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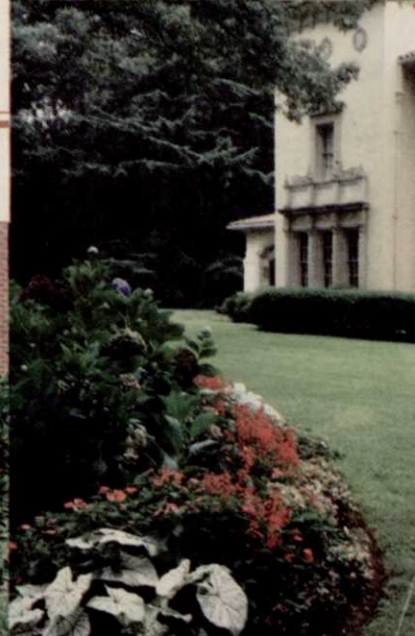
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## UPDATE

### Golf to flourish in '83 says ASGCA's Snyder

The current recession doesn't seem to be bothering the golf industry, in fact the game is flourishing, according to Jack Snyder, president of the American Society of Golf Course Architects.

"In the past," Snyder said, "golf play and development declined when the economy slowed, but play has been up in 1982 and many new projects were started despite the high cost." He predicts 1983 will be an outstanding year for golf in all sectors—real estate, resort, daily fee and municipal.

With the growth in the number of players also comes the growth in the need for modernization of courses. Snyder said many courses are now outmoded because modern equipment allows players to avoid the hazards that were installed 30 or 40 years ago. Many older courses are now adopting master plans and phasing-in improvements over several years. Although there are more than 13,000 golf courses in the United States, nearly half are nine-holes and prime candidates for remodeling as part of a master plan to develop a full 18-holes, according to Snyder. Approximately 15 percent of the counties in the country do not even have one golf course.

"Real estate and resort developers have learned that golf is their number one drawing card and a major development must have a golf course if it is to be successful," Snyder points out. "In many cases, the golf course is built before the housing or hotel is developed."

Municipalities and daily fee operators have found that golfers have continued to play in record numbers during the recession and that has encouraged more to consider new layouts.

"A skilled golf course architect can design a course on almost any site, and work within the budget that has been mutually agreed upon. In recent years, we have seen golf courses built on landfills, swamps, flood plains, abandoned strip mines and other 'undesirable' sites. There is land available for golf development, but it often takes the combined efforts of several parties to make it available," Snyder said.

### Cable TV golf lessons available

Golf Schools, Inc. has developed a series of golf lessons being shown on the national SPN Cable Television network. "The Name of the Game is Golf" is shown at 7 p.m. on Tuesdays, 10 a.m. Saturdays and at 1:30 p.m. on Sundays (EDT). Each television segment is edited from five, one-hour tapes which include 50 lessons from nine men and women professionals on putting, short irons, medium and long irons, sand lessons and special shots and wood and tee shots. The tapes are available for home video with VHS, Beta or U-Matic Tapes from Golf Schools, Inc., P.O. Box 9199, Canton, OH 44711.

Author and strategist for the instructional series is Ben Sutton, Director of Golf School for Seniors at Sun City Center, FL. In his third year as founder and director of Golf School for Seniors, Sutton and his staff of over 15 PGA and LPGA teaching professionals have conducted weekly golf schools for over 13,000 men and women golfers since 1968.

During the '82-'83 season, there will be 33 fall, winter and spring weekly schools running through May, 1983. Advanced teaching aids such as color, stop action and instant replay camera and a sequence graph-check camera are used. Facilities at the school include 11 greens exclusively designed for putting, chipping, approaching and playing sand shots, as well as a large practice tee and two, 18-hole golf courses for playing after class. For more information, write to the Golf School for seniors at the above address.

## MEETINGS

### APS celebrates 75th at Iowa State

The American Phytopathological Society will have its 75th Annual Meeting and Diamond Jubilee Celebration June 26-30 at Iowa State University, Ames, IA. This year's meeting will be held jointly with the Society of Nematologists and the Mycological Society of America. Together, the three societies will celebrate APS' Diamond Jubilee Year.

The theme for this year's meeting is "Challenging Problems in Plant Health." Highlights will include New Products and Services sessions, Group Book Display, Discussion and Symposia Sessions, commercial exhibits and others. For more information, contact APS Headquarters, 3340 Pilot Knob Rd., St. Paul, MN 55121, (612) 454-7250.

## CHEMICALS

### Estech's Knowlton elected safety leader

Thomas E. Knowlton, director of corporate safety and health for Estech, Inc., has been elected to a one-year term as general chairman of the 61-member executive committee of the National Safety Council's Fertilizer and Agricultural Chemical Section.

The Section works to increase the knowledge of fertilizer and agricultural chemical safety and health, provides information on safety and health to retail outlets by conducting schools and seminars, and studies and recommends solutions to safety and health problems.

Knowlton was named corporate safety and health director for Estech in June, 1981. Prior to joining Estech, he served with the United States Air Force for 21 years as superintendent of industrial hygiene, occupational medicine and bioenvironmental engineering departments at nine major Air Force bases.

## TURF

### Jacobsen named Conwed sales manager

William W. "Woody" Jacobsen has been promoted to sales manager, turf establishment products, for Conwed Corporation's Fiber Products Division.

In his new position, Jacobsen assumes responsibility for the national field sales of Conwed's hydraulic

*Continued on page 16*

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**Steel. Good enough for the auto industry. Good enough for E-Z-Go.**

The design engineers at E-Z-GO sought to build a golf car that would last. So, they chose a metal that would last. They chose the same metal that is molded in the same precision as a \$45,000 car. Or durable

enough for a \$17.5 million XM-1 tank. Steel.

**Fiberglass is cheaper to fabricate than steel.**

Try bumping into something in a fiberglass car, and you'll know why they call it fiberglass. It cracks and shatters. It also fades in the sun. E-Z-GO steel cars won't crack, shatter or fade.

We could make a cheaper car. But we would have to use cheaper materials. And you would get a cheaper product. Almost half the golf cars in use today are E-Z-GO, and they last because we build them with steel.

**Rust-Resistant Galvanneal.**

We use a remarkable product called Galvanneal — a process by Bethlehem Steel that binds a rust-resistant zinc oxide with steel. The same process used by fine automakers. So your E-Z-GO won't rust out.

**Repair the part that needs repair, not the whole body.**

Steel is easy to build with. It shapes easily, and once it is shaped, keeps its form forever. Steel is easy to repair. In fact, it is cheaper to repair or replace steel than it is to repair or replace fiberglass. So steel really saves you money.



But the use of steel in E-Z-GO cars just exemplifies the depth of thought, research and dedication E-Z-GO puts inside each car.

When you're in an E-Z-GO, you're in an engineering masterpiece, designed to run for years with a minimum of maintenance.

**Found on the world's finest golf courses.**

You would expect to see a car as fine as E-Z-GO on the world's finest golf courses. Our car's design is carefully thought out. It's tested by seasoned experts, and ridden by golfers around the world. E-Z-GO is found at 70 of the world's top 100 country clubs in the United States. From the steel body, to the parts constructed in our own factory, E-Z-GO represents the state of the art in golf car engineering. No wonder you'll find the world's finest golf car, on the world finest golf courses.

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### 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-

*Continued on page 19*

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CHEMICALS

### USS Agri-Chemicals promotes Fesperman

Stephen D. Fesperman has been promoted to National Marketing Representative - Professional Turf Products, USS Agri-Chemicals, Division of United States Steel. Fesperman will be responsible for the development and administration of sales and marketing activities for the USS Professional Turf Products Group throughout the United States. He joined USS Agri-Chemicals in 1977 with a background in turf and garden sales management.

TREES

### Economic impact seen in tree exchange

A noticeable economic impact could be felt in the nursery business from a proposed international urban tree exchange between the Netherlands and the United States.

Dr. Henry D. Gerhold, professor of Forest Genetics in the School of Forest

Resources at Penn State's College of Agriculture, has been working to implement the plan for the past several years and foresees economic benefits for both countries involved.

Gerhold noted trees and shrubs for landscaping are grown by over 5,000 wholesale plant nurseries in the U.S. with sales exceeding \$1.5 billion in 1980, (\$4.5 billion at the retail level). Landscape trees grown annually in the Netherlands are as valuable as all tulip and other bulbs for which the country is famous, totaling over \$167 million U.S. dollars.

"The scope and growth of the landscape industry in the Netherlands is more advanced than in any other European country," said Gerhold, who has made two research trips to the Netherlands.

Gerhold and Dr. David F. Karnosky with the Cary Arboretum of the New York Botanical Gardens, visited the Netherlands this past summer and compiled a list of over 40 urban tree varieties that could be considered for importation to the U.S.

"We plan to have the list reviewed by commercial nurserymen to see which varieties would be appropriate

for this country," Gerhold said.

The economic impact of the program could be twofold.

"Any new variety introduced has value in its novelty," Gerhold explained. "Also, new cultivars are desirable because they can be improved varieties, possibly even disease-resistant.

The next step in the program is working out a method of importing the desired trees.

"It will take at least one government agency and some independent nurserymen to get things going," Gerhold said.

Several Dutch organizations have already planned to cooperate.

EXTENSION

### Texas A&M Extension names associate director

Doyle L. Moore, a veteran with the Texas Agricultural Extension Service of the Texas A & M University System, has been named associate director, the second highest position in the organi-

*Continued on page 20*

# Snowco Utility Trailers

## ...now even more versatile!



Model 20-002



Model 20-006



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Ideal for hauling grounds maintenance equipment, golf cars and other bulky, hard-to-handle items, the proven Snowco line includes eight flatbed trailers with loading ramps or tilt decks, plus a box bed trailer with tailgate.

The design of the popular ramp loading trailers—with perforated steel decks—has been improved for increased versatility. Three models are offered with capacities of 1,150 to 4,200 pounds.

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## UPDATE

### USDA research centers face cuts

United States Department of Agriculture research centers in Delaware, Ohio; Tifton, Georgia; Corvallis, Oregon; and Mandan, North Dakota may face significant cutbacks in funding according to Robert Lederer, executive vice-president of the American Association of Nurserymen, Inc.

The rumors of cutbacks have not yet been confirmed, but AAN's Leo Donahue said, "there is good evidence the rumors are true." The Office of Management and Budget will be meeting with AAN staff to go over the USDA line budget. "We will present a laundry list of recommendations for research funding," said Donahue.

Lederer wrote all Congressmen regarding the rumored cutbacks asking for hearings. He told the Congressmen, "Closing the Delaware Laboratory and reducing research at these facilities would eliminate virtually all horticultural research by the Agricultural Research Service. With an increasing percentage of nursery production being from asexual propagation, control techniques for nematodes, mycoplasma and viruses are essential. Virtually all our firms lack the size and resources to conduct research themselves."

Nursery production, unlike other types of agriculture, does not require government subsidies. With sales volume approaching \$5 billion, nursery gets very little support currently from USDA, and the little it does get is very critical, Lederer said.

### EPA may study small waste levels

The Environmental Protection Agency has recommended a two-year study on alternatives for regulating small generators of toxic wastes to House and Senate Committees. EPA Associate Administrator Rita Lavelle told the committees in a letter including generators of less than 1,000 kilograms per month in current regulations would add an enforcement load of 130,000 to 690,000 facilities.

If the monthly limit is lowered to 100 kilograms (roughly 228 lbs.) per month, an estimated 130,000 facilities would fall under the same regulations as larger generators. EPA wants a study of the type and quantity of waste generated by smaller industries to weigh risks versus benefits of additional enforcement.

### AAN continues immigration fight

AAN and the Society of American Florists continue to lobby against popular changes in immigration control. The changes are inspired by pressure from unemployed Americans who claim immigrants are taking jobs away from them.

AAN and SAF believe the changes, mainly involving identification and hiring procedures, are unworkable and would result in fines to growers which are not deserved as intentional violations.

Congress is likely to handle the Immigration Reform Act quickly so that it can move on to Social Security legislation, according to Leo Donahue at AAN.

ter sugar results this year over last—Ampac lost \$30.5 million in sugar in the third quarter last year. Non-sugar operations continued to be hurt by the depressed national economy, specifically the reduction in new construction and discretionary spending, which affect Ampac's distribution, retail, hotels and resorts, and horticulture businesses.

Nine months' net income was \$15,552,000 or \$1.04 per share, compared with \$36,501,000 or \$2.51 per share for the first nine months of 1981.

Revenues for the first nine months of 1982 were \$1,605,506,000 compared with \$1,609,128,000 in 1981.

### IRRIGATION

#### Rain Bird names new district manager

Steven P. Christie has been appointed district manager for the Southern California sales region of Rain Bird Sales, Inc., Turf Division. Christie will be responsible for implementing turf sales and marketing programs for the region. Prior to his promotion, he served as turf specifications manager for the Southern California region. He joined Rain Bird in 1978 as an irrigation design instructor.

### EQUIPMENT

#### Porter Brothers expands distribution to Yazoo

Porter Brothers, Inc., has been named distributor for Yazoo Manufacturing Company in Virginia and West Virginia.

Porter Brothers has distributed Yazoo mower and tiller products in North and South Carolina for over 10 years. Joe Porter, president of Porter Brothers, said, "We are very pleased to be able to add Yazoo to the other quality products we offer to our dealers in Virginia and West Virginia. We plan to continue to expand our service line in this area as rapidly as possible."

The Shelby, North Carolina-based distributor already handles McCulloch, Flymo, Carlton and Topper products in Virginia, and is the distributor for a number of additional major outdoor power equipment manufacturers in North and South Carolina such as Green Machine, McCulloch, Snapper and Giant Vac.

Porter Brothers was organized in 1949, and is the largest distributor of outdoor power equipment in the U.S.

*Continued on page 62*