

# News of the Month . . .

## INDUSTRY

### Construction to Start in Fall on U. S. Steel's $\text{NH}_3$ Plant

Heavy construction is expected to start on the anhydrous ammonia plant this fall at the Geneva works of U. S. Steel's Columbia-Geneva Steel Division, it is announced by the Blaw-Knox Co., the firm which is designing and will build the plant.

Engineering work is in progress for the plant near Provo, Utah. Ground has been cleared, foundation tests for footings have been completed, and the site is being prepared for the start of construction.

This will be the first United States installation in a major steel plant using raw coke oven gas as the source of hydrogen for ammonia synthesis. It is expected to start a new trend in coal chemicals recovery.

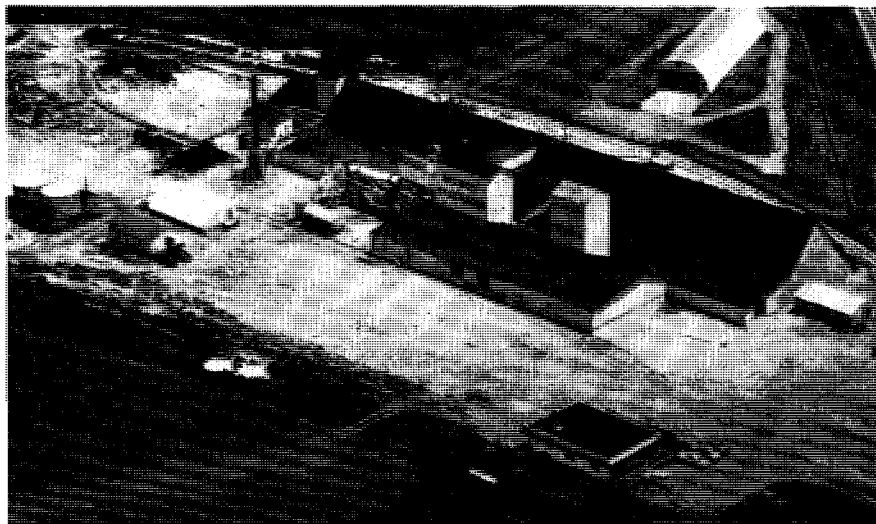
The project will include:

A 200-ton-per-day anhydrous ammonia plant, using the Blaw-Knox-Linde low-temperature separation process to recover hydrogen from the coke oven gas and to extract high purity nitrogen from the air; and using the Blaw-Knox-Montecatini process for ammonia synthesis.

A nitric acid plant based on the oxidation of ammonia.

### Oklahoma City Firm Buys Fertilizer Plant

Nichols Fertilizer & Chemical Co., a newly formed Oklahoma City firm, has recently announced the purchase of the Oklahoma Fertilizer & Chemical Co. The purchase price was approximately \$750,000. Oklahoma Fertilizer & Chemical has an annual capacity of more than 50,000 tons and has been serving Oklahoma, the Texas Panhandle, Nebraska, and Kansas with both bulk and bagged fertilizer. Officers of Nichols Fertilizer are: Earl Nichols, president, Russell L. Pierson, vice president, and W. Frederick Nicols, secretary-treasurer. Lester E. Cox was head of Oklahoma Fertilizer & Chemical



A fertilizer-grade ammonium nitrate plant, using the prilling process, producing both solid and solution forms of the product.

The necessary complement of auxiliaries, including an administration building, a general service building, compressor building, utilities, warehouses, and handling, bagging, storage, and shipping facilities.

### Shell Chemical to Revise Ammonium Sulfate Sales

Shell Chemical Corp. will sell ammonium sulfate directly to local fertilizer mixers throughout the Western States, according to an announcement of G. R. Monkhouse, vice president of the ammonia division. The new arrangement will go into effect on Sept. 15.

Previously the fertilizer had been distributed for Shell, under Shell's brand, by the Nitrogen Division of Allied Chemical & Dye Corp. and Producer Sales Corp. of San Francisco. Monkhouse said that changing conditions necessitated the new system.

### U. S. Potash to Expand Carlsbad Mining Facilities

Directors of the U. S. Potash Co. have approved the expenditure of approxi-

mately \$3 million to increase the output of its mine near Carlsbad, N. M., and to expand its refining facilities to provide about 20% additional productive capacity. This expansion program should be completed by the 1956-57 sales year.

The company has also announced that it has secured the reservation of a tract of land in Saskatchewan for the exploration of potash.

### Int'l Minerals Division Announces Name Change

The Amino Products Division of International Minerals & Chemical has recently changed its name to Ac'cent-International. In announcing the change, J. R. T. Bishop, division vice president, stated that since Ac'cent is accepted internationally as IM&C's brand of monosodium glutamate, "it is only logical that it be properly identified to the consumer as well as within the corporation structure."

Ac'cent is processed in San Jose, Calif., and is now available to consumers in groceries. It is also used in restaurants, hotels, and institutions, and as a formula ingredient in canned and frozen foods.

### Marketing Consultant Service Offered by Pickett-Anthes

A complete marketing consultant service for manufacturers and distributors of consumer goods, particularly those sold to the farm trade or through retail stores, is announced by Pickett-Anthes, Inc., Toledo, Ohio.

Officers of the new firm are: E. H. Kieser, president; L. C. Anthes, vice president and treasurer; and Marshall Pickett, vice president and secretary. All of the officers were formerly associated with Kasco Mills, Inc., manufacturers of farm feeds and dog food, and recently sold to Corn Products Sales Co.

## RESEARCH

### Zonolite Grants Aid to Research in Crop Protection

Grants-in-aid totaling \$5850 to further crop protection research at four agricultural colleges are announced by Zonolite Co.

They involve five one-year grants, distributed among Iowa State College, North Carolina State College, Virginia Polytechnic Institute, and Texas A & M. All are for projects using vermiculite as a carrier for fumigants, insecticides, or fungicides.

J. H. Lilly, department of zoology and

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## News of the Month

entomology, at Iowa State, was awarded \$2500 for a project exploring the effectiveness of vermiculite as a carrier of insecticides, particularly those destroying corn rootworm. C. J. Nusbaum and J. N. Sassar, both of the division of biological sciences and plant pathology, North Carolina State, were granted \$1500 to further studies of solid carriers for fumigants and soil pesticides.

Lawrence L. Miller and T. B. Davich of Virginia Polytechnic's Agricultural Experiment Station and the Tidewater Research Station at Holland, Va., have been awarded a total of \$1500. Dr. Miller will receive \$1000 to carry on his basic studies of the habits of various plant parasites. Dr. Davich has been given \$500 for his investigations of the southern corn rootworm, tobacco thrips, and green June beetle larvae.

Ralph J. Hervey, assistant plant pathologist with the Texas Agricultural Experiment Station, was given \$350 for studying vermiculite as a carrier for fighting fungus diseases of cotton.

### General Foods Approves Plan for New Research Center

Final building plans for a new food research center at Tarrytown, N. Y., have been approved by the board of directors of General Foods.

The program provides for the construction of administration, laboratory, and engineering research buildings on a 55-acre site. The buildings will be air-conditioned and soundproofed and will furnish working space for an estimated 650 persons. Construction will begin in the fall and the center should be ready for occupancy by mid-1957.

### Berkeley Chemical Completing Research and Control Lab

Berkeley Chemical Corp., Berkeley Heights, N. J., is completing this month a new research and control laboratory adjoining a new auxiliary warehouse. The new, single-story structure will contain more than 5500 square feet of space, more than half of which will be occupied by laboratory facilities. Space has also been provided for a library.

## FOREIGN

### Fisons to Sell Du Pont Ag Chemicals in U. K.

Fisons Pest Control, Ltd., has been appointed sole distributors for the Du Pont range of agricultural chemicals in the United Kingdom, Eire, and British possessions in Africa. These chemicals will be offered through the usual sales channels under Du Pont trade names and British patents.

The first of the chemicals to be introduced in the U. K. for farm use is the herbicide Karmex W, active ingredient of which is CMU [3-(*p*-chlorophenyl)-1,1 dimethyl urea]. Karmex W was first introduced by Du Pont in 1952 and was first marketed on a large scale in 1954.

### New Velsicol Subsidiary To Handle Foreign Sales

Velsicol Corp. has announced formation of a separate company which will handle expanding foreign trade activities. The new company, Velsicol International Corp., C. A., will be responsible for foreign insecticide sales and will also market Velsicol resins, solvents, and saturates outside the U. S.



President of Velsicol International is E. T. Collinsworth, Jr., who is retaining his position as vice president and general manager of the parent company. Main office of the new organization will be in Chicago; a branch office is to be established in New York City.

## BUSINESS AND FINANCE

### Dow's Fiscal Year Best Yet

A new high sales record of \$470,742,000 is reported by Dow Chemical for its 1955 fiscal year, ended May 31, a 10% gain over 1954 sales of \$428 million and 9% better than its previous best year, 1953.

### On the Cover

#### Is the Challenge Being Met?

Some 17% of the U. S. acreage in principal crops was sprayed or dusted with agricultural chemicals in 1952, according to an extensive USDA study issued earlier this year. Included was 48% of cotton acreage, 11% of corn acreage (mostly treated with herbicides), 75% of the potatoes, 79% of the tobacco, and 12% of the small grains.

That substantial acreages of U. S. crops were untreated for pest control represents a challenge to the agricultural chemicals industry. How its marketing of pesticides is meeting that challenge is discussed in the feature in this issue on page 738.

Dow's report also showed other income, including dividends from associated companies, amounting to \$8,105,000, bringing its total income for the year to \$478,847,000.

Net earnings showed a 12% improvement at \$37,414,000 as against \$33,425,000 in 1954. These were equivalent to \$1.64 and \$1.42 per share of common stock outstanding in the two years.

Dow reported capital expenditures of \$49 million during the year and predicted it would spend a comparable amount in the current year.

The company's sales revenue was attributed 58% to chemicals, 32% to plastics, and 10% to magnesium. Most lines were said to have enjoyed good growth, and while magnesium sales were adversely affected by the cessation of government stockpiling, commercial markets for the metal showed improvement.

### National Distillers' Earnings at \$6,811,244 in First Half

Net earnings of National Distillers Products Corp. for the six months ended June 30 amounted to \$6,811,244, an increase of \$453,254 over those for the similar 1954 period. The current earnings, after preferred dividends, equal 69 cents a share, compared with 63 cents a share in 1954 first half.

For the quarter ended June 30, 1955, National Distillers reports net of \$3,452,579, or 35 cents a common share, compared with \$3,363,394, or 34 cents a share for the second quarter of 1954.

### Sun Chemical's Sales Climb 3%; Profits Up 21%

Sun Chemical Corp.'s sales and earnings set new highs in the first half of this year and volume climbed to \$20,844,874, 3% above the initial six months of 1954, it is announced. Net profit for the first six months of 1955 shows an increase of 26.8% as compared with the same period of 1954.

On sales of \$20,844,874 in 1955's first six months, net profit was \$782,497. In the comparable period of 1954, sales were \$20,246,157 with a net profit of \$617,075.

Earnings in the six month period just past were 61.8 cents against 48 cents in 1954. Profit before taxes in the first half of 1955 was \$1,662,215; in 1954, \$1,371,436, a gain of 21.2%.

### Pennsalt Reports Sales at 16% Above '54

Pennsylvania Salt Mfg. Co. reports net earnings totaling \$1,975,765 for the first six months of 1955, equivalent to