

BUSINESS AND FINANCE

Monsanto, Du Pont, Allied Chemical & Dye follow chemical industry trend of higher sales and profits

THE CHEMICAL INDUSTRY chalked up all-time highs in sales and net earnings during 1953, according to preliminary results from the Manufacturing Chemists'

Association. Investment in new plants and facilities also broke records at \$1.6 billion.

The industry sold more than \$20

billion worth of products, on which it made a profit of \$2.5 billion before taxes. The tax take cut net profit to \$1.1 billion. Sales and profits after taxes were both up about 10% over the 1952 levels.

The sales increase matched the sales increase of all U. S. manufacturers, but profits were considerably higher than the U. S. average. Chemical manufacturing earned approximately 14% on sales before taxes, whereas the average for 23 categories of American industry is about 9%. This, says MCA, puts chemicals in the forefront as the highest earning industry in the country.

Some \$370 million was spent on research last year by the chemical industry, about 10% more than was spent in the previous year. The research expenditure represents about 1.8% of total sales.

Monsanto's Sales at \$340 Million; Ag Chemical Sales Up

Sales and profits of Monsanto Chemical were at all-time highs for 1953, according to the company's annual report. Sales, exclusive of British and Australian subsidiaries, were \$340,616,526, a 27% increase over the \$266.7 million sales of 1952. Income after taxes was \$26,384,592, compared with the 1952 income of \$23,189,243.

Sales of agricultural chemicals were put at \$13,461,430, a \$1 million increase over the 1952 sales of \$12,199,388. Sales of phosphate products, which includes detergent sales, jumped from \$46,080,333 in 1952 to \$72,565,358. The food industry bought 4.7% of its total products in dollars and was Monsanto's eighth largest consuming industry.

Though sales were highest in Monsanto history, the letter to stockholders said that the company did not sell the capacity of its plants, mostly because of production troubles with its synthetic fiber, which affected production at the company's acrylonitrile plant. Sales of Krilium to home gardeners were "disappointing," the company said, indicating the need for more education so that consumers can understand this approach to soil structure improvement.

Monsanto spent over \$10 million for research during the year, approximately 3% of its total sales and an increase of about \$1.4 million over the previous year. In addition the company started construction of three new laboratories, one of which will be used for process development and engineering research in agricultural chemicals. Among achievements from research in the field of agri-

The iron complex of ethylenediamine tetraacetic acid has produced sensational results in curing iron deficiencies in citrus crops. Work now being done on many other crops indicates that similar results are possible. For samples of Glyco's Iron Tetrine, 12% iron content, and further information about its use in preventing and curing iron deficiencies, please address your request to Dept. JAF, Glyco Products Co., Inc., 26 Court St., Brooklyn 1, N. Y.

Other Glyco Ethylenediamine Tetraacetic Acid Products:

Tetrine Acid

Sodium Tetrine Liquid

Sodium Tetrine Liquid Conc.

Tetrasodium Tetrine

Other powdered Sodium Tetrines

Du Pont announces

"TELVAR" and **KARMEX**[®]

TRADE-MARK

as trade-marks to identify

Du Pont's substituted urea

herbicides for industrial

and agricultural uses

"TELVAR" weed killers for industry

The substituted urea herbicide formulation formerly called CMU (3-(P-chlorophenyl)-1, 1-dimethylurea), will now be offered to industrial users under the name "TELVAR" W. The "W" is a designation for "wetttable powder." The name was changed to "Telvar" to identify the substituted urea weed killers developed by Du Pont for specific jobs in industry.

"TELVAR" W is the same powerful weed killer which has been so widely used to kill grass and weeds and *prevent regrowth* around—

railroad yards	loading platforms	fencerows
lumberyards	storage tanks	parking lots
warehouses	oil tank farms	rail sidings
drainage ditches	power stations	billboard locations

As little as 1 to 1½ lbs. per 1,000 square feet—40 to 60 lbs. per acre usually does the job. Write for new literature illustrating the long-lasting effects of "TELVAR" W.

On all chemicals always follow directions for application. Where warning or caution statements on use of the product are given, read them carefully.



BETTER THINGS FOR BETTER LIVING
... THROUGH CHEMISTRY

"KARMEX" herbicides for agriculture

The growing successes of Du Pont's substituted urea herbicide formulations for certain crops indicate a broadening market and the need for designating a name for the agricultural uses of these herbicides. Hence the new name "KARMEX" and "KARMEX" W—the "W" indicating "wetttable powder." This formulation is now being used for selective weed control in asparagus, sugar cane and pineapple and for general use on farms where complete control of all vegetation is desired.

A modification of this formula, named "KARMEX" DL, will be available in limited quantities in some areas this year for pre-emergence weed control in cotton. In this name the "D" stands for the active ingredient (3-(3,4-dichlorophenyl) 1, 1-dimethylurea) and the "L" for "liquid suspension."

Information describing the progress of these "KARMEX" products in agriculture is yours for the asking.

Grasselli Chemicals Division
E. I. du Pont de Nemours & Co. (Inc.), Pm. D-4026
Wilmington 98, Delaware

Please send me more information on "TELVAR"
"KARMEX"

Company name _____

Address _____

City & State _____

My name _____

BUSINESS AND FINANCE

cultural and food chemistry announced during 1953, the company lists a slow acting, stabilized monocalcium phosphate for leavening and a new grade of sodium acid pyrophosphate for fast-acting leavening use. Animal nutrition supplements and plant growth regulators were experimentally produced in its laboratories. Another innovation was the finding that sodium bisulfite could be used to control the natural fermentation rate of fodder in silos. This last development is expected to require a doubling of the company's production facilities for sodium bisulfite.

Du Pont Sales Hit New Top of \$1750 Million

Du Pont reports that 1953 sales reached a new top of \$1750 million, 9% higher than the previous high of \$1602 million reached in 1952. Net income after taxes was higher than in 1952, \$236 million against \$224 million in 1952, but did not touch the record high year of 1950 when profits were \$308 million. Of the 1953 total, \$162 million came from Du Pont operations and \$74 million from General Motors dividends.

Du Pont set another record in 1953—in expenditures for research which totaled \$57 million, better than 3% of its sales and \$5 million more than in the previous year.

Du Pont spent \$135.1 million in 1953 to improve new and existing plants and laboratories, substantially higher than the \$126 million spent in 1952 and almost as much as the record expenditure of \$135.5 million of 1951. Spending for new construction has been going at about the same rate so far this year as in 1953. Among the products being expanded were polyethylene and synthetic fibers. Among the plants to be completed this year are those for Mylar polyester film and methionine. Methionine which will go into animal feeds, will be produced at Beaumont, Tex.

High on Du Pont's list of 1953 research achievements was its new broad class of chemical weed killers for agricultural and industrial uses.

The company noted that its sales were lower in the fourth quarter than in the previous quarter and the fourth quarter of 1952—largely because of reduced requirements of the textile industry. However, Du Pont had more employees at the end of 1953 than at the end of 1952.

Breaking down its sales according to

consumers needs, the company found that 11% of its sales went into food, 12% into shelter, 29% in clothing, 3% for health, 27% for transportation, 4% for communication, 3% for recreation, and 11% unclassified. Only 6% of its sales, however, reached the consumer under a Du Pont label.

Allied Chemical Breaks Record With Sales of \$545 Million

Allied Chemical & Dye followed the trend of the chemical industry in sales and profits last year, setting record highs in both. In its annual report, the company revealed earnings of \$45,171,647, and increase of 12% over the 1952 total of \$40.3 million. Sales were up 11% to a record \$545,560,906, compared with \$490,182,582 for 1952.

The company states that demand for its products was at record levels during the first nine months of the year. However, demand slackened during the last quarter, which was attributed to seasonal patterns in the fertilizer, automobile, and other customer industries.

Ammonia and other nitrogen products accounted for 11 to 15% of its total sales. These products, along with alkalis and chlorine, acids and other heavy chemicals, coke and coal by-products, roofing and building products, and dyes and coal tar intermediates, accounted for 75% of the company's sales.

Capital expenditures during the year totaled \$135,261,078, about 85% of which was for expansion and new projects. Soon after the first of 1954 Allied paid back a loan of \$50 million made to it by a group of banks in 1952, although the loan was not due until 1955. During 1953, the company issued \$200 million of 25-year, 3.5% debentures.

Research expenditure was about \$14.5 million in 1953, or around 2.6% of sales. The company is also expanding and modernizing its research facilities and with the completion of laboratories at Morristown, N. J., and Buffalo, N. Y., will have provided all of its operating division with modern postwar facilities.

Hooker's Sales Climb

Hooker Electrochemical Co., closed its fiscal year ended Nov. 30, 1953, with sales of \$38,692,960, the second highest in the company's history. In the 1952 fiscal year the company reported sales of \$36,523,517.

Net income in the latest fiscal year was \$3,378,341, equal after preferred dividend requirements, to \$2.87 per share of common stock, and compared with net income of \$3,030,694, or \$2.90 per common share reported for the 1952 fiscal year.

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