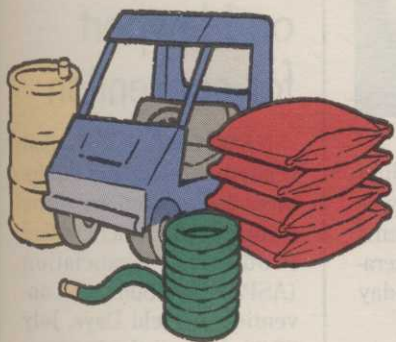


BRIEFS



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

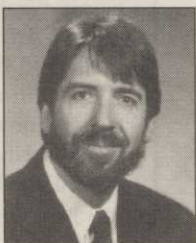
Underwriters Laboratories Inc. (UL) of Northbrook, Ill., has successfully completed its engineering investigation of all AquaMaster Products. UL now authorizes and gives AquaMaster permission to apply the UL mark to its products in its category 778: Submersible Aerators and Aerating Fountain Pump Systems. 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

SP Systems brings suit against Solo

LOS ANGELES, Calif. — SP Systems, Inc., which markets and distributes backpack sprayer equipment for the lawn and garden, and golf markets, has filed suit against another sprayer manufacturer, Solo Inc. of Newport News, Va., and its parent corporation, Solo Kleinmotoren, GmbH, for corporate defamation, intentional and negligent interference with economic advantage, common law unfair competition, 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 plaintiff's 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 court documents. The company is also seeking punitive and exemplary damages in the amount of \$5 million, as well as costs and legal expenses, for harm that has been caused to date, according to Ferro Pagliani, 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 Pagliani. "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."

"As SP products have begun to take a major share of the North American market, Solo has acted as if the legal agreements did not exist."



NEW PRODUCT OF THE MONTH

The Turf Runner 300 fairway sprayer, new from Mid-Atlantic Services, features a John Blue Company ground-driven, variable-stroke pump designed to assure accurate spread, completely independent of ground speeds, pressure or tip wear. Standard features include a 300-gallon poly tank, 25-foot hinged truss boom with fore/aft breakaway & auto set, separate full-tank length sparger agitation, and pressure capability up to 120 psi. For more information, call Mid-Atlantic at 1-800-637-0050. For more new products, see page 58.

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 NuStar Kentucky bluegrass, Advent perennial ryegrass, Ecostar hard fescue and Pixie tall fescue. Brede also conducts studies on cultural methods for enhancing seed yield and seed quality of turfgrasses. Prior to joining Jacklin Seed in 1986, 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. "And 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- and cool-season grasses — exporting to 39 projects outside the U.S., 21 in Asia-Pacific — JacklinGolf is making a separate name for itself by leading 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."

West Coast Turf acquires Foster via RTC

PALM DESERT, 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 1993 Super Bowl, supplying the sod for the renovation of Santa Anita Race-track, contract growing bentgrass for the site of the 1995 PGA Championships at The Riviera Country Club, air freighting 90,000 square feet of washed bentgrass sod to Club Campestre de la Ciudad de Mexico, and sodding the greens for Big Horn, the home of the Skins Games.

THE GLEANER: a core plug pusher



MODEL JP

SPECIFICATIONS

1. Two section blade will follow the contour of any golf green or tee.
2. Three-inch foot pad coming off blade helps catch and push plugs off greens and tees.
3. Unit will not damage green because of articulation of blades and foot pad area on bottom.
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5. All heavy gauge metal.
6. Weight is 70 pounds.

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 3. Buy one and keep it 'til you retire.
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- ★ You can remove the plugs from a 7,500 sq. ft. green in about 20 minutes.
 - ★ There is no other product on the market that can remove the plugs from the green quicker and cleaner than THE GLEANER core-plug pusher.
 - ★ There is no cheaper product in the industry to remove your plugs from the green or tees. One use and it pays for itself!
 - ★ Other core-plug removal equipment might take two hours to install. Model TP installs in five minutes.
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