ing to performance? Should the contract always be let to the lowest bidder? There was no consensus.

Too often, said one contractor, the customer thinks quality and hires economy. But the economy performer may cause costly follow-up.

There was no consensus on solutions, either. Some felt that the customer should write tighter specifications, others believed specifications should be general, allowing the contractor to complete the job in a way he has found most efficient with the manpower and equipment he has. There was agreement that more monitoring of work done was necessary on the part of both contractor and customer.

Depending on the type of contract written, one participant suggested that it might be less costly for the customer to touch up a job than to get the contractor to come back.

Who pays for down time? The contract should specify the responsibility if down time could be a problem. One way suggested to reduce down time from flat tires was to use multi-ply airplane-type tires, puncture-proof, or solid rubber tires.

Hunter Jones of Buffalo, Tex., described how he is making a profitable business out of contract mowing. He is able to mow for less than the state, he said, because his labor costs are lower, and more maintenance doubles equipment life.

Problems, he said, have included: having to spend too much time checking to see if work is being done to specification; getting the job completed on time, which otherwise causes budget difficulties; and inconsistent bids, which can result in not enough money to do the job.

Chemical maintenance is improving with new techniques, equipment and materials. Invert emulsions and foam additives permit better targeting of materials, increased effectiveness of herbicide, and decreased need for water.

Do you have to worry about drift when you’re using foam or invert emulsions? Answered Dr. C. L. Lein-