

Industry News

Scotts Pro Turf Chooses North Star Turf

The Scotts Company recently selected North Star Turf, Inc., St. Paul, as an authorized distributor of its ProTurf products in Minnesota and parts of North Dakota and Wisconsin. "NST was chosen because of our ability to actively promote the ProTurf products and for our ability to inventory adequate product and provide timely deliveries throughout the entire season," explains Joe Churchill, sales manager of the company's fertilizer, seed and chemical business. "The ProTurf products will fortify our product offering of soft as well as Medalist America and Jacklin turfgrass seed." For more information, contact Joe Churchill at 800-592-9513.

NST Creates New Business Unit, Adds to Sales Staff

North Star Turf, Inc., St. Paul recently unveiled a new business unit focused on developing the company's soft goods business. The new department of North Star Turf will market commercial fertilizer, turfgrass seed and turf chemicals to professional users, primarily within the golf, municipality and

sports turf markets.

Heading the new division is Joe Churchill, sales manager, and a 10-year veteran with NST. "Our newly formed relationship with The Scotts Company provided us with the opportunity to grow the soft goods end of our business," says Churchill.

Along with the fertilizer and seed products marketed by NST, the company says it will continue to provide professional turf managers with a full line of turf and ornamental fungicides, herbicides, insecticides, nutrients and adjuvants.

"As the commercial turf industry changes, so must the way we reach the market with our products. We have seen a tremendous amount of consolidation among manufacturers like Jacobsen and Ransomes, Scotts and The Andersons, Medalist and Jacklin, to mention a few. Connecting our customers with sales consultants who can focus specifically on their agronomic needs will help us take better care of them. It will also help us adequately represent the products provided to us by our valued suppliers."

For the first time, North Star Turf will serve its customers via two specialized sales forces. This is being accomplished by adding three technical sales representatives who will exclusively represent the company's fertilizers, seed and chemicals lines. The current sales staff will continue to serve customer's turf equipment and golf accessory needs.

Joining North Star Turf's new soft goods sales force are Wayne Heintz, Cary Femrite and David Gamez. Heintz, who resides in Grand Forks, N.D., will serve NST customers in North and South Dakota and western Minnesota. Femrite will represent NST primarily in northern Minnesota and metro golf. Gamez will focus on turfgrass seed sales, new golf and metro municipal and sports turf accounts. "All three have a tremendous amount of practical experience growing turf and understand the importance of focusing on our customers' needs," explains Churchill. "We're excited to have these three individuals representing NST and the products we market." For more information contact North Star Turf at 800-592-9513.

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Wetlands Regulations to Slow Course Growth

New, more restrictive Army Corps of Engineers regulations on permitting will complicate golf course development and construction involving environmentally sensitive wetland areas.

In an 80-page notice released March 9, the Army Corps took final action to implement new rules, which are likely to increase the cost of building a course when they become effective June 5. This is because a time-consuming individual permitting process previously required only for projects affecting more than 3 acres of wetlands now will be required for projects affecting more than a half-acre.