

ASSOCIATION NEWS

Florida Irrigation Society picks Swanson president

John Swanson of Hydro-Tech Pumping Systems in Pinellas Park is the new president of the Florida Irrigation Society.

Swanson, who said his top priority is completing agricultural irrigation standards, heads a new slate

of officers that includes Vice President Dick Dunn of R&D Associates in Delray Beach; Secretary Jerry Robey of Toro Co. in Palm Harbor; and Treasurer Brian McMahon of Boyle Engineering Corp in Orlando.

ASGCA officers take posts

Robert Trent Jones Jr. of Palo Alto, Calif., heads a new slate of officers of the American Society of Golf Course Architects who assumed their posts at the group's 43rd annual meeting in Pinehurst, N.C.

Jones' father is a past president and the only living founding member of the ASGCA, and his brother, Rees, is also a past president of the society.

Dan Maples of Pinehurst was elected vice president, while Tom

Clark of Wheaton, Md., was elected secretary and Arthur Hills of Toledo, Ohio, treasurer.

Elected to the Board of Governors were Jeff Brauer of Arlington, Texas, Keith Evens of Montclair, N.J., Tom Fazio of Jupiter, Fla., Robert Muir Graves of Walnut Creek, Calif., Denis Griffiths of Norcross, Ga.

Also, Gary Kern of St. Louis, Mo., and Ed Seay of Ponte Vedra Beach, Fla.

Previously elected governors

are Tom Clark, Pete Dye, Arthur Hills, Robert Trent Jones Jr., Maples and Robert Walker.

Jones Jr. has designed more than 150 courses in 20 countries, including The Links at Spanish Bay in Pebble Beach, Calif., Poppy Hills Golf Course in Monterey, Calif., Coto de Caza Golf Course in Orange County, Calif., Sugarloaf Golf Course in Carrabassett, Maine; Desert Dunes Golf Course in Palm Springs, Calif.; and the National Golf Club in Australia.

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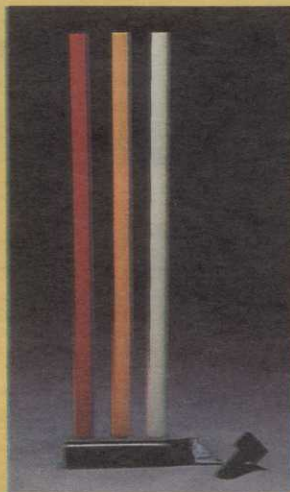
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Wholesalers' education to expand

Ernie Hodas, president of Century Rain Aid in Madison Heights, Mich., has been elected chairman of the board of the National Association of Wholesaler-Distributors.

Hodas said he aims to expand NAW's efforts to educate its members' employees, vendors, customers and the general public about free enterprise and the economic power of wholesale distribution.

NAW monitors federal government actions in Washington, D.C., for its 121 national wholesale distribution industry trade associations.

It represents 45,000 wholesale distribution companies.

Hodas is a past president of the Irrigation Association.

AIMRA leader: reps narrowing product lines

Bill Stephenson is the new president of the Agricultural and Industrial Manufacturers Representatives Association (AIMRA).

Stephenson, of Stephenson's Agri Sales Co., Inc. in Poultney, Vt., reflected on changes in the industry at the group's annual convention in Reno, Nev.

"More reps are narrowing their lines," he said. "They are more inclined to carry three or four lines rather than eight or 10 — without expanding their territories."

"One result is that there is room for more reps to meet the needs of the other manufacturers who are not retained by the established rep firm."

AIMRA's convention featured a panel discussion on "romancing your principle"; a seminar for manufacturers on "how to market through reps"; an address on selling to rental yards; a session on retail financing; and a presentation on electronic mail.

AIMRA is headquartered at Mission, Kan.

Rossi heads GCBA

Don Rossi, the executive director of the Golf Course Builders of America, was omitted from the list of GCBA officers in the April issue.