

Irrigation Program-

(Continued from Page 10)

giving bentgrass a competitive irrigation management is really the straw that stirs the drink. We were managing the irrigation on our driest greens exactly the way we wanted it to be managed; thus achieving the most positive results on those surfaces. However, the rest of the greens were just along for the ride when it came to irrigation management. For the past three seasons, our central control computer has been set up with only two green programs covering the golf course. One for the top of the course and one for the bottom of the course. When deciding when to irrigate, the driest greens always set the benchmark. Let me clarify with an example. Our 14th green is an exposed green, which drains well and accepts no water from the surrounding area. Our 18th green is more protected and sits in a bit of bowl and accepts a lot of moisture from the surrounding area. Four or five days after a deep irrigation cycle the 14th green is ready for water while the 18th green has only achieved 40-50% of our desired dry down. We had turned down the runtime percentage on the wetter greens but that was not helping us achieve a full and complete deep irrigation cycle. The question we asked: why have two greens with very different irrigation needs on the same program?

Analysis is nothing if you do not use it to your advantage. Knowing the type of irrigation cycles we desired and knowing that our current program set-up was only really giving us desired results on a few greens, we decided to take greater advantage of our central control computer. Initially we grouped similar greens to the same programs. This resulted in seven green irrigation programs on our central control computer. This worked better than two programs but we still found the need to irrigate some greens on a program before others. So the next idea was to have a separate program for each putting green. A set-up which now allows us to only irrigate the putting surfaces needing irrigation; at a point when they have achieved our desired dry down. Making this change to our programming allows us to take complete advantage of a deep infrequent irrigation program on each and every green. Let's go back to the example greens of 14 and 18. During the summer months, 14 green typically reaches our desired dry down after just 4-5 days. With 18 green previously having been on the same program, it would have been watered according to the needs of 14 green, even though it's dry down needs



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were every 8-10 days. Not only did this keep 18 from truly being watered in a deep infrequent manner, but it also left us using more water than necessary to water the putting surfaces over the entire golf course.

This of course begs the question: how do you determine when your putting surfaces truly need to be irrigated? Analysis of our practices also showed us that simply using visuals and or the old probe method was too subjective. Different people's opinions of "dry" vary greatly, which can produce a lack of consistency. We needed a way to make determining our need for irrigation more objective and less subjective. Enter the Spectrum Technologies TDR 300. I was first introduced to this moisture meter during a visit from USGA Agronomist Bob Vavrek during the 2009 season. Then a fellow superintendent purchased his own meter and I felt it was in the course's best interest to have one, too. Next year we will be using the TDR 300 to take daily moisture readings of all putting surfaces with the

goal of determining a moisture percentage by having each green tell us when its time to water.

My feeling is that anything we can do to extend the length of time between irrigation cycles is a big plus. Extending our irrigation intervals not only allows us to manage bentgrass over *Poa annua*, it also gives us a huge advantage when it comes to managing disease without the use of fungicides. Limiting the number of days our surfaces are wet by irrigation is an absolute key to limiting disease activity and the need to spray. Then there is my favorite benefit-extending irrigation intervals and letting Mother Nature have every opportunity to do the watering for us. In the end, is this not what we all desire?

There is no cookie cutter method for irrigating golf course turf. What works for us, likely does not or would not work for many. However, having a vision, working towards that vision and making constant and consistent tweaks to your programs is something that can ultimately make everyone more successful.



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Managing Equipment Assets in a Challenging and Changing Market

By **JIM FAHEY**

President of Fahey Sales Auctioneers and Appraisers

(Editor's Note: Beginning with this issue, Hole Notes will now dedicate a page to a MGCSA affiliate member to promote and provide education on products or services. Jim Fahey, Fahey Sales Auctioneers and Appraisers leads us off with his thoughts on managing equipment assets in a challenging market.)

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Twelve years ago, when our then 52 year old auction company entered the commercial turf and golf course maintenance equipment market, there were few options for golf courses, institutions, government agencies, distributors and manufacturers to sell good usable industry specific equipment in a timely manor. After some coaxing from a friend in the business, we took a hard look at applying the proven model of ag equipment consignment auctions to the more targeted commercial turf and golf course equipment market. What we found was a lack of consistency of service, a lack of marketing to the correct buyers and a general lack of product knowledge being provided to your industry by the auction industry.

Since then we have made many friends in the commercial turf and golf course industries. We have met you at the Green Expo, various industry related functions and at the annual Minnesota Commercial Turf and Golf Course Equipment Consignment Auction near New Prague for the past 10 years. As in any relationship, it's good to reconnect from time to time to bring everyone up to date on what is happening in the market today.

It has been exciting to watch so many in the Upper Midwest embrace the industry specific services. Many organizations have come to rely on the annual auction as both buyers and sellers. Many have found great value in putting used equipment into service while the sellers are able liquidate their outgoing equipment and receive the best cash purchase price when purchasing new replacement equipment without having to trade something in.

The exposure to buyers from the industries has also been changing. The first year

of the auction we boasted buyers from Minnesota, Iowa and Wisconsin. By the third year we had expanded our buyer base from Chicago to Kansas City to Billings, Montana. Then live internet bidding was added and our little regional industry specific auction went global. Using online bidding in the last 24 months we have shipped equipment to almost every State, in addition to the countries of Egypt, Lebanon, Mexico, Belgium, Germany, Guatemala, Canada and Peru. The buyers are responsible for shipping and trucking costs while the sellers enjoy the anonymity of selling through the auction without the hassle of pricing, showing the equipment, meeting tire kickers, collection of funds and coordinating the pick up of items that come with other services such as EBay or Craig's list.

Many government agencies have experienced the difference of what an independent, industry specific retail auction can net as opposed to a "Government Auction" and all the lowball stigma that comes with such a sale. These results can have an important impact on budgets in a tight economy.

You have helped us to realize that often times, a yearly opportunity to sell used equipment is not enough so we have responded by adding a Commercial Turf and Golf Equipment ring to our regular consignment Ag and Construction equipment auctions held monthly either live or online at the New Prague location. Many of you have taken advantage of our onsite services in the complete liquidation of golf courses including restaurant, bar and concession equipment. We have also found many of you are unable to get equipment to the auction site so we have added pick up and delivery services to the list of options.

One common question that we receive is "What can I do to maximize the sale price of my equipment at an auction?" Here are 10 things that with little or no additional investment on your part can positively affect sales prices.

1. Let us know what you are bringing

before the advertising deadline. If we know what you are bringing to sell we can advertise it early. In today's world of search engines and mass mailing, the more time we have to expose your equipment to buyers the better chance of a higher sales price.

2. Deliver or have the items delivered to the auction site at the beginning of auction week. Items onsite on Monday or Tuesday get much more exposure on the site and on the internet than items that come in right before the auction.

3. Be sure all the tires are up and will hold air.

4. Be sure there is plenty of fresh gas in the tank so when prospective buyers start the item it will run.

5. Be sure the oil level is full.

6. Be sure the battery is charged up and will hold a charge. If a piece of equipment runs good but does not start at the auction site it can cost you many more dollars than a new battery.

7. Send the owners manual along with the equipment if you have it.

8. Send service records along if you have them.

9. Furnish receipts for any major repairs done on the items such as rebuilt engine, new hydraulic motors, etc.

10. Wash or wipe down the equipment before it comes to the site.

Fahey Sales is happy to introduce Tim Gray as our industry specific Equipment Consultant. Tim brings with him many years in the sale of commercial turf equipment and we are excited to have him on board. Tim is available for site visits or phone consultations. He will also be happy to help you find a piece of equipment you may be looking for.

The first decade serving your industry has been a great experience for all of us at Fahey Sales. We are always available to help you with the buying or selling of assets. Thank you for the opportunity to serve your industry. If you have any suggestions as to how we can serve you better, please let us know.



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The Savory Supe

By Scottie Hines, CGCS
Windsong Farm Golf Club



Big Cowboy Steaks with Whiskey Barbecue Sauce

Prep Time: 5 minutes, plus about 15 minutes for the sauce
Grilling Time: 8 to 10 minutes
Serves 4 to 6

Sauce

- 2 tablespoons extra-virgin olive oil
- 1 cup finely chopped yellow onion
- 1 tablespoon finely chopped garlic
- 1/4 cup whiskey
- 3 tablespoons tomato paste
- 1/2 cup pure maple syrup
- 1 tablespoon cider vinegar
- 2 teaspoons Dijon mustard
- 1 teaspoon smoked paprika
- 1 teaspoon Tabasco® sauce
- 1/2 teaspoon ground black pepper



- 4 bone-in rib eye steaks, each
14 to 16 ounces and about 1-1/4 inches thick, trimmed of excess fat
- Extra-virgin olive oil
- Kosher salt
- Ground black pepper

1) In a large saucepan over medium-high heat, warm the oil. Add the onion and cook until it is soft and translucent but not browned, 5 to 7 minutes, stirring occasionally. Add the garlic and cook until fra-

grant, about 1 minute, stirring constantly to prevent browning. Remove the pan from the heat and slowly pour in the whiskey (beware of any flames). Return the pan to the heat and cook until the whiskey has almost completely evaporated, about 2 minutes. Stir in the tomato paste until well incorporated. Add the syrup, vinegar, mustard, paprika, Tabasco, and pepper, and simmer for 2 to 3 minutes, to meld the flavors and thicken the sauce slightly. Remove from the heat and set aside.

2) Lightly brush the steaks on both sides with oil and season evenly with salt and pepper. Allow the steaks to stand at room temperature for 15 to 30 minutes before grilling.

3) Prepare the grill for direct cooking over high heat (450° to 550°F).

4) Brush the cooking grates clean. Grill the steaks over direct high heat, with the lid closed as much as possible, until cooked to your desired doneness, 8 to 10 minutes for medium rare, turning once or twice (if flare-ups occur, move the steaks temporarily over indirect heat). Remove from the grill and let rest for 3 to 5 minutes. Serve warm with the sauce.

(Editor's Note: Recipe from Weber's On the Grill™: Steak & Sides by Jamie Purviance.)

Enjoy!
Scottie Hines, CGCS



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PEER-TO-PEER: BETTER TURF THROUGH NETWORKING

MGCSA members were asked: Considering the loss of PCNB late last summer, many turf professionals changed up their snow mold chemistry programs. What worked at your course?

We still had PCNB last year and our program was 9oz pcnb and 4oz cloroneb had great luck at **Eastwood Golf Course** but not so good at **Soldiers Field** where we had a fair amount of snowmold – waiting for results from others to figure out what to use this year. - *Jeff Minske, Eastwood Golf Course, Soldiers Field*

* * * *

At **NorthlandCountry Club**, our snow mold protection was as follows:

Greens (11/2) and Fairways (11/2 and 11/3): Interface (Trifloxystrobin and Iprodione) @ 4oz/M and Triton (triticonazole) @ .3oz/M. Fairways and greens both got the same rate. Greens were sprayed at 2 gallons/M and Fairways at 1.5 gallons/M. No damage on greens from what I have seen and fairways show a little bit of breakthrough on our top holes. These holes had nearly 150 days of cover. The lower holes which had 20-30 days less cover show no breakthrough. Tees (11/1 &



The Pines at Grand View Lodge, Nisswa

11/12): Tartan (Trifloxystrobin and Triadimefon) @ 2.13oz/M and Chlorothalonil @ 6.4 oz/M. Tees applications were made at 2 gallons/M. This is the third season we have used this program on tees and I have yet to see any snowmold breakthrough. - *Chris Tritabaugh, Northland CC*

* * * *

Last Fall we put down Instrata fungi-

cide at 11 oz/m on our greens at both **The Pines and The Preserve**. We tank mixed Civitas at 7.35 oz/m and ferrous sulfate at 1 oz/m. We use air induction nozzles at 65 gallons of water per acre. The photo at the left shows how good the greens came through and the great color we have as the snow melted. The greens look as though they were under covers all Winter. On fairways we used Instrata at 9oz/m and had excellent results. - *Mike Bohmenstingl, Grand View Lodge*

* * * *

The last two years, wherever the sprayer missed, we had snowmold at Somerset. Our tees are slightly wider than the sprayer leaving a check, it was mostly gray snowmold this year that took it right down to the crown. On greens, we didn't have any break through. We used up wetting agent on Oct. 10 (Revolution 6 oz./1000). On Oct. 22 we sprayed

(Continued on Page 19)



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Peer-to-Peer-

(Continued from Page 18)

Headway for take-all-patch (2.74 oz./1000) then on Nov. 8 we sprayed Instrata at 9.7oz./1000. All applications were made with 2.3 gallons of water/1000 using flat fan air-induction nozzles. The tees didn't have any break through either. They were sprayed once on November 8 using 2.3 gallons of water/1000. They received Chipco GT 4 oz./1000; Tourney (DMI) 0.34 oz./1000 and Daconil 3.3 oz./1000. The fairways had slight break through in certain areas but not much. They were sprayed twice. On fairways we use 2 gal. of water/1000. On Oct. 31 they received Banner 1 oz /1000 with Chipco GT 4 oz./1000. Then on Nov. 8 we sprayed 5.5 oz./1000 of Daconil. The green came through the winter very well, we topdress heavy, drag it in and put down Sustane (2-3-3) with the spreaders wide open. One interesting observation is that the Organic Fertilizer gets pulled up into the ice at some point during the winter. - James Bade, Somerset Country Club



Somerset Country Club, Mendota Heights

FUNGICIDE TREATMENT COMBINATIONS ON DISPLAY AT SNOW MOLD FIELD DAY



Pictured from the left are, P. J. Liesch, UW-Madison; Andrew Hollman, University of Minnesota; Paul Kock, UW-Madison, and Jim Kerns, UW-Madison.

The University of Minnesota in collaboration with the University of Wisconsin-Madison offered a Snow Mold Field Day on April 12 at the University of Minnesota Les Bolstad Golf Course. Over 50 fungicide treatment combinations were displayed.

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