

This sense of competition, even retaliation, but definitely independence, characterized Clarence Schock all of his lifetime. Two other incidents prior to the turn of the century may help illustrate Clarence Schock — The Man. Again — these will be told in his own words.³

"In order to improve our service in the oil business I made plans to buy the oil in tank cars and deliver it in bulk in tank wagons which was done then no nearer than the city of Philadelphia. Before I became associated with my father's business, the kerosene was bought in wood barrels from independent refiners in Western Pennsylvania. Subsequently, Rockefeller succeeded in organizing a monopoly and we were compelled to purchase through subsidiaries of the Rockefeller monopoly. In the early nineties I attempted to carry out the plan of buying kerosene in tank cars and delivering it by tank wagon, by which method we could save about three cents a gallon at that time in the cost of kerosene. When I happened to disclose to the salesman of the oil monopoly our intention to go into the bulk oil business, he warned us that we had better not undertake such a venture because if we did he feared that his company would come into violent competition with us and make a profit impossible. Two weeks later this same salesman came with a message from New York telling us point blank that if we went into the bulk oil business they would put us out of business. I was unable to persuade my father to go ahead, and it was not until I took over the business myself that I ceased to buy from the oil monopoly and began to make purchases from independent refiners in Western Pennsylvania, of which there were very few.

"Let me go back and call attention to a grievous mistake that I made in the conduct of the several businesses which I operated, namely Schock Independent Oil Company, Crane Hook Oil Storage Company, Rollman Manufacturing Company and the Coal and Lumber business conducted by me personally. In 1899, just four years after I took over my father's business, I was enamored by an opportunity of becoming a manufacturer. A clever mechanic⁴ persuaded me to undertake the manufacture and sale of some hardware specialties which he had invented and because of my early inclination toward mechanics, I turned aside from the conduct of the oil business sufficiently to give a great deal of attention to the manufacturing business known as the Rollman Manufacturing Company. I was enamored because it seemed that a small article could be sold at a price six or eight times its cost to manufacture, but I did not know anything about selling costs in this line of business. I took upon

myself heavy financial obligations in order to carry on this business, and if my bankers had known as fully as I knew the peril that I was in, I might have been forced into liquidation, and the following events of my life would have been different. After a long struggle to make this manufacturing business a paying investment, it totally failed and had to be abandoned. If I had continued to give my attention to the oil business instead of the manufacturing business, what is now The SICO Company might have been much bigger than it is today. This experience confirms the fact that we are to a large extent creatures of circumstances which sometimes drift us in the right direction and sometimes in the wrong."

On September 12, 1916, Clarence Schock married Evetta Tupper Jeffers, a graduate of Bryn Mawr College, who was born July 2, 1875, in New Wilmington, Pennsylvania. She was the daughter of Dr. Eliakim Tupper and Esther Graham (Hodgens) Jeffers, natives of Nova Scotia, Canada, and Canonsburg, Pennsylvania respectively. Her father was for years President of York Collegiate Institute; his life-long work was as a teacher and as a minister of the Presbyterian Church.

A newspaper reporter, in writing of Clarence Schock, said, "Clarence Schock would have described himself, we are certain, as a rugged individualist of the old school. His associates describe him as a "unique man" and a real "independent" in thought, which indeed he was. These characteristics emerged in his business life and in his civic activities, of which there were many when he was younger. They were present, also, in his private life."

"The death of Clarence Schock yesterday at his home in Mount Joy removed one of the county's outstanding personalities. Independent in thought, and a battler for his rights, Clarence Schock combined his fierce individualism with a paternalistic attitude towards his fellow workers and his community which will linger long in memory. For Mr. Schock had a unique belief. He held to the idea that, after making reasonable provision for his family, a man's estate should go to the general welfare in conformity with the Christian teaching that every man is his brother's keeper."

Perhaps Mr. Schock expresses his philosophy more accurately, if less idealistically, in his own words when he says,⁵

"Few, if any, of us are masters of our destiny, although some may be bold enough to try. We are creatures of circumstance. Our environment influences and directs us more than we are conscious of. Most of us are just normal human beings subject to the influence of normal human relationships. Few of us find it possible to pursue our chosen career, but there are a very few who will not permit anything to obstruct the path which leads to the achievement of their

³ Paper #2 — Page 3 — "A Story of the Predecessors of The SICO Company."

⁴ It is interesting to note that Michael A. Rollman always considered himself, and was considered by others, an inventor. Indeed, he held many patents. Later he founded the New Standard Hardware Company and the New Standard Corporation but could not use the name Rollman. He always felt that he had been euchered out of his own name and company by a clever businessman. It is doubtful that they ever forgave one another the mutually sad experience.

⁵ Paper #2, Page 1.