



Arboretum, Inc., retail garden center division of Environmental Industries, Encino, Calif., has purchased Better Gardens, a 28-year-old, service-oriented garden store firm with outlets in San Marino and Arcadia. Don Stockard, left, general manager of Arboretum, Inc., welcomes Kerby Lesh into the EII family of companies. Lesh, former owner, continues with EII in a management capacity.

Enthusiasm," presented by Itsuo Uenaka, chairman of the AAN Garden Center Retail Committee, Cupertino Nursery, Cupertino, California. The basis for Uenaka's presentation will be the newly created "Sales Meeting Tapes" now available to AAN members.

To wrap up Retailer's Day, the National Association of Credit Management will conduct an information-packed 40-minute session on "How to Manage Credit to Build Sales and Increase Profits." Topics to be covered include reasons for using credit, how to make money on credit plans, and how credit stimulates impulse buying.

For the Family

Women attending the convention will be treated to a special Ladies Day Tuesday, July 21. They will tour the M. H. DeYoung Memorial Museum, a Japanese Tea Garden, the Strybing Arboretum, and other historical sites.

Youngsters, too, have a program outlined for them. Juniors have a get-acquainted party Sunday with dancing to today's popular tunes. On Monday, they will tour Marine World; Tuesday, Angel Island; and Wednesday, engage in a splash party in the hotel pool.

The annual landscape tour, sponsored by the National Landscape Association, will feature many of the outstanding landscape designs in the San Francisco Bay area. The tour

is Sunday, July 19. Special taxi tours will be conducted on the same route Monday and Tuesday mornings.

DED Losses Drop 50% In Milwaukee County, Wis.

Dutch Elm Disease killed only half as many trees in 1969 in Milwaukee County, Wis., as it did in '68.

The decline is no assurance, however, that losses won't increase again in 1970, said county agri-business agent Stanley Rynearson. He attributed the decline to three factors: decreasing number of elms; thinning of thick stands, thereby reducing the possibility of transmitting the disease by root graft; and loss of most of the rural elms in the county, which could have reduced in-migration of elm beetles.

Control programs costs did not fall proportionately. Though tree deaths dropped from 34,323 to 17,245, money spent on control programs dipped from \$132,490 to \$128,344. Removal costs decreased \$34,000 to \$1,184,449.

DDT has not been used to control the elm bark beetle since 1968.

To be exact, Rynearson said that 237,346 elms remain in the county.

Municipalities planted 26,724 trees in 1969. Diversification of varieties planted continues to get emphasis, he said. Maples, accounting for 90% of the plantings in 1965, last year comprise only 55%.



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