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SEPTEMBER

10

Clemson University’s annual Turfgrass Field Day, Florence, S.C.
Contact: 864-656-2545.

21-23

2002 Club Managers Association of Southern California’s World Conference of Assistant Managers, Marina Del Rey, Calif.
Contact: 714-283-4470.

21-24

University of California Riverside’s Turfgrass and Landscape Management Field Day, Riverside, Calif.
Contact: 909-787-4430.

OCTOBER

16-20

Independent Turf & Ornamental Distributors Association fall meeting, St. Thomas, U.S. Virgin Islands. Contact: 810-229-9405.

Lesco to sell plants

Continued from page 18

Approximately 6,500 of the remaining SKUs are replacement parts for lawncare equipment.

“We have implemented a new product lifecycle program that requires the progressive markdown and liquidation of discontinued SKUs over predetermined timelines. This process will convert these discontinued items to cash as effectively as possible and eliminate the annual carrying costs of discontinued inventory, including taxes, insurance, storage, handling and interest,” said DiMino.

While Lesco planned for the decreased sales in national accounts, DiMino is working to change the golf sales results.

“Second quarter golf sales were disappointing and there are no excuses. We are changing the structure of the golf sales team and we expect better results in the coming periods,” he said.

Despite the downturn in golf sales, DiMino said Lesco is on track to meet its full-year growth and expects sales growth to increase four percent.

Periodicals postage paid at Yarmouth, Maine, and additional mailing office, Golf Course News (ISSN 1054-0644) is published monthly by United Publications, Inc., 106 Lafayette St., P.O. Box 997, Yarmouth, ME 04096. Phone number is 207-845-0600.

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Golf Course News is distributed in the U.S. without charge to qualified personnel of golf course facilities and to golf course builders, developers and architects. Non-qualified subscriptions to the U.S. and Canada cost $65. All foreign subscriptions cost $150 annually to cover foreign air delivery. All payments must be made in U.S. funds drawn on a U.S. bank.

For subscription services, please call 215-784-7871. Send address changes to Golf Course News, P.O. Box 3047, Langhorne, Pa. 19047-3047.