

BUSINESS AND FINANCE

Competition continues among leading pesticides . . . Some sellers in the South striving to avoid new inventory buildups

WITH THE ACTIVE consuming season ending there is naturally more competition among sellers in insecticides, and for this reason prices remain on the easy side in essentials like DDT and benzene hex. There have been no new material cuts in prices for these basic materials, however, although it must be recognized that the price situation generally in agricultural chemicals this season has been far from satisfactory.

One large eastern manufacturer is quoting 100% technical lindane in large quantities at rather steady levels. Drums of 250 pounds net are named at \$2.75 per pound, and the 100-pound drums at \$3. Reports from the South on BHC formulations would indicate that sellers have been more desirous of moving stocks. On a unit basis, BHC is offered there at $\frac{3}{4}$ cent per unit pound, and dry dust at 1.3 cents, carlot quantities.

Prices for DDT to formulators are said to be still subject to shading although there apparently has been no recent change in the carlot quotation of 23 cents a pound. Toxaphene formulations

containing 40% toxaphene in spray powder is steady at 24 cents a pound in 50-pound bags. Emulsifiable concentrates containing 6 pounds of toxaphene per gallon are \$2.60 per gallon in 50-gallon drums.

This year will not be entered as very satisfactory for either insecticides or weed killers; still, it is thought in some quarters that consumption of 2,4-D products made a good showing. Their use has increased almost constantly since their introduction. One manufacturer is quoting 2,4-D amine weed killer at \$3.80 per gallon in 55-gallon drums, carlots, and less than car quantities at \$3.95. Prices for the 2,4-D ester product are about 5 cents per gallon more. The low volatile item is priced at \$5.25 per gallon, drums, carlots.

Cotton dust formulations this year probably fell below expectations and sellers in the growing areas are reported as willing to liquidate stocks rather than build up inventories. The standard grade of lead arsenate is maintained at $27\frac{1}{2}$ cents per pound, in 50-pound bags, carlots.

Record Sales of \$56.6 Million Reported by Davison for Year

Davison Chemical reports record net sales of \$56,590,114 for the year ended June 30. This represents a gain of 14% over the previous record year, 1952, when sales were \$49,510,588. Earnings jumped 39% over the previous year to \$2,926,138, compared with \$2,105,178 for the 1952 fiscal year. After preferred dividends, earnings amounted to \$3.27 per share on the 803,410 shares, compared with the \$3.24 earned on each of the 642,667 shares outstanding in fiscal 1952.

Of the sales total, 43.1% came from mixed fertilizers, 15.4% from superphosphate and phosphate rock, and 41.5% from industrial chemicals.

Davison is pursuing an expansion program which is estimated to cost about \$26 million. Long term borrowings have provided about \$19 million and a stock offering last December netted another \$5 million. Capital outlays of \$2.7 million were made in 1952, \$13 million in fiscal 1953, and about \$10 million remains to be spent, mainly in the present fiscal year. Approximately

\$9 million will go into Davison's catalyst manufacturing, \$11.5 million into triple superphosphate, \$1.4 million into fertilizer mixing and granulating plants, \$2.5 million for phosphate rock lands and mining facilities, and \$1.6 million in miscellaneous property.

Davison figures that its sales potential will increase by about \$12 million in the present fiscal year and another \$7 or \$8 million in the following year as a result of its plant expansion and product integration.

Agricultural Lime Use About Same in '52—26 Million Tons

Virtually no change in agricultural consumption of liming materials was reported for 1952 by the National Lime Association in its 24th annual survey. Total consumption was estimated at 26,415,100 tons. This was the third straight year in which consumption remained almost constant.

Some noteworthy changes occurred, however, in sectional consumption. Iowa

replaced Illinois as the largest consuming state. Use in the North Central States increased slightly, with the Western States showing the biggest increase—8%. Greatest decrease occurred in the South, where the decline was 12%; slight decreases were reported for the North East and East Central.

Florida reversed the downward trend in the South by increasing tonnage 34%. Ohio claimed the highest tonnage increase—500,000 tons; while Nebraska, a new lime consuming state, showed a 116% increase.

American Cyanamid's Earnings Up

American Cyanamid has announced that its net sales were approximately \$197,333,000 for the first half of 1953, as compared with \$183,259,000 for the first half of 1952.

Earnings after taxes were \$15,679,000, against \$14,856,000 for the 1952 period. This amounted to \$1.80 per share on common stock, compared with \$1.71 per share for the first six months of 1952.

Sales of Chas. Pfizer Reach New High in First Half of 1953

Sales of Chas. Pfizer & Co., Inc., for the first half of 1952 totaled \$59,893,744, the highest in the firm's history and a 10% increase over sales of \$54,001,545 for the first six months of 1952.

Net Profit after taxes reported by the firm was also markedly increased, from \$6,046,488 in the first half of 1952, to \$7,616,901 for the same period this year. Earnings per share of common stock were increased approximately 30% over last year, from \$1.15 to \$1.48.

Because of the increase in its line of prescription products, the Pfizer antibiotic division, under the general management of Thomas J. Winn, has been renamed Pfizer Laboratories, Division of Chas. Pfizer & Co. To this division's line of antibiotics will be added hormones.

Altes Brewing Co. Earned 13 Cents a Share in '52

Altes Brewing Co. of Detroit, Mich., reports sales of \$9,519,681.28 for 1952. Earnings were \$166,799.75 before taxes and \$100,799.75 after taxes, equal to 13 cents per share. Dividends of 5 cents a share were paid.

The company has decided to liquidate the assets of its California subsidiary. It is expected that liquidation of the California operation will enhance the company's earning power in 1953.