

Apparatus Makers Hit Present Tariff Policy; Offer New One

BOCA RATON, FLA.—How important is the scientifically trained sales representative of the scientific instrument maker to the researcher? Very important, according to C. P. Tebeau, professor of chemistry at the University of Miami. Dr. Tebeau, speaking before the midyear meeting of the laboratory and optical sections of the Scientific Apparatus Makers Association this month, summarized his views about the unsung hero of the scientific apparatus business in these words:

"The sales representative has made himself an indispensable part of scientific research; the work of the salesman has been such as to call for general commendation. . . . Certainly the scientist who discusses his needs with the representatives who call on him will receive invaluable suggestions and courteous help. How the company can afford to provide us with these very helpful people is, fortunately, their headache—not ours. All we know is that we are glad that they find some way to do it."

Dr. Tebeau's talk was part of a panel discussion, "The Scientific Sales Representative—His Selection, Training and Contribution to Science." The sum and substance of the discussion was that (1) salesmen—the right kind—are hard to find; and (2) still better training is highly desirable.

High light of the midyear meeting, however, was not the subject of training of technical sales representatives but the tariff.

SAMA, representing most of the scientific apparatus makers of this country, is vigorously protesting present tariff policies. In fact in an official statement to the Commission on Foreign Economic Policy (the Randall Committee appointed by President Eisenhower) SAMA voices the opinion that there is little or no policy at the present time.

"There now exists neither policy, procedure, nor agency," states SAMA, "through which an industrial operation indispensable to national security can be so defined and safeguarded."

Foreign Tariff Policy

The SAMA statement suggests that the Commission on Foreign Economic Policy recommend to the President and Congress:

1. That there be created an independent commission of seven members consisting of the Secretary of Defense, the Secretary of Commerce, the Secretary of Labor, the Secretary of State, the

Secretary of the Treasury, the Director of Defense Mobilization, or their qualified designees, and a chairman appointed by the President with power to control imports, through the issue of licenses or otherwise, of any materials, products, or articles similar to those produced by each of such indispensable industries for the purpose of creating or maintaining sound, adequate, and efficient domestic industries necessary to our national defense.

2. That there be created by this commission an extraordinary classification of industrial operations to be so safeguarded as indispensable to national defense to the end that minimum levels of operations of these industries necessary to national defense can be established or maintained without undue curtailment due to imports. It is further recommended that the following industry criteria be considered in determining both the extraordinary classification and minimum levels of operations necessary to national defense:

(a) The necessity for trained personnel—unique skills not available in other industrial operations; the abnormal time required for training—in excess of normal industrial training periods; and the basic group necessary to train other personnel.

(b) The necessity for continuous research to assure leadership in scientific developments.

(c) The necessity for a constant relationship to defense needs and developments.

Aiken Fisher, president of Fisher Scientific, addressed the SAMA meeting



INDUSTRY

Davison's Sulfuric Unit At Bartow Near Completion

Production of sulfuric acid at Bartow, Fla., will be started early in January by Davison Chemical as the first step in placing in operation the new \$12 million triple superphosphate plant there. Output of acid will precede main process operation by about two weeks, it was said.

Rated capacity of the contact acid unit, 550 tons of 100% sulfuric acid per calendar day, will make it the world's largest unit producing this chemical, according to Monsanto Chemical, plant designers.

Capacity of the triple superphosphate plant is rated at 200,000 tons annually, which is estimated to make Davison the second largest producer of this chemical.

Heyden Sells Antibiotics Division To Cyanamid for \$12 Million

Heyden Chemical Corp. has sold its antibiotics division to American Cyanamid Co. for a cash payment of \$12 million an amount which is approximately \$6 million in excess of the book value of the assets sold, according to John P. Remensnyder, chairman, and Simon Askin, president of Heyden.

Jack Dreessen to Carry Out NAC Herbicide Program

The National Agricultural Chemicals Association is proceeding with plans for its new herbicide program (AG AND FOOD, Sept. 30, page 869). Lea S. Hitchner, NAC's executive secretary, announces that Jack Dreessen has been employed to carry out the program of collecting and disseminating information on weeds and chemicals used in controlling them.



Mr. Dreessen will start his work with Jack Dreessen NAC on Jan. 1. He is now employed at the Oklahoma Experiment Station in Stillwater in the agronomy department.

Purpose of this program, said Hitchner, is to speed up the distribution of information to farmers on herbicides and crop defoliants as this information arises from research. Dreessen's duties will be to cooperate with all interested groups working with weeds, herbicides, and defoliants and to coordinate as many activities and research results as is possible. Information so developed will be disseminated through the *NAC News*, NAC's press services, and other outlets.