

# Product & Service News from MGCSA Affiliates

*(Editor's Note: Affiliate members were offered the opportunity to write a paragraph about any product or service news happening for the upcoming season.)*

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## Hartman Companies

Hartman Companies continues to grow and enhance our services to the sports turf industry. We have expanded our irrigation division to all sizes of golf and sports turf applications. Drainage is an ongoing expansion within Hartman. We have purchased new slit drainage equipment to serve our customers better. Hartman Companies will continue to strive for the highest quality and customer satisfaction in all of our projects.

Hartman Companies would like to thank our clients for contributing their time and photos for our presentation at The Minnesota Green Expo this year. We would like to thank all of you who stopped at our booth. We hope you will think of our company for all of your renovation and irrigation needs.

## Superior Concrete

Superior Concrete, founded in 1949, manufactures a variety of dry-cast and wet-cast concrete products.

Three of our major products are concrete block for the residential and commercial marketplace, Keystone brand segmental retaining wall block and agricultural pre-cast products for hog and cattle confinement buildings.

Since 1999, Superior Concrete has also become a major player in the marketing and manufacturing of concrete erosion control products such as Armorflex, Geolink and A-Jacks. These products have proven to be an aesthetic and functional alternative to riprap, gabions, structural concrete and other heavy-duty durable erosion protection systems. Some common applications for these products are: canals and channels; river and stream embankments; culvert and pipe outlets; bridge abutments; holding ponds; ramps and walkways, and ATV trails.

Our future success is tied to the health of the natural environment and the resources upon which we depend. Superior Concrete is looking for new ways to address the water quality and erosion control issues that golf courses face. We are committed to providing golf course superintendents with quality products and comprehensive customer service.

## Paskvan Consulting

Paskvan Consulting is an independent company that has been specializing in balancing soil nutrients for golf courses and sports turf for nearly 15 years. My company provides complete soil consulting services in the States as well as internationally.

Along with general and specialty testing for established golf courses, we also offer physical testing for new greens construction and reconstruction of older greens. We consult with sod producers who have over 2,000 acres of sod fields. We help golf course superintendents solve stubborn grounds maintenance problems the fertilizer companies and universities can't or won't treat.

We do not sell chemicals based on perfunctory tests. We sample and analyze soil and water to establish a thorough profile. Based on that profile, we make recommendations that seek to bring soil nutrient elements into balance and present them to the plants in a way that increases plant uptake and leads to healthier turf. We personally review the program of recommendations with you, the superintendent, because you are the one who will implement it.

The next time you want to soil test and have a complete, independent analysis of your golf course, please look to us.

## BASF

BASF invests millions in R&D each year, applying for 1,000 patents a year and literally creating innovations on a daily basis. These innovations, such as Insignia and Emerald fungicides, are helping superintendents in the Upper Midwest tackle the region's toughest pathogens. BASF has a young portfolio with a high proportion of patent-protected products as well as a strong late-stage R&D pipeline. BASF Professional Turf and Ornamentals is a division of BASF. Based in Research Triangle Park, N.C., the BASF Professional Turf and Ornamentals business group develops and markets chemical solutions for improving turf quality through pest management, which includes weed, disease and insect control. Our goal: to bring you the most effective solutions available, helping solve turf problems with a mix of branded and post-patent products.

## VERSA-LOK

New from VERSA-LOK Retaining Wall Systems in 2006 is Mosaic, a random-pattern system designed to build freestanding walls up to 24 inches tall. It's ideal for use as borders around tee areas, walkways and clubhouses. Mosaic also may be used as a lightweight retaining wall up to 18 inches.

VERSA-LOK Standard is the original solid, pinned segmental retaining wall system and is unmatched in its versatility. Walls, curves, corners and columns are all possible with VERSA-LOK Standard. Available in a variety of colors and both standard split-face and weathered textures, it's the ideal solution for controlling erosion and drainage while beautifying your golf course at the same time.

VERSA-LOK Mosaic is capable of build-

ing random-pattern tall walls of unlimited height. Each Mosaic wall panel comprises three different VERSA-LOK units in a random four-unit pattern. Mosaic panels are 10 inches in height, allowing for easy accommodation of soil reinforcement.

## Midwest Putting Greens

Midwest Putting Greens & Sports Turf is in its fourth year of designing, selling and installing quality synthetic turf products in Minnesota. Along with synthetic golf greens and Standard Golf Products for residential use, target greens and tee lines for golf courses, MPGST now has a complete line of barrier netting for driving ranges and backyard practice nets. New for driving ranges this year is our EzTee nylon turf. EzTee is a non-infill nylon turf that can be used as mats or a continuous tee line. Installation can be over concrete, asphalt or a class 5 base. We have also expanded our line to include ball field items including Diamond-Dry, bases, portable fencing, tarps and netting. Contact Midwest Putting Greens & Sports Turf at 507-625-4855, e-mail sales@midwestputtinggreens.com or visit our web site www.midwestputtinggreens.com for a free site review on any of your synthetic turf or netting projects.

## John Deere Golf & Turf One Source™

John Deere Golf & Turf One Source is a full-service platform bringing together equipment, agronomic products and other services to better serve the expanding needs of golf course superintendents, owners, architects and management companies. The program offers a full line of industry-leading precision greens, fairway and rough mowers, aerators, bunker rakes, rotary cutters, utility vehicles and compact utility tractors, including certified pre-owned equipment through the John Deere Assured program. As the official golf course equipment and One Source supplier to the PGA Tour, John Deere can be trusted to provide superintendents the tournament-level quality needed on today's golf courses.

Additional products offered through the One Source program include seed, fertilizer, landscaping supplies, irrigation, fertigation, drainage and golf course accessories, all available for purchase through a local John Deere distributor. With the only credit, lease and financing program created specifically for golf course equipment and a dedicated distributor network, John Deere provides unmatched parts and service support.

John Deere is noted for more than 165 years of innovation, the highest-quality products and its product and operator safety initiatives.

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## Affiliate News—

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Along with One Source, GreenImage and Turf Supply Co. have become partners. This means that between us we can meet all of your fertilizer, chemical, seed, and soil amendment needs.

### AGROTAIN International

Who is AGROTAIN International? We are the manufacturer of UMAXX and UFLEXX fertilizers. UMAXX and UFLEXX are stabilized nitrogen products. They are stabilized with two different inhibitors. Both have urease inhibitors in them that stop the hydrolysis of urea for up to 14 days. A typical fertilizer, if not irrigated into the soil, will hydrolyze, giving off ammonia (nitrogen) and CO<sub>2</sub>. Both also have different amounts of a nitrification inhibitor that keeps that urea molecule in the ammonium form (a positively charged ion). That positively charged ion adheres to the negatively charged soil particle until the plant utilizes it or the inhibitor wears off. A typical fertilizer will quickly convert the ammonium ion into a nitrate ion and can be leached away into the ground water. At a one pound rate UMAXX will last 12 to 16 weeks and UFLEXX will last 6 to 8.

### Thein Well

Thein Well is a family-owned well company that has served customers in the upper Midwest since 1893. Thein is a full service well company who constructs and rehabilitates wells of all kinds and capacities and services pumps and motors of all makes and models. Thein Well's preventive maintenance program is designed to monitor the health of your water supply system in order to maintain peak productivity and identify potential problem areas. Water quality can and does impact the condition of your system, so we will test your water, when indicated, to tailor a treatment specific to your supply. Thein Well offers 24 hour service seven days a week, and we carry a large stock of standby pumps and motors which we can access to get you back on line while waiting for repairs or replacement parts for your system. Call us at 800-450-8000 to schedule a personal visit to discuss your system and your long term needs.

### Hedberg Aggregate

Are you struggling with water quality issues in ponds and other water features? Hedberg Landscape Supplies can help. Hedberg is the largest provider of pond supplies in the metro area, with four yards to serve you and a full line of aeration and wetland filtration equipment designed to turn eyesores into sparkling jewels. We specialize in treating problematic water features with simple yet effective techniques that improve water quality. Our fountains and bottom aeration systems will beautify your ponds and improve their overall health. Call us today to design a custom aeration plan for your ponds and water features. West Metro 763-545-4400, North Metro 763-413-8330, East Metro 651-748-3158, South Metro 651-423-

5048. Visit us online anytime at [www.hedberglandscape.com](http://www.hedberglandscape.com).

### Fahey Sales Auctioneers and Appraisers

Fahey Sales Auctioneers and Appraisers was founded in 1947. We are now in our third generation of auctioneers specializing in Real Estate Auctions; Commercial Turf and Golf Equipment; Ag and Construction Equipment. In addition to our 7 regular consignment auctions at our lot 6 miles west of New Prague, Mn on Hwy 19, we conduct two of the largest Commercial Turf and Golf Equipment consignment auctions in the nation each year. The Iowa Commercial Turf and Golf Equipment auction is held at the Iowa State Fairgrounds in Des Moines on the first Saturday of March. The Minnesota auction is held the last Saturday of March at our New Prague lot. We also conduct a Minnesota Municipal and County Services Equipment and Vehicle auction at the New Prague lot in September. If you would like to sell or are looking to buy a full line or one piece, please check out our website for upcoming opportunities. [www.faheysales.com](http://www.faheysales.com)

### Headway™/Syngenta

Headway™ fungicide from Syngenta provides a potent and efficient means to control turf diseases on fairways.

Headway uses two active ingredients to deliver broad-spectrum disease control against dollar spot, brown patch, and many other turf diseases. Using dual modes of action helps ward off disease resistance and allows Headway to control a wider range of diseases than any other registered product.

Headway is expressly formulated to balance each active ingredient for control and optimal efficacy. In addition, Headway provides all the benefits of MAXX® technology. It has no odor and offers excellent tank-mix compatibility. It also won't settle out of solution or clog filters, and mixes into a clear solution with other products.

Headway is available in a one-gallon container or a 10-gallon LinkPak™. For more information about Headway, contact Syngenta representative Todd Loecke at (515) 987-0293 or the Syngenta Customer Resource Center at 1-866-796-4368.

### Par Aide Products

Par Aide begins 2006 following a record year in 2005,

capped off by the MGCSA's Distinguished Service Award to Steve Garske and Par Aide. "We are extremely proud of this recognition and we are just thankful to be a part of such a great industry." New for 2006 is the launch of Professional FieldCare, products geared towards the sports turf side of our industry.

Professional FieldCare offers a more complete array of shovels and rakes as well as some golf products which lend themselves to other green grass customers. For golf, 2006 seems to be the year for aerification related products, including the Core Hog, essentially a plow for quickly and cleanly moving cores to a single pile, and the Cup Plug (suggested by Roger Kisch) which is used to fill hole during the aerification process. Both garnered a lot of attention at the GIS.

### Twin City Seed Co.

Twin City Seed Co. sprouted its roots in Minnesota on November 1992. Over the past 14 years, we have developed products that will meet the needs of the Golf Course Superintendents, such as low cut Kentucky Bluegrasses and New Bentgrass varieties from Tee-2-Green Corp. We can also custom blend seed mixtures for your specific application. New for '06. The F4 "Netless" Erosion Blanket.

State of the art technology combining Wood fibers and Dacron to form an Erosion Blanket that will biodegrade in less than 4 months.

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### *Precision Turf and Chemical, Inc.*

Precision Turf and Chemical, Inc. has announced the company will no longer supply or distribute the product lines of Bayco Golf Inc. and Aqua Control. Although these are very reputable lines of Golf Course Accessories and Fountains/ Aerators, management has decided to streamline operations to better meet the needs of our current and future clientele. Coupled with its current lines and the addition of Pursells Technology Inc. (Polyon), Magic Green Corp. (White Gold, Salt Exit) and Precision Labs (Sync fungicide activator) lines, the company's management decided that it needed to stress its commitment to the agronomic aspects of the "Green Industry." To that end, we will devote all our efforts to meet the growing demand for better service, education and information regarding turfgrass health and maintenance products.

### *Turfwerks*

Turfwerks is a one-stop shop for all your turf care needs. We carry a full line of equipment, seed, fertilizer, chemicals, accessories and parts; everything you need to produce and maintain a beautiful and healthy course. We also provide a variety of services including repairs, financing, education and agronomic advice. Turfwerks proudly serves Iowa, Minnesota, Nebraska, North Dakota, South Dakota and Wisconsin. We strive to provide our customers with excellent service and support. Find out how Turfwerks can be your Partner in Growth.

### *E-Z-GO / Versatile Vehicles*

2005 was a year of change for E-Z-GO in Minnesota. We moved from factory direct sales reps in mid-year to positioning our local dealer (Versatile Vehicles) into the role of direct fleet sales to the golf channel in all of Minnesota. Versatile Vehicles became our Distributor with two full service locations - one in Savage and one in Brainerd. They added a larger on road sales force of four reps. They have a staff of seven factory trained service techs. When in season, their service techs are on the road with well stocked service vehicles to handle most needs and repairs on-site at the courses. Along those lines both locations have retail sales, service centers, and tournament fleets to serve your event needs both large and small. The move we believe will make E-Z-GO and Versatile Vehicles a larger factor providing a complete one-stop center for fleet, and specialty needs to the golf channel in Minnesota, North Dakota and Western Wisconsin.

Make plans to attend the  
**SPRING MIXER**

**Monday, May 15**

**THE PINES**  
at Grand View Lodge

Host Superintendent:  
**Mike Bohnenstingl**

**PENNCROSS SOD**  
*from Country Club Turf*

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