

BRIEFS



HUNDT TO HEAD NATIONAL SALES FOR VERMEER

PELLA, Iowa — Doug Hundt has been named national sales manager for Vermeer Manufacturing Co. In addition to overseeing sale of all Vermeer's industrial product in North America, Hundt will oversee a staff of seven regional managers and work with the firm's distribution network, which consists of 75 dealerships in all 50 states, as well as five Canadian provinces. Previously, Hundt was a regional sales manager for Vermeer, cooperating with dealers in the Northeast region.



Doug Hundt

PRECISION TOOL BUYS RIGHTS TO WETTING FORK

SALINE, Mich. — Precision Tool Products Co. has purchased U.S. distribution rights to the Wetting Fork, a tool used to combat hot spots on turf. The Fork, which will continue to be manufactured by the Hermitage, Tenn.-based Thinking Superintendent Co., features tines mounted on a foot-square platform which connects an ordinary water hose. The tines are pressed into the earth and, under 20 to 200 pounds of pressure, ejects water that saturates an area in 10 seconds. For more information on the wetting fork, contact Precision Tool at 313-429-9571.

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.

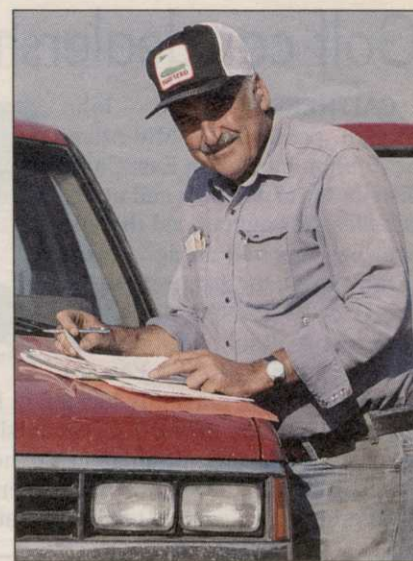
Redexim, the Dutch company which developed the Verti-Drain line of products, and distributors of Verti-Drain deep-tine soil aeration machines are pursuing litigation in the United States against a former distributor, Southern Green, Inc., marketers of the Soil Reliever aerator, for infringement of Redexim's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

In its lawsuit, Redexim alleges that Southern Green, Inc., of Baton Rouge, La., a former distributor of Verti-Drain equipment, 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 they



Continued on page 44



Tee-2-Green President Bill Rose

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 climes.

"I would say, before they get contaminated with *Poa annua*, 85 percent of bentgrass greens in America are Penncross," said Bill Rose, president of Tee-2-Green, the marketing group with exclusive rights to Dr. Bert Musser's famous creeper. "Everybody's trying to do 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 43



Harper Bros. storm Florida sand market

PALMDALE, Fla. — A 535-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

colorimetric 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 941-481-2350.



NEW PRODUCT OF THE MONTH

Parker Sweeper has introduced the 11-hp Portable Truck Loader for picking up leaves, grass clippings and mulch. Equipped with a high-speed, 6-blade impeller, the Loader is equipped with a durable, lightweight pick-up wand and an 8- x 15-foot flexible, steel ribbed intake hose. For more information, call 708-627-6900. For more new products, see page 42.

New era for Golf Asia

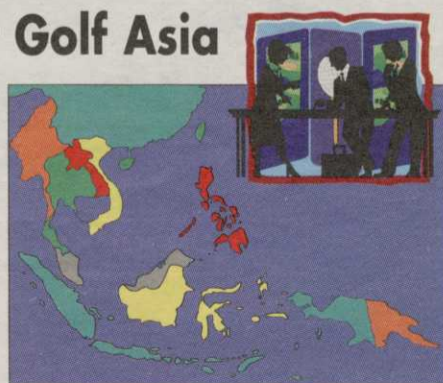
By HAL PHILLIPS

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 booth 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.

While Connex is responsible for the bulk of Asia-Pacific sales,

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Hong Kong show reports first-year occupancy of 74%

By HAL PHILLIPS

HONG KONG — Since the end of World War II, Hong Kong and Singapore have openly cultivated their rivalry of little tigers. Whose standard of living is higher? Whose container port is bigger? Whose Chinese population sends more money back to the mainland?

Come November, the market will begin to mete out the next big question: Whose golf trade show is more successful?

The first International Hong Kong & China Golf Exhibition and Conference is scheduled to take place here at the Hong Kong Convention and Exhibition Cen-

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CALENDAR

September

7-8 — Southwest Horticultural Trade Show in Phoenix, Ariz. Call 602-966-1610.

7-10 — RISE Annual Meeting in Arlington, Va. Contact 202-872-3860.

9-12 — America Society of Irrigation Consultants Annual Conference in Atlanta. Contact Wanda Sarsfield at 510-516-1124.

9-12 — Club Managers Association of America Leadership/Legislative Conference in Pentagon City, Va. Contact Kathi Driggs at 703-739-9500.

12-13 — Turfgrass Research Conference and Field Day and Landscape Management Research Conference and Field Day in Riverside, Calif. Contact Susana Denney at 909-787-4430.

17-19 — Southeastern North Carolina Professional Turfgrass Conference in Sunset Beach, N.C. Contact Dr. Bruce Williams at 910-253-4425.

19-21 — Virginia Tech Turf and Landscape Field Days in Blacksburg, Va. Contact David Chalmers at 703-231-9738.

24-27 — Florida Turf Assn Annual Conference & Show in Tampa, Fla. Contact Susan Callahan at 800-882-6721.

October

7-10 — American Society of Landscape Architects in Cleveland. Contact Mindy Peckham at 202-686-2752.

9-12 — 49th Northwest Turfgrass Conference in Stevenson. Contact 360-754-0825.

11 — West Texas Turfgrass Conference in Snyder, Texas. Contact Pam Deeds at 806-354-8447.

31 — The Carolinas Golf Investment Seminar in Pinehurst, N.C. Contact Andy Hinds at 910-379-1400.

November

4 — 6th Annual Rutgers Professional Golf Turf Management School and Alumni Awards Banquet in East Brunswick, N.J. Contact 908-828-6900.

4-7 — Georgia GCSA Annual Meeting at Jekyll Island. Contact Karen White at 706-769-4076.

9-10 — Golf Course Expo in Orlando, Fla. Contact Golf Course News Conference Group at 207-846-0600.

13-15 — Women in Golf Summit '95 in Pinehurst, N.C. Contact 904-254-8800.

* For more information contact the GCSAA Education Office at 913-832-4430.

Verti-drain suit

Continued from page 39

were going to sue.

"There was no patent infringement here. We researched it very carefully. This is strictly a sales ploy by Redexim."

According to Estes, Southern Green ended its relationship with Redexim in 1993. The firm put its Soil Reliever on the market in 1994, he said.

The Verti-Drain product line is represented in North America by Emrex, Inc., an independent importer, and a national network of more than 30 distributors. According to Charles Otto, president of Emrex, Redexim caught wind of the Soil Reliever's emergence and sent Southern Green a cease and desist order in October 1994, on the basis that it was a copy.

"On Nov. 4, the folks at Southern Green literally raced to the courthouse and filed a suit," said Otto. "Instead of responding to the cease and desist, they filed a suit which said, basically, that 'Redexim is trying to ruin our business.'"

According to Otto, in May of 1995, Redexim tried to have the Southern Green suit dismissed. However, a dismissal judg-

Continued on next page

Golf Course Marketplace

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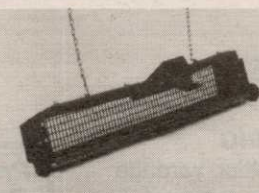
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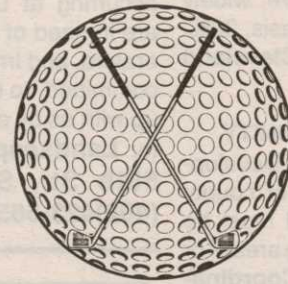
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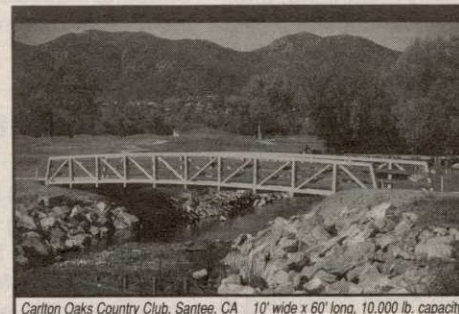
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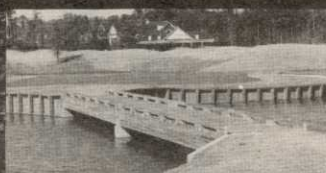
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Verti-drain suit

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ment would have required a separate action, which Redexim didn't care to pursue, said Otto. Consequently, Redexim served counter claims on July 14.

"The fact that it's a countersuit is a technicality," said Otto. "Basically what it means is, Southern Green saw it coming and tried to take an aggressive stance by suing first.

"[The Soil Reliever] is a knock-off as far as we're concerned. There are some differences but we don't think it's as good... They admitted, when we talked to them, that they wouldn't have had the idea if they hadn't worked for us.

"The real problem is, there's confusion in the marketplace. Among the distributors on the front lines, it's getting pretty ugly. We welcome competition in the industry. It's a just a question of how that competition develops."

In a statement, Redexim stated the countersuit reflects Redexim's philosophy to vigorously defend and protect its investments in the development of innovative and patented technology, and to protect related proprietary rights. In recent litigation in Germany, Redexim was awarded damages for patent infringement under the European counterpart of Redexim's United States patent on deep-tine aeration machines.

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