

## BRIEFS



## CONSPAN BRIDGE RELOCATES

DAYTON, Ohio — ConSpan Bridge Systems has relocated to the Miami Valley Research Park. ConSpan can now be reached at 3100 Research Blvd., P.O. Box 20266, Dayton, Ohio, 45420-0266. Telephone: 513-254-2233, 1-800-526-3999. Fax: 513-254-8365.

## CLUBCAR EARNS GCSAA PLATINUM

LAWRENCE, Kan. — Club Car, Inc. of Augusta, Ga. has donated \$5,000 to the Golf Course Superintendents Association of America (GCSAA) Scholarship and Research (S&R) Foundation. With the gift, Club Car becomes the newest member of the GCSAA Platinum Tee Club, a group of companies who annually contribute \$5,000 or more to S&R operations. "We believe this contribution is an important way of showing support for our customers and friends in the golf industry," said Mike Alexander, Club Car's director of marketing. "GCSAA Scholarship & Research funds programs that are very beneficial to our industry and Club Car is proud to help out."

## TPI TO GATHER IN ORLANDO

ORLANDO — "2020 — A Vision of the Future" will be the theme of the 27th annual Turfgrass Producers International (TPI) Midwinter Conference and Exposition to be held at the Hilton Hotel here in Walt Disney World Village, Feb. 8-10. For more information, contact Tom Ford at TPI (formerly the American Sod Producers Association) by calling 708-705-9898 or 1-800-405-TURF.

## OLSON WINS CELPRIL DRAWING

DALLAS — Mike Olson, golf course superintendent for 11 years at Golden Valley (Minn.) Country Club, was the lucky winner of a full set of Ping Zing irons after registering at the CelPril booth at the GC-SAA show, held here in January. Each year, CelPril sponsors a Ping Zing drawing to acquaint superintendents with its Nutri-Kote turf grass coating, designed to help establish healthy stands of playable grass faster than uncoated seed. "I had never used Nutri-Kote coated seed before," said Olson, "but after reading about it, I'm going to try it in our Seed & Soil program on the fairways."



Mike Olson

## Gone public: Aquagenix

By HAL PHILLIPS

FT. LAUDERDALE, Fla. — Aquagenix, parent company of the lake management firm Environmental Waterways Management, has gone public and joined a growing number of golf course industry firms that see public offerings as the key to long-term growth.

Other firms which have gone public include American Golf Corp. (whose real estate investment trust is National Golf Properties), Golf Enterprises, Inc., and Club Car, Inc. Many more "playing-side" companies have already taken the plunge.

Aquagenix — which changed its name from AquaTerra in mid-June — announced its initial public offering on Sept. 13, an issue of 1.25 million redeemable warrants at \$.10 per warrant.

Each warrant, which can be exercised immediately, entitles the registered holder to purchase one share of common stock at a price of \$6.

## Environmental Waterways' parent firm joins growing list of publicly held companies

The firm's common stock and warrants are now being traded on the NASDAQ National Market under the symbols, "AQUX" and "AQUXW," respectively.

"We are excited by the offering which will enable us to implement our expansion strategy," said Alan Chesler, Aquagenix chairman of the board.

Environmental Waterways Management (EWM) and Florida Underground Petroleum Tank Contractors, Inc. are wholly owned subsidiaries of Aquagenix.

EWM contracts with more than 170 golf courses in Florida and southern Georgia. In addition to lake management, EWM installs fountains, stocks

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## NEW PRODUCT OF THE MONTH

The new Front Mount 3500 Windfoil Sprayer from Rogers Innovative, Inc. can spray 12 feet for the wide areas, 5 feet for the tight areas sprays at a rate of 395,000 square feet per hour — whether it's windy or not. A breakaway boom protects the wings, while the Windfoil's positive drift control allows the operator to spray the edge landscaped areas on the course or around the clubhouse. For more information on the Windfoil, contact Rogers in Saskatoon Saskatchewan at 306-975-0500. For more new products, see page 41.

## Bryant, Gordon merge irrigation operations

Bob Bryant, president of Bryant Golf Services, recently announced the acquisition of Gordon's Irrigation Consulting.

The new firm will be called Bryant Gordon Golf Services and will operate out of a new Orange County, Calif., location to be announced.

Bryant Golf Services partner David Taylor will serve as chief financial officer and director of operations for the new firm, which currently has projects in California, Hawaii, Oregon, Washington, Oklahoma, Tennessee, Florida, the Caribbean, Central America and Asia.

For 35 years, under direction of golf course irrigation design pioneer Roger Gordon, Gordon's Irrigation Consulting has been responsible for the designs of more than 400 golf courses.

For both new and replacement systems, Gordon — who will serve as



Roger Gordon



Bob Bryant

the new firm's director of design and technical support — has long been a leader in innovative design style and the application of progressive technology for golf course sprinklers and control systems.

With 21 years experience in golf course irrigation design, sales and service, Bryant formed Bryant Golf Services in 1993 to provide CAD design and comprehensive consulting services for golf course irrigation systems.



Clockwise from bottom left: John Patton, Mary Beth Ruh, Dr. Richard Hurley, Vickie Wallace and John Brader. Ruh will manage the new Allentown facility.

## Lofts opens new Pa. warehouse; shuffles personnel

BOUND BROOK, N.J. — Lofts Seed Inc. will open a warehousing/shipping operation in Allentown, Pa., beginning in January 1995.

"Our corporate executive offices will remain here in the central New Jersey area," said Lofts President Jon Loft. "However, the opportunity to do packaging and shipping in Pennsylvania puts the company in an ideal situation to serve the New Jersey, New York, Connecticut and Pennsylvania areas with far greater efficiencies."

Mary Beth Ruh, a 13-year employee with Lofts Seed, has been chosen to serve as manager of the firm's new branch. Ruh had worked under John Morrissey in the Sales Department where she had been involved with sales to sod growers, golf courses and landscapers, as well as retail markets.

"Plans also call for our corporate staff and research personnel to consolidate into one location at new offices which will remain in central New Jersey," added Loft. "Dr. Richard Hurley, our vice president and director of research, will take on added responsibilities, heading up the entire Professional Sales and Marketing departments."

Hurley explained the firm's research capabilities in Oregon will be expanded under the direction of Dr. Virginia Lehman. In the East, two new positions have been created: Vickie Wallace has been named technical service coordinator and John Patton national sales coordinator for sod seed sales and golf course architect and construction portions of Loft's business.

Wallace will continue to operate out of the New England office in Massachusetts, where she formerly served as field sales person for the New England territory.

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## Purdy gives Jersey a Pebble Beach of its very own

COLTS NECK TOWNSHIP, N.J.—Pebble Beach Golf Club, a privately-run public course, should ease the plight of golfers jousting for tee times on four overcrowded county-run courses.

The 18-hole par 71 course being developed by Raymond Longobardi and John Mattaliano should be open by the spring of 1996. Veteran course designer Hal Purdy envisions the first nine as a northern, wooded type of course, and the back nine having the Scottish feel of rolling hills and mounds.

Mayor Thomas McClintock encouraged the developers to expand their original idea of a smaller so-called executive course to a full-sized links.

## Wampanoag casino supplants course

Continued from page 3

Brockton, Fall River, Boston and Providence, R.I. — not to mention the millions of summer tourists who frequent nearby Cape Cod — make New Bedford an ideal gambling locale.

The city agreed to sell the Wampanoags the 280 acres for \$3.35 million, with \$100,000 paid up front; \$900,000 to be paid when the land is officially transferred to the tribe; and \$2.35 million due with interest within seven years.

The deal is contingent on the city dissolving its lease with the current tenant, course operator Whaling City Golf Club, Inc. It seems Whaling City is holding out for a \$2 million buyout of its lease and has threatened to block environmental tests needed for approval of the Wampanoags' proposed casino.

The firm has scoffed at the city's \$800,000 buyout offer, and no one from Whaling City is speaking to the press.

Thomas Wynn, the Wampanoags' attorney, isn't worried by the Whaling City tactics.

"Clearly, the eminent domain process is well-known to everybody," Wynn said. "I think that would resolve any problem with regards to testing."

## Aquagenix makes public offering

Continued from page 37

fish, plants aquatic materials and provides mechanical harvesting.

According to Chesler, the firm intends to use net proceeds from the offering to purchase equipment and inventory, establish additional customer service offices, expand marketing efforts and repay debts. The balance of the proceeds will be used for working capital and general corporate purposes.

The underwriter for the company's offering is Whale Securities Co. L.P., of New York.

# Golf Course Marketplace

To reserve space in this section, call Mary Anderson, 813-898-7077

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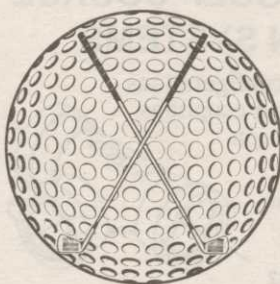
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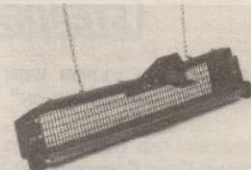
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