



# The Tessman Company

Serving the Green Industry Since 1950

*We offer fertilizers, grass seed, herbicides, fungicides, wetting agents, golf course accessories and ice melters for our Minnesota winters—plus much more!*



## Locations

Tessman—St. Paul  
1300 Sylvan Street  
St. Paul, MN 55117  
(651) 487-3850

Tessman—Fargo  
610 - 39th St. N.  
Fargo, ND 58102  
(701) 232-7238

Tessman—Sioux Falls  
27093 Sundowner Ave.  
Sioux Falls, SD 57105  
(605) 368-2586

## Sales Representatives

St. Paul:  
Dan Faust (612) 991-5021  
Jeff Jensen (612) 710-3740  
Mark Poppitz (612) 940-5727  
Tom Thul (651) 755-8394  
Wolf Weber (612) 325-5411

Fargo:  
Gordy Flesberg (701) 232-7238  
Roger Tychsen (218) 841-4444  
Scott Wavrin (701) 232-7238

*The Tessman Company offers the following premium products to assist with your Turf & Golf Course needs:*





# SEALED BID AUCTION

All proceeds will be donated to The First Tee Programs of Minnesota



## *The First Tee Mission Statement*

To impact the lives of young people by providing learning facilities and educational programs that promote character development and life-enhancing values through the game of golf.

### THE FIRST TEE NINE CORE VALUES

- HONESTY
- INTEGRITY
- SPORTSMANSHIP
- CONFIDENCE
- PERSERVERANCE
- RESPONSIBILITY
- JUDGEMENT
- COURTESY
- RESPECT

## Toro Greensmaster® 3150



Mower donated by The Toro Company and MTI Distributing, Inc.

SEALED BIDS WILL BE ACCEPTED UNTIL NOON ON  
FRIDAY, APRIL 23, 2010

Contact your MTI Distributing Sales Representative  
for bidding instructions.



MTI Distributing, Inc.  
4830 Azelia Avenue N.  
Brooklyn Center, MN 55429  
800-362-3665  
763-592-5600  
Fax: 763-592-5700

MTI Distributing, Inc.  
2131 16th St. N. Suite C  
Fargo, ND 58102  
800-782-1031  
701-281-0775  
Fax: 701-281-9417



**Count on it.**



# King of the fairway.



## TORO® REELMASTER® 5010 SERIES

- DPA (Dual Precision Adjustment) cutting units
- 28 hp, 35.5hp, or 44.2 hp Kubota® diesel engines
- Cross Trax™ all-wheel drive
- EdgeMax™ bedknife
- 100" (2.54 m) cutting swath



MTI Distributing, Inc.  
4830 Azelia Avenue N.  
Brooklyn Center, MN 55429  
800-362-3665  
763-592-5600  
Fax: 763-592-5700

MTI Distributing, Inc.  
2131 16th St. N. Suite C  
Fargo, ND 58102  
800-782-1031  
701-281-0775  
Fax: 701-281-9417



**Count on it.**



# Sustainability Breeds Sustainability

By CHRIS TRITABAUGH  
*Northland Country Club*

The dictionary defines sustainable as:

1. Able to be maintained
2. Maintaining ecological balance

The second of these definitions is probably what most of us concentrate on when thinking of a sustainable golf course. Creating an ecological balance between our golf courses and the surrounding environment has long been a cornerstone of turfgrass management.

We are proud of the fact we practice sustainable turfgrass management at Northland. Over the past few years, the economy has taken its toll on our budgets. Making sure budget cuts do not affect the quality of our courses is something we have all struggled with. For us, sustainable turfgrass management has allowed the development of programs and practices, which can be sustained over time, regardless of environmental or economic conditions.

A couple of examples, case studies if you will, of how we have put sustainable practices into play:

## *Fairway Mowing*

Prior to 2007 the fairways at Northland were mowed six or seven days a week with nine holes being mowed each day in a diagonally striped pattern. In 2007 we began mowing our fairways in light and dark halves and mowing all 18 holes three days a week. Then in 2008 we cut our mowing back to just two days a week. When the fairways were striped diagonally, the mowing time for nine holes was roughly the same as mowing light and

dark halves on 18 holes. Both methods required two mowers working about 5.5 hours per mowing day. Our man-hours to mow fairways went from around 70 hours/week to 22 hours/week.

In order to make this change successful, we needed to get a handle on the growth rate of the fairways. Implementing a reduced mowing schedule was not going to work if it meant we would be mowing a hayfield two days a week. In order to get a handle on growth, we needed to implement a PGR (Plant Growth Regulator) program and even more importantly adopt a very lean approach to fertilization. In this case, the desire to adopt one sustainable practice (ie. reduced fairway mowing) led us to adopt further sustainable practices (ie. lean fertility) to make the initial practice a reality.

## *Fairway Aeration*

Fairway aeration is another example of how the far reaching tentacles of sustainability have impacted our golf course.

Over the years, the unique micro-climate in which Northland is located has conspired with fertility practices and a large bentgrass population to create a considerable thatch layer in the fairways. Three years ago when I took over as Superintendent we felt the need to use aggressive cultural practices to gain control of the thatch. Despite strong communication detailing why the aggressive aeration was necessary, our membership felt they were "losing" the course for too much time during what was already a very short

golf season. The reaction from the membership was frustrating and it was clear we were not going to be able to sustain the aggressive approach. This past spring the issue came to a head when our aggressive fairway cultivation, coupled with a cool, dry spring left us with a season of disappointing fairway conditions. When we drilled down through the details of what went wrong, it was clear our commitment to low nitrogen and heavy PGR use had not given our fairways the chance to heal from the aggressive cultivation. We could have thrown a good dose of nitrogen at the problem and probably achieved better conditions.

However, this solution did not mesh with our commitment to lean, sustainable fertility practices. We were standing at a crossroads. Fall back on one sustainable approach and run the risk of affecting other practices (see fairway mowing), or look for a long term solution; one that meshes with our previous commitment to a sustainable practice?

It was at this time I recalled a conversation with a fellow Superintendent about how they had moved away from core aeration and gone exclusively to solid-tine aeration. Over the course of numerous conversations, I came to understand his own commitment to sustainable turf had allowed them to move away from core aeration. This sounded too good to be true: implement sustainable practices allowing us to eliminate core aeration and erase one of our membership's most hated maintenance events at the same time? The need for core aeration is generally tied to the management or reduction of thatch and our thatch layer was improving, but still significant. Was a move to solid-tine aeration realistic considering our thatch problem?

I wanted to get Dr. Brian Horgan's opinion and we lured him to Northland the best way we could: by offering a round of golf. Dr. Horgan's response was exactly what we hoped it would be. In his opinion, solid-tine aeration could be a sustainable approach, even with our thatch problem. If we were going to go down this road, we needed to keep our nitrogen



*No. 13 at Northland Country Club*

*(Continued on Page 16)*



# Just Like A Hole In One...

**At Gertens,  
Getting Everything You Need  
Only Takes One Swing.**

- Plant Material
- Turf Seeds & Blends
- Fertilizers
- Herbicides
- Pesticides
- Erosion Control
- Christmas Lighting
- Mulch
- Custom Soil Mixes
- Soil Amendments
- Drainage Systems
- Tools & Applicators
- Landscape Lighting
- Snow & Ice Melt

**Call Gertens NOW For A Quote on  
Annuals, Mulch, Fertilizers and Select Tools.**

**Order Early & SAVE! 651.450.0277**



5500 Blaine Avenue | Inver Grove Heights, MN 55076  
P: 651.450.0277 | F: 651.450.9380 | E: wholesale@gertens.com



## Sustainability-

(Continued from Page 14)

rates very low; keep soil as dry as possible; and make sure the soil was well aerated. All of which were practices we were already using. Dr. Horgan felt by doing this our thatch problem would eventually take care of itself. Why is making a switch to solid-tine a sustainable practice? In solid-tining our fairways, we reduced required man hours to roughly a 1/4 of those of core aerating. Additionally, the reduced disruption caused by solid-tining allows the practice to take place at any-time without upsetting and disrupting the membership.

Once again, in this case, multiple sustainable practices were required to sustain a single desired practice. As we analyze our turfgrass management program, how it has changed and why, a theme became apparent: sustainable practices breed sustainable practices.

Let's take another look at the definition of sustainable. The ability to be maintained sounds simple, does it not? After all, we maintain our golf courses on a daily basis. Ask yourself this question:



No. 14 at Northland Country Club

"Which is greater, your turf's ability to sustain itself, or its need to be sustained by us?" In today's world, we need to take a good look at whether or not our practices are "able to be maintained" in the face of rising costs, greater restrictions and inevitable budget cuts. Is it realistic for us to think our memberships are going to except a reduced product? Probably not, but what if through communication and education we can help our members realize a different idea of quality.

Implementing sustainable practices might mean a different golf course, but it does not have to mean a lower quality golf course. Sustainability is like a snowball rolling down a hill. Start with something small and you will likely find implementing one sustainable practice makes implementing a handful of other sustainable practices a necessity. The end result is a golf course, whose quality in uncertain economic and environmental factors is "able to be maintained."

**Jrco**  
**Hooker Soft-plug Aerator**  
**Fast, Efficient Aeration**

- Hooking tines lift soft soil plugs - no hard cores to clean-up.
- Tow-behind Aerator attaches to tractors, carts & utility vehicles.

Made in the U.S.A.  
**800.966.8442**  
[www.jrcoinc.com](http://www.jrcoinc.com)



**JACOBSEN**  
A Textron Company



- Energy and Economics - Features a hybrid or battery powered system that is simpler, faster and less expensive to operate and maintain.
- Comfort and Confidence - Maximize your operators potential with an ergonomic design that keeps controls comfortably within reach and the view unobstructed.
- Versatility and Value - Numerous attachments available including the Turf Groomer®, Quick Roll™ attachment and a variety of rollers for the best playing conditions.
- Tradition and Trust - Uses Jacobsen Classic XP reels, trusted for the highest quality-of-cut at the top courses around the world.
- Respectful and Responsible - No hydraulic oil to leak or change coupled with significantly reduced noise and exhaust emissions make the Eclipse 322 an environmental champion.



- The ONLY walking greens mowers with variable frequency of cut - for the finest quality cut in any conditions.
- The ONLY walking greens mowers with onboard backlapping - to quickly and easily maintain a superior quality of cut.
- The ONLY walking greens mower with a fully isolation-mounted engine, which dramatically reduces operator fatigue and excess vibration on the turf, resulting in a better, more consistent cut - day in and day out.
- The ONLY walking greens mowers available in hybrid or battery drive, providing power, economy and low environmental impact.
- ONLY the Eclipse™ allows for quick and easy reel removal - simply pull three pins, unhook the crossbar and unplug the electrical motor connection. This allows operators to easily mow two different heights of cut with one machine.

# TurfWerks

**2905 Lexington Ave. S Suite 2**  
**Eagan, MN**  
**800-592-9513**  
**www.turfwerks.com**

**Territory Managers:**

Tom Fuller	612-802-3149	tfuller@turfwerks.com
Greg Bondy	612-308-0102	gbondy@turfwerks.com
Mitch Stewart	515-240-8874	mstewart@turfwerks.com
Eric Nielsen	605-202-1699	enielsen@turfwerks.com
Rich Vining	605-201-2971	rvining@turfwerks.com

**Parts Manager:**

Mark Anderson	605-336-1873	manderson@turfwerks.com
---------------	--------------	-------------------------



## Superior Tech Products

952-546-3678

[www.stproots.com](http://www.stproots.com)

[stp@stproots.com](mailto:stp@stproots.com)

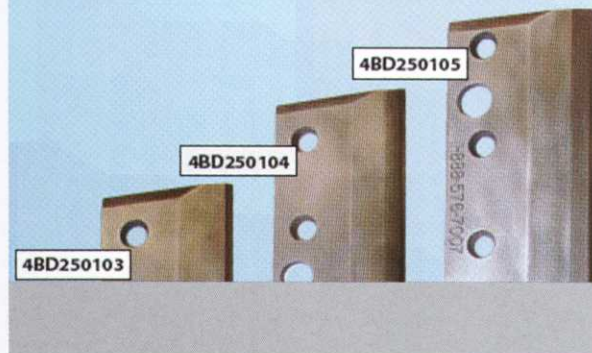
Aerification Tines — **JRM** - Bedknives

**DryJect** - Aerification Service

Try 3 bedknives.  
Money back guarantee

- Duranium -801 steel. Highest carbon
- Compressed edge = Stronger edge.
- Less pre-use preparation.
  
- Greens Bedknives: 0.50 - .125 cut.
- Tee Box, Fringe & Apron blades.
- Fairway Bedknives.
- Rotary Blades: 4140 High grade steel
- Mulching Rotary.

FREE bedknife screws with purchase.



**JRM** Inc.  
Innovative Turf Technology

### Ohio State University

- 1) No significant difference in organic matter control between DryJect and Core aeration. (1/2" tines, 2.5 x 2.5)
- 2) Better Infiltration rates.



- Complete 18 greens in 6-8 Hrs
- Injects  $\frac{3}{4}$  - 1 Ton of sand / green.
- Can play right after brushing.
- No lost revenue the week after.  
This alone pays for DryJect service.
  
- DryJect does not spread Poa seeds.

**DryJect**  
**21<sup>st</sup> Century Aeration**



# What Can You Do?

By ERIC COUNSELMAN  
Sommerby Golf Club

We all strive to do what is best for the environment and future generations, but aren't looking to construct a windmill or add solar panels to our facilities (not that it wouldn't be great if we did). There are a lot of articles about how we can reduce chemical, fertilizer and water use and increase habitat and native areas on our properties. There are, however, several small things that we can do to reduce our footprint and at the same time make our operation more efficient and profitable. Here are some simple things that we have found to be easy ways to reduce our environmental impact, often reduce costs, and/or improve our public or customer relations.

- **Paint fuel tanks** (\$60) - A dark colored tank will heat up and increase evaporation. A gallon of expandable light colored paint from your fuel supplier will keep your tank cooler and reduce fuel losses to evaporation.
- **Adopt-A- Highway** (free) - By committing to organize a group of staff, members or customers twice a year to clean up a 2-mile section of highway (generally a couple hours) you will improve your community while promoting your facility. It also allows a superintendent great face time with staff, clientele or both in a laid back setting (off the course for a change). The Adopt-A-Highway program provides the bags, safety vests, and



collects the bags of trash.

- **Energy audit** (free) - Most power companies will conduct a free energy audit upon your request. An energy consultant will tour your facility identifying areas of inefficient energy use. They will then produce a report suggesting unplugging unused appliances (soda machine in the winter), sealing doors better, improvement of light fixtures, possibly a load control for times of peak energy use, condition of utilities (water heater, furnace, etc.), etc.

- **Recycle** (\$10 month) - The addition of a recycling program reduces waste from your facility and closes the circuit material consumption. Find an individual within your operation to spearhead the program. Staff gains the sense of contribution for the better good of the environment.

- **Cancel unwanted catalogs** (free) - We all receive catalogs from suppliers that we have no need to purchase from (playground equipment, silverware, etc). Call them and ask to be removed from their mailing list. Less paper wasted and less junk mail to sift through.

- **Lawncare Class** (free) - Put together a presentation to educate your members or customers as the Best Management Practices for their home lawn. Touch on mowing practices (sharp blades, 1/3 rule, height of cut), responsible fertilizer programs (selection, calibration, and application), pesticide use and application (spot spray, timing), and irrigation use (deficit irrigation).

- **Birdhouse Sponsorships** (free) - Member/customer makes a \$20 donation to sponsor a birdhouse, you buy \$16 birdhouse and a \$4 name plate, and your facility has free birdhouses. The sponsor gains a feeling of contribution and ownership, and boasts to their playing partners that they now have a house on the course.

I have enjoyed implementing these practices into our maintenance operation and hope that some may find their way into yours for the good of all. Please don't hesitate to contact me if you would like more details on any of them.



9-5989

## Have experience. Will travel.

If you're looking for some help on your course, consider the Stores-on-Wheels®. We can deliver agronomic expertise, top brands and more straight to your course. Call us at 1-800-321-5325. We can help with whatever job you have in mind. [www.JohnDeere.com/golf](http://www.JohnDeere.com/golf)





# PENNCROSS SOD & Dominant X-treme 7

*from Country Club Turf*

Grown by  
**GOLF COURSE  
PROFESSIONALS**  
for  
**GOLF COURSE  
PROFESSIONALS**



Supplying over 200  
Golf Courses Since 1987

24317 Durant St. N.E.  
East Bethel, MN 55005

**(763) 444-6753**

*"A Quality Grown Reputation"*



Dennis Hendrickson, Frontier Ag & Turf, left, relaxes with Barb and Rick Traver, CGCS, at the Awards and Recognition Banquet.



JoAnne and Bill Johnson. Since retiring from Superintendent work, Bill has a very successful Goose control business called Honkers Away. Bill also is a past president of the MGCSA.



The MGCSA banquet also benefitted a very successful Toys for Tots campaign with the United States Marine Corps.