



Gary Olson, executive director of Flower Growers, and Tom Murphy, president of Flower Growers, arrange displays of flowers for the two-day course.



The Trade Fair included products to be marketed in greenhouses such as these dried oranges, apples, squashes, mushrooms, lotus leaves, and pepper berries displayed by John W. Cox Inc., wholesale brokers for A Knud Nielsen Products.

## Floral Expo Stresses Need For Unified Voice

LOU ANN GOOD  
Lancaster Farming Staff

LANCASTER (Lancaster Co.) — Participants at the fourth annual Pennsylvania Floral Short Course and Expo, held in Lancaster last week, grappled with the need to present a unified voice for research money on the university level.

"Without money for research, educators are giving up a sizable part of the economy to an unknown entity," Ralph Null, from the University of Mississippi, told growers.

About 360 persons registered for the two-day course that included sessions on design, costs, growth regulators, insect and weed control, water and nutrient management, government management, and worker protection.

The expo included a Trade Fair for growers to keep up to date on what's new in the market.

In one of the sessions, Peter Konjoian, a former professor and now full-time in the family greenhouse business, spoke of the need for small family businesses to continue to provide the back bone of the floral industry.

"Sure the big boys get a lot of attention," he said. "But you can be small and successful."

In his own case, Konjoian said that he has chosen to remain small even though it goes against the grain to remain small among American thinking.

Konjoian shared his passion for growing "not as a job but as a way of life."

Retailing, he said, is always changing. "Some say you must specialize," he said. "Our specialty is quality so we grow everything."

Konjoian said the concept of self service in bedding plants continues, but scheduling is everything to have a continual supply of plants in different stages.

He advised growers to learn a lesson from grocery stores and put the plants they sell the most in the back of the store so that customers are enticed to buy other plants while going to pick up the items they came to buy.

## 4-H HAPPENINGS

### 4-H Exchange

Adams County 4-H teens and adults are involved in an international cultural exchange experience with youth and adults from Monterrey, Mexico.

Four youth and one adult are visiting from Mexico with 4-H host families in Adams County for two weeks. This international experience is to acquaint youth from both countries with the similarities and differences between cultures. The teens and adult from Monterrey are in host families to live, work, and learn about Adams County and the United States during their visit.

The visitors will tour Utz Potato Chip, Round Hill Foods, Inc., Adams County Courthouse, Oylers Fruit Farm, The National Apple Museum, Larry and Doris Wilkinson's Dairy Farm, The Land of Little Horses, WGET, and play miniature golf. In addition, they will spend time with their host families doing whatever the family has scheduled.

Adams County hosts are Brandy Carey, York Springs; Michelle Brown, Gettysburg; Angie Huss, McSherrystown; Erica Young, Gettysburg; and Janet Ludwig, York Springs.

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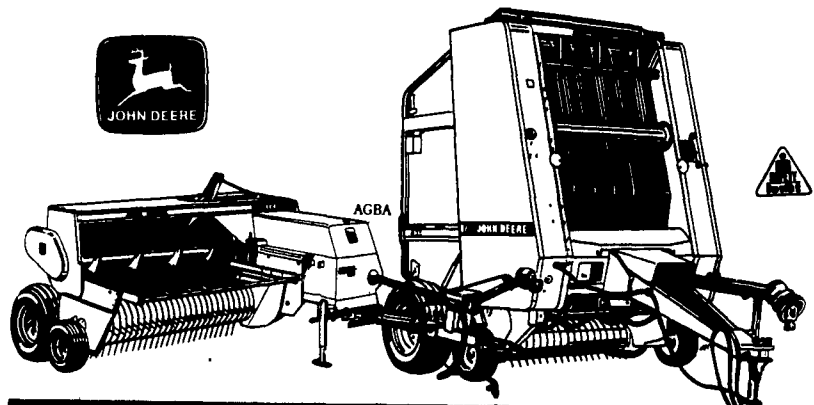
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