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WT&T

LETTERS

After 40 years experience in various phases of the Green Industry, I am convinced that there are more business failures attributable to a lack of applying sound business practices than to any other cause.

Since most people in our industry love their work, they seek to constantly expand their knowledge of the latest technological developments in our field. Until recently, there has been almost nothing available to the vegetation management industry about the business aspects that can make the difference between success and failure. Glad to see WEEDS TREES & TURF becoming more aware of this. "Direct Mail: Boost to Spring Business," in February, is a step in the right direction.

Samual Virgilio, President
Lawnkare Inc.
Bryn Mawr, Pennsylvania

Thank you Mr. Virgilio. We intend to

bring you more such information in the near future. Bookkeeping, legal tips, and personnel management features are in the works.

The recent Proscap article (February) on sand trap construction was much enjoyed. However, a gravel base under six inches of sand causes an air-water interface which actually impedes movement of excess water from sand into pipe. If the sand in trap is medium coarse and 12 inches deep, gravitational pull will likely keep the top two to three inches of sand relatively playable.

The question and answer columns are a great improvement in your continuing excellent publication.

G. D. Chaster
Victoria, B.C. Canada

One of the current activities of the SW-244 Irrigation Management Committee of the Soil and Water Division, American Society of Agricultural Engineers, is to compile a cross-referenced listing of manufacturers of irrigation controllers, the equipment they manufacture, and the performance features of the controllers now available. We will develop a survey questionnaire to the manufacturers for a response regarding each of the models that they wish to see listed.

In order that this listing be as complete as possible, we need to contact all manufacturers of irrigation control equipment. We are asking that any manufacturer desiring to participate in this survey contact us with the following information: company name, address, telephone number, and the name of a contact person to whom we should send the survey. This information should be sent to: Ken Solomon, 1755 Foothill Drive, Logan, Utah 84321.

Ken Solomon
1755 Foothill Drive
Logan, Utah 84321

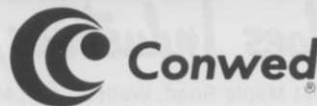
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