

General Mills' sales for year ended at new high . . . Dow's ag chemicals business up by \$5 million

GENERAL MILLS reports a new high in sales, \$483,067,177, for its 25th year, ended May 31, in its annual accounting to stockholders.

Net earnings were up over the previous year to \$11,468,171, compared with about \$9.5 million for the 1952 fiscal year. Common stock earnings were \$4.68 a share, up 74 cents from the year before. Earnings were equivalent to 2.4 cents per dollar of sales compared with 2 cents for the 1951-52 year.

During the year, General Mills was reorganized into seven operating divisions—grocery products, flour, feed, special commodities, chemical, mechanical, and the O-Cel-O Division (a cellulose sponge manufacturer acquired by General Mills during the year).

In the grocery products division, sales were at an all-time high, with package foods leading. According to the annual report, the flour division's year was marked by severe competition, but the annual report states that a gradual reduction in milling facilities will have a tendency to improve recoveries. At Louisville, Ky., General Mills began construction of a plant to be devoted mainly to packing of family brands of flour—thus taking advantage of trends in the bulk shipment of flour.

In the animal feed division, General Mills reports that sharp competition made the market less favorable than in years past. The company sold its Larro Research Farm at Detroit to Lawrence Institute of Technology during the year and is now looking for a more favorable location in the Midwest to set up a new research facility.

The annual report of the special commodities division comments that starch and gluten sales continued high with production facilities hard pressed to meet demand. Vitamin products, it was reported, gained new highs in sales for the fortification of milk. The company's guar processing plant in Texas was put on standby basis because of the crop failure caused by drought. This plant produces gum from guar for use in food, paper, textile, and other industries.

In the chemical division, high soybean prices, several months of price ceilings on soybean oil meal, and heavy competition from cottonseed oil hampered operations. Improvements in efficiency, however, minimized the effects to this division.

Reporting on the progress of its diversification policy, General Mills compares its sales breakdown in 1938 with that for the past year. Fifteen years ago, the company's sales picture showed 74% of the total coming from flour, 17% from formula feeds, and 9% from package foods. For the past year, flour accounted for 52% of the total, formula feeds for 19%, package foods for 18%, and chemical and mechanical combined for 11%.

Dow Reports Record Sales; Ag Chemicals Business Increased

Dow Chemical Co.'s sales of agricultural chemicals increased from approximately \$20 million in the 1952 fiscal year to over \$25 million worth in the fiscal year ended May 31, 1953. This phase of Dow's operations, according to the company's recently issued annual report, represented 6% of the \$430,384,649 sales total, highest in the company's history. Dividends from associated companies and other revenues brought total income to almost \$440 million.

Net earnings were up slightly in the 1953 fiscal year to \$35,857,000, compared with \$35,818,010 in the 1952 period.

The annual report states that sales of agricultural chemicals increased on a tonnage basis, as well as on a dollar basis. Soil fumigants, the company said, were used extensively in several new markets. Weed, brush, and grass killers entered new fields. Grain fumigants increased in volume also, particularly as a result of their use on government-stored grain and increased emphasis on protecting grain stored on the farm. Anhydrous ammonia as a fertilizer and methyl bromide both showed substantial gains. Insecticide sales were off slightly, because of a slackening of insect infestation in the cotton South.

CSC's Sales, Earnings Up

Commercial Solvents Corp. reports for the quarter ended June 30, 1953 consolidated net earnings of \$523,213, equal to 20 cents a share. For the corresponding period of 1952, consolidated net loss was \$27,140 equal to 1 cent a share. Sales for the quarter were \$11,044,227, compared with \$11,044,974 for the corresponding period of 1952.

Consolidated net earnings for the six months ended June 30, 1953 were

\$1,023,148 equal to 39 cents a share. For the corresponding period of 1952 consolidated net earnings were \$166,543 or 6 cents a share. Sales for the six months were \$21,919,498 compared with \$21,606,314 for the corresponding period of 1952.

Heyden Reports Per-Share Earnings Up 40% for 1st Half

Heyden Chemical Corp.'s earnings for the first six months of 1953 approximated 49 cents per share on the 1,076,022 common shares outstanding, after dividend on the preferred. This is an increase of 40% over per share earnings in the like period of 1952 which were 35 cents, Simon Askin, president, has announced.

Heyden's net sales in the first half of 1953 were \$12,747,242 as compared with \$10,662,397 in the corresponding period of 1952, Mr. Askin reported. Net income before taxes in the first half of 1953 was \$1,742,077 as compared with \$1,400,164 in the like period of 1952. After deducting taxes of \$957,844, net income was \$784,233 for the first half of 1953, as compared with taxes of \$763,359 and net income of \$636,805 in the first six months of 1952.

Merck Sales Down

Merck & Co. reports net sales of \$82,542,676 for the first six months of this year. During the comparable period of 1952, sales were \$84,369,807, which figure includes for comparative purposes the sales figures of Sharp & Dohme, merged with Merck in April of this year.

Earnings were \$5,467,640, compared with \$7,706,081 for the similar period in 1952.

Parke-Davis Reports Earnings Of \$4,312,981 for 1st Half

Parke-Davis reports net sales of \$53,674,407 and net earnings of \$4,312,981 for the first six months of this year. For the first six months of 1952, the company reported net sales of \$70,739,771 and net earnings of \$9,778,861. Harry J. Loynd, president, explained that decreased antibiotic sales were mainly responsible for the declines this year.

The net earnings for the first six months of this year equaled 88 cents on each of the 4,894,900 shares outstanding.

Parke-Davis, which has made a profit every year since 1876, had net sales of \$28,195,757 in the first quarter and \$25,478,650 in the second quarter of this year. Net earnings in the first quarter totaled \$2,208,957 and in the second quarter, \$2,103,024.