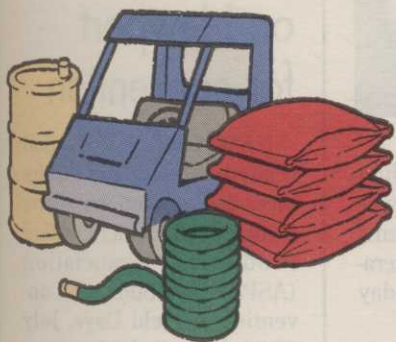


BRIEFS



CHANGE OF SCENERY FOR ISS

TAMPA, Fla. — ISS Landscape Management Services Inc., a golf course maintenance contracting firm, has moved its offices here, according to Steve Stanford, business development manager. The new address and phone numbers are as follows: ISS Landscape Management Services, Inc., 5028 Tampa West Blvd., Tampa, Fla., 33634; phone — 813-886-0001; fax — 813-889-3839.

RISE ADDS TWO MEMBERS

WASHINGTON, D.C. — RISE (Responsible Industry for a Sound Environment), has welcomed two new members: Dudnyk Advertising and Public Relations (associate non-voting) and SePro Corp., a basic manufacturer based in Indianapolis and administered by three former DowElanco employees, including Winlliam Culpepper, former chairman of RISE.

UL CERTIFIES AQUAMASTER

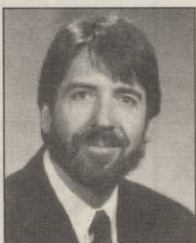
Underwriters Laboratories Inc. (UL) of Northbrook, Ill., has successfully completed its engineering investigation of all AquaMaster Products. UL now authorizes and gives AquaMaster permission to apply the UL mark to its products in its category 778: Submersible Aerators and Aerating Fountain Pump Systems. AquaMaster is the first floating aerating fountain manufacturer to receive the distinction of the UL listing on their complete system, as opposed to various individual components.

S&R FUND BOLSTERED IN DALLAS

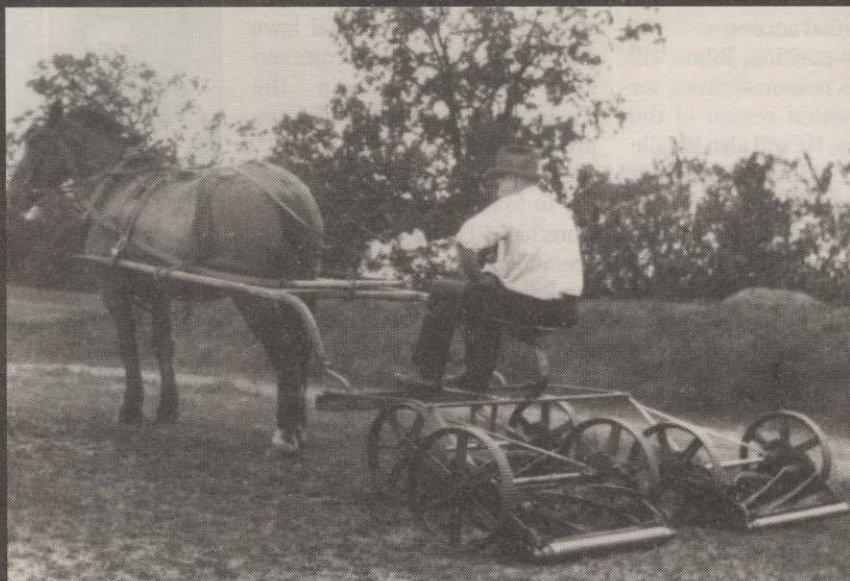
Jacobsen, Ciba and Rain Bird again co-sponsored the annual Environmental Steward Awards, awarded for the second time in 1994. At the GGCSAA Conference and Show in Dallas, the companies announced a donation of \$17,600 to the Golf Course Superintendents Association of America Scholarship & Research Fund.

FAIR JOINS CORON CORP.

William E. Fair has joined CoRoN Corporation as technical supervisor. Fair brings an extensive background in specialty fertilizer research, formulation development, and manufacturing technology to CoRoN. He has long-term experience in analytical laboratory supervision, liquid packaging, quality assurance, environmental compliance, and technical sales. He is an active member of the American Chemical Society and just completed his second term as chairman of the Fertilizer and Soil Chemistry Division.



William Fair



THE YEAR WAS 1919...

The 19th Amendment to the U.S. Constitution was ratified to usher in the era of Prohibition... World War I was formally ended with the signing of the Treaty of Versailles in France... Stanard Kinhead was back from the Great War and, in a small shop in St. Paul, Minn., he opened for business as the National Mower Company. To commemorate its 75th Anniversary, the company is offering a \$100 Anniversary Reward for the oldest National Mower still in active service. A \$100 prize will be presented to the person who locates the machine and \$100 to the person who owns it. All entries must include a photograph and must be submitted to National Mower by July 1, 1994. The company's own photo archives (above) have revealed a very early, horse-drawn 84-inch gang-type triplex from 1921. Can you top it? For more information or to report an ancient National Mower sighting, contact the company at 612-588-0741.



JacklinGolf's Hiromi Yanagisawa (right) talks business with an Asian client.

Taking the full-service approach overseas

By HAL PHILLIPS

XIAMEN, 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 developing 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.

*'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

Continued on page 56

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 Chesler.

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.



Mark Lamb

Jake honors its dealers, distributors

DALLAS — The annual Jacobsen award ceremony was held in February, during the GC-SAA Conference and Show here. Among the winners:

S.V. Moffett Company, Inc. of West Henrietta, N.Y., received the Jacobsen Golden Reel Award, signifying six selections as a Jacobsen Dealer of the Year. The Golden Reel Award recognizes long-term sales and service excellence.

B&E Turf-Aid Distributing, Inc. of Billings, Mont., was honored by Jacobsen as a Dealer of the Year for 1993, in recognition of B&E's superior sales and service efforts.

Baker Vehicle Systems, Inc. of

Macedonia, Ohio, was also named a Dealer of the Year for its outstanding sales and service record. President Harland Baker was on hand to accept the award.

Intermac S.A. of Buenos Aires, Argentina received a 1993 Jacobsen Distributor of the Year award. Interac distributes Jake products in Argentina, Chile and Uruguay and the award recognized the firm's high level of sales and customer support.

In other Jacobsen news, **Mark Williams** has been named the company's business development manager. Williams is now responsible for the development of



Mark Williams



Tony Tredente

Jacobsen dealers and distributors worldwide. He will also handle sales forecasting and sales administration.

In another personnel move, **Tony Tredente** has been named regional sales manager for the company's south-central U.S. territory. Tredente previously worked as territory manager in the turf industry and also has experience in distributor sales.

Rivers Associates tackles Florida market

Rivers Associates has announced its expansion into Florida. The firm will represent Amiad Filtration Systems, Orbit Professional Turf Products, Plastro, Weather-Tec Corp. and other irrigation-related manufacturers.

Tom Rivers, president of the South Carolina-based corporation, says Phil LeBlanc has joined the firm to cover the Florida market.

"I am excited about tackling

the dynamic Florida market and even more so about Phil joining our team," said Rivers. "Phil LeBlanc has over 20 years experience in our industry and his experience at James Hardie Irrigation and Rain Bird International will be invaluable to our efforts."



Tom Rivers

For more information, contact Tom Rivers, Rivers Associates, 410 Taylor Street, Anderson, S.C. 29625, or call 800-225-6078; or fax 803-225-0103.

Aquaterra: New CEO, offices

Continued from page 53

had been the credit manager for the 10 subsidiaries of International Recovery Corp., a \$250 million New York Stock Exchange company engaged in aviation fueling services, used oil recycling and environmental services.

Earlier, Nissenfeld was President of Misal Industries, a South Florida-based apparel manufacturer, and chief financial officer of Textile Prints of Florida, Inc.

AquaTerra and its subsidiary companies now occupy 17,000 square feet of office and warehouse space in the Gateway Industrial Center at The AquaTerra Building, 6500 NW 15th Avenue.

The company's new Cypress Creek location nearly doubles the space formerly occupied by AquaTerra, which employs 100 people statewide, most of them in Broward County.

A S I

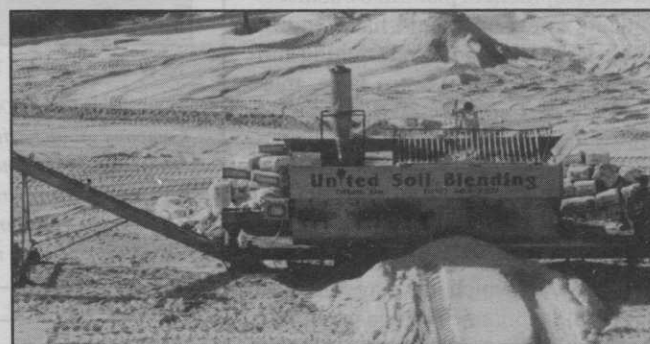


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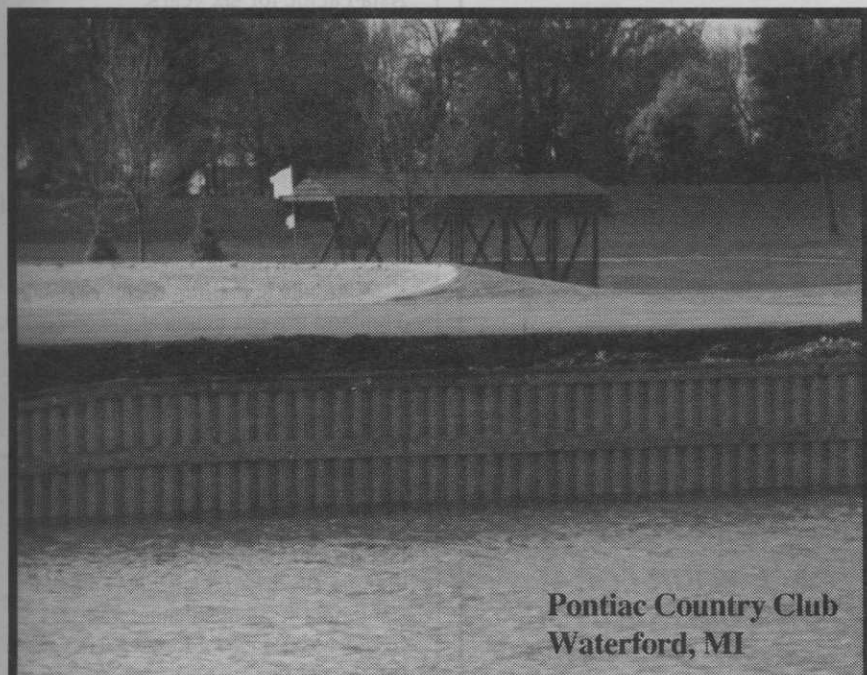
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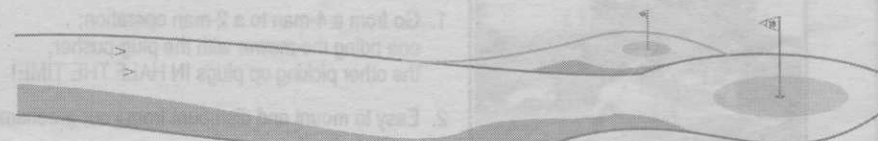
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CIRCLE #149

What drives a man who constructs golf courses?



The love of golf. The pride of a job well done.

And what's his tool of preference? The Dyna-Drive™ rotary surface cultivator. Of course.

John Cotter, president of Wadsworth Golf Course Construction Company, Plainfield, Illinois, is proud of Wadsworth's work. Some of that pride is because of the Dyna-Drive.

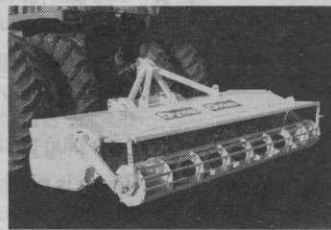
John says this about Dyna-Drive. It follows the contours of a course better than a disk. It doesn't compact the soil like heavier equipment. It's sturdy, built to last. And it pulls with only an 80 horse tractor.

Maybe that's why Wadsworth owns five of them with more on

order. He adds that more people would buy Dyna-Drives if they could see them in action and that architects, engineers and designers should specify them. We appreciate his honesty.

We can't add much to John's comments except its tines are self-cleaning, and it comes with no PTO, wheels, axles, tires or gearbox so it's truly low maintenance.

See one for yourself and get on the right course. See your local dealer or contact:



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