



# THE NEWSLETTER

October 2012

of the **Golf Course Superintendents Association of New England, Inc.**

Sponsors and administrators of the Troll-Dickinson Scholarship Fund – Awarded yearly to deserving Turf Management Students.

## The Islands

By: Jeff Urquhart

An annual tradition that has been going on for 20 years, the Islands is an event that when you're asked to go, you simply without hesitation say YES. It's spearheaded by the Cape Association so most of the players are either from the Cape area or Rhode Island. I have been fortunate enough to experience the Islands twice so for those who have never gone I'll do my best to summarize the event for you in these 13 words, "**car, boat, bus, golf, bus, boat, bus, hotel, bus, golf, bus, boat, car.**"



It's always held towards the end of the season so there is less pressure for the participants to be at work. Most are Superintendents themselves so the timing of the event is crucial so they can fully enjoy the time away. The rest of the players consist of company reps, salesmen and those lucky enough to be retired. There is NO work talk, NO mention of turf, NO

discussion about products or early order programs, just relaxation and fun amongst friends.

Tom Flaherty and Steve Carr are the brains and behind scenes guys for the two special days. It all goes off without a hitch, for 80+ guys traveling to two islands I'd say that's pretty damn good. Successful Superintendents themselves, Tom and



Steve know how important it is to remind us of why we are in this racket. Yes, other professions might have their work getaways and de-stressing workshops, but none compare to a couple days on both the Vineyard and Nantucket. One

might argue that the middle of October isn't the best time to visit these places, but we all know it's the only time that it could ever happen unless you really don't like your job and want a ticket out, take two days to the Islands in July and you'll possibly get your wish.

The two courses that graciously host the event are Farm Neck and Sankaty Head. Farm Neck is the first stop, located on Martha's Vineyard, run by Mike Alwardt and his crew. It offers the players both inland and seaside links golf experiences. "As you play, you will find yourself traversing a striking variation of topography and vegetation - everything from woodlands, to open meadows, to salt marshes, to stunning overlooks and intimate brushes with the water's edge. Along with its intrinsic beauty, Farm Neck enjoys a widespread reputation for championship caliber golf." I borrowed the quote from the club's website. I would like to personally thank Mike and his staff for a fantastic golf course, I'm most positive that the entire crowd feels the same way.

After a delectable lunch, it was on the bus and off to Nantucket where we all crammed into the local Inn for the night. It's a "do it yourself" dinner with no



*continued on page 2*

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## Islands - continued from page 1

formal agenda, which makes it nice so you can either go with the crowd or just hang with your partner and get a bite to eat. Wherever you go, you'll see someone from the trip that you saw either on the boat or on the course. The Islands event makes up the general population on the Vineyard and Nantucket so your destined to bump into someone you know while roaming around for the night.

The following morning we all congregate back down in the lounge area, it's always a bit quieter than it was the night before, wonder why??? The bus picks you up around 7 after the usual breakfast of a pre-wrapped bacon or ham egg and cheese sandwich, coffee and your choice of juice. It then drops the group off at Sankaty Head where you rush to get a golf cart. They only have around forty so some participants inevitably walk or use a maintenance cart. The host Superintendent, Chris Rider, always offers his vehicles to the group. I'll tell ya, the golf course is freakin' awesome. If you like links golf you have to find a way to get there and play. Similar to Newport CC; you are in the presence of history on every golf shot. It appears that nothing has changed since it was opened, old weathered benches, custom yardage signs in the shapes of whales on the tees, no frills, no fancy club washers, no shiny tee markers, no gaudiness on the entire property. It's golf at its finest. Chris Rider, his two Assis-



tants Jarrod Stolgitis and Nick Lessner-and, his mechanic Rich Ross and the rest of the staff do a great job on the course and every square inch of the property is enjoyable (besides the fescues, holy crap). At a time of year when the islands are basically shut down for the season, both Mike at Farm Neck and Chris at Sankaty prepare their courses just for the Islands participants and it shows.

I tried to summarize the Islands event for those who haven't participated in it, but words simply can't describe the experience. The photos I took are a little help to let you in on what is an amazing couple of days. If you ever pick up the phone or read a text and it starts with "Can you" and ends in "the Islands", just say YES. The next step would be to make sure to be on time when the boat is leaving and to win a skin for you and your partner. The two things I've learned since going to the Islands are to win a skin for your team, that'll get you invited back and that the boat leaves the mainland at 6:30 in the morning, not 7:00 (sorry Mike I had to). ❖



# GCSANE Proposed Bylaw Amendment

The following proposed Bylaw Amendments are being proposed in accordance with Article XIII of the GCSANE Constitution and Bylaws. These proposed bylaws will be voted on at the next Annual Meeting. They may be passed by a two-thirds vote of the regular members present at that meeting.

Change the following in **BOLD**:

## Article IV Membership SECTION 1. Members

7. Effective January 14, 2002, each applicant for Class A – Golf Course Superintendent, **Superintendent Member**, **Class C** – Assistant Golf Course Superintendent membership must present to the Membership Committee an application for membership and evidence of membership with the GCSAA.

## SECTION 2. Classes of Membership

There will be eleven classes of membership: Class AA – Life Members, Class A – Golf Course Superintendent, **Superintendent Member**, Class C – Assistant Golf Course Superintendent, Honorary, Affiliate, Affiliate – Life Member, Associate, Retired, Student and Inactive.

## SECTION 4. Superintendent Member

A **Superintendent Member** shall be employed as superintendent in charge of a golf course. He or she shall have all the privileges herein granted to a Class A – Golf Course Superintendent except the right to vote and hold office. He or she shall automatically qualify as a Class A – Golf Course Superintendent member when he or she has served three years as a golf course superintendent. He or she shall pay initiation fee and annual dues as established by the Association.

## Article V Government

### SECTION 1

The Officers of the Association shall consist of a President, Vice-President, Secretary, and Treasurer elected as provided in Article VI. All officers of the Association shall also be Class A or **Superintendent Member** of the Golf Course Superintendents Association of America.

### SECTION 2

The Association shall be governed by a Board of Directors consisting of the aforementioned officers, four Trustees, the Chairman of the Finance Committee, Educational Committee, Golf Committee, Newsletter Committee and the Immediate Past President, all of whom shall be Class A members of the Association and a majority of whom shall be Class A or **Superintendent Member** of the Golf Course Superintendents Association of America. They shall be elected for a term of one year, excepting the Trustees. The Affiliate Trustee shall be a member of good standing of the Golf Course Superintendents Association of New England.

## Article VII Duties of Officers, Directors, Trustees, and Auditors SECTION 5. Board of Directors

The entire management of the association, its affairs, properties and assets are vested in a Board of Directors consisting of twelve Class A members **or Superintendent Members** of the association, plus one Affiliate member of the Association, elected as provided in Article VI, Section 3, subject, however, at all times, to the order of the members of the association in meetings assembled.

## Article XV Parliamentary Authority

**The rules contained in Robert's Rules of Order, newly revised, shall govern the GCSANE in all cases to which they are applicable, and in which they are not inconsistent with these By-laws and special rules of order the GCSANE may adopt.**

## Article XVI Dissolution

Respectfully submitted,  
Patrick J. Daly, CGCS  
Chairman, Bylaws Committee



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# Thoughts From Your Association Manager

## Registration Process

Recently we launched a different way of registering for our meetings. Instead of calling the office or sending an email to register, you can now click on a link in the email notice you receive. You can also click on the link in the meeting notice that displays on the Association's website. Advance payment using a credit card or paying by check provides a confirmation that your registration has been received. The meeting details and directions to the site are also included with the registration form. One of the benefits of this process is it makes check-in at the meeting site quicker and the entire process is much more efficient. If you don't use a computer you can register for meetings by calling the office. If you need more information please give me a call.

## Meeting Sites

I've mentioned this before and because of its importance I'm mentioning it again. We need sites for our 2013 meetings. It's important that we know in advance where our meetings will be. The further out we know the dates, the better everyone can plan their schedule and it allows us to put together a

calendar of events that makes sense and creates some order to our plans. Anyone who is willing to host a meeting should give me a call at the office or send me an email letting me know what would be a good time for you to host a meeting. We can't leave it to someone else to do because if that's what happens we won't have any sites at which to hold the meetings. I pointed this out earlier and I'll mention it again. If all our Superintendent Members were put on a list to hold a meeting you would host one every twenty-five years! That's once in a generation! Hosting a meeting is a good way to meet others, allow others to see the interesting things you do at your club, provide others the opportunity to experience a course they may not have played before, provide a nice day away for your colleagues and form some lasting relationships with those who share the same challenges. There is no "pecking order" of clubs. It doesn't matter what your stature might be in the golf community. What matters is that you care enough to have your associates visit your course and you provide a platform for others to learn something new. ❖

*By Don Hearn*



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# Kevin Doyle - GCSAA Updates



It's October and the Associations around the region are still in full swing. Everyone is trying to fit in that last meeting and event while the weather may still cooperate. Special thanks go out to the sponsors and to those who participated in this year's New England Superintendents Championship hosted by the Maine GCSA. While the NEGCSA didn't bring home the big prize, the event did raise funds for the New England Regional Turfgrass Foundation to promote research that will be beneficial to all in the industry.

## GIS: February 4-8, 2013

Information continues to be posted on [www.gcsaa.org](http://www.gcsaa.org) about the upcoming Conference and Show. Conference session schedule, golfing options, and the justification kit are all currently available and housing is still open for those that have not booked rooms yet. Don't miss out on your preferred housing or golf options.

## Webinar Schedule:

There is a great line-up of webinars coming up! Great education and GCSAA CEUs in the comfort of your office, how can you go wrong? They are also archived for your convenience at a later date.

- [Oct. 24: Making Environmental Management More User Friendly](#)
- [Oct. 31: Most Commonly Abused Rules of Golf & Course Marking Tips](#)
- [Nov. 8: Realities of Organic Golf](#)
- [Nov. 13: Best Management Practices for the Control of Anthracnose](#)
- [Nov. 29: Success for Supervisors](#)

## Rounds 4 Research:

The program continues to gain steam and has already paid off for some chapters. Over \$6,000 dollars was raised in the first auction that will benefit the donating chapters. Another auction is currently underway, with more than 60 rounds of golf up for bid. To learn more about the facilities and the program, check out: [www.rounds4research.com](http://www.rounds4research.com).

Thanks All,  
If I can be of any assistance please feel free to contact me.  
❖

**Kevin Doyle**  
GCSAA Field Staff-Northeast Region  
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[kdoyle@gcsaa.org](mailto:kdoyle@gcsaa.org)

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# Growing Tee Up New England



In 2011, the NERTF kicked off a new fundraising initiative inviting all golf courses to participate by simply donating a round of golf for a foursome. Calling it Tee-Up New England!, the title encourages golfers to get out on the course and tee it up. The initiative must include the whole of the golfing community to be successful. The donation must come through the superintendents!

The word must be passed around to the golfers through all communication channels to create interest. The golfer must show up ready to make a purchase. The foundation must invest in turfgrass researchers to fund approved research projects in New England. The researchers must relay findings back to the turfgrass managers to apply the information to their management procedures. It is a very workable process that could benefit everyone involved. By purchasing the round of golf through an online auction in April, golfers have the opportunity to play at many facilities all over New England and for reduced fees. Some of the courses are exclusive and others are very public. By this simple donation all facilities can equally participate, promote their course and support turfgrass research in New England. Though the funds are generated through the donation, the money comes directly from the golfer. A resource virtually untapped for turfgrass research up until now!

Recently, letters went out to all superintendents in New England inviting them and their clubs to participate in 2013. Meetings and communication have also included state golf associations, asking them to help carry the word to the golfers and promote the effort. They stand at the ready to help pass the word. Our auction dates are set, similar to 2012, our dates will be April 15-22, 2013. We chose the week right after the Masters tournament considering that golfers are enthusiastically making plans for their golfing season. In 2012, the first auction went off without a hitch and purchasers from all over New England registered and took advantage of the opportunity. Was it perfect? No, but we learned much from the first round and we hope to grow it in 2013.

We appreciate the 57 courses that took part in Tee-Up New England in 2012. Though this represented less than 10% participation in New England, it still was a great start



and we hope to do better in 2013. This is a simple method to make some substantial funds to help to expand our research efforts in New England. The funds will come from the golfers who are the beneficiary of all turfgrass research. It is about time they paid directly for some of these benefits! This research could be critical to the future of the game of golf and all other sports played on turfgrass as regulators take aim at management products in the industry. All of the funds are donated to the New England Regional Turfgrass Research Trust (NERTRT) and are earmarked only for current or future turfgrass research. Please take a few minutes and discuss the benefits of turfgrass research with your managers and owners. When you have a chance, explain the initiative to your club officials and how by simply donating a round of golf will promote your facility and help to grow research dollars that could benefit your course at some point. Please, then submit your application to Tee-Up New England and join the effort to help fund turfgrass research here in New England. Lastly, don't forget to tell your golfer friends about Tee-Up New England! Visit [www.tee-upnewengland.com](http://www.tee-upnewengland.com) for more information and applications. ❖

Gary Sykes, Executive Director  
New England Regional Turfgrass Foundation, Inc.



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# Nominations for 2013 Distinguished Service Award

The Golf Course Superintendents Association of New England annually selects an individual or individuals who have made an outstanding contribution to the advancement of the golf course superintendent's profession. This is your chance to nominate a member that you believe is worthy of the Distinguished Service Award for 2013. The nominee must not have been a recipient of the award in the preceding ten years. The Membership Committee welcomes recommendations for nomination.

To propose a candidate for the award, please submit a letter of recommendation to the Membership Committee Chair, Rich Gagnon. Your letter should summarize the nominee's contributions and leadership to the superintendent community both locally and nationally.

The Membership Committee will recommend a recipient to the Board of Directors. The award will be presented at the Annual Meeting in January 2013.

## Past Award Winners

1997 Anthony Caranci  
1998 Richard D. Haskell  
1999 Robert Grant  
2000 Dr. Joseph Troll  
2001 Geoffrey Cornish  
2002 Richard C. Blake and Phillip I. Cassidy  
2003 Leon St. Pierre  
2004 Donald E. Hearn  
2005 Donald Marrone  
2006 Gerry Finn  
2007 Ronald Kirkman  
2008 Robert Ruzala  
2009 Robert Mucciarone and Norman Mucciarone  
2010 Brian Cowan  
2011 Dean Robertson  
2012 Michael Hermanson

## Nominations must be received by December 3, 2012

Submit nominations to:

Rich Gagnon, Membership Committee Chair  
GCSA of New England  
Segregansett Country Club  
85 Gulliver Street  
Taunton, MA 02780

or email to Rich Gagnon at [scturf@hotmail.com](mailto:scturf@hotmail.com)

## **ANNOUNCEMENTS**

Congratulations to Ed and Christina Downing on the birth of their new daughter, Gianna Alexa weighing 7lbs. 8 ounces. She was born on Sunday, October 28, 2012.

As in the past, *The Newsletter* continues to invite Affiliate members to submit a press release about new personnel, new products or a company bio. We will print each and every release **free of charge**. This is a great way to advertise for free. Who said nothing in this world is free? Free advertising to better your company, wow what an offer.

Jeff Urquhart, Editor

## **WELCOME NEW MEMBER**

Welcome new GCSANE Member:  
**Christopher Cyr**, Assistant Superintendent, Walpole Country Club

## **Tournament Results**

**GCSANE Member/Guest Tournament**  
**Oak Hill Country Club**  
**October 22, 2012**  
**Host: Scott Lagana, CGCS**

### **Team Gross Results**

**1st - Matt Lapinski, Joel Monette 69**  
**2nd - John Curran, Paul Gallo 69**

### **Team Net Results**

**1st - Phil Eberhard, Jeff Kalmes 62**  
**2nd - David Stowe, Conor Fitzgerald 65**  
**3rd - Marty Foley, Ken Crimmings 66**  
**4th - Tucker Sheran, Peter Rappoccio 68**  
**5th - Ron Dobosz, Larry Archey 69**  
**6th - Patrick Van Vleck, Brian Golden 69**

**\*\*\*\* Jeff James, Tom Taylor 69**

**Closest to Pin #5: Brian Golden 5'**

**Closest to Pin #17: Marty Foley 3'8"**



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Page 1

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## **DGM Systems**

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David Mihailides - (401) 742-1177

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Turf & ornamental supplies. Chuck Bramhall, Mike Kroian, Mike Nagle, Jim Wierzbicki - (800) 228-6656

## **Hillcrest Turf Services**

P.O. Box 767, Medfield, MA 02052  
Mike Parks 617-852-0479  
Provides cultural services to golf courses. Services include dethatching, root pruning, and precision disc seeding.

## **International Golf Construction Co.**

5 Purcell Rd., Arlington, MA 02474  
Golf course construction. Antonios Paganis - (781) 648-2351; (508) 428-3022

## **Irrigation Management & Services**

21 Lakeview Ave., Natick, MA 01760  
Irrigation consultation, design, and system evaluation.  
Bob Healey, ASIC, CID - (508) 653-0625

continued on next page

# Please Patronize these *FRIENDS* of the ASSOCIATION

## **John Deere Golf**

Offering our customers the most complete line of products, service and expertise in the industry. Ren Wilkes,  
John Winskowicz - (978) 471-8351  
Ron Tumiski 1-800-321-5325 x6219

## **Ken Jones Tire, Inc.**

71-73 Chandler St., Worcester, MA 01613  
Distributor of tires for lawn & garden, trucks, cars, industrial equipment, and golf cars. Gerry Jones - (508) 755-5255

## **Larchmont Engineering & Irrigation**

11 Larchmont Lane, Lexington, MA 02420-4483  
Kevin Rudat - (781) 862-2550

## **Lazaro's Golf Course Supplies & Accessories**

dba Hammond Paint and Chemical Co., Inc.  
738 Main St., Suite 223, Waltham, MA 02154  
Complete line of golf course accessories; Standard, Par Aide, Eagle One. Joe Lazaro - (781) 647-3361

## **Maher Services**

71 Concord Street, N. Reading, MA 01864  
Specializes in Water well drilling, pump sales, pump repair, well redevelopment and preventative maintenance  
Peter Maher cell: (781) 953-8167 or (978) 664-WELL (9355)  
Fax (978) 664-9356 [www.maherserv.com](http://www.maherserv.com)

## **MAS Golf Course Construction LLC**

60 Hope Ave., Ste. 107, Waltham, MA 02453  
Fulfilling all your renovation and construction needs.  
[www.masgolfconstruction.com](http://www.masgolfconstruction.com) Matthew Staffieri (508) 243-2443

## **Maltby & Company**

30 Old Page Street, P.O. Box 364, Stoughton, MA 02072  
Provides expert tree pruning, tree removal and tree planting services. Our two other divisions include Natural Tree & Lawn Care, which treats for winter moth caterpillars, ticks and mosquitoes etc. Forest Floor recycling manufactures color enhanced mulch and natural composted leaf mulch. For more information or to speak with one of our arborists please call Bill Maltby at 781-344-3900

## **Matrix Turf Solutions**

29 Gilmore Drive - Unit C, Sutton, MA 01590  
Providing the finest turf care products and accessories.  
Jim Favreau - (978) 815-9810 - Larry Anshewitz - (508) 789-4810  
[www.matrixturf.com](http://www.matrixturf.com)

## **Mayer Tree Service**

9 Scots Way, Essex, MA 01929  
Your one source tree care company. Our certified arborists specialize in plant health care as well as tree pruning and technical removals. Jeff Thomas (978) 768-7232

## **McNulty Construction Corp.**

P. O. Box 3218, Framingham, MA 01705  
Asphalt paving of cart paths, walkways, parking areas; imprinted asphalt. John McNulty - (508) 879-8875

## **MTE ~ Turf Equipment Solutions \* new Location \***

890 EAST STREET (rear), TEWKSBURY, MA 01864  
New and Pre-owned Equipment ; Sales / Parts / Service  
JACOBSEN – TURFCO – SMITHCO – REDEXIM -  
NEARY GRINDERS - BUFFALO TURBINE – TRU TURF –  
GOLF LIFT – STANDARD & PAR-AID – SDI – BROYHILL –  
RYAN – HUSQVARNA- GRAVELY – LELY - VICON  
**NEW Office#: 978-654-4240** or Mark Casey 617-990-2427

## **Mungeam Cornish Golf Design, Inc.**

207 N. Main St., Uxbridge, MA 01569  
Golf course architects. (508) 278-3407

## **New England Lawn & Golf**

15 Del Prete Drive, Hingham, MA 02043  
Distributor of Express Dual and Anglemaster Speed Roller and Converted Organics a liquid compost & fertilizer from food waste  
John Lenhart - (781) 561-5687

## **New England Specialty Soils**

435 Lancaster, Street, Leominster, MA 01453  
1mm. Top Dressing Sand, High Density Bunker Sand, Rootzone Mixes, Tee Blends, Divot Mixes, Bridging Stone, Cart Path Mix, Infield Mixes, Inorganic Amendments, SLOPE LOCK Soil.  
Ed Downing - 978-230-2300 Rick Moulton (978) 230-2244  
[www.nesoils.com](http://www.nesoils.com)

## **New England Turf**

P.O. Box 777, West Kingston, RI 02892  
Phone: 800-451-2900 or Ernie Ketchum 508-364-4428;  
Mike Brown (508) 272-1827  
Website: [www.newenglandturf.com](http://www.newenglandturf.com)

## **NMP Golf Construction Corp.**

25 Bishop Ave., Ste. A-2, Williston, VT 05495  
Golf course construction. Mario Poirier - (888) 707-0787

## **Northeast Golf Company**

*Golf Course Architectural/Consultation Services*  
118 Beauchamp Drive, Saunderstown, RI 02874  
Robert McNeil (401) 667-4994

## **Northeast Nursery Inc.**

6 Dearborn Road, Peabody, MA 01960  
Complete line of Golf Course, Landscape & Lawn Care Construction and Maintenance Supplies  
Tom Rowell (978) 317-0673  
Alan Vadala (774) 766-2516

## **North Shore Hydroseeding**

20 Wenham St., Danvers, MA 01923  
Hydroseeding and erosion control services.  
Brian King - (978) 762-8737 [www.nshydro.com](http://www.nshydro.com)

## **On-Course Golf Inc., Design/Build**

16 Maple Street, Acton, MA 01720  
We serve all your remodeling and renovation needs. You can trust your project with us! We make you look good!  
Sean Hanley (978) 337-6661 [www.on-coursegolf.com](http://www.on-coursegolf.com)

## **Putnam Pipe Corp.**

90 Elm St., Hopkinton, MA 01748  
Underground water, sewer, & drain pipe and fittings-Erosion and sediment control material. 24-hour service.  
David Putnam, Eli Potty - (508) 435-3090

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# ***Please Patronize these FRIENDS of the ASSOCIATION***

## **Read Custom Soils**

125 Turnpike St., Canton, MA 02021  
Custom soil blending, top dressing sands, Root zone blends, "early green" black sand, divot & cart path mixes.  
Terry Driscoll, Garrett Whitney – (888) 475-5526

## **Slater Farms (Holliston Sand Products)**

P. O. Box 1168, Tift Rd., Slatersville, RI 02876  
USGA recommended topdressing, root-zone mixes, compost, pea stone, angular & traditional bunker sand.  
Bob Chalifour, CGCS (Ret.) - (401) 766-5010 Cell: 860-908-7414

## **Sodco Inc.**

P. O. Box 2, Slocum, RI 02877  
Bluegrass/Fescue, Bluegrass/Rye, Bluegrass/Fescue/Rye, Bentgrass. Sean Moran, Pat Hogan - (800) 341-6900

## **Southwest Putting Greens of Boston**

P.O. Box 827, Westford, MA 01886  
Synthetic turf, tee lines, practice greens, outdoor and indoor practice facilities. Douglas Preston - (978) 250-5996

## **Stumps Are Us Inc.**

Manchester, NH  
Professional stump chipping service.  
Brendan McQuade - (603) 625-4165

## **Syngenta Professional Products**

111 Craigmere Circle, Avon, CT 06001  
Melissa Gugliotti (860) 221-5712

## **Tartan Farms, LLC**

P.O. Box 983, West Kingston, RI 02892  
Dave Wallace  
(401) 641-0306

## **Tom Irwin Inc.**

11 A St., Burlington, MA 01803  
Turf management products. Paul Skafas, Rob Larson, Chris Petersen, Greg Misodoulakis, Mike DeForge, Brian Luccini, Jeff Houde, Fred Murray (800) 582-5959

## **Tree Tech, Inc.**

6 Springbrook Rd., Foxboro, MA 02035  
Foxboro, Wellesley, Fall River Andy Felix - (508) 543-5644

## **Tuckahoe Turf Farms, Inc.**

P. O. Box 167, Wood River Junction, RI 02894  
Joe Farina (774) 260-0093

## **Turf Products Corp.**

157 Moody Rd., Enfield, CT 06082  
Distributors of Toro irrigation & maintenance equipment and other golf-related products. Tim Berge, Dave Beauvais, Nat Binns, Andy Malone - (800) 243-4355

## **Valley Green**

14 Copper Beech Drive, Kingston, MA 02364  
Phone: 413-533-0726 Fax: 413-533-0792  
"Wholesale distributor of turf products"

## **Winding Brook Turf Farm**

Wethersfield, CT 06109  
Scott Wheeler, Mike Krudwig, Sam Morgan - (800) 243-0232

# NEW Lower Rates to Help Make Advertising in The Newsletter More Budget Conscious

## THE NEWSLETTER 2012 DISPLAY ADVERTISING ORDER FORM

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone # \_\_\_\_\_

Issues (List month and total number): \_\_\_\_\_

Amount of Check: \_\_\_\_\_ (Made payable to "GCSANE")

<u>Member Rates:</u>	Monthly Rate	4 Times Per Yr. (Save 5%)	6 Times Per Yr. (Save 10%)	8 Times Per Yr. (Save 10%)	Annual Rate (Save 15%)
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1/4 page (vertical; 3.75" wide x 5" deep)    \$ 90.00    \$ 342.00    \$ 486.00    \$ 648.00    \$ 918.00

1/2 page (horizontal; 7.5" wide x 5" deep)    \$150.00    \$ 570.00    \$ 810.00    \$1080.00    \$1530.00

Full Page (vertical; 7.5" wide x 10" deep)    \$200.00    \$ 760.00    \$1080.00    \$1440.00    \$2040.00

**Non-Member Rates:** \*All payments must be received in full before the ad appears in The Newsletter.

1/4 page (vertical; 3.75" wide x 5" deep)    \$120.00    \$456.00    \$648.00    \$ 864.00    \$1224.00

1/2 page (horizontal; 7.5" wide x 5" deep)    \$180.00    \$684.00    \$972.00    \$1296.00    \$1836.00

Full Page (vertical; 7.5" wide x 10" deep)    \$240.00    \$912.00    \$1296.00    \$1728.00    \$2448.00

***\*DEADLINE for ads: The first of the month for that month's issue.***

### Ad Preparation Specifications:

**File Specifications for Ads Supplied in Digital Format:** Ads may be sent either by email or by mailing a CD to the address below. Formats preferred are .GIF; .JPG and .PDF. Ads can also be accepted in Microsoft Word or Microsoft Publisher files. Full color is available with all ads.

**Advertising Design Services:** Design services are available by request and consultation and will be billed separately.

**Send all Newsletter ads to:**

Julie Heston

36 Elisha Mathewson Road, N. Scituate, RI 02857

Phone: 401-934-7660 / Fax: 401-934-9901

jheston@verizon.net