

News of the Month . . .

INDUSTRY

Farmers Judge Fertilizers for TVA; Praise Crop Response

From 88 to 99% of farmers reported good to fair results with three TVA fertilizers in a test-demonstration program conducted by TVA and state experiment stations last summer in 17 states. More than 2100 farmers appraised calcium metaphosphate, fused tricalcium phosphate, and ammonium nitrate on crop response, spreading characteristics, storage characteristics, and other qualities. The fertilizers were used on small grains, grass, annual legumes, perennial legumes, grass and legume mixtures, corn and cotton.

In judging crop response, farmers reported good results most frequently with ammonium nitrate on small grains, with fused tricalcium phosphate on perennial legumes, and with calcium metaphosphate on grass and legumes mixtures.

Of their dislikes, rusting caused by ammonium nitrate was most frequently mentioned. Criticism of this material also involved its hardening. Regarding spreading characteristics, 21% said tricalcium phosphate flowed too freely and was dusty; 20% objected to ammonium nitrate on this score; and 24% had reservations about calcium metaphosphate's spreading characteristic.

IM&C Sets Up Technical Department at Bonnie Plant

International Minerals has set up a technical department for its Bonnie phosphate chemicals plant near Bartow, Fla. Responsibilities of the new department will consist of process and quality control, new developments, and liaison between the company's engineering and research divisions relative to process problems. The group is also expected to give technical service to the production and engineering departments.

Raymond E. Tuttle will manage the department, reporting directly to the manager of plant operations. He has been chief process engineer at the plant for the past year.

Northwest Fertilizer Firms Merge

Portland Seed Co. of Portland, Ore., has purchased a controlling interest in Chas. H. Lilly Co. of Seattle, Wash. Both companies specialize in fertilizer, seed, and garden supplies.

According to the announcement, each will continue to operate independently,

maintaining its own identity and staff. However, F. C. Trullinger, president of Portland Seed, has become president of Chas. H. Lilly, succeeding C. F. Larsen. J. D. Trullinger, Portland's vice president, also has become vice president of the Lilly firm. Former Lilly vice president and treasurer, E. E. White, has been elected secretary-treasurer in the reorganized firm.

In addition to the Seattle headquarters, the Lilly firm has plants and offices at Ellensburg, Mount Vernon, Yakima, Spokane, Albany, and Portland. Portland Seed operates a branch in Seattle and own Inland Seed Co., a separate corporation in Spokane.

Pennsalt Building Granulation Plant

Pennsylvania Salt Mfg. Co. has started building a granulation plant at its fertilizer facilities in Paulsboro, N. J. William P. Drake, Pennsalt president, stated that addition of this facility "reflects Pennsalt's growing interest in the agricultural chemicals and commercial fertilizer industries."

He added that inclusion of granulated fertilizers to the line will result in a substantial expansion of the company's domestic distribution and that they are also expected to find extensive markets abroad.

The granulation plant was designed by Pennsalt's central engineering staff and is being built by Unkefer Bros., Construction Co. of Philadelphia. Completion is expected next month. No cost or capacity figures for the new plant were revealed.

Cal-Nitro Trademark Bought by Bradley & Baker

The trademark Cal-Nitro, used for over 20 years by Synthetic Nitrogen Products Corp. to designate a nitrogen fertilizer, has been purchased by and transferred to Bradley & Baker for use in connection with the sale of their nitrogen fertilizer. The announcement came from Albert Baker, Jr., member of the firm of Bradley & Baker, and Miguel Tegtmeier, who recently resigned as president of Synthetic Nitrogen Products.

Tom Davies, for many years Southeastern sales representative for Synthetic Nitrogen Products Corp., will join the sales staff of Bradley & Baker and Mr. Tegtmeier has been retained by Bradley & Baker as a consultant. This arrangement is said to assure for the future ample

supplies of nitrogen top-dresser for the fertilizer industry to be available under the well-established trademark, Cal-Nitro.

GLF Dedicates Granular Plant in New York

Cooperative GLF Exchange, Inc., recently dedicated a new fertilizer plant at Big Flats, N. Y. Cost of the granulation plant was estimated at \$750,000. It will serve a 12-county area in south central New York and northeastern Pennsylvania.

Fertilizer Engineering & Equipment Co. designed the 30,000-ton-per-year plant, which provides storage for 10,000 tons of bulk and 1500 tons of bagged fertilizer. The new plant will produce both granular and powder forms of high analysis grades.

New Cryovac Packaging Plant Opened in S. C.

Dewey & Almy Chemical Co. has completed a plant in Greenville, S. C., for the production of Cryovac plastic bags for meat, poultry, and cheese packaging. Production is to begin late this year.

BUSINESS & FINANCE

Glidden 10-Month Profit Tops Net for 12 Months of '54

Net profit of Glidden Co. for the 10 months ended Aug. 31, 1955, new fiscal year-end, exceeded the total for the entire 12 months of fiscal 1954, Dwight P. Joyce, chairman and president, reports.

Net profit after all taxes and charges for the 10 months of the 1955 fiscal year was \$7,112,567, equal to \$3.10 per share. This compares with \$7,093,043, or \$3.09 per share on the 2,293,455 shares outstanding on Oct. 31, 1954.

Sales for the shortened year totaled \$180,524,822, which represented an increase of 5.2% over the corresponding 10 months of fiscal 1954. Unit sales for the 1955 period showed a gain of 12.4%.

Commenting on this showing, Mr. Joyce said, "the sales increase for 1955 was accomplished despite the elimination of our Indianapolis feed mill and our Oakland lithopone operations, which were sold during fiscal 1954." He added that the 1955 sales gains would be 7.7% in dollar volume and 15% in