

# profile...

## From its Miami springboard, Re-Mark Chemical Co. supplies agricultural chemicals to the industry in Florida, the West Indies, and Central and South Americas

**L**IKE THE LUSH, year-around vegetation of its native Florida, the Re-Mark Chemical Co. grows and grows. In 10 years of making and selling agricultural chemicals, it has mushroomed from a one-product, one-room operation to seven plants, over 250 products, and an international sales organization. Re-Mark calls itself a growth company. It expects to continue expanding in production and new markets. This year it has set a sales goal of \$2.5 million—a 100% increase over last year's total.

Re-Mark is a family business started in 1946 by David Marks, his son Paul, a chemist from New York University, and his son-in-law, William B. Reimer. The "Re" in Re-Mark comes from Reimer. David Marks serves as president of the corporation and chairman of the board of directors. Paul Marks is secretary and general manager, and Reimer, treasurer and sales manager. Reimer says the business is managed cooperatively by its officers and division heads. This group sets policies and participates in making decisions regardless of the products or problems involved.

Two years ago, when the business needed more working capital, it issued its first stock for public sale—500,000 shares of cumulative participating preferred. Among the purchasers of the stock was Arthur Vining Davis, Alcoa board chairman and heavy investor in Miami business, who owns 25,000 shares now worth over \$75,000. All the company's common stock (200,000 shares) is owned by the Marks family and other corporation officers.

Bug-go, a DDT insecticide for the home gardener, was Re-Mark's first product. This was so successful that other dusts and sprays—DDT, chlordan, malathion, and others—were made up for home use. By 1952, with much of the local home market safely in its

pocket, Re-Mark eyed the bulk chemicals business and started formulating for large growers. A dust mill, added to its Miami plant, furnished insecticides and fungicides for the south Florida citrus and vegetable industries. Since then production of fertilizers and other chemicals has made



The President . . .

### David Marks

#### Service to Growers

Re-Mark the largest combined farm and home garden agricultural chemicals business in the area.

Paul Marks attributes Re-Mark's success in selling the large growers primarily to the company's policy of giving the trade the kind of service it wants. In this connection, he mentions a recent Re-Mark innovation in packaging. The company now bags, in one container, the exact amounts of materials needed by a farmer to mix a tank of pesticides—for example, a DDT-parathion-zineb package for

a 500-gallon tank of spray. This type of custom mixing helps the industry stay within residue tolerances by using precise amounts of chemicals instead of guessing how much material to pour from several of the standard weight packages usually sold in the trade. The mixes also save time and money for the farmer.

Marks says he believes this service will influence other manufacturers and suppliers to follow suit, setting a new packaging trend in the industry.

#### Insecticides and Fungicides

Re-Mark's main plant and offices are only a short distance from downtown Miami. Here it makes small-package home garden products and operates its first bulk dust mill. Production of DDT, chlordan, and other dust and liquid insecticides and fungicides at this plant is valued at about \$1 million a year. In 1956, this plant made 3.25 million pounds of sprays to help fight the Mediterranean fruit fly.

All of the company's product control work and product development and testing are conducted at the Miami plant. A complete laboratory is maintained by two full-time chemists.

Re-Mark's first large scale expansion was in 1955 at Belle Glade, Fla., where a five-roller Raymond mill now grinds about 25 million pounds of sulfur a year. The plant is also fully equipped to make all the Re-Mark pesticides. It services the south Florida groves and farms, and formulates custom products for other companies.

#### Fertilizers

Re-Mark's Hurricane brand dry fertilizers are produced at Goulds, Fla. Acquired in October 1956, this plant moves over 2000 tons of fertilizers a month and distributes Re-Mark's other products to the large fruit and vegetable farms between Miami and the Florida Keys. Production at Goulds will be doubled this year, bringing its annual output to 50,000 tons.

In Hallandale, Fla., between Hollywood and Miami, Re-Mark's ammonia division makes liquid fertilizers and other nitrogen products. Re-Mark is pioneering liquid fertilizers in south Florida and believes they have a bright future. Reimer estimates the potential yearly market at 2 to 3 million gallons. The business is there, he says; it is just a question of working for it.

#### Industrial Chemicals

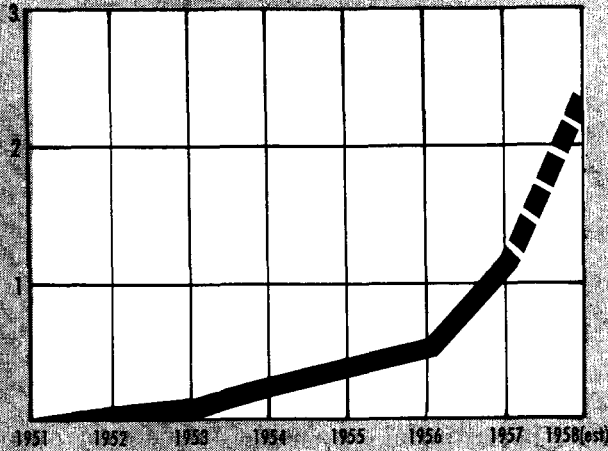
Re-Mark's latest addition was obtained through a merger with the

## Re-Mark Chemical Co.

Sales doubled in 1954 after the company's first major expansion in pesticides, and again in 1957 when it started to make fertilizers. It expects to show a 100% increase again in 1958 from expanded production of pesticides and fertilizers and new production in industrial chemicals.

## Annual Sales (Millions of Dollars)

Fiscal year ends March 31



Tremm Chemical Corp. early this year. The Tremm plant, located in North Miami, is newly built to produce chlorine and ammonia products, bleaches, starches, and soaps. It has not been in the Re-Mark organization long enough to be reflected in Re-Mark's financial status as yet, but it will soon allow Re-Mark to offer a complete product service to some of its pesticides customers (such as the

municipalities of south Florida), which also use quantities of water and sewage treatment chemicals.

A plant in Havana (Re-Mark Chemical, Inc., de Cuba), purchased by Re-Mark in August 1956, gives the company an island distribution point for its regular products and special formulations used by sugar, rice, tobacco, and vegetable growers. A pesticides mixing plant for this site is

scheduled to be in operation by next year.

Another sales outlet, Glade & Grove Supply Division, Fort Pierce, Fla., was obtained by Re-Mark in April this year. From this point, the company is servicing the Indian River citrus industry. The center has seed storage rooms and handles farm equipment as well as Re-Mark's pesticides and fertilizers.

Re-Mark's sales of pesticides to the agricultural industry currently represent its largest dollar volume of income. Fertilizers, fairly new in its line, are developing fast, followed by sales of products for home use. The company now has distribution in 17 states of the U. S. It also has a good export business, especially throughout the Caribbean countries and South America.

As the company continues to grow, it plans to push further both to the north and to the south. Now in the talking stage is a plant in central Florida, possibly Orlando, to produce pesticides and fertilizers for the citrus industry in that area. Across the Caribbean in Nicaragua, another plant making insecticides will supply the countries of Central and South America.

### Spray Nozzle Reference Data / Yours FOR THE ASKING

**TEEJET SPRAY NOZZLES**  
with choice of over four hundred interchangeable orifice tips. Every type of spray pattern. Write for Catalog 30.

**TEEVALVE**  
selector valve for booms with spray selection in shut-off position. Write for Bulletin 84.

**GUNJET SPRAY GUNS**  
for pressures up to 800 p.s.i. Interchangeable tips for every use. Bulletins 69, 69 and 80.

**BOOMJET SPRAY NOZZLES**  
spray up to 65 feet wide for broadcast spraying with one nozzle. Bulletins 66 and 71.

**PRESSURE RELIEF VALVES**  
dual spring assembly for low and high pressures... write for Bulletin 83.

**SUCTION STRAINERS**  
withdraw liquid within 1" of drum bottom. Write for Bulletin 85.

AND FOR ACCESSORIES OF ALL KINDS—CATALOG 30.  
**SPRAYING SYSTEMS CO.,** 3252 Randolph St., Bellwood, Ill.

### YOU'LL GET GREATER YIELDS... GROW MORE #1'S...

### THANKS TO CHEM-BAM'S EXCLUSIVE NEW STICKING AGENT!

**Chem-Bam**  
with  
**U-101**

Never before a blight fighter like Chem-Bam! The only fungicide with U-101, exclusive sticking agent that glues fungicide to vines, plants. Not even rain or watering can wash away Chem-Bam.

Result? Your crops get fullest protection. You make full profits. Plants are healthier. Yields per acre 10% greater, according to a leading agricultural college.

Easier to use. Mixes evenly, easily with water and insecticides. Gives finer distribution in area sprayed.

Contact your farm dealer or write:

**CHEMICAL INSECTICIDE CORP.**  
129 Montague Street  
Brooklyn 1, N. Y.  
Phone: ULster 2-5200  
Plant - Metuchen, N. J.

Free booklet on blight control on request.