

USGA firms up sites for annual conferences

The United States Golf Association has announced the sites of its annual meeting through 1992.

The 96th annual meeting will be held on Jan. 27, 1990, at the Hotel del Coronado in Coronado, Calif., near San Diego.

The USGA will hold its 1991 annual meeting in Minneapolis, Minn.

Orlando, Fla., will be the site of the 98th USGA annual meeting in January 1992.

Lesco consolidates manufacturing

Lesco Inc. has reported it will close and sell its Elyria, Ohio, plant and consolidate equipment manufacturing at its Sebring, Fla., facility.

The Cleveland-based Lesco also said it expects to raise prices on many products to boost profits.

The spreaders, sprayers and turf renovators made at Elyria will now be produced at the Sebring plant, where the company makes walk-behind and riding mowers for golf courses, Lesco said.

Meanwhile, Chairman and Chief Executive Officer James I. FitzGibbon said Lesco had increased sales of \$15,335,000 in the first quarter, which ended Feb. 28, and lost \$1,833,000, or 45 cents per share. In 1988, Lesco had sales of \$14,454,000 and a loss of \$754,000.

"Our first quarter is traditionally the slowest of the year and not expected to generate earnings," FitzGibbon said. "The higher loss in this year's first quarter, despite increased sales, is due largely to

costs related to the opening of new Lesco Service Centers, the addition of Lesco sales trucks, and current overhead required to meet future increased customer demand for product."

He said the price increases are due to general cost increases experienced throughout the industry, and Lesco's increases are expected to have a positive impact on profits the rest of the year.

FitzGibbon said sales improved for the quarter at the 42 "stores-on-wheels."

Turf pros recruiting in Japan

Horry-Georgetown Technical College in Myrtle Beach, S. C., was one of only 29 schools selected to participate in the inaugural U.S. Two-Year College Fair in Tokyo April 29-30.

Of the 240 schools that applied, Horry-Georgetown was picked by Japan's International Cultural Studies Group and the American Association of Community and Junior Colleges for its outstanding program in Golf Course Management.

Ed Zahler, head of the GCM program, and Dr. Paul Alexander, an instructor, will represent the school.

In two six-hour sessions, the men hope to sign up at least six Japanese students for next year.

"I don't know of any turf-management programs at all in Japan," said Alexander, a globe-trotting agronomist recently retired from Clemson University. "And they sure have a lot of golf courses."

Cushman expanding Florida plant

The Cushman Division of Outboard Marine Corp. is already expanding the Edgewater, Fla., manufacturing facilities of the former Noland Car Co., Inc., which Cushman bought in March.

A Cushman official announced the expansion and said the firm will use its acquisition of Noland to extend the Cushman product line.

Manager Stuart Rafos said the Cushman Division's line will now include "a basic, low-cost maintenance vehicle as well as a wide variety of specialty vehicles."

"It's a natural extension of our business," Rafos said, "one that will help us better meet the needs of the markets we now serve, plus ... move into new markets."

Noland vehicles are already being marketed under the Cushman name.

Ryder raises contribution

The Ryder System has increased from \$10,000 to \$15,000 its annual contribution to The Golf Writers Association of America Scholarship Fund.

This means, said scholarship committee chairman Marino Pascenzo of the Pittsburgh Post-Gazette, that each of the five scholarship recipients will begin his senior year with \$3,000 for the fall term.

Ransomes sets record

Ransomes Sims & Jefferies PLC has reported record 1988 sales exceeding \$160 million.

The sales are up 25 percent over 1987 figures and mark the sixth consecutive year of record sales and profit growth for the firm, which manufactures commercial and turfgrass mowing equipment.

