

Pre-registrations up 30% for Expo

The Second Annual International Lawn, Garden & Power Equipment Expo seems to be on its way toward a record 12,000 attendees. Pre-registrations for the show, July 29-31, in Louisville, KY, are up more than 30% over last year.

Retail and wholesale outdoor equipment dealers and distributors from across the U.S. and from seven foreign nations will arrive at the Kentucky Fair & Exposition Center this summer. They will include buyers from Sears, J.C. Penney, Wal-Mart, Singapore, Venezuela, Germany, Italy, France, Spain, Holland, and your own home town.

Although the Expo is predominately consumer products, the commercial equipment and chemical companies have decided they should be represented too. Some commercial equipment manufacturers are finding consumer dealers make good commercial distributors.

The international nature of the show reflects the growing import market in the U.S. as well as the domestic models for the coming year.

A few landscape contractors have been seen roaming the aisles of the Expo to get a jump on planning. An extra benefit is the outdoor demonstration area where equipment can be operated by distributors, dealers, and their potential customers. More than 150 outdoor equipment companies will have demonstration models available this year.

The Kentucky Fair and Exposition Center has actively sought the "special customer" for this year's show. The only problem is hotel space can be hard to find for those three days. Interested persons should contact KFEC immediately, (502) 366-9592.

Andersons distributors sales soar

It's not unusual for one of The Andersons agricultural outlets to sell more than \$250,000 in fertilizers and chemicals in one year, but now its turf distributors are starting to do it.

The Maumee, OH, partnership honored its first \$300,000 Tee Time distributor recently, C.O. Lowe Sales of Columbus, OH. Clarence Lowe's 30 years in turf and eight years as a distributor are paying off and made Lowe the first Tee Time distributor admitted to Andersons \$300,000 Club.

Not far behind Lowe is Turf Products Ltd. of West Chicago weighing in at \$200,000. A group of distributors joined the \$100,000 Club: Outdoor Equipment Co., Maryland Heights, MO; Turf Specialty, Hooskett, NH; Lethermans Inc., Canton, OH; Cory Orchard Supply, Indianapolis, IN; Big Bear Equipment Co., Eldridge, IA; and Thorton-Wilson, Maineville, OH.

The Andersons has also been test marketing a hose-end weed and feed product for homeowners through its own stores and K-Mart. It is actively seeking new compounds for the turf market.

In-the-Middle covers the turf and landscape distributor and dealer. Distributors are invited to send news items to Weeds, Trees & Turf, 7500 Old Oak Blvd., Cleveland, OH 44130.

PBI-Gordon has been evaluating MCPP for use with crops. "By our standards we have almost enough data to put it in with crop use as well as turf," Skaptason says.

Other companies which use MCPP include W.A. Cleary, SDS Biotech and Rhone-Poulenc.

PEOPLE

Names in the news

Dr. Bruce Augustin, a member of the WT&T editorial advisory board, has been promoted to associate professor of ornamental horticulture at the University of Florida's Institute of Food and Agricultural Sciences in Ft. Lauderdale. Augustine has been at the U of Fla. the past five years and is the extension turf and water specialist.

Dr. James Miller's appointment as head of the Extension Agronomy Department is causing some reshuffling in the University of Georgia Turfgrass program. Miller had been responsible for weed control in turf and ornamentals in the extension service.

Louisiana native **Dr. Mike French**, who joined the department in 1978 and is now in Athens, GA, is taking over some of Dr. Miller's duties. Also assuming responsibility for weed control in turf and ornamentals is **Dr. Roy Bullock**, a three-year member of the staff who handles weed control in southeast Georgia.

In related news, **Dr. Robert Carrow**, a well-traveled Michigan native, is joining the Georgia Agronomy Department as a turf physiologist. He served as an assistant professor in the Plant and Soil Department at the University of Massachusetts and in the Horticulture Department at the University of Kansas prior to coming to the Southeast where he focuses on soil compaction and turf irrigation management.

Jim Lipari, who spent 26 years with the Upjohn Company, has joined International Seeds, Inc., Halsey, OR, where he will be concentrating on trade shows as well as calling on golf course superintendents and athletic field managers.

On May 1 **Carl A. Totemeier**, garden columnist for the Sunday weeklies editions of *The New York Times*, joined the New York Botanical Garden as vice president for horticulture. Since 1974 he has been director of Old Westbury Gardens in Long Island, NY.

Also in New York, **Mark E. Sosnowitz** has been named president of Northeastern Corporate Landscape in Armonk. **Emerson Vorel Jr.** takes over as director of operations.