

News of the Month . . .

INDUSTRY

Atlas Transfers Hystrene Marketing to HumKo

Marketing of Hystrene fatty acids has been transferred from Atlas Powder Co. to HumKo Co. of Memphis, Tenn., it was announced by W. Clayton Lytle, general manager of Atlas' chemicals department, and W. J. O'Connell, vice president of HumKo.

Atlas for the past five years has been sole sales agent for the Hystrene line, which is manufactured by HumKo's Trendex Division.

It was also announced that George W. Collins, in charge of Hystrene sales at Atlas, has joined the HumKo staff to head its fatty acid sales program.

O'Connell said that in the initial phases, Hystrene fatty acids required the specialized marketing techniques successfully developed by Atlas. Now that trade acceptance of Hystrene has been well established, he said, the two companies had agreed that it would be mutually desirable to have marketing of Hystrene taken over by HumKo.

Atlas is now completing an emulsifier plant adjacent to the HumKo plant in Memphis. HumKo will supply raw materials for this Atlas operation and in turn will be one of the new plant's major customers.

Stauffer Expands Bayonne Plant

Stauffer Chemical Co. has completed an expansion of its Bayonne, N. J. plant for manufacturing, processing, and formulating insecticides. The expansion program includes installation of additional units to increase the air milling capacity of the plant as well as a unit for formulating liquid insecticides. The Bayonne operation consists of laboratories and six manufacturing buildings over an area of 13 acres.

Shell to Move Pesticide Sales Headquarters to New York

Shell Chemical has announced that it will move the sales headquarters of its agricultural chemicals division to New York around May 15. To be located at 460 Park Ave., the sales offices have been

headquartered in Denver. Manufacture of agricultural chemicals will continue in Denver.

L. V. Steck, vice president in charge of marketing, said the move is designed for greater access to national markets and better coordination of various marketing activities.

Fred W. Hatch remains in charge of the sales division. Shell recently announced that it would open a sales office in Columbus, Ohio, for its agricultural chemicals division. The office will serve as headquarters for representatives in Ohio, Kentucky, Michigan, and West Virginia. Located at 1220 Goodale Blvd., the office will be headed by J. H. Hawke with C. J. Green as technical salesman.

Other district sales offices are in Atlanta, Ga., Jackson, Miss., Houston, Tex., San Francisco, Calif., and St. Louis, Mo.

Pacific Coast Borax Opens Kansas City Office

Pacific Coast Borax Co., Division of Borax Consolidated, Ltd., has opened a district sales office in Kansas City for the package, agricultural sales, and industrial sales divisions.

F. M. Dosch, assisted by J. G. Neckerman, will be in charge of the agricultural sales division.

Stauffer to Start New Educational, Service System

An educational and technical service program for agricultural experimental agencies, fertilizer distributors, and processors was announced by Stauffer Chemical Co. and by Wilson & Geo. Meyer & Co., exclusive distributor of Stauffer phosphate and ammoniated phosphate products.

Hans Stauffer, president of Stauffer, also announced the appointment of Russell M. White to head the new service, which will seek new uses for fertilizer products through research and development work. He will make his headquarters on the West Coast. Prior to joining Stauffer, White was assistant to the general manager of American Cyanamid Chemical Co.'s agricultural chemical division.

Merritt-Chapman & Scott Gains 90% Interest in Tennessee Products & Chemical

Six members of Merritt-Chapman & Scott Corp.'s board of directors were among eight new members elected recently to the board of Tennessee Prod-

Shell's Terminal at Pasco to Move 50,000 Tons NH₃ a Year

At dedication of Shell Chemical's new anhydrous ammonia terminal near Pasco, Wash., recently, Ervin L. Peterson (third from left), Assistant Secretary of Agriculture, gets a demonstration of application rig. Others (left to right) are: H. G. West, president, Inland Empire Waterways Association; and Shell Chemical's V. C. Irvine, George R. Monkhouse, and David H. Walbot. Terminal, located on the Snake River near Brea's aqua ammonia terminal, is owned by Tidewater-Shaver Barge lines and operated for Shell on contract basis. Some 50,000 tons of anhydrous are expected to go through the terminal each year, saving farmers about \$40 a ton. Ammonia will be shipped by ocean barge from the Pittsburg plant to Portland, Ore., making the rest of the trip by river barge to Pasco



ucts & Chemical Corp. in a realignment following acquisition by Merritt-Chapman & Scott of a greater than 90% interest in the company. All officers of Tennessee Products & Chemical continue in their present posts.

The six directors of Merritt-Chapman & Scott elected to the Tennessee Products & Chemical 12-man board at the annual meeting of the latter company were: Rolland O. Baum, J. A. B. Broadwater, Elkin B. Gerbert, Robert E. Harvey, Alexander Rittmaster, and Lewis M. Schott. Baum is an executive vice president of Merritt-Chapman & Scott, in charge of procurement, trade relations, and insurance. Harvey and Schott also are executive vice presidents, in charge, respectively, of the steel division and administration.

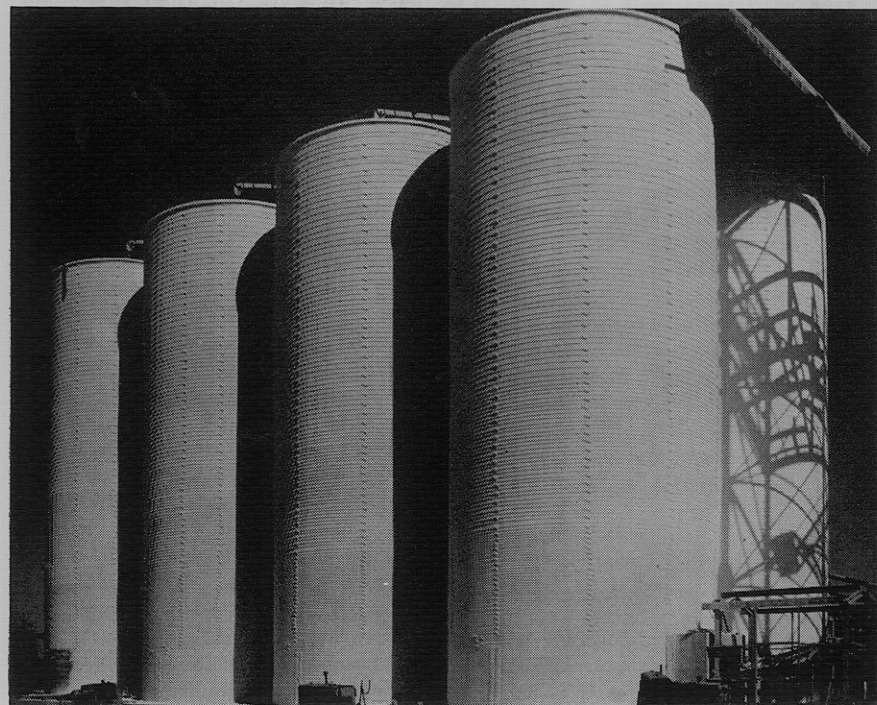
The two other new directors elected to the Tennessee Products & Chemical board were Marshal G. Staub, executive vice president of Merritt-Chapman & Scott, in charge of finance, and Cecil Wolfson, a member of the board of Devco & Reynolds Co., Inc.

The following were re-elected as directors of Tennessee Products & Chemical: Carl McFarlin, Sr., president; Carl McFarlin, Jr., vice president; L. A. Miller, vice president; and Samuel W. Wolfson.

8 New Silos for Phosphate Rock at Lake Charles Harbor

Commissioners of the Lake Charles Harbor and Terminal District, Lake Charles, La., have put into operation an installation of eight industrial silos, for use in storing and processing phos-

These eight concrete stave silos, 30 by 70 feet, will be used to store phosphate rock in the harbor at Lake Charles, La.



phate rock. The new industrial storage silos are 30 feet in diameter and 70 feet in height.

The installation was planned by the Lake Charles Harbor and Terminal District, which is a self-sustaining municipal operation, to increase the tonnage of various materials handled through the port, and also to provide farmers in the southwestern states with low-cost fertilizers.

This huge storage and handling facility was planned and designed by F. Shutts' Sons, engineering consultants for the Port of Lake Charles, and the storage silos were erected by Marietta Concrete Corp., Marietta, Ohio.

Barges are being used to transport the phosphate rock from Florida where it is mined, to Lake Charles, and the rock is unloaded into the silos by means of conveyor belts extending to the docks. The rock is taken from the silos as needed, crushed and loaded into railroad gondola cars for shipment to fertilizer plants.

According to E. J. Christman, Lake Charles Harbor and Terminal District Port Director, this is the only installation of its kind where phosphate rock is being transported, stored, and processed in this manner. Funds for the construction were raised through a municipal bond issue.

BUSINESS & FINANCE

Monsanto's Ag Chemical Sales Climb to \$14.4 Million

Monsanto Chemical's annual report reveals that the company's sales of agricultural chemicals, including wood pre-

servatives, increased during 1954 by almost \$1 million, despite reduced consumption of insecticides. Total sales in this category reached \$14,448,842, compared with \$13,455,074 in 1953 and \$8,595,876 in 1948. Sales of the phosphate products and detergents groups, which includes phosphate fertilizers, also increased, from \$52.5 million in 1953 to almost \$54.4 million in 1954. Monsanto's sales to the food industry climbed from 4.7% of its total sales in 1953 to 5.1% in 1954.

As announced earlier, Monsanto's total sales were \$341,822,557, an increase of 0.7% over 1953's \$339.4 million. Net income, however, dropped from \$26.2 million to about \$23.7 million.

Continental Can's Sales Hit New High at \$616 Million

Continental Can Co.'s sales established a new record of \$616,163,898 last year, and the company's net earnings, after taxes, reached a new level of \$20,736,899, according to the annual report to shareholders.

Sales exceeded those of 1953 by \$61,726,916 or 11.1%. The 1954 earnings, after preferred dividends, were equivalent to \$5.52 per share compared with \$4.29 in 1953.

Earnings, after taxes, represented an increase of 32% over earnings of 1953. and earnings of \$40,936,899, before taxes, showed an increase of 30% over those of the previous year.

This improvement in earnings over 1953 resulted from an increase of \$8 million in net operating income and \$1.5 million in nonoperating net income. The latter was largely due to increased profits on sales of capital assets, including sales of equipment formerly leased to customers.

Capital expenditures of \$31.7 million in 1954 including acquisitions, are expected to be somewhat less in 1955. These will include construction of a new fiber drum plant at Midland, Mich., completion of a research and development building in Chicago, and installation of new production lines at several locations.

National Distillers 1954 Net Up to \$13,713,300

National Distillers Products Corp. reports net earnings for 1954 amounted to \$13,713,300, an increase of 13% over net of \$12,133,410 for 1953. After preferred dividends, earnings were equivalent to \$1.38 a share, compared with \$1.18 a share in 1953, an increase of 17%.

National Distillers' net sales of liquors and chemicals for 1954 totaled \$487,333,218, slightly less than net sales of \$488,711,412 reported for 1953.

In the chemical field, the company dis-