sound and healthy. Then I believe that foods should be handled in the cleanest manner possible. Our plants are kept clean and sanitary. It is an actual money-saving to an organization such as this to be equipped with the latest modern methods of sanitation. We have bettered our methods of distribution, so that our branches are able to supply the dealer more promptly.

“All businesses which supply the home need respond to the advancing standards of home life. People today eat better foods. They have a wider range of choice than our parents had. And it is up to us to satisfy their discriminating tastes and meet the standards that they create for themselves. Why, out here in our smoked meat department the process of selection is carried out so rigidly that, for example, only a small percentage of the hams are of the right size and quality to receive our ‘‘Majestic’’ label.

“One fine thing about this job of mine is the organization we have. I’m a great believer in the theory that the man who is going to succeed will make his own opportunity. I like to see the young fellows cashing in on their progressiveness. This world hasn’t much use for the young man who is contented to sit still or stand still. There is no such thing as standing still. You really go backward when you do that, for the procession is going ahead of you all the time. We study our men here, and try to give each one the chance he wants. And I’ve noticed that the ones who make their marks are the ones who don’t keep arguing about how a thing was done yesterday but can show you how much better it may be done tomorrow.”

Wilson & Co., in succeeding the Sulzberger firm, assumes a business whose volume has grown to over $100,000,000 annually during the past fifteen years. The new company is widening its operations. Its products embrace fresh, smoked and canned meats, preserves, jams and jellies, condiments, butter, butterine, eggs, cheese and a long list of “by products.”