Verti-Drain suits multiply

By HAL PHILLIPS

Baton Rouge, La. — A cease and desist order, followed by ongoing product confusion in the field, has led to a pair of lawsuits; both concerning anti-compaction products; both filed here in federal court.

Redexim, the Dutch company which developed the Verti-Drain line of products, and distributors of Verti-Drain deep-tine soil aeration machines are pursuing litigation in the United States against a former distributor, Southern Green, Inc., marketers of the Soil Releiver aerator, for infringement of Redexim’s patent and trademark rights.

In its lawsuit, Redexim alleges that Southern Green, Inc., of Baton Rouge, La., a former distributor of Verti-Drain equipment (IMG) has infringed Redexim’s United States patent and the Verti-Drain trademark, misappropriated trade secrets, and engaged in unfair competition.

“It’s actually a countersuit,” explained K.V. Estes, co-owner of Southern Green. “We sued them last November [1994] and we received their countersuit [in August]. We sued last year because they were telling everyone in the industry that we had infringed on their patents and their...”

Continued on page 44

Harper Bros. storm Florida sand market

By HAL PHILLIPS

PALMDALE, Fla. — A 555-acre silica sand mine and state-of-the-art processing facility here, just west of Lake Okeechobee, now offers sand that meets U.S. Golf Association recommended specifications to golf course designers, developers and operators throughout South Florida.

The mine is owned and operated by Fort Myers-based Harper Bros. Inc., one of the region’s largest producers of raw materials for road building and site development. The technologically advanced processing facility will monitor the sand’s gradation and colorometric standards on a daily basis and use a washing & scrubbing operation designed to ensure production of a superior quality sand with no iron, clay or organic matter impurities, according to Ron Inge, Harper Bros. vice president.

“The Palmdale Sand Mine establishes Harper Bros. as a major player in the production of top quality sand for the construction and maintenance of golf courses throughout South Florida,” said Inge. “The Palmdale site was selected because of the quality of the sand deposit.” For more information on Harper Bros., call 941-481-2290.

New era for Golf Asia

By HAL PHILLIPS

SINGAPORE — With seven months remaining before the ribbon is cut here at the World Trade Centre, Golf Asia ’96 has booked more than 60 percent of its available booth space, according to the show’s new marketing manager, Clare Milford. And though it drew a record 21,000 visitors from a reported 31 countries in 1995 — and 82 percent of last year’s 212 exhibitors reported they achieved their pre-show objectives — Golf Asia faces many new challenges in 1996.

The number of show organizers has been trimmed from three to two, leaving Singapore-based Connex Private Ltd. and International Management Group (IMG) in charge of both sales, show operations and marketing. The Golf Course Superintendents Association of America (GCSAA), which had been a co-organizer for Golf Asia ‘94 & ’95, has relinquished its U.S. booth sales role. The GCSAA will continue to conduct the Golf Asia education conference, however.

More information, see page 43.

Marking four decades of Penncross

By HAL PHILLIPS

The challengers are legion, some of them even originate in-house. But the long-standing king of bentgrass stolons — Penncross, which turns 40 years old this year — remains the putting turf of choice in transition and Northern climates.

“If we predicted it, we’d be a lot better, but I can’t see anything lasting 10 years, much less 40 years. There isn’t anything like it; never has been and probably never will be again.”

Rose explained that today’s Penncross seed — the first generation, straight from the parent stolons is the same seed produced by Penn State’s Prof. Musser in 1955. This direct line to Musser’s innovation helps explain the product’s unparalleled longevity, he said.

Continued on page 40

Tee-2-Green President Bill Rose
Golf car dealership purchase adds to Mid-Atlantic’s reach

GAITHERSBURG, Md. — John Clough, president of Mid-Atlantic Equipment Co., an East Coast firm has reached an agreement to form Mid-Atlantic Equipment Co. here. As a result, Mid-Atlantic will merge its Eastern Golf Car branch, currently located in Laurel, Md., with the new E-Z-GO acquisition to form Mid-Atlantic Equipment Co. here. According to Clough, the newly-merged dealership will cover a territory that includes Maryland, Southern Delaware, Virginia and parts of West Virginia. It will now offer golf course and industrial customers a full line E-Z-GO and Yamaha vehicles.

The new Mid-Atlantic Equipment location will be staffed by 20 employees, composed of 10 service specialists and 10 administrative and sales people. Rich Arnold, formerly with E-Z-GO, has been appointed general manager of the dealership, while Jim Cobb of Eastern Golf Car will oversee industrial and commercial sales. The distributorship is also maintaining a Richmond, Va., satellite office, offering sales and service. Clough projects $28 million in total sales for his firm in 1995, of which $15 million should be generated by the new Gaithersburg facility. “We believe this new initiative will help us expand and enhance our product and service offerings to customers up and down the East Coast,” he said. This latest acquisition follows close on the heels of its purchase of Stuart, Florida-based Flying Dutchman Inc. last year. Re-named Golf Cars of Florida, the dealership is providing personalized golf cars to a booming South Florida market.

Hong Kong show

Continued from page 39

For more information on the Hong Kong show, call GWE in Perth at 019-322-3222, or fax 019-321-6461.