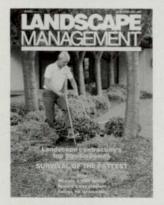
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COVER STORY: SURVIVAL OF THE FATTEST

by Terry McIver. The biggest companies did the best in 1988, "The Year of the Drought," according to LANDSCAPE MANAGEMENT'S third annual survey of landscape contractors.

NEW AND IMPROVED MOWERS With 1989 comes new and improved mid-size riding mowers. TRAINING INSURANCE by Lawrence Kokkelenberg, Ph.D. Just because you've spent time and money training employees doesn't necessarily mean they've learned anything. Here's how to make sure they absorb new information to apply to their job. THE TRADITION CONTINUES 58 Ordinances protecting trees date back 300 years in Newark, N.J. Under tree pioneer Carl Bannnwart, more than 60,000 trees were planted in the city. Today, those traditions live on. **POSTER-IZING LANDSCAPES** by Ronald C. Smith, Ph.D. You can provide your landscape clients 67 with an additional service if you've got someone on staff who can design and/or build attractive wooden fences. PARADISE UNDER GLASS 74 by Terry McIver. The Opryland Hotel complex is a greenhouse away from home, with enough plant varieties to rival Heinz. 76 WHERE THE TREES COME FROM by Douglas J. Chapman. Several new biological concepts have allowed researchers to fine tune the art of tree propogation. THE SENTRY'S WATCHDOG 82 by Jerry Roche. Anywhere you travel in Wisconsin to talk golf, the subject always turns to the course and the corporate layout at Stevens Point. That's Sentry Insurance headquarters and Sentry World. ARE YOUR EMPLOYEES LEGAL? 90 by Richard Lehr. It is the employer's responsibility to make sure he has no illegal aliens on his payroll. The penalties for not complying are strict. EMERGENCY! 96 by Carl Kovac. Crews at Cleveland Hopkins Airport are schooled in immediate mobilization, for the times when hundreds of airline passengers' lives depend on the snow removal job they do. **'KENT' OUTSHINES COMMON WHITE CLOVER** by R. E. DeGregorio and R.A. Ashley. Although white clover in a lawn can be slippery, stain clothes and is unsightly to some, many 102 prefer it to a grass monoculture. **ONE STEP BEYOND** 106

by Rudd McGary, Ph.D. It's very easy for lawn care operators to say they are going to diversify. This is a classic case of 'easier said than done' and it may make or break your business.

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