

## Seed Research honors Parrish

Seed Research of Oregon, Inc. has presented its annual International and a Domestic Marketing awards.

The Domestic Award was presented to John Parrish of Turf and Garden in Chesapeake, Va., a division of Todd Farm Equipment, Inc.

Kenko Commerce & Co., Ltd. in Tokyo, Japan, won the Excellence in International Marketing award.

## Exhibitors

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week by week rather than month by month. Computers help them do that. We've had record sales the past five months."

As in any recession, upscale markets seem to better weather economic downturns.

"We've gotten 20 bonafide leads here. That's very good. A single order could run \$30,000 to \$40,000—which would more than cover our costs in coming here," said Eric Lake, national account sales manager with Royal Doulton, manufacturers of high-end and customized tableware.

Some suppliers were more guarded about the show and the economic future.

"We're doing pretty well," said Bill Bartlett, a regional representative with Unisen, manufacturers of treadmills and other exercise equipment. "We have kind of mixed emotions about the show. Many clubs want to put in a fitness component, and treadmills are a hot item. A lot of people tell me they aren't doing anything immediately, but they're thinking about it. They want to check with their members first."

Paul Simmons, national account sales manager with Anheuser Busch Inc., said interest at the show was better than expected. "Our business has been pretty good," he added. "There's been a lot of interest in O'Douls (a no-alcohol beer). We've done the show for five years. There seem to be more exhibits and better attendance this year. The country clubs seem pretty optimistic."

While the number of exhibitors was up from the Orlando (Fla.) show a year ago, the number of conference attendees was off slightly, according to conference organizer G. Mead Grady.

"There seemed to be more interest a year ago at Orlando," said John E. Sirny of Sirny Architects, a clubhouse architectural firm located in Minneapolis. "Some areas have fallen off but they've generally been replaced by others. People have things they want to implement, but in a lot of cases it's one or two years from now."

While expecting a good 1991, Treeform Lockers President Bill Richardson was also somewhat pessimistic about the future. "The inertia of the past few years will carry us through this year," he said. "Next year we'll probably see some pressure because of the lack of new construction. Remodelings will probably slow down, too. I expect my industry to slow down some."

## Hunter Industries recognizes its top 20 national distributors

COLORADO SPRINGS, Colo.—Hunter Industries' Top 20 Distributors for 1990 were presented at a recent national sales conference here.

Hunter Director of Sales Chuck Huston introduced each of the 20 honorees during a general meeting that attracted more than 500 participants.

Awards that recognized the distributors' outstanding sales and marketing achievements were presented by partner Richard Hunter.

Among the award winners were

Dick Wheelock of Sprinkler World of Arizona in Phoenix and the California firms of William Hayes Sr. of Automatic Rain Co. in Menlo Park.

Mark Davidson of Coast Irrigation Supply in Westlake Village; Jim Head Sr. of Coast Turf & Utility Supply in Anaheim; Archie Humphries of Hydro-Scape Products in San Diego.

Campbell Wilson of Normac Inc. in North Highlands and Ray York of Ewing Irrigation Products in San Leandro.

Others were Dick Griebe of

Western Pipe and Supply in Boulder, Colo.; Larry Oliva of Atlantic Irrigation Specialties in Holly Hill, Fla.

Fred Tannler of Florida Irrigation Supply in Orlando; Ernie Hodas of Century Rain Aid in Madison Heights, Mich.; Tim O'Connor of P&H Warehouse in Plymouth, Minn.

Also, Bill Koonz Sr. of Koonz Irrigation Supply in Springfield, N.J.; Vinny Keaveny and Joe Santacroce of East Coast Sprinkler Supply in Baldwin, N.Y.

Taylor Ramsey and Cliff Thorne

of United Pipe and Supply Co. in Eugene, Ore.; David Trammel of Baron Supply Co. in Anthony, Texas.

Jim Wickham of Wickham Supply Inc. in Carrollton, Texas; Craig Berlin of Z Waterworks in Stafford, Texas.

Paul Woodman, Tom Glines and Jim Winterbourne of Evergreen Pacific Supply Inc. in Bellevue, Wash.; and Mike Rippe and Dick Hacker of United Pipe & Supply Co. in Spokane, Wash.

Hunter manufactures turf products for the golf industry.

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