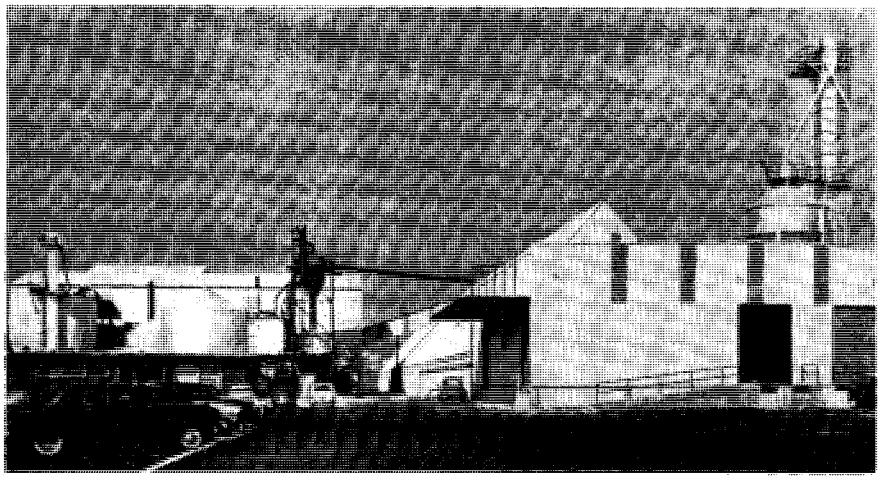
News of the Month . . .



New Calspray plant at Richmond, Calif., was placed on stream Oct. 9. Building at right contains bagging and shipping equipment run by automatic controls

INDUSTRY

Calspray Dedicates Fertilizer Plant

California Spray-Chemical dedicated its fertilizer plant at Richmond, Calif., on Oct. 9 with ceremonies attended by J. Earl Coke, former U. S. Assistant Secretary of Agriculture and now vice president of the Bank of America.

Mr. Coke described the plant as a multimillion dollar tool to help the farmer lower his unit cost of production. He predicted that the next 10 years may see a quadrupling of fertilizer use.

Calspray's plant can produce 1375 tons of plant food a day. Four grades will be made: 20-20-0, 20-10-0, 14-14-14, and 16-16-8. It will also produce ammonium nitrate solutions, ammonium sulfate, calcium-ammonium nitrate, and aqua ammonia. Anhydrous and other nitrogen raw materials will come from the adjacent plant of Standard Oil of California, Calspray's corporate parent.

The four mixed fertilizers will be made by the PEC process, a method developed in Europe and licensed in this country by Chemical & Industrial Corp., for using nitric acid instead of sulfuric to acidulate phosphate rock. Calspray is the first to use it in this country. Arthur W. Mohr, Calspray president, said the decision to use the PEC process was influenced by tests at the Universities of California and Arizona. These tests, he said, proved to Calspray's satisfaction that the products would do the job required in a variety of soils representative of the range of soil compositions in western regions (AG AND FOOD, September, page 740).

Products of the plant will be marketed in the 11 western states. Mr. Mohr said his company has found in comparatively small-scale experiments during the last three years that marketing of plant foods can be soundly integrated with pesticide sales. "The two complement each other."

The $16-million plant includes bagging and shipping equipment run entirely by automation. Thirty 80-pound bags of fertilizer can be filled and closed every minute.

Rohm & Haas Appeals Decision On Dithane Fungicide Patent

Rohm & Haas announces it has appealed a Federal District Court decision invalidating its patent on Dithane fungicide. The company had been seeking a decision against Roberts Chemical for alleged infringement of its patent.

National Potash to Begin Shipping in February

National Potash expects to be shipping potash by February from its new mine near Carlsbad. According to recent announcements, construction is proceeding on schedule, with the two shafts now down to the ore level and the 21-mile water pipeline in operation. The refinery of the $19 million project is also said to be near completion. Storage buildings, with a 100,000-ton capacity, are already complete. Annual capacity of the mine is 400,000 tons of muriate.

National is jointly owned by Freeport Sulphur and Pittsburgh Consolidation Coal.

New Testing Lab in D.C. Area

A new pharmacological and toxicological laboratory has been opened in Arlington, Va., by Frederick Sperling, former USDA pharmacologist. Sperling Laboratories will conduct testing and research necessary to register new pesticides with USDA and new drugs with FDA. Address is 2170 N. Glebe Rd., Arlington, Va.

U. S. Borax Opens Office in Oregon for Plant Food Borates

U. S. Borax & Chemical Corp. has opened an office in Portland, Ore., to handle development and sales of plant food borates in the Pacific Northwest. Glen L. Holt has been assigned to the office.

Smith-Douglass to Operate Texas City Chemicals Plant

Smith-Douglass has submitted to the U. S. District Court for the southern district of Texas a plan for reopening and operating the Texas City Chemicals, Inc., plant. The plan contemplates that Smith-Douglass may eventually become controlling stockholder in the company.

Texas City Chemicals opened its dicalcium phosphate plant in 1954, encountering financial difficulties shortly thereafter. Operation of plant was stopped last January. It has facilities for producing sulfuric and phosphoric acid as well as dicalcium phosphate.

According to Smith-Douglass, a number of Texas City Chemicals' creditors have tentatively accepted the reorganization plan. However, S-D's announcement stressed that a number of matters remain to be worked out before its participation would become binding. Details of the arrangements were not made public. Through F. Eberstadt & Co., New York investment firm, arrangements are being made to refinance Texas City Chemicals if the court approves the plan.

ADM Moves Chemical Division From Cleveland to Minneapolis

Archer-Daniels-Midland has moved headquarters of its chemical products division from Cleveland, Ohio, to Minneapolis, Minn. The move was made to provide better coordination between sales, research, and development activities of the chemical division and those

of other ADM divisions. ADM's headquarters are in Minneapolis, but the chemical division's headquarters have been in Cleveland since it was acquired by ADM in 1929.

Lime-Sulfur for Colorado

C. D. Smith Co. is building a lime-sulfur plant at Grand Junction, Colo., to be completed this fall. Capacity is to be about 100,000 gallons a year. The plant will probably serve all of Colorado and Utah.

Goodrich Chemical Moves to New Building in Cleveland

B. F. Goodrich Chemical's executive and sales offices have moved into the company's new building in Cleveland. The three-story building was built by Mintz Construction Co. and leased to the company on a long-term basis. Since 1945, the company has occupied several floors in the Rose Bldg. in Cleveland. According to John R. Hoover, president, the company's sales quadrupled during the decade since 1945.

RESEARCH

New Ag Chemical Lab Opened in England

Fisons Pest Control, Ltd., officially dedicated its new Chesterford Park Research Station in Essex, England, Oct. 2. With completion of these facilities, the company now accommodates at Chesterford Park all of its research activities with exception of actual industrial preparation methods, which continue to be done in laboratories associated with its plant at Harston.

Chesterford Park covers a total of 220 acres.

Function of the new research center is to improve upon and widen the range of insecticides, weedkillers, and fungicides offered by Fisons Pest Control. In its operating sections are chemists engaged in synthesis of new active compounds; an analytical group concerned mainly with problems of determination of residues on crops; a medical department concerned with research on significance of compounds to health of agricultural workers and crop consumers; and entomological, botanical, and mycological departments interested in assessment of effectiveness of compounds in their various fields.

At the station an experimental farm provides facilities for demonstration and experimental work with crops and stock. The farm is also cultivated and used as far as possible in accordance with good commercial practice, and includes pig and dairy units.

Fisons, Ltd., acquired Pest Control a few years ago and now controls Fisons Pest Control, Ltd. The parent company is now completing at Levington in Suffolk a new agricultural research station to be concerned mainly with fertilizers. However, while some fundamental work will be done at Levington, principal effort will be towards perfection of established processes and efficient production of already commercial materials.

Phillips Studies Grassland Management on Oklahoma Ranch

Seeking better information on ranch management, Phillips Petroleum is pushing ahead experimental work at its agricultural demonstration project near Foraker, Okla. Already the company's grassland specialists are:

- Compiling a herbarium (about 275 plants) to classify and identify native grasses.
- Studying the effects of seeding, sodding, and overseeding for winter pasture.
- Testing all types of fertilizer application including deep placement of anhydrous ammonia on native range.
- Practicing different systems of grassland management.
- Experimenting with a nursery of 200 different grasses and forbs.

Later, these agriculturalists plan to initiate detailed grazing tests on fertilized native range.

Now the nation's second largest manufacturer of nitrogen materials, Phillips felt a responsibility to search for the most productive uses of its products, according to company officials. So the company set up PADP, termed by some agricultural authorities as an "ideal project"— ideal because of the massive acreage of excellent land and grass available for experimentation and development.

BUSINESS AND FINANCE

1st Quarter Sales, Earnings of IM&C Up Sharply

International Minerals & Chemical reports that net sales for the first quarter of the current fiscal year were up 15.6% over the same period of the preceding fiscal year.

Sales for the three months ended Sept. 30 amounted to $18,477,000 compared with $15,988,000 in the first quarter last year.

Earnings for the same period were $614,000 which compares with a loss of $860,000 experienced in the first three months of last year largely as a consequence of the prolonged industry-wide strike in the Florida phosphate fields. This represented a net dollar increase in earnings of $1,474,000.

Spencer Sales and Profits Higher

An improvement in net profits and sales over a year ago is reported by Spencer Chemical for the first quarter of its fiscal year, ended Sept. 30.

Net earnings for the quarter amounted to $733,519, equal to 52 cents a common share, after preferred dividends, compared with $564,068, or 37 cents a share, a year earlier.

Net sales for the quarter were $9,070,672, up from $7,717,696 in the same 1955 period. The increased volume resulted from the substantially higher sales of polyethylene. As to sales of nitrogen products, the company stated that, as in the past, a seasonal slowdown occurred during the quarter, and that increased competition resulted in some reduction in selling prices.

Michigan Chemical May Sell 150,000 Shares

Michigan Chemical has announced an agreement was entered with The Pennroad Corp., Webster's Investors, Inc., and American Mfg. Co., looking to the sale of 150,000 shares of the company's treasury common stock. Consummation of the agreement depends upon Michigan Chemical's capital requirements for future expansion. At present there are 537,077 shares of common stock outstanding.

Hercules Net Down

Hercules Powder reports for the nine months ended Sept. 30 net income equal after payment of preferred dividends to $1.66 a share of common stock.

Net income for the first nine months of 1955 was equal to $1.73 a share of common stock.

For the third quarter of 1956, net income was equal after preferred dividends to 48 cents a share of common stock. This compares with net income in the third quarter of 1955 equal to 60 cents a share.

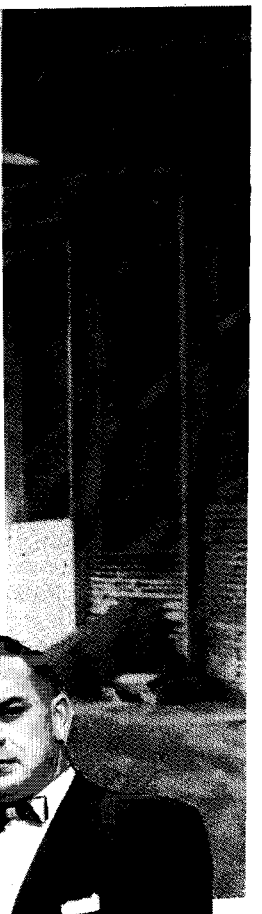
Net sales and operating revenues for the nine months' period were $177,544,464 compared with $169,791,798 for the corresponding 1955 period.

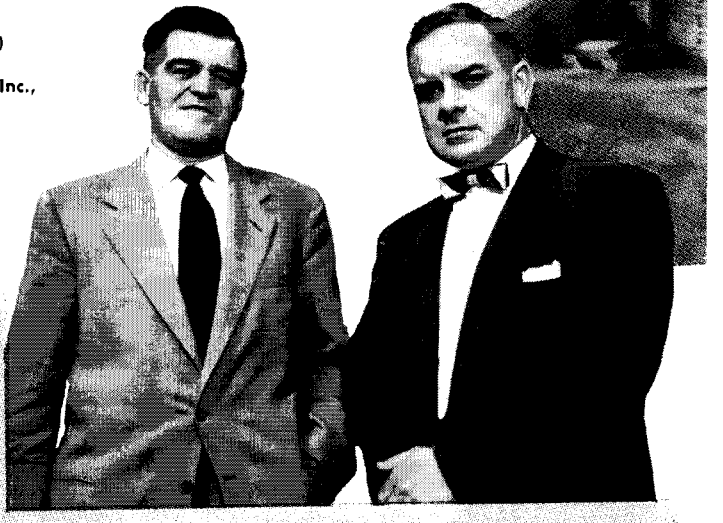
Sales of Monsanto Up

Sales of Monsanto Chemical for the first nine months of 1956 were $407,380,944, it is announced. For the

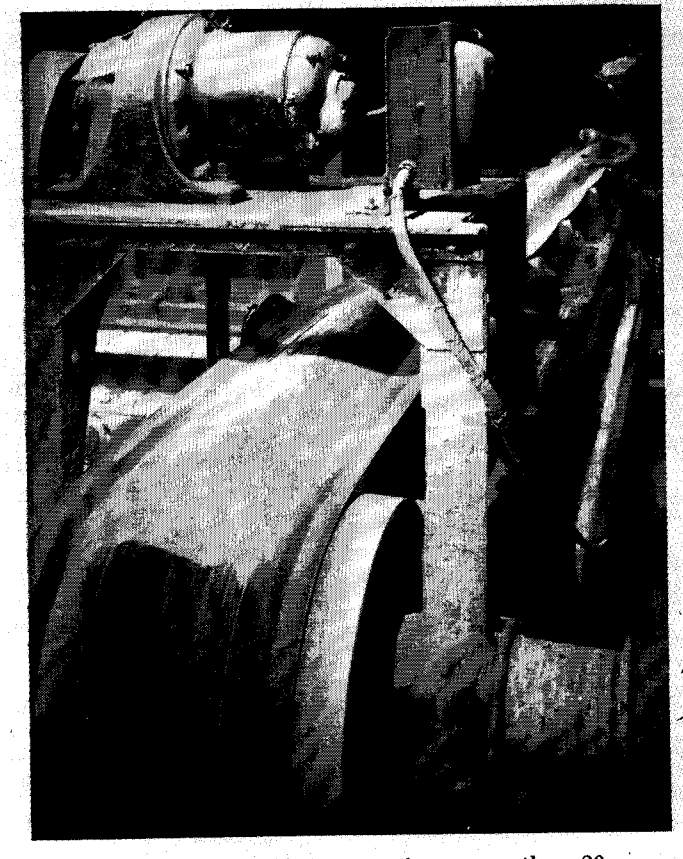
Even after months of storage . . .

"Your triple crumbles like a cookie"

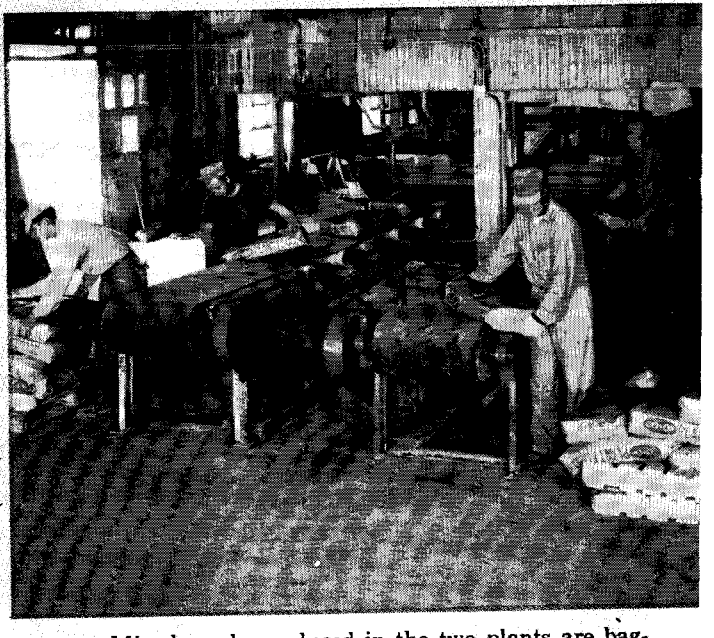




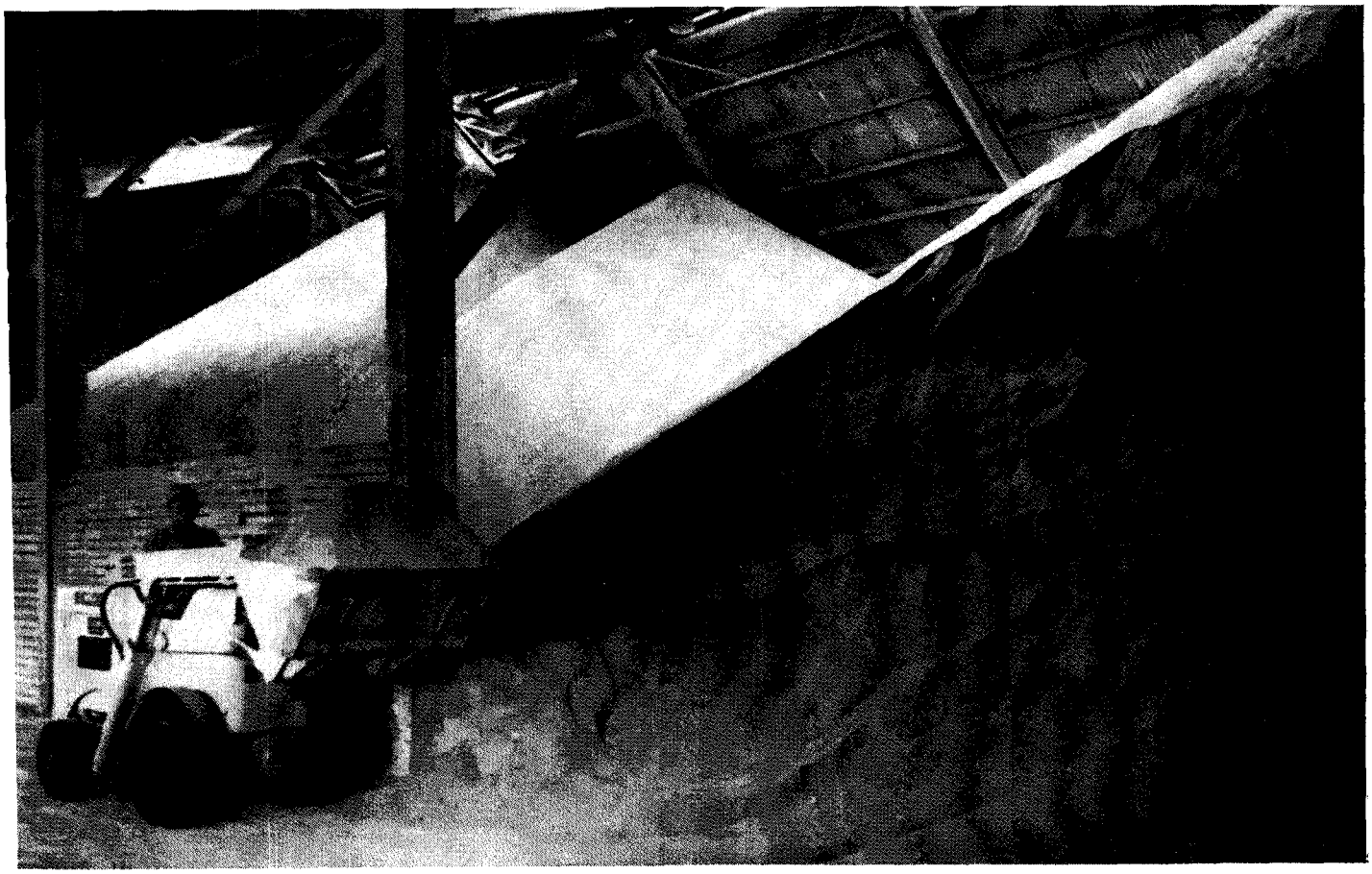
Mr. A. H. ROFFERS, *General Manager* (left) and Mr. W. E. JONES, *Manager* of the Fertilizer Division, Northwest Co-op Mills, Inc., St. Paul, report storing up to 7,500 tons of triple without adverse results.



International's triple goes into more than 20 different mixed fertilizers formulated by the Northwest Co-op Mills. Mixed goods are conveyed by belt to one of 26 bulk storage bins.



Mixed goods produced in the two plants are bagged and sold under the Northwest Co-op name. The fertilizer division, along with feed and seed divisions, serves farm customers in a 5-state area.



". . . and saves us 50% on shipping costs"

LIKE all fertilizer manufacturers, Northwest Co-op Mills, Inc., are interested in a top-quality triple that stores with a minimum of setting up. In addition, they want to keep a tight rein on triple super shipping costs.

That's why this modern midwestern firm is an enthusiastic user of International's triple in their two plants at Winona, Minn., and Green Bay, Wis.

"We can store as high as 7,500 tons at a time, and the triple keeps in good condition," says Bill Jones, manager of the co-op's fertilizer division.

The triple goes into more than 20 different fertilizer formulas for co-op customers in Wisconsin, Minnesota, Iowa and the Dakotas.

And International helps hold shipping costs to a minimum too. "We realize 50% savings in transportation costs by International's system of barge shipments through the Gulf of Mexico and up the Mississippi River to Winona," adds Jones.

These big savings in shipping costs are made possible by International's new concept of fast, efficient service. Here's how International's barge shipments, combined with an "on-site" warehousing plan, can help you realize big savings in shipping costs too.

By warehousing triple at storage points located in primary marketing areas, International can assure quick service . . . relieve off-season storage loads at your plant site . . . provide better distribution during peak season.

This new warehousing program includes storage facilities in the St. Paul-Minneapolis area, and three proposed storage sites to be located in key transportation centers. In the areas served by these points, this new service will mean quick, dependable delivery . . . ranging from 24 hours to 3 days.

If you are not already an International user, put us to the test.

You'll find that International's is the triple with built-in extras that help you cut costs. Natural-curing for a minimum of 5 weeks gives you better control of manufacturing conditions . . . helps simplify your formulation problems. And you'll get the extra benefits of a guaranteed constant minimum of 46% APA.

Write or wire International Minerals & Chemical Corporation for full information on prices, shipping and warehousing arrangements.

MINERALS International CHEMICALS

PHOSPHATE CHEMICALS DIVISION

INTERNATIONAL MINERALS & CHEMICAL CORPORATION

General Offices: 20 North Wacker Drive, Chicago 6

same period in 1955, sales were $390,835,150.

In the third quarter of this year sales were $127,124,171, an increase of $2,492,728 above the same quarter in 1955. The quarter's income of 32 cents a share, however, was 6 cents a share less.

The company reported that despite higher labor rates there has been a general lowering of its selling prices and, though the sales volume is greater, it has been of those products with lower profit margins. Research and development expenses in 1956 have been materially higher than in the prior year.

Michigan Chemical's Earnings At 75 Cents Per Share

Nine months' earnings of Michigan Chemical Corp. were 75 cents a share against 70 cents in the similar period in 1955. Of the latter amount in 1955, 19 cents was nonrecurring profit.

Sales were $5,271,648 against $5,257,722 in 1955. Net income was $400,965 for the nine months of 1956. The 1955 amount was $271,852 net income and $102,818 nonrecurring profit realized from the sale of certain capital assets.

Commercial Solvents Sales Rise 6%

Commercial Solvents reports for the quarter ended Sept. 30 consolidated net earnings of $435,019 equal to 16 cents a share. Sales for the quarter were $13,840,870, representing an increase of 6% over the previous year.

Consolidated net earnings for the nine months ended Sept. 30, 1956 were $2,007,862 equal to 76 cents a share, compared with 79 cents the previous year, including 12 cents of nonrecurring income. Sales for the nine months were $41,315,356, showing an increase of 8% over 1955.

National Distillers' Nine Months Net Increases 34%

National Distillers Products Corp. reports an earnings gain of 34% for the first nine months of 1956 over the similar period last year.

Net earnings for the nine months ended Sept. 30 totaled $14,516,811, compared with $10,814,101 for the first three quarters of 1955.

Net sales for the first nine months of 1956 rose to a new high for the period of $388,905,924, compared with $357,490,302 for the first three quarters of 1955.

Third quarter 1956 earnings totaled $4,409,110 well above earnings of $4,002,857 in the similar period of 1955. Third quarter net sales totaled $123,995,802 in 1956, compared with net sales of $122,921,340 for the third quarter of the previous year.

John E. Bierwirth, president, indicated that sales of the company's chemical division were markedly higher than last year.

American Potash Sales Up $11 Million

Sales and earnings of American Potash & Chemical for the first nine months of 1956 were higher than in the comparable period a year ago, says an interim report to shareholders.

Net sales for the nine months ended Sept. 30 totaled $31,199,553, an increase of $10.8 million over the $20,354,720 for the corresponding months of 1955.

Net income for the first three quarters of this year amounted to $3,684,188, as compared to $2,852,427 for the corresponding period in 1955.

For the three months ended Sept. 30, sales amounted to $11,242,707 as compared with $6,525,866 in the same quarter a year ago. Net income was $1,287,563, against $1,004,529 a year ago.

New High in Sales And Profits for Diamond Alkali

Sales and earnings of Diamond Alkali for the first nine months of 1956 attained new all-time-high levels, it is reported.

Net sales of Diamond chemicals for the nine months ended September 30 totaled $92,040,457, compared with $83,115,419 a year ago—an increase of 11%. Net income for the first nine months of 1956 amounted to $8,032,702 against $6,255,846 for the same period in 1955.

Third-quarter 1956 net sales totaled $30,137,507 against the former third-quarter peak of $29,303,595, or a gain of 3%. Net earnings for the third quarter of the current year amounted to $2,482,431, compared with $2,210,273 for the corresponding 1955 quarter.

ASSOCIATIONS

Flavor Symposia Series Sponsored by A. D. Little

A series of symposia on flavor research will be held as part of the 70th anniversary celebration of Arthur D. Little, Inc. The first of the symposia is to take place in Cambridge, Mass., on Nov. 19. It is designed to present a broad picture of the current state of flavor research. Three other symposia will be held next year on laboratory testing, consumer testing, and physicochemical research on flavor.

Fertilizer Application Meeting

The National Joint Committee on Fertilizer Application has announced plans to meet in Chicago Dec. 12 at the Edgewater Beach Hotel in cooperation with the power and machinery section of the American Society of Agricultural Engineers. Among topics to be considered are: fertilizer placement, application and use of liquid fertilizer, and phosphorus solubility.

Cotton Production Meeting To Emphasize Chemicals

The second annual Beltwide Cotton Production Conference is scheduled for Dec. 13 and 14 in Birmingham, Ala. Among problems to be taken up during the meeting are cotton disease, nematode, and weed control, defoliation, and fertilization. There will also be a half-day symposium on new methods of controlling cotton insects.

Pacific NW Ag Chemicals Group to Meet in January

Jan. 23 and 24 have been set for the annual meeting of the Pacific Northwest Agricultural Chemicals Industry Conference. The meeting will be held in the Benson Hotel, Portland, Ore. During the same week the Pacific Northwest Vegetable Insect Conference and the Northwest Cooperative Spray Project will also be held in Portland, beginning on Jan. 21 at the Imperial Hotel.

AOAC Sets Up Wiley Award in Analytical Chemistry

The Association of Official Agricultural Chemists announced during its recent meeting in Washington, D. C., that it has established an annual award for analytical methods in honor of Harvey W. Wiley, founder of the Federal Pure Food and Drug law.

K. D. Jacob, president of AOAC, said the award would be presented annually to a scientist (or group of scientists) who makes an outstanding contribution to development of methods of analysis of foods, feeds, fertilizers, pesticides, soil, cosmetics, or drugs, as well as for methods in general analytical chemistry. The award will carry a cash prize of $500. First