

LETTERS

To the editor:

Thank you for the strong support you gave to ALCA's Crystal Ball report in your (March) "As I See It" column.

It is satisfying to know that our work appears valuable to others like yourself. Naturally, all of us who worked on the report believe it should be required reading for every current and potential landscape contractor. Perhaps we are prejudiced.

Equally important is the partnership of industry and press committed to the growth of the industry. Your support of the industry is invaluable.

Thomas O. Lied
Lied's
Sussex, Wisc.

To the editor:

Because I am among the many in this industry involved in snow and ice control, I was extremely pleased to see the article "Emergency" in the February issue, even though the captions with the pictures were incorrect.

Our snow and ice work has grown over the years to

the point that it is now larger than our landscape work in many respects.

Please continue to do future articles on snow and ice control as it pertains to landscape management.

Christopher L. Russo
Hampton Landscaping
Amagansett, N.Y.

To the editor:

I simply want to express my appreciation for the excellent article by George Scott regarding the use of mulch and drainage problems in the March "Research Update" column.

The article was extremely informative and deals with a problem that I am familiar with. Based on the article, future maintenance on this campus as it relates to mulching will follow the guidelines mentioned by Mr. Scott.

Richard Ehrenberg
University of Wisconsin
Whitewater, Wisc.

To the editor:

Your February 1989 article titled "Survival of the Fattest" certainly painted a slim picture of the land-

scape industry in Georgia.

Just last year the Extension Horticulture Department at the University of Georgia conducted a survey of the commercial landscape industry in Georgia. The survey, done in a scientific manner under the direction of a statistician, revealed over 45 firms statewide with annual billings in excess of \$1 million, with 36 of these firms headquartered in metropolitan Atlanta. Yet your report showed only nine Georgia firms among the top 50. Should our industry feel slighted?

I assume your survey was based on whomever returned a questionnaire. If so, is it accurate journalism to describe these firms as the largest in the nation, or would it be better to list them as 50 of the larger firms that responded? Readers should be told that your survey was done simply to generate a list, not necessarily a complete list.

Gary L. Wade
Extension horticulturist
University of Georgia
According to some statistics, there exists nearly 30,000 landscapers in the

U.S., a list that contains extensive daily changes as businesses are formed and others fold. Our mailing list includes 12,000 of the most successful, influential and stable of these companies.

Whereas a state-supported university may have the resources to scientifically poll all the landscapers within its boundaries, LANDSCAPE MANAGEMENT simply lacks the resources to poll every landscaper in the entire nation.

This is the fourth year we have compiled this list. Every year, we ask companies to contact us if they think their company qualifies. Every year, our list gets more complete. To our knowledge, Dr. Wade, this list represents the 50 largest landscape contractors in the nation.

Yes, there may be many companies out there which don't volunteer their names for the list; that's their prerogative.

Is this a scientific evaluation, though? No, you've got us there. But it's the best such list of its kind in the country, and we're proud of that.—Ed.

Sod cutting and renovating



with a **BROUWER™** sod cutter...

designed to make your turf cutting and lawn renovating easy.

Check these features:

- Easy single lever operation
- Easy adjustable handle bar
- Easily handled — lightweight
- Easy transport and storage with kickstand and fold-away handle
- Choice of blades



For more information on this and other fine turf care equipment from Brouwer, contact your dealer ... today.

Woodbine Ave., Keswick,
Ont., Canada L4P 3E9
Tel. (416) 476-4311
Fax. (416) 476-5867

BROUWER™
TURF EQUIPMENT LIMITED
An Outboard Marine Corporation Company

7320 Haggerty Rd.,
Canton, MI. 48187
Tel. (313) 459-3700
Fax. (313) 459-8778