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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 Ray, 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.

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## 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. ■

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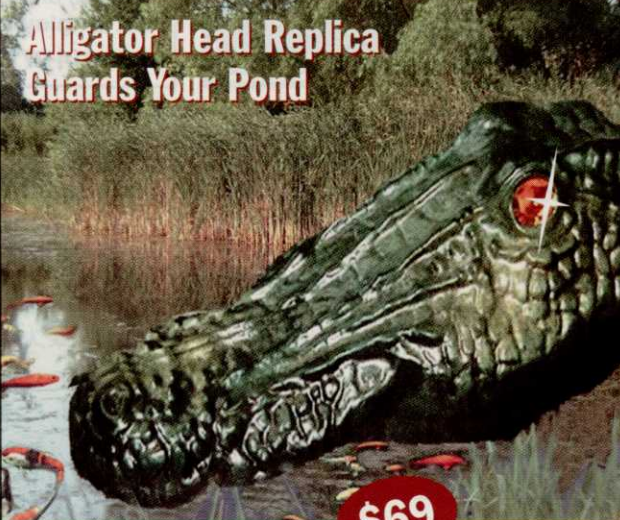


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