

## LETTERS

**Care for contractors**

I would like to see what the contractors have to say in rebuttal to your nine point comments, "Experience" (Philip Huey's article on "Contract Versus Force Account," Oct. issue).

I am from the northern area and probably have different conditions and outlook with only 20 years of experience.

It would seem that Mr. Huey has a very narrow view to the whole problem with emphasis on human relations, legal contracts, and efficiency. He shows little interest to the contractors, their business problems, the amount of work, and their profit, which was limited to a very small gross income ratio to overhead. Also, the scope of their work

was limited to your supervision, which lowers the incentive for personal input and ability—a very important aspect to personal pride.

As with most governmental agencies, whether they be local, state, or federal, there is a tendency to treat small business as though they are wealthy and

have unlimited funds at their disposal. And have little concern for their considerations.

Frank J. Foster  
President  
Dal Corp.  
Muskego, WI

**Events from page 53**

Contact The Irrigation Association, 13975 Connecticut Ave., Silver Spring, MD 20906, 301/871-1200.

**Wisconsin ISA** chapter meeting, Olympia Hotel, Oconomowoc, WI., **Feb. 8-9.** Contact Ervin C. Bundy, ISA Executive Director, 5 Lincoln Square, P.O. Box 71, Urbana, IL 61801, 217/328-2032.

**Michigan ISA** chapter meeting, Kellogg Center, Michigan State Univ., E. Lansing, MI, **Feb. 11-12.** Contact Ervin C. Bundy, ISA Executive Director, 5 Lincoln Square, P.O. Box 71, Urbana, IL 61801, 217/328-2032.

**A.L.C.A. Annual Meeting & Trade Exhibit**, Hyatt Regency Hotel, New Orleans, LA, **Feb. 8-13.** Contact Associated Landscape Contractors of America, 1750 Old Meadow Rd., McLean, VA 22102, 703/821-8611.

**National Arborist Association Annual Meeting**, Sarasota Hyatt House, Sarasota, FL, **Feb. 15-19.** Contact Robert Felix, Executive Vice President, 3537 Stratford Road, Wantagh, NY 11793, 516/221-3082.

**Capital Area Turf & Ornamental School**, Lancaster Area, **Feb. 18-19.** Contact Harold E. Stewart, Dauphin County Cooperative Extension Service, 75 South Houcks Street, Suite 101, Harrisburg, PA 17109, 717/652-8460.

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