New corporate offices, CEO for AquaTerra

FT. LAUDERDALE, Fla. — Bob Nissenfeld has joined the environmental services firm, AquaTerra, Inc., as chief financial officer, according to Robert Radler, president of the newly relocated company. AquaTerra moved its headquarters two years ago from Davie to Ft. Lauderdale to accommodate its expansion needs, according to AquaTerra Executive Vice President Andrew Cheslock.

As the new CEO of AquaTerra, Nissenfeld is responsible for the day-to-day and long-range financial activities of the parent company and its two subsidiaries, Environmental Waterway Management, Inc. and Florida Underground Petroleum Tank Contractors, Inc.

Environmental Waterway is an environmental company specializing in lake management, aquatic weed and algae control, exotic tree control, mechanical harvesting, wetlands creation and restoration, marsh maintenance, and monitoring, fish stocking, floating fountain displays and aerating systems. Florida Underground is an environmental construction firm that offers site remediation and a wide range of environmental services, including storage tank removal/closure and installation, soil remediation, and the installation of ground water extraction and treatment systems.

Prior to joining AquaTerra, Nissenfeld continued on page 55

Kubota Canada strikes distribution deal with Bunton

The Bunton Company and Kubota Canada Ltd. have entered into an agreement to distribute Bunton's Commercial Golf & Turf products. The agreement provides Kubota Canada with distribution rights to the entire Bunton product line.

"This arrangement will provide Kubota Canada's extensive dealer base access to Bunton's commercial mowers, a line that will complement other products currently being sold by Kubota dealers," said to Gary Shampeny, vice president of sales and marketing for Louisville, Ky.-based Bunton.

"We're quite different... When a country is developed, we're gone." — Hiromi Yanagisawa

It takes 30 days to ship seed across the Pacific, and Jacklin just air freighted 1,000 pounds of seed to Andy Dye's Laguna National, a 36-hole development in Singapore. Presumably, Jacklin will avoid the inconvenience and expense of such ventures after setting up shop in Xiamen.

According to Yanagisawa, Jacklin will enter a joint venture out of Hong Kong with two Taiwanese firms on the seed production project. JacklinGolf is involved in four golf course projects in China, including one here in Xiamen. The owner of all four courses and the seed production plant here in Xiamen.

Taking the full-service approach overseas

By Hal Phillips

X IAMEN, China — As developers rush to stake their claim in the burgeoning Asia-Pacific golf course market — and corporations scramble to supply them — JacklinGolf is determined to stay one step ahead of the game.

"We're quite different," explained Hiromi Yanagisawa, marketing director and the Asia-Pacific point man for U.S.-based JacklinGolf, the full-service golf course consulting division of Jacklin Seed Company.

"We only concentrate on the development countries around the world. We want to be the first one to go in... When a country is developed, we're gone. When the competition moves in, we move out."

Perhaps under the impression that China will be developing for quite some time, Yanagisawa revealed that JacklinGolf is planning to construct a seed production plant here in Xiamen.

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