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# A Criticism of the Chemical Exposition

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## A Criticism of the Chemical Exposition

*To the Editor of Metallurgical & Chemical Engineering*

SIR:—The Second Exposition of Chemical Industries was pronounced a decided success, and now the third is soon to be opened. There is no doubt but the third show will be a success as well, but there is also no doubt that it will be more of a success if any features can be avoided that have been a source of dissatisfaction in the past. Of course, it is a physical impossibility to carry out anything on such a large scale as this without an occasional visitor being dissatisfied with something or other, but at the last show one feature confronted me with such persistence that I cannot help thinking that it must have been a source of annoyance to others as well, and that it ought to be called to the attention of the general body of exhibitors at the show.

The object of these expositions, as I understand it, is mainly to advertise the products of the exhibitor and to bring the buyer and seller into closer relations with each other. Of the two, the latter seems to me the more important, and to the extent that the exposition fails to accomplish this end it is a failure.

I came to the exposition last year very much interested in three particular things. Of course, I went over the entire show, and was in a large proportion of the booths of the various exhibitors, but these three materials were my main items of interest. I went to the booth of one of the leading jobbers that had the first of these materials on exhibition, and after some discussion of the matter stated that I wanted to leave an order. The attendant, after fumbling around through a number of papers, announced that he had no quotations on what I wanted, and that it would be better if I filed a request for a quotation and then sent my order on receipt of quotation. I did so, but it has been over ten months, and the quotation has not yet arrived.

I went to a second booth, and, after some inquiries concerning the suitability of their product for the work that I had in mind, I left with them an order for a small quantity of their product for trial. That also was ten months ago, but the material has not yet been received.

At a third booth I explained that I was doing some experimental work for which I needed certain of their products, and left an order. That material also is still to arrive.

In every case the material ordered was standard goods, regularly carried in stock, and on exhibition in the booth. None of it was to be special in any way.

Does not a 100 per cent failure at least give one a reasonable excuse for complaint?