

March is ASLA deadline

Entries are currently being accepted in the American Society of Landscape Architects 1983 Professional Awards Program. Photographic entries are judged in three categories; landscape architectural design, landscape planning and analysis and research and communications, by different juries of judges. Deadline for entries is March 1.

Between 150 and 175 entries have been submitted in past competitions from members vying for the President's Award, Honor Award and Merit Award. All categories of entries require a minimum of four different 8 x 10 black-and-white photographs and between six to 20 35mm color slides (quantities vary depending on category).

Entrants should keep the following guidelines in mind:

- Show the project in use or show people enjoying the project.
- Entries should demonstrate good photo composition. Key in on a unique aspect of the project.
- Entries done by professional photographers are acceptable.
- Secure all publication rights to the photos and include the photographer's name for photo credit purposes.

For any further questions about entries, contact the ASLA at (202) 466-7730.

Interior contractors set record

The Associated Landscape Contractors of America announced recently that in spite of the sluggish economy its interior landscape members achieved a yearly record high of \$195 million in sales.

ALCA President Ray Gustin said, "This survey shows what an important economic force interior landscape has become within the green industry. With unemployment rising to over 10 percent, and residential and non-residential building at new lows, they have demonstrated their strong marketing and creative abilities."

The information on the record sales was gathered from a voluntary dues survey of the membership.

"With many companies and homeowners delaying construction of new homes and offices, we have seen an even greater demand for our services," said Interior Landscape Design Chairman Dick Ott.

ALCA Executive Director Alan Smith anticipates at least a 10 to 15 percent rate of growth for this segment of the industry.

"Ideas for the '80s" set by NCLCA

Ideas for marketing services and for people management will be the key topics discussed at the 1983 North Carolina Landscape Contractors Association, Inc. Annual Meeting, Feb. 12-14 at the Green Park Inn in Blowing Rock, NC.

This year's meeting, "Ideas for the '80s; A Weekend Retreat for the Landscape Industry," is expected to draw over 200 people. Members in the 10-year-old organization are landscape contractors as well as landscape architects, nurserymen, interior-landscape firms, landscape maintenance firms, manufacturers, suppliers, seedsmen, equipment dealers and others in related industries. Registration is \$55 for the first member attending from a firm, \$45 for each additional person and \$15 for children. Information and reservations can be made by contacting the NCLCA, P.O. Box 25891, Raleigh, NC, 27611 or by calling (919) 781-7242.

mulch and erosion control netting, both of which are commonly used in urban and rural turf establishment. Formerly, Jacobsen was an area marketing specialist for those products. He joined Conwed in 1979 and holds a degree in agricultural business from the University of Tennessee.

Conwed Corporation is a diversified manufacturer of specialized industrial and interior products. Other major lines include coordinated office workplace products, such as acoustical ceilings, freestanding desks and panels and furniture systems and plastic nettings.

AGRONOMY

Sulphur Institute names Morris chief agronomist

Robert J. Morris has been appointed chief agronomist of the Sulphur Institute.

Morris will be responsible for the Institute's agronomic research programs in North, Central and South America, Asia and Oceania. He will also coordinate efforts with public and private research and educational institutions in these areas.

Morris has a bachelor's degree from Rutgers University and a Masters degree in agronomy from Pennsylvania State University. After several years of academic research, he joined Allied Chemicals in Omaha, NB, as a sales agronomist and subsequently became product-development agronomist.

The Sulphur Institute is an international non-profit organization supported by sulphur producers in the United States, Canada, Mexico, Europe Japan and the Middle East. Headquartered in Washington, D.C., the Institute also maintains an office in London and a consultant in Tokyo.

FINANCE

AMFAC reports increase in 3rd quarter earnings

Amfac, Inc. recently announced third quarter 1982 net income of \$3,838,000 or 26 cents per share, compared with \$1,045,000 or six cents per share in the third quarter of 1981.

Revenues were \$538,462,000 compared with \$531,545,000 in the third quarter of 1981.

The favorable quarter-to-quarter comparison reflects substantially bet-

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