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 from Davie to Ft. Lauderdale to accommodate its expansion needs, according to AquaTerra Executive Vice President Andrew Cheek. 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 aeration 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, Ken.-based Bunton.

Historically, Kubota has not distributed non-Kubota-branded products. “The Bunton company venture is unique for Kubota,” confirmed Fred Engelage, Kubota’s vice president of sales. “This represents the first time that Kubota has distributed a product line that is not Kubota branded. Knowing this, it speaks well of Kubota’s respect for Bunton’s products.”

In another move, Bunton has appointed Mark Lamb to the newly created position of manager, GTM Engineering. In his new post, Lamb will direct the development of all products targeted at the golf and turf maintenance markets.

Lamb joins Bunton after leaving Cushman, Inc., where he was an engineering product manager.
SP Systems brings suit against Solo

LO S A N GELES, Calif. — SP Systems, Inc., which markets and distributes back-pack sprayer equipment for the lawn and garden, and golf markets, has filed suit for corporate defamation, intentional and negligent interference with economic advantage, and violation of the California Business and Professions Code.

In its complaint, SP alleges that Solo made "false, misleading, and deceptive accusations in order to thwart and/or curtail the development of plaintiffs business. Defendants knew or should have known that their accusations of counterfeiting and trademark infringement were false, misleading, and deceptive."

Representatives of Solo, offered a chance to comment on the suit, did not return phone calls from Golf Course News.

SP is requesting a preliminary injunction against further accusations and interference by Solo which have resulted in "considerable economic and non-economic damage" in the form of "the loss of actual and potential customers and the loss of goodwill within the industry," according to Ferro Pagliai, president and founder of SP Systems, Inc.

"Solo has been engaged in a malicious campaign to systematically keep SP's products out of the marketplace," stated Pagliai. "The fact remains that there are more than a dozen items of correspondence and legal agreements dating back to 1973 which substantiate our right to market and distribute our products in the U.S. and Canada. . . ." West Coast Turf acquires Foster via RTC

P A M D E S E R T, Calif. — West Coast Turf, California's largest grower of hybrid bermudagrass, has acquired the assets of Foster Turf Products through the Resolution Trust Corporation, effective immediately.

The acquisition of Foster Turf's sod inventory will enable West Coast Turf to meet the ever-increasing demand for hybrid Bermuda this spring. West Coast Turf specializes in the application of warm season grasses on golf courses and sports fields, as well as serving the growing needs of landscape contractors.

Foster Turf was founded in 1980 by West Coast Turf president John Foster and vice president Joe Foster, and was later sold to Landmark Land Company in 1985. The Fosters then started West Coast Turf in 1990, whose many projects have included repairing Candlestick Park's field for the 1993 NFL Championship Game and at the Rose Bowl for the 1994 Super Bowl, supplying the sod for the renovation of Santa Anita Race Track, contract growing bermgrass for the site of the 1995 PGA Championships at The Riviera Country Club, and providing burgrass to Club Campestre de la Ciudad de Mexico, and sodding the greens for Big Horn, the home of the Skins Games.

Jacklin's Dr. Brede joins board of Agronomy Journal

Dr. Doug Brede, research director for Jacklin Seed Company in Post Falls, Idaho, has been appointed to the editorial board of Agronomy Journal, the official publication of the American Society of Agronomy. Having published more than 100 papers on turfgrass science himself, Brede will have the honor of serving as associate editor for a three-year term.

As research director at Jacklin Seed, Brede oversees breeding and development of new turfgrass cultivars. Recent releases under his direction include NutStar Kentucky bluegrass, Advent perennial ryegrass, Ecocast hard fescue and Fisic tall fescue. Brede also conducts studies on cultural methods for enhancing seed yield and seed quality of turfgrasses. Prior to joining Jacklin Seed in 1988, Brede was associate professor of turfgrass management at Oklahoma State University.

JacklinGolf, abroad

Continued from page 53
firm constructing all four are the Jacklin partners, said Yanagisawa.

"We are 80 percent finished with the joint venture," he reported in early February, "so a branch office will open in Xiamen soon after." While the parent company continues to be one of the world's most visible suppliers of warm-season cool-season grasses — exporting to 39 projects outside the U.S., 21 in Asia-Pacific — JacklinGolf is making a separate name for itself by helping developers new to golf through the process.

Other seed companies have created golf components, separate divisions that deal exclusively with the golf course industry and directly with superintendents. However, JacklinGolf has taken the most aggressive overseas stance. The firm has maintained a presence in Asia-Pacific for six years: "We don't just sell seed," said Yanagisawa. "We view ourselves as consultants. We do everything. . . . "Owners and developers [in developing nations] have no contacts. Seed is often the last thing they think of. Of course, we provide that, as well. The only thing we don't provide is financing and actual construction."

Relatively speaking, Singapore and Thailand are old hands at the golf game, having entered the recent golf boom in its early stages. JacklinGolf was there, providing seed to several courses in both countries. But with Singapore almost fully developed and Malaysia close behind, JacklinGolf is looking for virgin territory. According to Yanagisawa, the company has already secured work on two projects in India, two in Vietnam and another in Cambodia — all destination resorts.

"Does Yanagisawa foresee a day when the tourist pool dries up?" "I don't think so," he said. "The European recession has inflated the economies of Portugal, Spain and Turkey — places where Europeans used to vacation. They are looking for new, exotic places. The market is strong, especially golf course resorts. . . . "And we have the knowledge — Europeans don't know how to do this stuff."