

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.

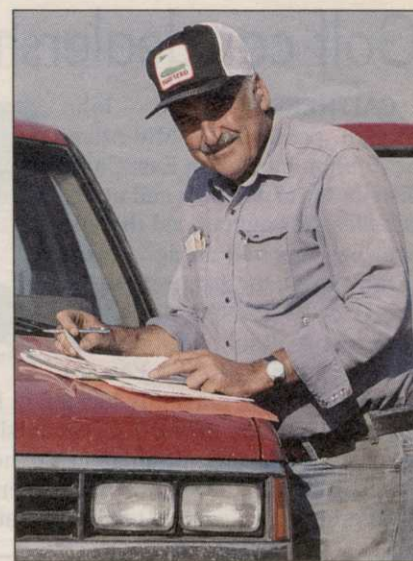
Redexim, the Dutch company which developed the Verti-Drain line of products, and distributors of Verti-Drain deep-tine soil aeration machines are pursuing litigation in the United States against a former distributor, Southern Green, Inc., marketers of the Soil Reliever aerator, for infringement of Redexim's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

By HAL PHILLIPS

The challengers are legion, some of them even originate in-house. But the long-standing king of bentgrass stolons — Pennncross, 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 Pennncross," 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 Pennncross 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**

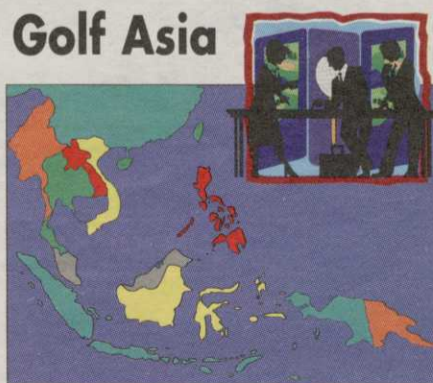
By HAL PHILLIPS

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,

Continued on page 41



**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-

Continued on page 40

# Golf Course Marketplace

To reserve space in this section, call Diana Costello-Lee at 207/846-0600

## EMPLOYMENT OPPORTUNITIES

### SALESMAN WANTED

Sell to golf courses. Inexpensive, widely used pipe locator. Commission basis, 30%. **Bloch & Co. PO Box 18058, Cleveland OH 44118. (216)371-0979.**

### DEVELOPMENT OPPORTUNITY

St. Clair County, IL is seeking Development Proposals of 200 acres of county owned land for any use. 1/3rd must be recreational. Rapidly developing area. For information contact: **Planning Coordinator, 10 Public Square, Belleville, IL 62220-1623. Phone#:(618)277-6600, Ext. 529.**

### CAREER OPPORTUNITY

Established, national company is seeking a Director of Golf. Applicant must have minimum of five years experience running multiple golf operations nationally, along with a knowledge of day to day golf operation, P&L responsibilities, evaluating, creating and implementing proformas. Great opportunity with excellent benefits. Qualifies & serious applicants send resumes to: **C. Faccione, 24121 Ventura Blvd., Calabasas, CA 91302. EOE M/F/D/V.**

### GOLF COURSE SUPERINTENDENTS & ASST. SUPERINTENDENTS.

American Golf is rapidly expanding, offering opportunities for advancement & relocation. This is an excellent opportunity to gain experience and advancement in the New York, Michigan & Ohio areas. Send resumes to: **American Golf Corporation, Northeast Regional Office c/o Dean Wochaski, CGCS-6904 Salisbury Road, Maumee, OH 43537.**

### CERTIFIED IRRIGATION CONSULTANT

Professional designer offers consulting in irrigation and drainage for new construction & remodel jobs anywhere in the world. Emphasis on water use/cost efficiency and construction quality control. **Gary S. Kaye, CID; 602-863-7770; 800-985-8186.**

### ATTENTION! WASHINGTON STATE GOLF COURSE BUILDERS.

"One of the finest finish graders in the golf course construction industry" desires to move and work in the state of Washington. 35 years experience as a golf course shaper. (Quote is by Randy Brown) Call Elvin at: **360-928-9541.**

## GOLF COURSE CONSTRUCTION

**Landscapes Unlimited, Inc.**

To keep up with the constant growth that is occurring at Landscapes Unlimited, we are in need of experienced Shapers, Operators, and Irrigation Specialists who are committed "to be the best". You can team up with us by calling or sending a resume to: **Landscapes Unlimited 5831 S. 58th St., Suite C Lincoln, NE (402)423-6653.**

## Bernhard & Co.

Suppliers of world leading grinders

**Express Dual & Anglemaster.**

Are looking for sales/tech reps to join our rapidly expanding team in

US markets. Can you demo & handle sales calls around the USA using our precision machines at top golf courses?

Call us at 1-800-210-2235.

## GOLF COURSE CONSTRUCTION

Shapers needed at once. Must be willing to travel. Fax resume and date available to: **(616)547-7009.**

## FOR SALE

### LASER MEASURING

Laser measuring and sprinkler yardage markers. We do it all! Laser measure & installation of custom metal yardage markers for all types of sprinkler heads. **Fairway Yardage Designs: 1-800-368-2448.**

### PIPE LOCATOR

INEXPENSIVE! Locates and traces underground drains, water pipelines of clay, PVC, ABS, steel & cement. Finds sprinklers, valves & clogs. Used by over 1000 golf courses! **Bloch & Co. PO Box 18058, Cleveland, OH 44118. (216)371-0979.**

### ARCH STYLE STEEL BUILDINGS

Build it yourself and save money! For cart and equipment storage. Factory direct. Save money on buildings in stock. 30 x 40; 40 x 50; 42 x 76; 51 x 90. Easy to erect. **Archway Steel Buildings: 1-800-344-2724.**

## GET THE LATEST DEVELOPMENT

Subscribe to the **Golf Course News Development Newsletter** which tracks golf course projects under consideration across the nation! Just \$195 for a yearly subscription. Call Editor Peter Blais for more info on how you can subscribe. **Call (207)846-0600.**

## REAL ESTATE

### TEXAS GOLF COURSES

Nine & eighteen holes-statewide. Some with extra land, development lots. Descriptive list available. **Texas Golf Properties, 1603 Lightsey, Austin, TX 78404. (512) 442-1812.**

### GOLF COURSE FOR SALE— DELRAY BEACH FLORIDA.

18 Hole executive length Golf Course with 9+ acres of prime, undeveloped land. For information write to: **PO Box 3327 Palm Beach, FL 33480.**

### GOLF COURSES AVAILABLE.

Turnaround Opportunity. 18 Hole, semi-private. Richmond, VA asking 2.8M cash. Excellent 27 hole Golf Course near Albuquerque, NM asking 2.95M cash. For info: **Roger Garrett, CB Commercial Golf Group. (602)-262-5511**

### WANTED-GOLF COURSE COMMUNITIES

Available for purchase, located in Eastern US. Call: **Woodland Real Estate Advisors-Stephen Davis (412)281-7400.**

## GOLF COURSE ACCESSORIES

**Premium Replacement Parts for Outdoor Power Equipment**

**J. THOMAS DISTRIBUTORS, INC.**

Introducing: **INTERMIX™**  
No Smoke  
NEW  
Oil  
FOR THE UNBEATABLE PRICE OF **\$23.50 PER CASE**

**Complete Gearbox**  
STARTING AS LOW AS **\$149.99**

**OPTIMUM TRIM LINE™**  
PRICES START AS LOW AS **\$9.95**

**Spindle Bearings**  
PRICED AS LOW AS **\$4.80 EACH**

FOR PRODUCT INFORMATION OR A **FREE CATALOG** OF OUR COMPLETE LINE OF MOWER AND SNOWPLOW PARTS CALL **1-800-422-4184**

## SOLID BRONZE SIGNAGE

- Yardage Markers
- Tee Signs
- 100, 150, 200
- Commemorative
- Laser Measuring
- Sprinkler Tagging
- Yardage Books

**FROM TEE TO GREEN, INC.**  
(800) 932-5223  
Fax: (219) 637-6874

## AQUAMASTER

Fountains & Aerators decompose organic solids and prevent algae blooms. Available in ten spray patterns, 3 year warranty, only UL listed system.



**Superior Aquatic Management Systems**  
16024 CTH X, Kiel, WI 53042  
PH. 414 693-3121 FAX 414 693-3245

## QUALITY!

- Laser Measuring • Scorecards
- Sprinkler Tagging • Yardage Books
- Redwood & Bronze Tee Signs

**FORE BETTER GOLF, Inc.**  
1-800-468-8672  
Fax: 708-893-0455



## Mid Tenn Turf, Inc.

**Services -**  
\*Row Plant Sprigging \*Broadcast Sprigging  
\*Sod Installation \*Hydro Seeding \*Laser Grading  
\*Complete Athletic Field Construction & Renovation

**Sod Varieties -**  
Available in 16" x 24" Slab or 42" x 120" Big Roll  
\*Blended Fescue \*Vamont Bermuda  
\*419 Bermuda \*Quickstand Bermuda  
\*Tifway II Bermuda \*Myer Zoysia  
Sprigs available in all Bermudas & Zoysia

**Manchester (615) 728-0583**  
**Nashville (615) 254-4728**  
**Fax (615) 728-0168 Toll Free 1-800-782-4083**  
4698 New Bushy Branch Rd.  
Manchester, Tennessee 37355

## Penncross turns 40

Continued from page 39

"Time and time again we go through these trials and others jockey for three years, then you see Penncross is still the best," said Rose. "The bents are getting better all the time, and Penncross won't be nearly as dominant in 10 years. But there will be Penncross sold in 10 years, and people will still be pleased with it."

The careers of Penncross and Rose are nearly concurrent. Penncross was released in 1955, and Rose got out of the military service a year later. After becoming aware of the new creeping bent at an Oregon Seed League meeting the following winter, Rose got interested, secured some stolons from Musser and planted a small field in 1958.

"The quality wasn't good," Rose admits. "I happened to go on a trip back to Penn State and met Dr. Joe Duich. "There

was some turf conference going on and I was waiting outside in the hall for about an hour. Finally, a bunch of them found out I was growing Penncross, and soon they were all out in the hall talking to me.

"All the researchers claimed the seed that was getting to me wasn't Penncross. Even today you see stories about substitution, and that's certainly what happened back then. We had an all-night session to discuss the problems. Out of that, Penn State decided to release Penn-cross to us exclusively and we committed to growing only certified seed."

Rose helped form the Penncross Bentgrass Association, the exclusive grower and marketer of Penncross, in 1971, included most of the 14 growers that remain members today. Turf Seed, Inc. does the actual contracting with Penncross growers, while Tee-2-Green markets the product.

Duich has continued his relationship with

Tee-2-Green, consulting to the firm ever since. And the rest, as they say, is history.

"It took a while to realize what we had," Rose explained. "Penncross got down to about a dollar a pound and everyone was complaining. But we've kept the same price for 10 years, through the shortage years in the 1980s. Now everything's back up again."

Forty years is an amazing run for a single strain of bentgrass, and Rose knows it will end someday. This explains why Tee-2-Green has invested in new strains to compete with its own product.

"Our new bents are absolutely spectacular," said Rose. "I like to think they're breakthroughs in creeping bentgrasses. These grasses demand to be mown at 1/8 of an inch. They'll stand up to it, and no other grass will. We're going to call it Penn A-1. But Penncross is still the king, by 10-fold. Everyone's still shooting at it, even ourselves. But that's what happens when you're no. 1."

## HOW TO ORDER A CLASSIFIED AD

**RATES:** \$80 per column inch (25-35 words, including a bold headline). Each additional 1/4 inch is \$20. If ordering a logo, please include an extra \$42; for a blind box, please include an extra \$16. All line ads must be prepaid. All rates are per insertion.

To place your classified ad, mail your ad copy with payment to:

**Diana Costello-Lee**  
**Golf Course News**  
**PO Box 997, 38 Lafayette St.**  
**Yarmouth, ME 04096**  
**or fax to: (207) 846-0657**

For more information, call Diana Costello-Lee at (207)846-0600.