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Especially known for its refined sulfurs and carbon disulfide, Stauffer offers a product line running the entire gamut of chemicals for agriculture. Its sales of these products last year were \$20.2 million

STRETCHING ACROSS the length and breadth of the U. S., in 20 states throughout the nation, are the 38 chemical plants of Stauffer Chemical Co. Of these, 20 are devoted entirely or in part to the production of agricultural chemicals. Although farm chemicals do not play the dominant role in Stauffer sales, they are still a tremendously significant factor. Sales of these products last year hit \$20.2 million, or 25% of the company's sales of all chemicals. Although Stauffer's total sales in 1954 increased 8% over the year previous, its ag chemicals jumped 13%. For 1955, total sales are expected to reach \$100 million, with ag chemicals sales likely to exceed \$25 million.

Stauffer's product line runs the entire gamut of agricultural chemicals, ranging all the way from technical toxicants and concentrates for formulators to packaged pesticides for growers and gardeners. Its insecticides include DDT, BHC, lindane, parathion, toxaphene, chlordan, and heptachlor. For mite control, the company offers Ovex, Systox, and Sulphenone, among others. Its fungicides include captan and a variety of sulfurs. Also in the Stauffer roster are herbicides, defoliants, rodenticides, and soil and grain fumigants.

Far and away the biggest volume ag chemicals at Stauffer are sulfurs and sulfur compounds. In fact, the company is the world's largest single buyer and processor of sulfur, which, in huge tonnages, goes into the making of sulfuric acid and carbon disulfide for both industrial and agricultural use.

Eastward Expansion

Stauffer is one of those unusual companies that started in the West and moved East. In the early days, the company was strictly a western operation.

Stauffer got its start in 1885, shortly after John Stauffer set himself up in San Francisco as a sales agent for a number of European producers of heavy chemicals. Deciding to get into the chemical business on his own, he began looking around for a suitable product. With special interest, he noted that sailing vessels that came from England to pick up shiploads of U. S. grain carried

large quantities of cliffstone from the chalk cliffs of Dover. This stone, used as ballast, was customarily dumped into San Francisco Bay before the grain was loaded. This waste bothered Stauffer and also tickled his commercial fancy. He promptly built a grinding plant in



The President . . .

**Hans Stauffer
Became Top Man in April**

San Francisco, purchased two shiploads of cliffstone, and sold ground chalk (used as a white pigment) at half the price of standard imported material.

Shortly thereafter, Stauffer interested some European friends in plans for manufacturing chemicals in California. The result was Stauffer & Co., formed as a partnership in 1886. Its early products were sodium carbonate and sulfur. Among California growers, it was in urgent demand to control mildew on grapes.

In 1894, John Stauffer, together with several other chemical producers, established the San Francisco Sulphur Co. At about the same time, the firm of Wheeler, Reynolds & Stauffer was organized and began producing carbon disulfide. As the final step in bringing together the chemical interests in the San Francisco area, Stauffer Chemical Co. was incorporated in 1895. Its initial paid-in capital: \$300,000.

The new firm quickly expanded. At

its plant in San Francisco, it began producing sulfuric, hydrochloric, nitric, and boric acids. A second sulfuric acid plant was built across the bay at Richmond, Calif., and a new carbon disulfide plant constructed nearby. In 1899, Stauffer built a plant in San Francisco to recover cream of tartar and tartaric acid from the waste products of local wineries. A superphosphate fertilizer plant began operation at Richmond, and sulfur subliming facilities were enlarged.

Then came the devastating San Francisco earthquake and fire of 1906. Stauffer's plants were severely damaged and its head office and records destroyed. But a gradual recovery was made.

With renewed vigor, the company began searching for new opportunities—beyond the Rockies and, in fact, as far east as the Atlantic Coast. In 1912, Stauffer built a carbon disulfide plant at Chauncey, N. Y., and followed with a new sulfur processing plant in Freeport, Tex.

Up until the early 1930's, Stauffer's output covered relatively few ag chemicals, but the company started branching out. It began formulating blends of sulfur with lead arsenate or calcium arsenate. In 1939, it bought the Nico-Dust Mfg. Co., a firm near Los Angeles producing a complete line of mixed insecticides. In the years that followed, Stauffer grew rapidly by building new plants and purchasing others until it became the leading supplier of agricultural chemicals on the West Coast and an important factor elsewhere in the U. S.

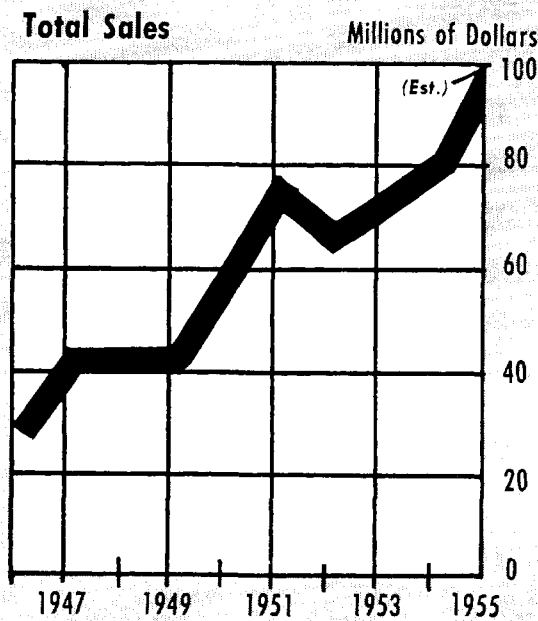
In 1945, Stauffer leased and operated a part of the Government's Basic Magnesium, Inc., plant at Henderson, Nev., which the company later bought in 1952. There, Stauffer produces chlorine and caustic soda, in addition to benzene hexachloride. Since World War II, Stauffer has built, in all, five new insecticide plants and has expanded production of many older facilities. In the fertilizer field, it has substantially enlarged its superphosphate plants at Richmond and Vernon, Calif., and has built a third plant at Tacoma, Wash.

Today, as part of its numerous chemical interests, Stauffer owns 50% of the stock in Montrose Chemical Corp. (DDT at Torrance, Calif.); Old Hickory Chemical Co. (carbon disulfide at Old Hickory, Tenn., and Bellwood, Va.); Western Phosphates (phosphate fertilizers near Salt Lake City, Utah), and other concerns. Late this year, Consolidated Chemical Industries (a producer of sulfuric and hydrochloric acids, glues, and bone charcoal) was merged with Stauffer, after having for many years been a Stauffer affiliate.

Top man at Stauffer is Hans Stauffer, who has been with the company since 1919 and became president in April 1955. Director of the agricultural chemicals division is Dan J. Keating, who started in the company's San Francisco

STAUFFER CHEMICAL

In the 60 years since its incorporation, Stauffer has expanded eastward and become a leading factor in chemicals for agriculture. It spends over \$1.5 million a year on research



office in 1926. In 1954 Stauffer, through its sales of common stock, became a public corporation with its ownership broadened from about 60 shareholders to over 3000. Shortly thereafter, the company's sales activities, formerly divided up geographically, were reorganized on a product basis—industrial chemicals and agricultural chemicals.

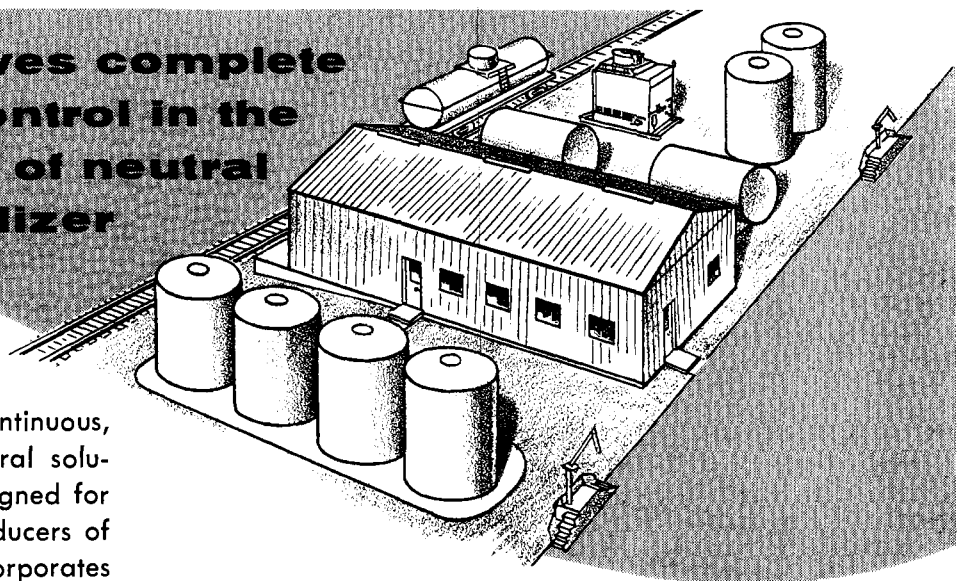
Stauffer these days is devoting increasing attention to research. Spending over \$1.5 million a year on research and development, Stauffer carries out its laboratory and pilot plant activities at Chauncey, N. Y., and at Richmond and Torrance, Calif. Agricultural chemicals are field-tested at its laboratory near Mountain View, Calif.

Today, one of Stauffer's up-and-coming new products is Vapam, a soil sterilant for the control of fungi, nematodes, and weeds. Also attracting interest is the fungicide, captan, originally developed by Standard Oil Development Co., but now produced by Calhio Chemicals, a Stauffer subsidiary. In the testing stage is a new organic phosphate R-1303, a miticide and insecticide.

The past two years have seen a surge of expansion and new construction, primarily, aimed at strengthening the company's position in the East, Midwest, and Southwest. Its plant at Bayonne, N. J., was recently enlarged to step up the production and formulation insecticides. New ag chemical facilities have been installed at Tampa, Fla. Early this year, an insecticide and fungicide blending plant was built at Lubbock, Tex., while a new plant will soon be completed at Omaha, Neb., for insecticides, herbicides, and grain fumigants.

In the early days, Stauffer was mainly a conglomeration of small plants operating almost independently. The company today is a much more closely knit organization, although its top regional personnel still retain considerable latitude in product and production control. This is important for, as Stauffer believes, the person who is in the best position to understand local conditions is the man on the scene.

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