

# MANAGEMENT LETTER

Vol. 18-July 15, 1983

Planning to visit Washington, D.C.? Suggest that you write one of your Congressmen - either the House or the Senate - to get passes to visit the House or Senate, FBI, White House tours, and etc. These types of requests are quite common and Congressmen are very happy to be of service to their constituents in this manner. It also gives them a chance to meet people from their home state in their offices and they regard it as an excellent public relations tool as well as they are plain happy to have you!

Changing Daylight Savings Time...is being contemplated in Congress. The House will vote on a bill to start Daylight Savings Time on the first Sunday of March. Senate holding out for the last Sunday in March, a month earlier than now.

Be glad you live in the country...it has been predicted that by 1990 one office desk alone could occupy over \$2,000 worth of space in a major downtown office building. Price of office space is skyrocketing due to increased real estate prices and high office rents in many business communities.


The rate of unemployment will not come down as rapidly as employment goes up...it doesn't work that way. According to the U.S. Chamber of Commerce, in the first year of recovery from the 1974 recession, the number of new jobs rose by over 3 million while the number of unemployed declined by fewer than a million. It takes about three new jobs to reduce the number of unemployed by one. As recovery picks up, the job-seeking labor force expands.

Employer/employee relationships should reflect mutual understanding and appreciation...that working-together for the good of the company. Such an atmosphere of cooperation encourages and motivates workers and managers alike. A successful firm recognizes that their employees are their most important resource.

Higher taxes lie ahead...despite federal income tax cuts, personal and business taxes at the federal, state, county and city level are already higher than ever before...and they will continue to rise.

The ASPA International Program held during the recent ASPA Summer Convention & Field Days in Atlantic City, featured reports from sod producers overseas as well as in the U.S. and Canada. A guarded but optimistic outlook prevailed on the future economy of the sod industry worldwide. Close fiscal management and increased product promotion will be key factors during the months to come.

*Note: This monthly newsletter is compiled and published under the auspices of the ASPA Business Management Committee to serve as a helpful business update for all ASPA members. We invite your comments and recommendations. AL GARDNER, Chairman*

  
BEARD  
COLLECTION

American Sod Producers Association  
Assn. Bldg., 9th & Minnesota  
Hastings, Nebraska 68901  
Phone (402) 463-4683



