

# BUSINESS AND FINANCE

## FOA points out opportunities for manufacture of agricultural chemicals in Turkey, El Salvador, Dominican Republic

**I**NFORMATION FROM THE FOREIGN OPERATIONS ADMINISTRATION indicates that locally produced agricultural chemicals and fertilizers are among the serious economic needs of Turkey, El Salvador, and the Dominican Republic. FOA says that American agricultural chemical firms may find interesting profit potentialities in those countries. In line with the Administration's policy of encouraging American firms to invest in foreign countries, FOA has gathered information on many foreign countries and their economic needs and those interested may obtain further information from FOA's Office of Trade, Investment and Monetary Affairs, 806 Connecticut Ave., N.W., Washington 25, D. C.

FOA points out that El Salvador, Turkey, and the Dominican Republic are predominantly agricultural. El Salvador and the Dominican Republic have populations of about 2 million each. Approximately 80% of Turkey's 20 million people are engaged in agricultural pursuits.

Other countries in need of fertilizers and fertilizer mixing plants are Burma, Colombia, Egypt, Honduras, Indonesia, Iran, Peru, Saudi Arabia, and Thailand.

Another field for economic development is that of vegetable oil processing. Among the areas needing such local industry are: Colombia, Ecuador, Haiti, Lebanon, Liberia, Nicaragua, Panama, Turkey, Portuguese overseas territories, and French overseas territories.

FOA points out that its Office of Trade, Investment, and Monetary Affairs, which has recently been strengthened in personnel and program, can act as a focal point for American businessmen interested in investment opportunities abroad.

FOA's services include a listing for each country of the six most seriously needed industries, specialists on its staff who are intimately acquainted with particular areas and have information concerning the local "investment climate." FOA is also able to put businessmen interested in on-the-spot investigations in touch with people in FOA missions and U. S. embassies who can arrange for consultations with local officials.

Abroad, FOA's program is to encourage, through regular missions and special

representatives, action by foreign governments to remove or reduce various existing impediments and deterrents and to provide positive incentives to attract private capital investment.

### General Foods Sales Hit New High at \$783 Million

General Foods' report for the year ended March 31 shows a new high in sales of \$783 million, a 12% increase over the previous year. Profits after taxes were also up—from \$21.8 million to \$25.4 million, a 16% rise. Most of the increase, the company states in its letter to stockholders, was the result of increase unit volume, with about 15% of the increase being due to increased prices.

The annual report notes that sales of General Foods' products introduced since the war contributed about \$186 million to total sales, a rise of 60% over the previous year when new products contributed about \$117 million to the sales total.

During the fiscal year of 1954, the company spent about \$4 million on research, about 0.5% of its sales. A great deal of the research money was spent on new products, new processes, and improvements in the company's present products and processes.

During the year, the company introduced a new line of instant puddings, eggless cake mixes, precooked frozen fish sticks, and beef pies, and a sugar-free gelatin dessert (formerly sold only through drugstores and to institutional customers).

Capital expenditures amounted to about \$25.3 million, more than double those of the previous year. Part of the total went toward new general offices in White Plains, N. Y., the remainder for expansion of production facilities and for facilities to manufacture new products.

### Olin and Mathieson Merger Approved by Stockholders

The proposal for merging Mathieson Chemical and Olin Industries (AG AND FOOD, May 12, page 491) was approved by stockholders of both companies at meetings on June 29. The new corpora-

tion will be called Olin Mathieson Chemical Corp. It will have total assets of about \$500 million and sales of over \$500 million.

The exact date upon which the merger will become effective will be announced shortly, according to John M. Olin, president of Olin Industries, and Thomas S. Nichols, president and chairman of Mathieson. After the merger, Mr. Olin will become chairman of the board of Olin Mathieson and Mr. Nichols will become president. John W. Hanes, financial vice president of Olin, will become chairman of the finance committee of the new Olin Mathieson Chemical Corp.

A joining of equals, the merger will bring together two companies which were founded in 1892 and are generally of the same size. The new corporation will have approximately 36,000 employees, 43 plants in 24 states in this country, and 16 plants in foreign countries.

Olin Mathieson products will include industrial and agricultural chemicals, petrochemicals, pharmaceuticals, sporting firearms and ammunition, cellophane, polyethylene film, industrial explosives, nonferrous alloys and fabricated metal parts, specialty papers, forest products, insecticides, powder-actuated tools and fasteners, and electrical products.

Present plans for the new company do not contemplate any changes in basic operations, according to Mr. Olin and Mr. Nichols.

Principal offices will continue to be maintained in East Alton, Ill.; Baltimore, Md.; New Haven, Conn.; and New York, N. Y.

Both meetings also passed a restricted stock option plan for executives of the new corporation, to be substituted for similar plans previously in effect in the two companies.

### Summers Fertilizer to Take Over Kelly Agricultural Products

Kelly Agricultural Products Co. is to become the Kapco Division of Summers Fertilizer Co., Inc., of Baltimore, Md.

Philip P. Rosette, president of Kelly, will be general manager of the Kapco Division.

General offices of the company will remain at McKeesport, Pa., where the firm was organized in 1904 as the Kelly Seed Co. It was said that manufacturing facilities for fertilizers and insecticides will be expanded.