

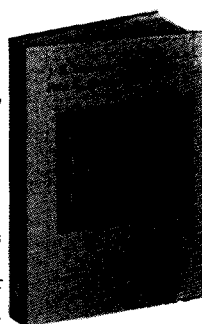
Just Published:

## OUTLINES OF ENZYME CHEMISTRY

By J. B. NEILANDS and PAUL K. STUMPF, both of the University of California, Berkeley

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A simple and concise presentation of the principles and problems of soil fertility and plant growth, with emphasis throughout on the plant itself. 1955. 436 pages. Illus. \$6.75.

### AGRICULTURAL PROCESS ENGINEERING By S. M. HENDERSON and R. L. PERRY, Both of the Univ. of California, Davis and Los Angeles, respectively.

Unit operations discussed include such processes as cleaning and sorting, air conditioning, mixing, drying and dehydration, refrigeration, and many others. 1955. 402 pages. Illus. \$8.50.

### PLANT REGULATORS IN AGRICULTURE Edited by H. B. TUKEY, Mich. State College.

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# Letters . . .

## Profiles Serve Dual Purpose

DEAR SIR:

We all are pleased with the way the corporate profile of Summers Fertilizer Co. (February AG AND FOOD) has been prepared and presented. The fact that you would select one of the smaller companies following that of the larger company in your January issue is indicative of the broad scope of your coverage. So far as I can recall, your profiles, corporate and personal, are an innovation. It seems to me they serve a dual purpose—presenting an up-to-date picture plus perpetuating some historical data that can, in these days and times, easily get "lost in the shuffle."

Over the past 33 years at one post of command here in the fertilizer manufacturing center of the country, I have observed many changes. Instead of 32 companies in this area, we are now down to 16. The big are getting bigger and the small are disappearing.

Much has been said about these giants of industry stifling individual incentive. In some quarters, our own industry has this menace on its doorstep. However, I am still a firm believer in the fact that a compact, well managed company can maintain its position in the business world and "give a little more sugar for a cent a pound" than the giants.

J. E. TOTMAN  
President

Summers Fertilizer Co., Inc.

## A Warrior Grows

DEAR SIR:

I feel that the time has arrived when it is necessary for the manufacturers of raw concentrates to license their formulators. Too many formulators, in order to lower costs and establish a price position, use questionable cost-cutting methods.

Something should be done about the extra discounts given to big companies. These same companies invade the sales field of good independents with this price advantage. If this keeps up, it means that the days of the "freedom of enterprise" we yap so much about are over.

And, the evils of consignment: What other merchandise, equal in value to an agricultural chemical, is so carelessly handled business-wise? Who is a distributor? A one outlet, two, or more? Solve that one, brother, and blessed be your name.

No other industry takes the risks, does such intricate work, knows more sciences, and gets as little in return. It's more like a war than a business. If you quote us, we'll get a lot of sassy letters. . .Quote us.

D. E. GARRISON  
Vice President  
Balcolm Industries, Inc.