

“U SAID IT!”

President's Clinton's health plan...won't work. The competition in his plan is a fallacy.

If a truly competitive system were adopted, quality of care would improve and prices would go down. This could be done without employer mandates and at the same time ensure low income individuals are covered, choice of doctors remains, and government involvement is minimized.

Bill Caras
Caras Nursery & Landscape
Missoula, Mont.

In our industry, many nurseries, irrigation supply houses and other companies have gone out of business because landscape contractors...were not spared from the economic downturn.

Our goal is "Stay alive until '95."

There's no doubt that business will eventually turn around. The contractor who pays close attention to cash flow and wise business practices will endure the lean times and be around for the up-turn in business—hopefully, with far less competition than before.

Michael R. Selden
Reliable Landscape
Tarzana, Calif.

Experience has been defined as "something you don't get until just after you needed it."

The key is looking ahead and being prepared. And the true test of your preparedness is not what you know how to do, but what you do when you don't know what to do.

Gary Thornton
Thornton Landscape
Maineville, Ohio

Often, the superintendent's position is not recognized until something goes wrong. Good greens, fairways and tees are taken for granted in many cases.

We must do more to [tell] our employers what we do day-in and day-out, and the problems we encounter. We should be proud of what we accomplish and not be afraid to let our clubs know the importance of our position.

William Shirley
Idle Hour Club
Macon, Ga.

The next time one of your subordinates screws something up because of a decision they made on their own, just think about all the times you did the same thing yourself and learned by your own mistakes.

Your company will grow beyond your wildest dreams and imaginations. And the "hiccups" along the way will look like little errors when compared to the success of the overall picture.

Peter Berghuis
California Landscaping
Cupertino, Calif.

INFO CENTER

Selected books and videos for the industry

CLIMB TREES SAFELY...The National Arborist Association sells a video that covers the essentials to safe tree work. *Ropes, Knots & Tree Climbing* contains essential information on the ropes, snaps, carabiners and saddles used, and climbing techniques used for ascending into and working in trees. Cost is \$60 for members, \$90 for non-members. Contact the NAA at P.O. Box 1094, Amherst, NH 03031-1094; (603)673-3311.

ESTIMATING GUIDE...*Estimating for Landscape & Irrigation Contractors* by James Huston contains more than 100 diagrams and illustrations, and covers the process of pricing maintenance construction and service projects. Huston explains the five most common methods used in the market today to price jobs, and other budget and cost related calculations. Contact: Smith Huston, Inc., at P.O. Box 6837, Orange, CA 92613-6837; (714) 630-1289.

BUILD A GAZEBO...The *Gazebo Builders Handbook* covers structures of five, six or eight equal sides. The handbook includes a rafter table. Cost is \$15, from ORCO, P.O. Box 275, Old Bridge, NJ 08857.

GREEN INDUSTRY EVENTS

JULY

14-16: Mid-Atlantic Nurserymen's Trade Show, Baltimore Convention Center. Phone: Carville Akehurst at MANTS headquarters, (410) 256-6474.

19: Midwest Chapter STMA meeting, Kishwaukee College, Malta, Ill. Phone: (708) 439-4727.

19-21: Midwest Grounds Management Conference, Illinois State University. Phone: Chuck Scott, (309) 438-2032.

21: Southern Illinois Nurseryman's Association Field Day at Lee's Trees. Mount Vernon, Ill. Phone: Lee's Trees, (618) 244-4260.

21-23, 25-27: Penn State Landscape Design Short Courses, Sheraton Inn, Pittsburgh-North, Warrendale, Pa. Phone: Michael Masiuk, (412) 392-8540.

24-26: Outdoor Power Equipment Institute's Lawn, Garden & Power Equipment Expo, Kentucky Exposition Center, Louisville. Phone: Seller's Expositions, (502) 473-1992.

27: Iowa Turfgrass Field Day, Hort Research Station, north of Ames, Iowa. Phone: Lori, (515) 294-1439.

27-29: American Sod Producer's Association Summer Convention and Field Day, Newport (R.I.) Islander Doubletree Hotel. Phone: Tom Ford, ASPA, (708) 705-9898.

28-29: Landscape Contractors Association of Maryland, D.C. and Virginia Summer Conference, Holiday Inn Crowne Plaza, Rockville, Md. Phone: Sue Stott, (301) 948-0810.

31-Aug. 6: Perennial Plant Association, educational seminars and tours, Adams Mark Hotel, Philadelphia, Pa. Phone: (614) 771-8431.

27: University of Massachusetts Cooperative Extension System Landscape and Nursery IPM Workshop. Write: IPM Workshops, UMass Cooperative Extension System, French Hall, Amherst, MA 01003.

AUGUST

3-4: Minnesota Parks Supervisors Association Grounds & Facility Expo, Resurrection Cemetery, Mendota Heights, Minn. Phone: (612) 681-4300.

10: New England Athletic Turf Management Field Day, Holy Cross College, Worcester, Mass. Phone: Mary Owen: (508) 892-0382.

10: Texas A&M Turfgrass Field Day, Research and Extension Center, Dallas. Phone: (214) 231-5362.

10-11: Penn State Turfgrass Field Days. Phone: George Hamilton, (814) 865-3007 or Christine E. King, (814) 355-8010.

12: Southern California STMA Night, Dodger Stadium. Phone: (714) 578-0215.

14-17: International Society of Arboriculture Annual Conference and Trade Show, Halifax, Nova Scotia. Phone: ISA, (217) 355-9411.