

Business Newsletter . . .

DIAMOND ALKALI AND AGRICULTURAL CHEMICALS

Insecticides are causing some major changes at Diamond Alkali. Company has sold Diamond Black Leaf house and garden line of insecticides and lawn chemicals to a new Illinois corporation, Black Leaf Products Co. Diamond says it has lost money on Black Leaf products for the last three years, the 1957 loss amounting to \$905,000 (32 cents per share). The alternate course, says Diamond president Raymond F. Evans, was expansion of merchandising and promotion, a course which would not utilize to an important degree "the particular technical skills and chemical knowledge we possess." The new Black Leaf Products Co. is headed by A. K. Paul. It has established itself in the Chicago area and will lease part of Diamond's Louisville plant to formulate its needs for this season. Frederick H. Raedel, Jr., sales manager of consumer products for Diamond Black Leaf, and E. W. Bodensiek, advertising and sales promotion manager, will join the new firm in the same capacities. Diamond has also sold its formulating plants at Waco, Tex., and Richmond, Va.

End of DDT production at Pine Bluff, Ark., by Niagara Chemical Division of Food Machinery was a major factor in Diamond's decision to quit operating the chlorine-caustic plant at Pine Bluff Arsenal. Diamond leases this plant from the Government, has notified the Government it will terminate lease on April 27.

ALLIED CHEMICAL MODERNIZES

Allied's Nitrogen Division is revamping the South Point, Ohio, plant to increase urea capacity, and its National Aniline Division has just put up at Hopewell what is believed to be the world's largest stainless steel crystallizer for ammonium sulfate fertilizer. The changes at South Point will increase urea capacity there from 80,000 to 110,000 tons a year, making the company's total urea capacity 220,000 tons annually. The crystallizer at Hopewell can handle more than 300 tons of ammonium sulfate a day. The company says it is less expensive to use one big crystallizer than several smaller tanks, and that it gets a more uniform crystal particle with the new equipment.

GRACE EXPANSIONS

W. R. Grace is increasing its urea capacity at Memphis by 20,000 tons, for a total there of 75,000 tons. Foster Wheeler is modifying the present plant and installing the new equipment. With new capacity, company will be using half of its ammonia capacity (250 tons a day) for urea. Urea is also in the cards for the company's planned \$16-million fertilizer plant at Trinidad, B. W. I. Negotiations about the proposed plant are now going on with the government there.

PEST CONDITIONS

More live boll weevils went into hibernation last fall than in the year before in Tennessee, Mississippi, Louisiana, and South Carolina, says USDA. Louisiana and Mississippi had more than three times the number found in the fall of 1956 and Tennessee had 2.5 times the 1956 count. Most North Carolina counties and Virginia had lower weevil counts. Spring survey will indicate how weevils fared through February's severe cold in those areas.

Soybean cyst nematode is infesting some 15,000 acres in six states. USDA says chief soybean-growing areas have fortunately escaped its destructive presence so far. Infestations are in three areas: 11 counties

Business Newsletter . . .

straddling the Mississippi from southwestern Kentucky to northwestern Mississippi; New Hanover and Pender Counties, N. C., along the southeast coast; and Camden County, N. C., on the state's northern border. USDA says soil fumigation is costly and not completely effective, recommends strict compliance with quarantine regulations, keeping soybeans or other host crops off infested areas during long crop rotations, and continuing surveys in all soybean-producing areas to define limits of infestation.

NEW PRODUCTS AND NEW USES FOR OLD ONES

Heyden Newport Chemical is producing a new group of herbicides based on 2,3,6-trichlorobenzoic acid in new facilities at Fords, N. J. This is the company's first venture into agricultural chemicals based on its experience in the field of chlorinated cyclic compounds. They are effective against bindweed and other deep-rooted perennial weeds on farm and industrial land. Company plans to market compounds overseas, as well as in the U. S., has already sent tonnage quantities abroad.

Merck has a new coccidiostat called GlyCamide. It is glycylocarbamide and will be offered in a premix for use by manufacturers of poultry feed. Company says it has more effectiveness and safety than other anticoccidials.

PCNB and ferbam are giving California and Oregon Easter lily growers a real boost. The combination, applied as a bulb dip, gives good control of soil fungi and other organisms that have been causing serious losses. After the application, bulbs get a heat treatment, and are planted in a clean soil. The result: plants grow as much in one year as they had previously grown in two years. The cure was worked out by John G. Bald, University of California plant pathologist.

USDA has okayed a label statement that Glyodin can be used as a spreader-sticker. In addition to its fungicidal powers, Glyodin helps other fungicides in a formulation to spread and stick much more evenly and thoroughly over fruit tree foliage, says its manufacturer, Union Carbide. Virginia growers are using it with zinc-lime spray to control peach bacteriosis, and Massachusetts growers, for inclusion with dichlone and ferbam, to control peach canker. Carbide says Glyodin costs about the same as other chemicals sold exclusively as spreader-stickers.

FINANCIAL RETURNS

Stauffer's sales dropped 1%—from \$159 million in '56 to \$156,966,000 in '57. Earnings also dipped—\$13,745,000 in '56 to \$13,101,000 in '57. Income drop was attributed to substantial increase in research expenditures and depreciation charges related to new and expanded facilities.

Hercules' sales and earnings both climbed in 1957. Sales were up 4% for a total of more than \$245 million; earnings were \$18,116,000, compared with \$17,703,000 in '56. Agricultural chemicals provided 7% of the company's sales total.

Allied Chemical & Dye reports a 2% increase in sales for '57. Company's new high in sales was \$683,078,735. Net income on operations was down—from \$47 million in 1956 to \$43,397,584. Income from sale of U. S. Steel stock pushed earnings up to over \$51 million, however.

National Distillers reversed the current trend of higher sales and

lower earnings. Its sales were lower (\$538,525,429 in '57 compared with \$543,099,524 in '56) and earnings were higher (\$23,024,249 in '57 and \$22,632,689 in '56).

Monsanto reports higher sales and higher earnings for 1957. Sales were \$708,005,000, compared with \$653,832,000 in '56. Earnings climbed 6.8% to \$48,877,000. Sales of agricultural chemicals and wood preservatives represented about 11% of the total.

Michigan Chemical weighs in with a whopping 44% sales increase—a total of \$9,571,000. Net income also up considerably—\$753,000 in '57 compared with \$356,000 in '56.

Hooker Electrochemical's sales dropped from \$109,980,000 in '56 to \$107,868,000 for the year ended Nov. 30, 1957. Net income was also down—from \$11,497,000 to \$8,848,000. Company tells stockholders that it 'has made considerable progress, in cooperation with other companies, in the development of new herbicides and insecticides.'

Diamond Alkali's earnings dropped 32% in 1957, despite a sales increase. The figures: Earnings of \$7,035,000 in '57 compared with \$10,380,000 in 1956; sales of \$122,640,000 in '57 against \$121,260,000 in 1956. Besides a \$905,000 loss in Black Leaf Products and a charge of \$150,000 resulting from new inventory accounting changes, Diamond's reduction in earnings was attributed to: Rise in cost of labor, materials, and transportation; increased research and development; and retirement of obsolete facilities and start-up expense in connection with expansion and modernization.

Shea Chemical doubled its sales and earnings in 1957. Final totals for year ended Nov. 30 were \$20,554,705 in sales and \$1,873,577 in earnings. For 1956, figures were \$10,237,628 in sales and \$747,828 in profits.

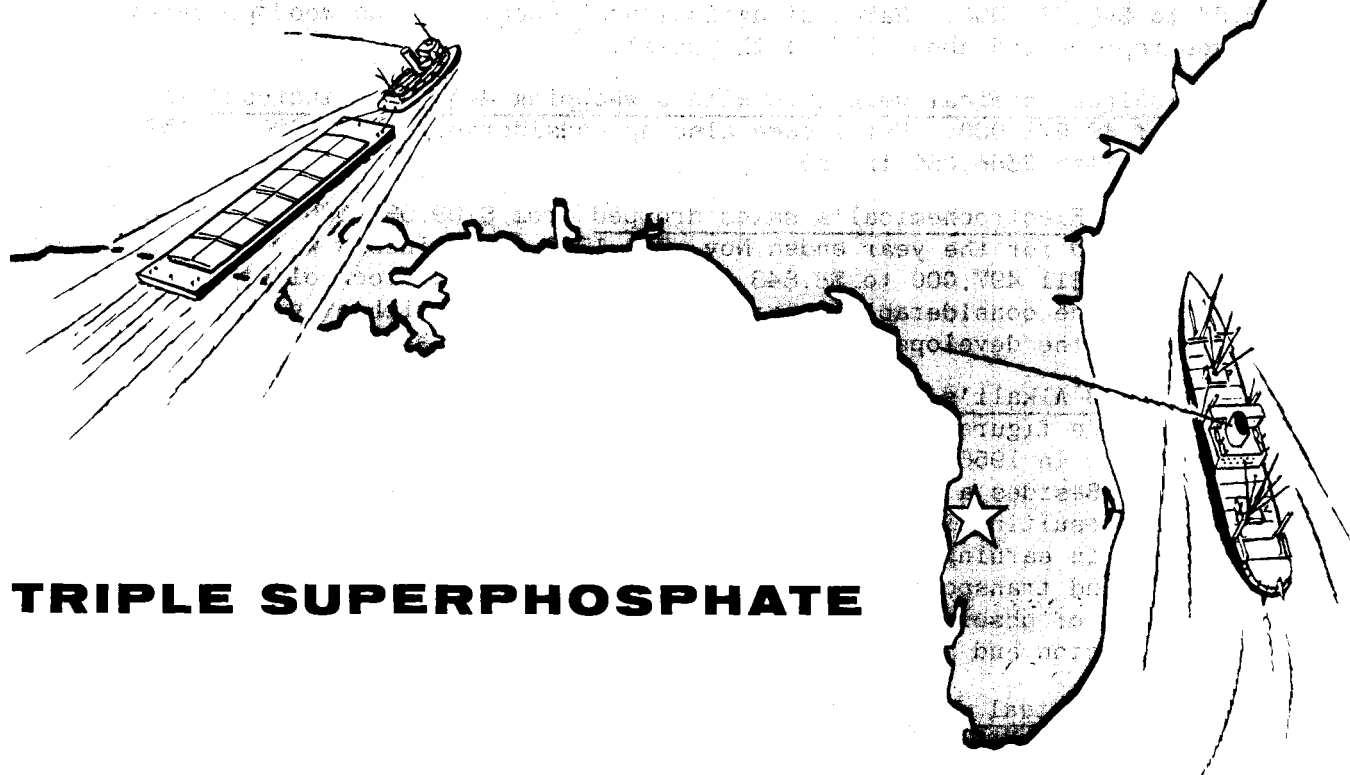
ADDITIONAL MEN IN MIDWEST FOR NPFI

The Middle West Soil Improvement Committee, now a division of the National Plant Food Institute, is in the process of strengthening its program in the Midwest. By July 1, it expects to have added three new staff members—one each for Columbus, Ohio, Kansas City, Mo., and St. Paul-Minneapolis.



- Noticeably more competitive within the past year, cotton insecticides are likely to become even more so this season, especially the chlorinated hydrocarbons and the phosphates (page 173).
- Blends of anionic and nonionic emulsifiers are easing the headaches and inventories of formulators (page 175).
- Apparent lack of dealer enthusiasm for fertilizer promotion may be result of fertilizer's relatively minor contribution to total business (page 176).
- Raising of insects in the laboratory, making possible many experiments that couldn't be done in the field, is an important part of entomologists' work (page 177).

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ANOTHER RESISTANT SPECIES--CATTLE LOUSE?

USDA is investigating possibility that cattle lice may join the ranks of insects resistant to chlorinated insecticides--in this case lindane and DDT. Beltsville entomologists became suspicious when two treatments with lindane failed to eradicate cattle lice on a shipment of beef cattle brought in for experimental purposes. Original owner had previously administered far heavier doses of lindane without success. DDT was similarly unsuccessful, but it is no longer recommended for cattle lice control because of residues. USDA has not yet crossed lindane off the list of recommended chemicals for cattle lice control, but reports it is worth watching.

NEW HERBICIDE FROM ICI

New herbicide discovered by Imperial Chemical Industries' scientists in Britain is announced in Nature (Feb. 15 issue). Still in the research stage, it promises to be useful in potato stem destruction, crop desiccation, and nonselective weed killing. However, it may find some application as a selective weedkiller in cereals. Chemically it is 1,1'-ethylene-2,2'-dipyridylum dibromide. Entry and translocation take place through the leaves, according to tests on broad bean and oats, and occur within five minutes of application. Root uptake takes place only with plants grown in culture solution, because the compound is strongly adsorbed by soil.

EXPERIMENTAL MATERIAL GOING THROUGH PACES

Union Carbide's experimental insecticide, Sevin, looks good in tests against insects that attack freshly cut pine wood. At University of Florida, L. A. Hetrick sprayed logs with Sevin (1-naphthyl N-methyl carbamate), delaying attacks of bark beetles, ambrosia beetles, and sawyers about six weeks. Nine weeks after spraying, untreated check logs were worthless, but treated logs were still in condition for milling.

AWARD IN ANALYTICAL METHODOLOGY

AOAC announces that nominations are now in order for the second Harvey W. Wiley Award for Achievement in Analytical Methods. Deadline: April 1. Further information is available from William Horwitz, Box 540, Benjamin Franklin Station, Washington 4, D. C.



- Study of compounds related to the fungicide 8-quinolinol leads to theory that the 8-hydroxyl group must play important role in inhibiting spores at a site inside the cell (page 194).
- Edible portion of citrus treated with Hercules' acaricide Delnav had no more than 0.03 p.p.m. residue (page 211).
- Normal use of Monsanto's herbicides CDEA and CDEC has little effect on soil nitrification and carbon dioxide evolution (page 214).
- For best nutritive value, Coastal Bermuda grass, fertilized heavily with nitrogen, should be clipped at least every six weeks (page 217).

Letters . . .

Research Grants For Small Colleges?

DEAR SIR:

After reading the editorial "Synergism in Selling Fertilizers" in the December 1957 issue of AGRICULTURAL AND FOOD CHEMISTRY, it seemed to me that a few remarks might be of interest providing they were more or less constructive. This editorial states that the primary job of the NPFI is to

create the most favorable relationship possible between industry and the state agricultural college personnel because they are the most influential in farmer acceptance of ideas and practices.

Creating favorable relationships between industry and agricultural college personnel is a commendable undertaking. Such relationships already exist at several institutions.

However, it is my belief that industry as a whole has an obligation to support experiment stations and agricultural colleges to a much greater degree than it now does. Many research workers operate on a shoe-string, trying to work out answers to problems which they know must be solved. Limiting their productive capacity because of a lack of equipment and help is indeed false economy and proves to be expensive in the long run. Industry has a responsibility to bolster research which pertains to industry's field and from which it might expect to benefit. Many large industrial concerns are now instituting their own research and investigational facilities.

Loss of this research money from educational institutions, in addition to the loss of many qualified scientists and teachers hired away from agricultural colleges by industry, is serious, and will have serious consequences in the field of agricultural science if such a policy is continued.

I am fully aware that experiment stations and agricultural colleges cannot or will not perform *all* the investigations desired by industry. However, small colleges have a supply of agricultural and scientific personnel who are capable of performing some of their work if they had a little outside help in financing it. Awarding grants to these small-college personnel for the more applied and less fundamental phases of research, not only in agriculture but other sciences as well, would be a tremendous step toward utilizing our scientific talent to the best advantage and would at the same time benefit the teacher, the college, and the students, as well as industry. Using undergraduate students to help carry out such research work would be an extremely effective method of recruiting more science students with a better training and background.

Many "experiments" that study rate, date, time, and method, as applied to seeding, fertilizer application, weed control, and the like, are still being carried out at some main experiment stations by personnel that should be spending their time on more fundamental problems. These so-called experiments should be farmed out to other personnel that could perform them just as well.

CARL GRAY,
Director
Soils Laboratory
Midwestern University
Wichita Falls, Tex.

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