

From: Jim Armstrong <jarmstrong@aeicg.com>
Sent: Monday, December 21, 2009 8:18 PM
To: ATR-Agricultural Workshops <agriculturalworkshops@usdoj.gov>
Subject: Seed Company competitiveness

To whom it may concern –

Competitiveness amongst the seed companies is more a strive for monopoly. The major seed companies have vested major work and capital for development of seed for agricultural use. As time and technology have increased so has the associated aspect of doing business with these companies. The companies have determined to recoup their investments with fees that are equal to or higher than the cost of seed. This type of corporate piracy makes for significant input expense to the producer. The basis of these additional fees have been based on producer remuneration through the sale of the grown crop. Taking advantage of the producer and their goal for covering their investments and outlays.

I understand and wholehearted agree to recouping vested capital into (products), however there is a professional business acumen that lets for business to deal with one another on a relative even plane with both sides positively benefiting from the association.

Recent assumptions and hearsay is that the seed companies are going away from the standard units of measurement to a modified measurement of seed counting. Making the product a specific number of seeds in a single container (bag) as opposed to # of pounds with a significant increase in cost ensuring the producer to buy more product to perform the same amount of work prior with a weighted measured amount of seed.

Any seed manufacturer that offers as much as forty different variations of seed, coupled with the same approach by competitor companies can easily be promoted as the industry having a competitive nature. What is not said is that the major companies own the various multiple brand names which only adds to their gain when in reality the products are replications of original products only under a different identification and associated genetic information.

The producer must not be held accountable to the seed manufacturers by potential gain earned by them. A respectful and fair association would benefit all parties involved and make for potential high gains.

Thank you for your time.

Respectfully,

Col. James D Armstrong Sr.
Houk Farms
Moran, KS
Seed reseller

AeiCG

"...The things best to know are first principles and causes.
But these things, the most universal, are perhaps the most
difficult things for men to grasp, for they are farthest
removed from the senses..."