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INDUSTRIAL CHEMICALS MARKETING DIVISION

## TENNESSEE CORPORATION

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## Are They Necessary?

One of the most common complaints we hear is that there are just too many meetings, conventions, and conferences to go to. This objection is particularly strong among companies which offer a wide variety of services in the vegetation maintenance and control field. Alert management in such firms *must* keep up to date on all the latest developments in each of the areas they service.

The very complexity of weed control, tree maintenance, and turf work, including the wide geographical differences due to climate, temperature, location, etc., appears to leave no other choice than to hold special interest meetings for special interest groups.

The multibillion dollar nonfarm vegetation management field is big business, one requiring specialization in each phase of its operation. This is an age of specialists. Larger companies have technically trained experts for each segment of their work. Small companies divide such responsibilities among fewer men, but even here there is some specialization.

Actually, the score or more of meetings in various sections of the country on particular subjects is probably a blessing in disguise. If there were only two or three "national" meetings a year, almost the entire technical and/or managerial staff of a company would feel it had to attend, and there would be no one left to "mind the store."

We have attended national conventions and technical meetings in which there are concurrent sessions. Nothing is more frustrating than to want to be two places at once. The only answer is either to bring several people to cover all sessions, or pass up those you would really like to hear in order to sit in on one which you decide, rightly or wrongly, is most important.

The need for regional and sectional meetings in the vegetation management field is probably more acute than in any other. The limited number of national conventions we do have are aimed primarily at either management or technical staffers, and their programs are mostly arranged so each delegate can attend the sections he wants to.

This is a complicated business and we can take our hats off to leaders of those dedicated groups who stage special meetings to discuss specialized problems in depth which would otherwise be impossible at a once-a-year convention.

WEEDS TREES AND TURF is the national monthly magazine of urban/industrial vegetation maintenance, including turf management, weed and brush control, and tree care. Readers include "contract applicators," arborists, nurserymen, and supervisory personnel with highway departments, railways, utilities, golf courses, and similar areas where vegetation must be enhanced or controlled. While the editors welcome contributions by qualified freelance writers, unsolicited manuscripts, unaccompanied by stamped, self-addressed envelopes, cannot be returned.