



THE NEWSLETTER

March 2015

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.

President's Message

Dear fellow GCSANE members:

As we prepare to embark on the 2015 golf season, there are many happenings within the organization I'd like to make you aware of.

First off, I wanted to mention the passing of long time GCSANE member and industry legend Joe Rybka. A fixture at Thorny Lea Golf Club for over 40 years, Joe was a dear friend, mentor, and colleague to many of us. His presence will be sorely missed. Our sincere condolences go out to Joe's family and dear friends during this difficult time.

Winter has continued to keep its grip on the Northeast and it appears things will be slow to change. Realizing this late lingering winter may present challenges for many of us coming into spring, we have some proactive folks in the association already attempting to get ahead of the curve. Mike Fontaine has organized a one day winter injury symposium to be held on March 11 at Dr. Deegan's Restaurant in Chicopee. The event may already be passed by the time you read this, but I wanted to recognize Mike for taking the lead on this important and pending issue which may confront many of us in the coming weeks and months.

This past week several GCSANE members ventured up north to the Killington ski resort for the Vermont Nor'easter Ski Day. With over 100 people in attendance, the event was deemed a great success by all those who attended. For those of you who have never attended before, it's a great day (and night) filled with plenty of thrills, spills, and camaraderie. Not surprisingly, the Vermont GCSA guys showed everyone who's boss and laid down the law on their home turf.

We've also been working closely with our friends at the Massachusetts Golf Association on the 2015 Green Section golf course operations survey. You should have received an email with a link to the survey a short while back. The survey takes a mere 15 minutes or so to complete and will serve as an important management and planning tool for your club once the results are returned to you. Do note your club will be recognized for their participation, but club specific data will be kept private. Please make the effort to participate in this survey as a higher participation rate provides a wider

and more representative snapshot of our member clubs and their associated resources. Thus far I'm told the response rate has been very good, and results will be sent to all participating clubs this spring free of charge. Non-participating clubs who wish to access the data will incur a \$50 fee.

On the golfing front, our annual Scholarship and Benevolence tournament will be held this year at the venerable Vesper Country Club in Tyngsboro, MA. Our host will be GCSANE member Stephen Hicks. I'd like to thank Stephen and Vesper Country Club for volunteering to host one of our premier member events. It's been many years since we've visited VCC and for those of you who haven't had the opportunity to play this New England gem, I'd highly recommend you block out September 14th on your calendar as this promises to be a great event.

Also be sure to mark down April 16th for our first golf event of 2015, The Bear Cup. The event will be held at Black Rock Country Club in Hingham, MA with the GCSACC hosting this year. Superintendent Chuck Welch will be our host for the day. I had the opportunity to play Black Rock briefly last fall at the New England Pro Super event before we were rained out after a few holes. I can tell you this is a first class venue and we're very fortunate to be able to play there. I hope you'll all take the opportunity to play despite a pending busy spring schedule for all of us.

Finally, in addition to golf there is much else to look forward to this coming season despite the current snow tomb we're enveloped in. The Grateful Dead (sans Jerry Garcia) will be celebrating their 50th anniversary over the 4th of July weekend at Soldier Field in Chicago. Sadly, I missed out on the ticket lottery but I'm told great seats are still available on Stub hub for a mere \$116,000. Get yours while they last. ❖

Best Regards,

Michael D. Luccini CGCS
GCSANE President

GCSANE BOARD OF DIRECTORS

PRESIDENT

Michael Luccini, CGCS
Franklin Country Club
672 E. Central Street, Franklin, MA 02038
508-528-6110 Fax: 508-528-1885
Email: Mluccini@franklincc.com

VICE PRESIDENT

David W. Johnson
Wianno Club
155 West Street, Osterville, MA 02655
508-428-6981
Email: Djohnson.wgc@gmail.com

TREASURER

Jason VanBuskirk
Stow Acres Country Club
58 Randall Road, Stow, MA 01775
978-568-1100 ext. 121
Email: jvanbuskirk@stowacres.com

SECRETARY

Jeffrey Urquhart
Milton Hoosic Club
70 Green Lodge Street, Canton, MA 02021
781-828-2953 Fax 781-828-3220
Email: jmartin101@gmail.com

TRUSTEE - Membership

Kris Armando
Sassamon Trace Golf Course
233 South Main Street, Natick, MA 01760
508-745-8555
Email: karmando8@gmail.com

TRUSTEE - Scholarship & Benevolence

David Stowe, CGCS
Newton Commonwealth Golf Club
212 Kenrick Street, Newton, MA 02458
617-789-4631
Email: Newtonmaint@aol.com

TRUSTEE - Government Relations

Peter J. Rappoccio, CGCS
Concord Country Club
246 ORNAC, Concord, MA 01742
978-371-1089 Fax: 978-369-7231
Email: gcs@concordcc.org

TRUSTEE - Affiliate

Ed Downing
New England Specialty Soils
435 Lancaster Street, Leominster, MA 01453
978-230-2300
Email: eddowning@me.com

FINANCE CHAIRMAN

Donald D'Errico
Spring Valley Country Club
25 Tiot Street, Sharon, MA 02067
508-530-2113
Email: donny@springvalleycountryclub.com

GOLF CHAIRMAN

John Ponti
Nehoiden Golf Club
105 Central Street, Wellesley, MA 02481
781-283-3240
Email: jponti@wellesley.edu

EDUCATION CHAIRMAN

Brian F. Skinner, CGCS
Bellevue Golf Club
320 Porter Street, PO Box 760661
Melrose, MA 02176
781-665-3147 Fax 781-665-1019
Email: brianskinner@bellevuegolfclub.com

NEWSLETTER CHAIRMAN

Greg Cormier, CGCS
Nashawtuc Country Club
1861 Sudbury Road, Concord, MA 01742
978-369-5704
Email: gcormier@nashawtuc.com

PAST PRESIDENT

Mark Gagne
Walpole Country Club
233 Baker Street, Walpole, MA 02081
508-294-5326 Fax: 508-668-9969
Email: Mgagne@walpolecc.org

ASSOCIATION MANAGER

Donald E. Hearn, CGCS
300 Arnold Palmer Blvd., Norton, MA 02766
774-430-9040
Email: donhearn@gcsane.org

BUSINESS MANAGER, THE NEWSLETTER

Julie Heston Phone: (401) 934-7660 Email: jheston@verizon.net

GCSANE Headquarters
300 Arnold Palmer Blvd., Norton, MA 02766
Tel: (774) 430-9040 Fax: (774) 430-9101
Web Site: www.gcsane.org

Any opinions expressed in this publication are those of the author and/or person quoted, and may not represent the position of GCSANE. Information contained in this publication may be used freely, in whole or in part, without special permission as long as the true context is maintained. We would appreciate a credit line.

Moving On

By Greg Cormier, CGCS

As many of my fellow superintendents know, one of the most rewarding aspects of our job is mentoring. Even greater than being a mentor, is seeing one of your assistants move on to become a Golf Course Superintendent.

I recently was able to experience this when Andrew Lamy, First Assistant, was hired at Sandy Burr Country Club as their next Superintendent. Andrew has worked hard to reach this point in his career. He is a member of both GCSANE and GCSAA. In his school age days he started out golfing at Groton Country Club in Groton, MA. After realizing that he was more interested in what the grounds crew was doing on the golf course, than his own golf game; he started work on the grounds. After working at Groton CC, he decided to attend UMASS Stockbridge where he earned his Bachelor's Degree. While at school he completed three internships. One at The Orchards Golf Club and two at The Weston Golf Club. Upon graduating Andrew took a position as Assistant Superintendent at Navesink Country Club in New Jersey. In an effort to return home, Andrew moved back to work for The International in Bolton, MA as Assistant Superintendent. After working at the International, Andrew accepted the First Assistant Superintendent position at Nashawtuc Country Club.

Andrew worked extremely hard during his 5 years at Nashawtuc. He also purchased his first home, got married and had a son all within the past 2 years. Andrew was fortunate to be able to keep his family and his new home in the same place while transitioning to his first superintendent position. This is often a challenge in our industry with limited job opportunities. Most of the time, we are forced to move to the job.

For those of you who have had the opportunity to watch an Assistant grow and move on to become a Golf Course Superintendent, you know the great feeling it brings to you. If you haven't helped mentor someone to move on and better themselves, I suggest you try it. Some may argue that it can be hard to invest your time into someone, only to have them leave your club. I would argue that the feeling of seeing someone who you helped to mentor move on to bigger and better things in their career, is worth much more than the convenience of not having to hire and train someone new. ❖



Andrew Lamy



The Alumni Turf Group will hold the 11th Annual Joseph Troll Turf Classic

Date: April 20th, 2015

Location: TPC River Highlands Golf Club, Cromwell, CT
Tom DeGrandi Hosting

Honoring: Dr. William Dest,
Professor Emeritus University of Connecticut

For more information please see attached registration form and sponsorship opportunities or visit: www.alumniturfgroup.com



We need your help!

**Please, donate a round of golf for 4
to be auctioned for turfgrass
research.....**

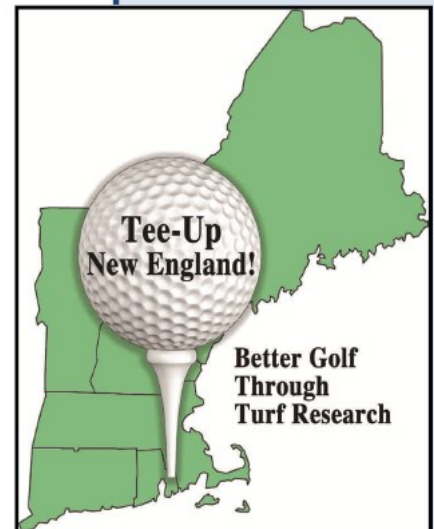
Sign-up today!

www.tee-upnewengland.com

or

401-841-5490

Auction Dates: April 13-20, 2015



Critics

How to Deal with People Judging You and Your Work

It doesn't matter how you choose to live your life — whether you build a business, work for a supplier to the industry, become a golf course superintendent, have children or choose not to have children, go to the gym a few times a week or sit on the couch every night — whatever you do, someone will judge you for it.

For one reason or another, someone will find a reason to project their insecurities, their negativity, their fears and their unhappiness onto you and your life, and you'll have to deal with it. You'll probably spend some time trying to figure out what you did to become the target of someone's displeasure. Don't spend much time trying to figure it out. You'll waste a lot of mental calories over something well beyond your control.

The Biggest Critic in Your Life

It's easier to complain about the outside critics, but the biggest critic in your life usually lives between your own two ears. Working up the courage to move past your own vulnerability and uncertainty is often the greatest challenge you'll face on the way to achieving your goals. I know I put a lot of pressure on myself, needlessly, when I was plying my trade as a golf course superintendent. I constantly wondered if what I was doing was "up to par." I believed at one time that it didn't matter what I thought. What really mattered was what the people who played the course thought.

It can take a lifetime to learn that just because people criticize you doesn't mean they really care about your choice to do something different. Usually, these people simply criticize and move on. And that means that you can safely ignore them and continue doing your thing.

Of course that's easier said than done because we all like to be validated. Some people like it more than others, but everyone wants to be respected and appreciated to some degree. Yes, everyone appreciates being appreciated.

I know that whenever I write this column and choose to share my thoughts, I wonder about what you'll think. Will this help my reputation? Will this hurt my reputation? Should I even be worrying about my reputation? Will it reflect positively on the Association? This I'm very careful about and always make sure it won't be harmful or reflect poorly on us.

On one hand, I want to contribute something to the world around me. Is this because of a strong ego? Is it because of something else? I don't really know. But on the other hand, I was very nervous that people would criticize me when I started sharing my thoughts in this column. It's been said, "You can either be judged because you created something or ignored because you left your greatness inside of you." It's not that I feel I have greatness inside of me. Rather I decided it was more important to contribute something than it was to protect myself from criticism. If I don't use the correct word or misspell a word, the context remains the same and I join the ranks of everyone else who has done the same thing. No big deal. Readers forget, don't care, or don't notice the

continued on page 5

N.E.S.S.
New England
Specialty Soils

Ed Downing
Cell: 978-230-2300
email: ed@nesoils.com
Office: 978-466-1844
Fax: 978-466-1882

1mm. & 2mm. Top Dressing Sand
Rootzone Mixes • HD & Buff Bunker Sand
Divot Blends • Tee Mixes
Bridging Stone • Cart Path Mix • Soil Blend

We will customize blends to meet your specific needs!

435 Lancaster Street, Leominster, MA 01453

WINFIELD

WinField is more than just a distributor. Our team provides customized solutions for your business using our industry-leading insights tools. When you team up with WinField, you can be confident you're maximizing your potential. Because we deliver service, solutions and insights designed to help you win.

Jim Favreau
Massachusetts
(978) 815-9810
JLFavreau@landolakes.com

Chris Bengtson
SE Massachusetts & Rhode Island
(978) 360-0981
CRBengtson@landolakes.com

WinField is a trademark of WinField Solutions, LLC.
©WinField Solutions, LLC, 2014.

error. No one gets hurt. The story gets told. I suffer a bit of embarrassment. Then I, too, forget about the mistake. The point I'm making is don't be afraid to do something if you think it has value. The critics will always be there to let you know the error of your way. But don't let them stop you from moving forward.

The Truth About Criticism

The tendency to hold onto negative criticism is natural for most people. According to researchers we remember negative emotions much more strongly and in more vivid detail than we do positive comments.

In a research paper titled, "Bad Is Stronger Than Good", Ray Baumeister summarizes academic studies that prove that we are more likely to remember negative criticism than praise. Baumeister found that even happy people tend to remember more negative events than positive ones. In fact, Baumeister and his team say that when it comes to your brain, it takes about five positive events to make up for one negative event.

How to Respond to Haters


In some circumstances, you may want to respond to the people who dish criticism your way. Be very careful with this approach. We've all heard the story of a friend being fired because the person responsible for the firing was exercising the "pay back" rule. Yup, the member or golfer you had words with is now in a position of power and will make certain you'll pay for the error of your past indiscretion.

If you feel you must respond to your critics, be certain not to beat them back with insults, win them back with sincerity. Most people don't want to be convinced that your work is wonderful, they just want to know that you care. Keep in mind most people need love and acceptance a lot more than they need advice.

Where to Go From Here

If you're dealing with criticism, focus on the path ahead. Ignore the boos. They usually come from the cheap seats. Make the choices that are right for you. Keep smiling. People will criticize you either way. ❖

By Don Hearn




Winterberry
IRRIGATION

Serving New England and the Tri-State Area
Irrigation and Pump Installation and Service

1-800-SCAPE-IT

Chris Daigle
Matt Faherty



www.winterberryirrigation.com

CT License J-3 279958 | RI License M1000224 | NJ License 197246



maltby and company **natural tree**
& LAWN CARE

Massachusetts Certified Arborists




- Tree Pruning, Removal & Planting
- On-site Wood & Leaf Grinding
- Plant Healthcare
- Integrated Pest Management
- Mulch Products
- Air Spading

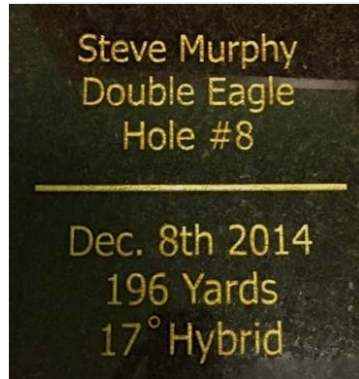


maltbytree.com (781) 344-3900

Thoughts From Your Association Manager

It was called the "shot heard 'round the world." No, not the one at Concord's Old North Bridge that ignited the American Revolutionary War and launched a new country, nor was it Gene Sarazen's double eagle on the 15th hole at the Masters Tournament in 1935; it was the rare double eagle scored by our own Steve Murphy, superintendent at the Gannon Golf Club, while playing with friends at his home course in Florida.

Steve proudly sent me a photo of a plaque memorializing the feat shortly before its installation on the 8th hole, a 480-yard par 5, at the Club at Olde Cypress in Naples, Florida. It was quite an honor to have the club place the plaque at the exact location from where Steve hit his memorable shot.



There is no limit to the reach or geographic area the fund covers. Last year the Wee One Foundation made an extremely generous donation to one of our members whose spouse was dealing with a very difficult medical problem. It's uplifting to know that people do care about you when you're coping with a stressful situation. I encourage you to view the foundation's website at wee-one.org and make a donation.

Longtime member Joe Rybka passed away suddenly February 25. He was stricken by an aneurysm while having dinner at home. Joe was a 48-year Member of the Association and upon his retirement became a Life Member. Joe was a consistent supporter of our profession, a friend to all and the kind of person who would give you a straightforward opinion or comment based on his actual experience or belief. He was an easy person to get to know, loved to play golf, and was well liked by all who enjoyed his friendship.

One of the benefits of being a member of the GCSA of New England is the ability to acquire a GHIN handicap. The cost of this is included in your dues. Once you have a GHIN card you'll automatically have your handicap updated every two weeks during the golf season. You'll also have the ability to use the Massachusetts Golf Association's mobile app to stay abreast of golf happenings within the state. Additionally you'll have updates, if you wish, sent to your inbox. If you would like to have a GHIN card please contact me at donhearn@gcsane.org.

Invoices have been sent to all Superintendents, Assistants, Affiliates, Friends and past participants in the Partner Participation Program (PPP). Most of the invoices were sent electronically and, to my knowledge, there have been very few problems with the delivery. So, by now you should have received an invoice. If you haven't, please contact me at donhearn@gcsane.org. We accept credit cards (Amex, Visa, MasterCard, Discover) but do not have payment directly linked to make a payment online. Next year you will be able to make payment online. If you wish to pay using a credit card please contact me at 617-930-0729 or at donhearn@gcsane.org.

Many of you are familiar with or have heard of the Wee One Foundation. How did the Wee One Foundation get its name? In 1985, four friends traveled to Scotland on a golf trip. The caddies were making wagers as these golfers stood on the tee. One caddie declared, "My money's on the wee one!" The "wee one", Wayne Otto, CGCS, our dear friend and colleague, passed away October 21, 2004 losing his battle to cancer. Wayne dedicated his life to the betterment of the golf maintenance profession he loved and the individuals who shared his passion. He was a leader in our industry and a wonderful person.

I knew Wayne very well and looked forward to seeing him at the GIS each year. Usually if you met up with Wayne you would meet up with his close friend and one of the founders of the Wee One Foundation, Rod Johnson. These two were inseparable. They were closest of friends, colleagues, and fellow superintendents. When Wayne died, Rod and a group of Wayne's friends decided to establish a fund that would help others in our profession, and their dependents, who were dealing with catastrophic and expensive health problems.

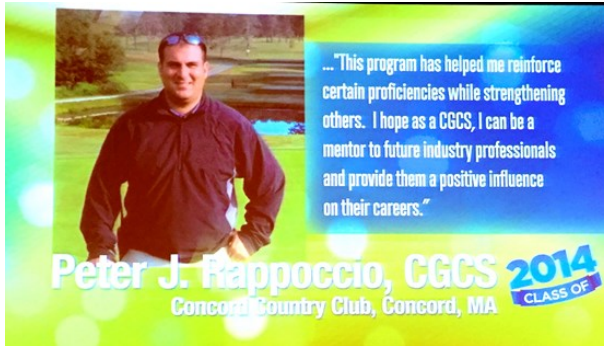


Mel Lucas, a resident of South Dartmouth, Massachusetts, was the recipient of the GCSAA's Colonel John Morley Distinguished Service Award. This award is named in honor of the first president of the Golf Course Superintendents Association of America and was presented February 24th, at the Golf Industry Show (GIS) in San Antonio, Texas. The award is presented to an individual who has made an outstanding, substantive and enduring contribution to the advancement of the golf course superintendent profession. Mel began his career as an assistant superintendent at Piping Rock Club in Locust Valley, N.Y., in 1961. He continued to be associated with Piping Rock and nearby Garden City Golf Club in Garden City, N.Y., for most of his career, until 1985, when he took on the role of golf architect and superintendent at Round Hill Community Golf Club in South Dartmouth, Mass. Mel currently serves as a consultant both domestically and abroad. Mel and his good friend Bert Frederick, retired member of the GCSA of New England, designed and worked closely with members of the construction battalion at Fort Devens to construct the original course at what was known at that time as Fort Devens in Ayer, Massachusetts.

Peter Rappoccio was recognized at the GIS in San Antonio for his accomplishment of becoming a Certified Golf Course Superintendent (CGCS). Peter was one of the class of 2014 who reached this milestone. As Peter stated, "This program has helped me reinforce certain proficiencies while strengthening others." Peter is the superintendent at the Concord Country Club in Concord, Massachusetts and serves on the

continued on page 7

Association's board of directors as chairman of the Government Relations Committee. Peter's father, also named Peter, is a Certified Golf Course Superintendent and has been the long-time superintendent at the Silver Spring Country Club in Ridgefield, Connecticut.



...“This program has helped me reinforce certain proficiencies while strengthening others. I hope as a CGCS, I can be a mentor to future industry professionals and provide them a positive influence on their careers.”

Peter J. Rappoccio, CGCS
Concord Country Club, Concord, MA
2014 CLASS OF

Jim McCabe, an Honorary Member of our Association, was recently awarded the top honor for Daily Columns from the Golf Writers Association of America. His article was about a veteran and how Billy Casper helped him deal with adversity. Jim is a writer for *Golfweek* magazine and lives in Milton. This is the link to the story: <http://golfweek.com/news/2014/apr/08/masters-2014-augusta-billy-casper-clebe-mcclary/>. ❖

By Don Hearn

Friend of the Association Profile

HAMMOND PAINT & CHEMICAL COMPANY / LAZARO'S GOLF COURSE SUPPLIES & ACCESSORIES

Hammond Paint & Chemical Co., Inc. was originally established in 1875 and has had several owners over many years and in 1988 Hammond Paint & Chemical was purchased by Joseph Lazaro aka “The Lizard”, who is the CEO and President. Due to the growth of the company there was an immediate need for a larger location and the warehouse was moved to a more central location right off Route 128/95 in Dedham, MA.

“With the passion that I have for golf and the knowledge of the Golf Course Superintendents who manages the courses, Lazaro's Golf Course Supplies & Accessories was established in 1990 to meet the diverse needs of the golf course industries.”

The new expansion has allowed us to work diligently, “Lazaro's Golf Course Supplies & Accessories” has the capability of supplying golf courses with the highest product lines available in the golf course industries including complete lines of Turf Chemical; Turf Marking Paint, Safety Items, Degreaser, Lubricant and Cleaning Supplies, along with our golf course accessories which will enhance your golf course and provide that finishing touch everyone desires.

We use Precision Laboratories as our manufacturer for our Turf products, Adjuvant, Aquatics and Wetting Agents product lines. Our golf course accessories suppliers are Par Aide, Standard Golf, Bayco and Eagleone.

Joe has continued to make this a number one priority, the success and growth of Hammond Paint & Chemical / Lazaro's Golf Course Supplies & Accessories is attributed to his accessibility, his sincere personal approach along with his respected business image.

Since 1990 I have been an established member of the New England Golf Course Superintendents Association, Cape Cod Golf Course Superintendents Association, Rhode Island Golf Course Superintendents Association and New Hampshire Golf Course Superintendents Associations.

For more information on Hammond Paint & Chemical products or Lazaro's Golf Course Supplies & Accessories please call Joe Lazaro directly at 617-285-8670 or via email jlazaro698@aol.com. ❖



Representing the Finest Lines in the Turf Industry

Tech Tip

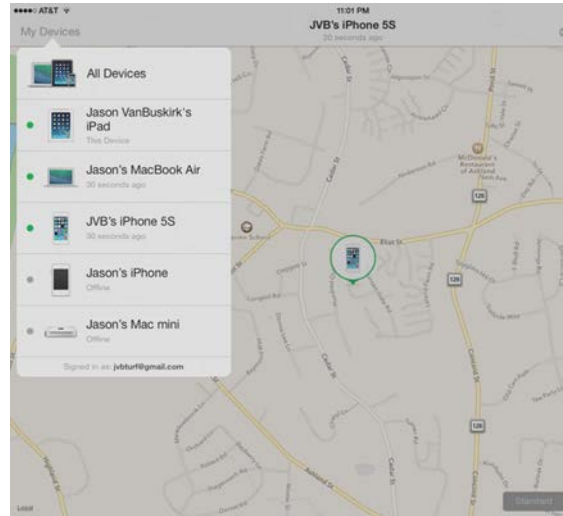
By Jason VanBuskirk

The story below documents a situation that happened to me while traveling.

I reach for my iPhone 5s on my belt clip to take a panoramic picture. Belt clip empty. Hang on, the clip is empty?!?! Minor panic sets in. I immediately search all pockets in my pants knowing full well that the phone isn't there. I run back over to my bag and grab my iPad. I open up the app that I never thought I would have to use for myself, "Find My iPhone"!

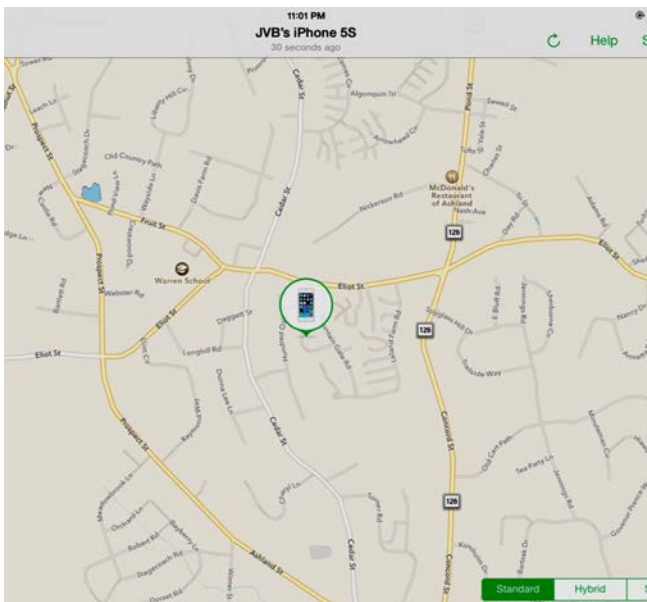
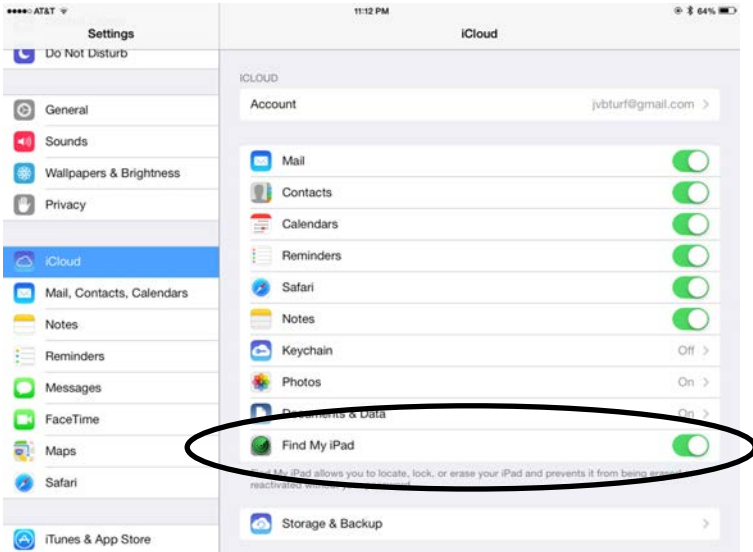
Below you will see a few pictures of what the app looks like when it is launched.

First, let's make sure you have "Find my iPhone" turned on in your settings. Go to Settings: iCloud: Find My iPhone or iPad and make sure this button is green or selected on. Once this button is on, you can now use the app to locate one device from another or locate all of your devices that are online.

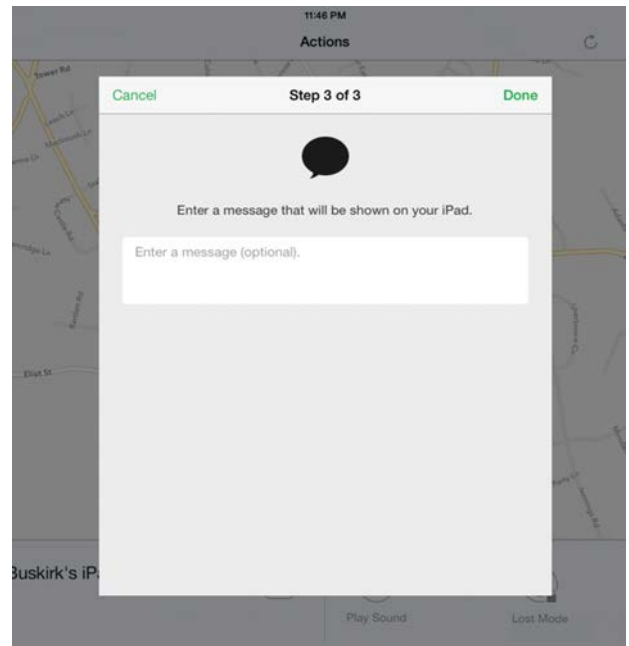


Locate all of your Apple devices...

Now that you have located your devices, we can continue the story of tracking my iPhone 5s. I decided to put my phone into "Lost" mode. This mode will give me a variety of options. Once entering this mode, I can lock the phone (even though I have the finger print lock turned on), send a message to the phone with a number to reach me, and in the worst case scenario, erase the phone's contents. I could even turn on email updates so I would receive an email every time my iPhone changed locations.



Locate one device...



Text the recipient of your "lost" iPhone

To continue, I immediately use my friend's phone to contact the Super Shuttle I had been riding earlier in the day. After a short conversation and a \$40 return fee, Super Shuttle had my phone back to me by 3pm that afternoon. "Find My iPhone" saved the day! ❖



**WE'RE HERE
TO SERVE YOU!**



JACOBSEN

**WORKING TO BE THE
NORTHEAST'S PREMIER
TURF EQUIPMENT DEALER.**

Hello from MTE Turf Equipment solutions, your local Jacobsen dealer. With locations in the greater Rochester, Albany and Boston areas, we proudly service turf equipment customers throughout the Northeast. Alongside our Jacobsen product line, we offer the full lines of Ventrac, Smithco, Turfco, Mahindra and others to service all of your turf equipment needs.

To become the **premier turf equipment dealer** in the region, we are working with Jacobsen in three key areas:

- 1 PARTS** – keeping you up and running is our number one priority, so we now have more parts in stock than ever.
- 2 SERVICE** – expect your MTE service experience to be world-class every time.
- 3 RELATIONSHIPS** – we continue to strengthen relationships with local associations, trade groups and allied partners.

At MTE Turf Equipment Solutions, we sincerely appreciate your business and look forward to working with you. If you have any questions, please contact **Toby Christoun** at **(978) 857-3726**.



33 Thruway Park Drive
West Henrietta, NY 14586

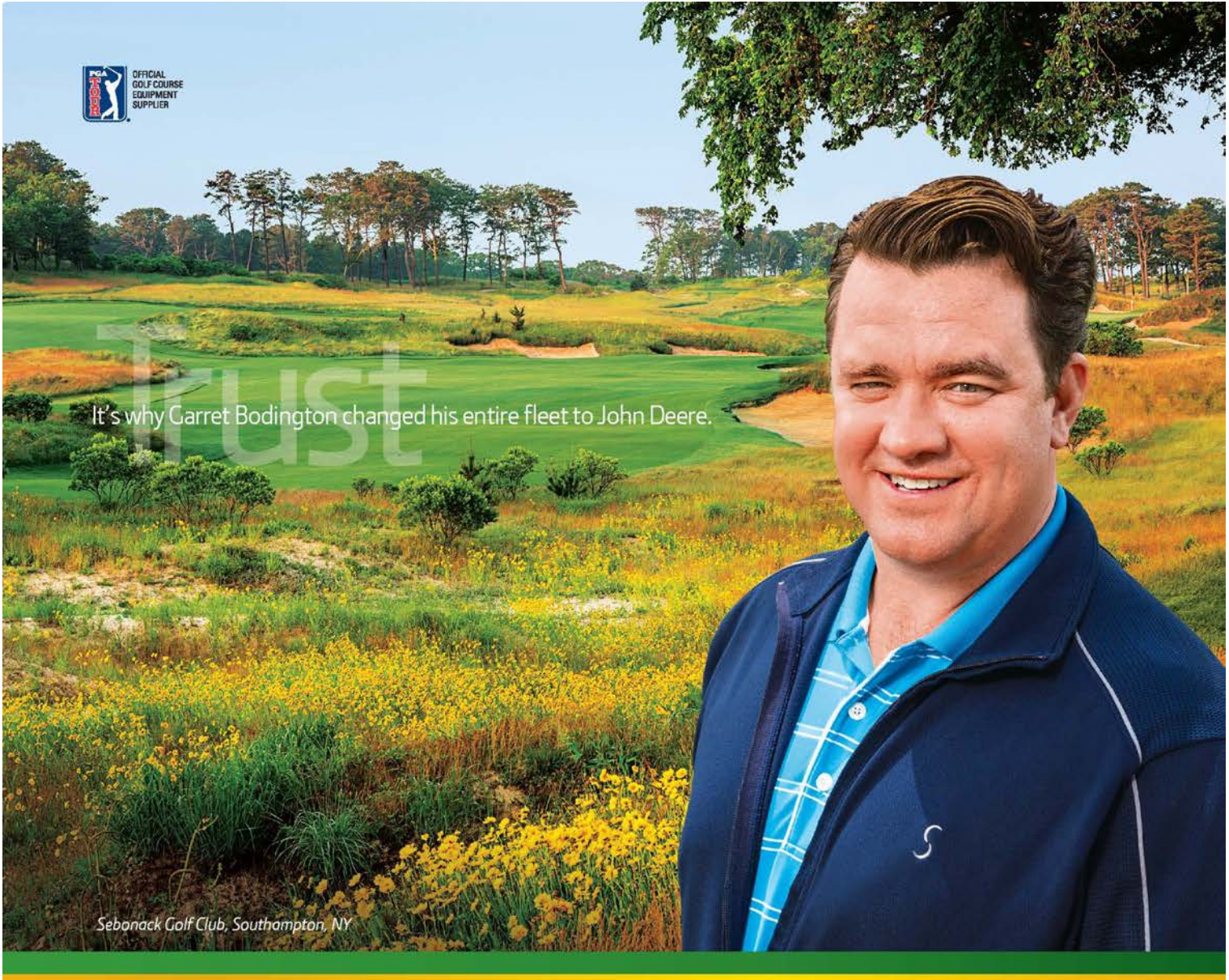
10 Green Mountain Drive
Cohoes, NY 12047

118 Lumber Lane
Tewksbury, MA 01876



www.mte.us.com

©2014 Jacobsen, A Teleton Company/Teleton Innovations Inc. All rights reserved.



It's why Garret Bodington changed his entire fleet to John Deere.

Sebonack Golf Club, Southampton, NY

With the US Women's Open coming to Sebonack in 2013, Garret Bodington made the decision to go with John Deere. Why? "John Deere gave us tremendous support for the Women's Open, from existing equipment to loaners. Also, the E-Cut™ Hybrid technology was a big selling point. We use E-Cuts on every fairway and every green." From E-Cut Hybrid technology to heavy-duty utility vehicles, Garret trusts his entire course to John Deere. To see the difference we can make on your course and call your John Deere Golf distributor today.

Trusted by the best courses on Earth.

58220



JohnDeere.com/Golf



(800) 560-3373 • LacorteEquipment.com

Kevin Doyle - GCSAA Updates



GIS 2015 Recap with a Northeast Region Bias

Below are several clips from GCSAA press releases that have been compiled to highlight the recognitions of members in our region, as well as a look at the Golf Industry Show (GIS) by the numbers. My hope was also to include Turf Bowl results for our regional teams, but that information has yet to be unpacked. I did write a short paragraph below on the success of one regional student chapter.

I hope those of you that attended had a successful GIS. Whether education, trade show, networking, or all three were your goals, I hope GCSAA provided the tools you needed to get the most out of your show. If you have any suggestions, questions, or concerns please feel free to reach out. GCSAA is always looking to make improvements for you the members at future shows.

GCSAA 2015 President

John J. O'Keefe, director of golf course management at Preakness Hill Country Club in Wayne, N.J., has been elected to a one-year term as president of the Golf Course Superintendents Association of America (GCSAA) for 2015. O'Keefe, a certified golf course superintendent (CGCS), served as vice president of the association in 2014 and has been a member of the association's board of directors since 2008. A 35-year member of GCSAA, O'Keefe also is a member and past president of both the GCSA of New Jersey and the Metropolitan GCSA. A native of Lenox, Mass., the 58-year-old O'Keefe earned an associate's degree from the Stockbridge School of Agriculture at the University of Massachusetts in Amherst.

2015 Col. John Morley Distinguished Service Award

Melvin B Lucas Jr., retired CGCS, has been an association member for 52 years, serving on the board of directors from 1974-81 and holding the title of GCSAA president in 1980. In addition, the 72-year-old Lucas has served as agronomy consultant for more than 60 golf course projects. A graduate of Penn State University where he earned his degree in turfgrass management, Lucas began his career as an assistant superintendent at Piping Rock Club in Locust Valley, N.Y., in 1961. He continued to be associated with Piping Rock and nearby Garden City Golf Club in Garden City, N.Y., for most of his career, until 1985, when he took on the role of golf architect and superintendent at Round Hill Community Golf Club in South Dartmouth, Mass. He also served the Long Island Golf Course Superintendents Association as an executive committee member for seven years and was that association's president from 1973-75. Since his retirement in 1991, he has continued to serve the golf course management profession as a consultant both domestically and abroad.

Tweet Bowl Rally sponsored by John Deere

While no Northeast region school managed to crack the top 10 in the Turf Bowl, one unlikely participant managed to grab some cash anyway. The University of Guelph, Guelph, Ontario Canada, captured the Tweet Bowl Rally by flooding Twitter and engaging followers to utilize #Guelph_TurfBowl and #GIS2015. Well the efforts landed the group a check for \$500 (or just over \$600 Canadian). As one student mentioned, "that's like coming in 6th place". Doesn't take long in this business to learn that trophies are nice, but it is all about the cash!

2015 Golf Industry Show numbers

Education proved a top priority for superintendents this week in San Antonio. While overall attendance for the Golf Industry Show was slightly down from the 2014 event in Orlando – at approximately 12,400 – the final number of seminar seats sold, as well as exhibit space, was up.

The GCSAA Education Conference, held in conjunction with the Golf Industry Show, is the largest educational conference in the turfgrass management industry. A total of 5,385 seminar seats were filled, 12 percent higher than expected and 3 percent higher than Orlando. In addition, thousands attended complimentary forums, sessions and panel discussions throughout the week. Subject matter included agronomics, business, environmental management, communications, leadership, technology, and personnel management.

A total of 5,600 qualified buyers attended the two-day trade show, which included 551 exhibitors (a 2 percent increase over projections) covering 182,000 square feet of exhibit space at the Henry B. Gonzalez Convention Center.

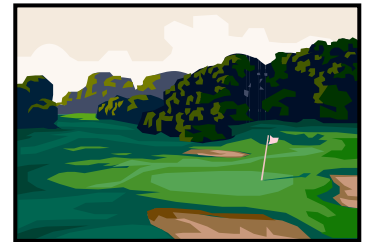
GCSAA Resources and Deadlines

you Get Cool Stuff from your Association Already:

Outreach Hits the Airwaves

"Katrek and Maginnes On Tap," one of the most popular programs on the PGA Tour Satellite Radio Network, did a

continued on page 13



For golf course construction, renovation and repairs.

**Bluegrass, Ryegrass, Fine Fescue Blends available.
Bentgrass & Bentgrass Blends**



**A1 & A4 Sand Base
Penncross
Penntrio
3 way blend**

**Pallets/Big Rolls.
Sod handler Del.
Roll Out Service.
Over 35 years of
turf production.**

Deliveries Monday through Saturday

CALL TOLL FREE

1-800-556-6985

See our web site: www.tuckahoeturf.com

Total Solutions

For over 40 years, Turf Products continues to be the single source supplier for all your irrigation and turf management equipment, delivering superior quality and unmatched customer service to the golf industry.



turf products



From drainage pipe to chainsaws
TPC can supply all your golf course needs.
Pond aerators, ball washers, soil sensors and
lightning detectors are just a few of the
thousands of items we carry.

For All Equipment & Irrigation:
PARTS DIRECT: (800) 296-7442
Email: partsdept@turfproductscorp.com
SERVICE DIRECT: (800) 442-9910
Email: servicedept@turfproductscorp.com
MAIN OFFICE: (800) 243-4355
www.turfproductscorp.com

Kevin Doyle - continued from page 11

broadcast live from the Golf Industry Show in San Antonio. The association also will continue as a yearlong advertiser with the show to promote the superintendent profession. You can find the show on Sirius channel 208 and XM channel 93. In addition, GCSAA will begin an exciting new television commercial campaign. This was previewed to a select group at GIS with rave reviews! Look for it later in 2015.

New Equipment Manager membership classification approved

GCSAA members voted to introduce an equipment manager classification for association membership. The vote took place as part of the Annual Meeting. Equipment managers will be welcomed with a complimentary introductory membership through 2015 and can register online at www.gcsaa.org. GCSAA has compiled a [collection of tools and resources](#) specifically for equipment managers.

2015 MVT nominations open

Does your turf equipment technician deserve a day in the sun, a tip-of-the-cap for all the hard work and the vital behind-the-scenes role they play in the success of your golf facility? If so, then nominate them for GCM's Most Valuable Technician (MVT) award program, presented in partnership with Foley United. Submit your nomination by March 27. Click on the headline above to try and bring the MVT to the Northeast region for the first time!

GIS Silent Auction now open for bids

Save on items for your course with the online GIS Silent Auction. More than 100 items are available for you and your golf facility, all donated by our generous industry partners to benefit the EIFG. Bidding closes on March 9. You can also stop by the Silent Auction display in the Association Clubhouse at the Golf Industry Show.

Upcoming FREE webcasts:

Mar. 25: Triple Trouble Series - Part Two: Drainage

Mar. 26: Water Quality of Virginia Golf Course Streams – A case study

Apr. 1: Triple Trouble Series - Part Three: Air Movement

Apr. 9: Phosphite: Fertilizer or Fungicide? (or Both)

Again, if I can be of any assistance, please feel free to contact me. ❖

Kevin Doyle, GCSAA Field Staff
kdoyle@gcsaa.org Follow me on Twitter @GCSAA_NE

PYTHIED OFF!

Pythium damage can ruin your day...and your turf. Prevent it with **Segway® Fungicide SC**.

Proven in extensive university and real-world trials, **Segway® Fungicide SC** delivers outstanding control of Pythium root dysfunction, Pythium blight, and Pythium damping-off. Segway works fast and lasts up to 28 days, so you get healthier turf, happier golfers, and one less reason to be pythed.

For more information visit GordonsProfessional.com or call Bill Affinito at 816.460.6305

G pbi / gordon corporation
An Employee-Owned Company

Always read and follow label directions. Gordon's® is a registered trademark of PBI-Gordon Corp. Segway® is a registered trademark of Ishihara Sangyo Kaisha Ltd. 2/15 03867



MTE is your source for all of your turf equipment needs!



When Performance Matters.



For these and more, visit or call us:

**118 Lumber Lane
Tewksbury, MA 01876**

(978) 654-4240

www.mte.us.com

ANNOUNCEMENTS

Welcome New Members:

- **Asphalt Services, Inc** - Friend of the Association
- **Alexander Daly**, Nashawtuc CC, Assistant Superintendent
- **Luke White**, Wianno Club, Assistant Superintendent
- **Richard Gagnon**, Framingham CC, Assistant Superintendent

Our condolences go out to the Rybka family on the unexpected passing of Joe Rybka on February 25, 2015. Joe had an easygoing, mild mannered, quick with a smile and a friendly personality. He retired after forty years as superintendent of Thorny Lea Golf Club and joined the ranks as a retired member of the GCSA of New England. Joe loved to play golf and upon his retirement was a regular at Thorny Lea. He will be greatly missed by many.

Our condolences are extended to Kevin White and family on the passing of Kevin's father, Lewis White, who passed away on March 14, 2015. Kevin White is the Superintendent at Holden Hills Country Club. Lewis worked with Kevin as a member of the grounds maintenance staff.

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.



UPCOMING EVENTS

April 16, 2015

The Bear Cup - Joint Meeting with our host, the GCSA of Cape Cod
Black Rock Country Club
Hingham, MA

April 20, 2015

Alumni Turf Group 11th Annual Dr. Joseph Troll Classic
TPC River Highlands
Cromwell, CT
Dr. Bill Dest - Honoree

May 20, 2015

Joint Meeting with Rhode Island GCSA
Metacomet Country Club
East Providence, RI

July 15, 2015

UMass Field Day
South Deerfield, MA



**GCSANE Offers Website Banner advertising at
www.gcsane.org**

The price is \$500 for one year which will be re-occurring annually from your first billing unless otherwise specified.

**For more information, please contact Kris Armando
at 508-745-8555 or karmando8@gmail.com**

Please Patronize these FRIENDS of the ASSOCIATION

Page 1

Agresource, Inc.

100 Main St., Amesbury, MA 01913
Quality Compost, Soil & Mulch.
Dave Harding office: (978) 388-5110 cell: (978) 904-1203
www.agresourceinc.com

Allen's Seed

693 S. County Trail, Exeter, RI 02822
Specializing in quality seed, fertilizer, chemicals, and related golf course maintenance supplies.
Peter Lund (401) 474-8171
www.allensseed.com

Atlantic Golf and Turf

9 Industrial Boulevard, Turners Falls, MA 01376
Specializing in agronomy through the distribution of fertilizer, seed and chemicals throughout New England.
Chris Cowan (413) 530-5040, Scott Mackintosh CPAg (774) 551-6083, Michelle Maltais (401) 835-0287

A-OK Turf Equipment Inc.

1357 Main St., Coventry, RI 02816-8435
Lastec, Tycrop, Blec, Wiedenmann, Therrien, Graden, Sweep & Fill, Baroness, and used equipment.
Mike Cornicelli (401) 826-2584

Arysta Life Science

15401 Weston Parkway Suite 150, Cary, NC 27513
Products for the industry.
Jeff Tweedy jeff.tweedy@arysta.com

Asphalt Services, Inc

210 New Boston Street, Woburn, MA 01801
(781) 938-6800
www.pavewithasi.com
Providing asphalt paving for golf car paths, walkways and parking lots. We also specialize in drainage, seal coating, crack sealing and line painting.

Barenbrug USA

Great in Grass
10549 Hammond Hill Road, East Otto, NY 14729
Bruce Chapman, Territory Manager (401) 578-2300

BASF Turf & Ornamental

PO Box 111, West Dennis, MA 02670
"We don't make the turf. We make it better."
Pete Jacobson (919) 530-9062 peter.jacobson@basf.com

BACKED by BAYER

Building on an already solid foundation of proven products to help you succeed. Brian Giblin (508) 439-9809 brian@bayer.com
www.backedbybayer.com

The Cardinals, Inc.

166 River Rd., PO Box 520, Unionville, CT 06085
Golf course and landscape supplies.
John Callahan (860) 916-3947, Dennis Friel (617) 755-6558

Cavicchio Greenhouses, Inc.

110 Codjer Lane, Sudbury, MA 01776
Annuals, perennials, garden mums, ground covers, loam, & mulch.
Darren Young (978) 443-7177

Charles C. Hart Seed Co., Inc.

304 Main St., Wethersfield, CT 06109
Authorized distributor for Bayer, Syngenta, Grigg Brothers foliar fertilizers, and Aquatrols. Specializing in custom seed blends.
Robin Hayes (508) 237-2642 Dick Gurski (413) 531-2906

Country Club Enterprises

PO Box 670, 29 Tobey Rd., W. Wareham, MA 02676
Club Car golf cars, Carryall utility vehicles.
Dave Farina, Keith Tortorella, Mike Turner (800) 662-2585

Crop Protection Services

Suppliers of Chemicals, Fertilizer, and Grass Seed
Jim Pritchard (401) 258-5472 james.pritchard@cpsagu.com
Glenn Larrabee (401) 258-3762 glenn.larrabee@cpsagu.com
www.cpsagu.com

DAF Services, Inc.

20 Lawnacre Rd., Windsor Locks, CT 06096
Custom pumping solutions. Custom pump controls. Complete pump service. Serving all of New England.
Dick Young (860) 623-5207

DGM Systems

153A Foster Center Road, Foster, RI 02825
Golf and Sports Turf Specialty Products and Services
Visit www.dgmsystems.com
Office (401) 647-0550
Manny Mihailides (401) 524-8999
David Mihailides (401) 742-1177

DHT Golf Services

8 Meadow Park Road, Plymouth, MA 02360
Serving the GCSANE for over 20 years. Planning to proposal to completion. Golf construction and irrigation consulting.
Emergency irrigation repairs. Dahn Tibbett (20 year member), Jaime Tibbett (508) 746-3222 DHTGOLF.COM

ezLocator

115 Lordvale Boulevard, North Grafton, MA 01536
A New Course Everyday!
Steve Boucini, Representative 508-561-4079
sboucini@gmail.com www.ezlocator.com

Five Star Golf Cars & Utility Vehicles

724 MacArthur Boulevard, Pocasset, MA 02559
E-Z GO Golf Cars, Cushman Utility Vehicles
Doug Hopper (401) 787-0514

G. Fialkosky Lawn Sprinklers

PO Box 600645., Newton, MA 02460
Irrigation services to golf courses throughout New England.
Gary Fialkosky (617) 293-8632
www.garyfialkoskylawnsprinklers.com

Harrell's LLC

19 Technology Drive, Auburn, MA 01501
Turf & Ornamental supplies. John Bresnahan (413) 374-4102, Chuck Bramhall (508) 400-0600, Jim Cohen (978) 337-0222.
Mike Kroian (401) 265-5353, Mike Nagle (508) 380-1668

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

Hartney Greymont

433 Chestnut Street, Needham, MA 02492 www.hartney.com
Hartney Greymont is a company that specializes in tree care, landscape services, strategic woodland management and plant healthcare. Michael Colman (781) 727-7025

Helena Chemical Company

101 Elm Street, Hatfield, MA 01038 www.helenachemical.com
National distributors of all your turf chemicals and fertilizers. Extensive line of Helena Branded wetting agents, foliar, micronutrients and adjuvants.
Louis Bettencourt, CGCS (978) 580-8166
Chris Leonard (339) 793-3705

Hillcrest Turf Services

P.O. Box 767, Medfield, MA 02052
Mike Parks (617) 852-0479
Providing specialty cultural services to golf courses and sports turf.

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

John Deere Landscapes

Offering our customers the most complete line of products, service and expertise in the industry. Ron Tumiski (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

LaCorte Equipment

LaCorte Equipment is your premier John Deere Golf Distributor in the Northeast.
John Winskowicz (978) 471-8351
Bill Rockwell (508) 789-5293
Dan Paradise (978) 853-2916
Call or visit our website at www.lacorteequipment.com

Larchmont Engineering & Irrigation

11 Larchmont Lane, Lexington, MA 02420
Offering a full range of inventory for irrigation drainage, pumps, fountains and landscape lighting products and services for all of your residential and commercial needs.
(781) 862-2550 Susan Tropeano,
Tim Fitzgerald tim@larchmont-eng.com

Lazaro's Golf Course Supplies & Accessories

dba Hammond Paint and Chemical Co., Inc.
738 Main St., Suite 223, Waltham, MA 02154
Complete line for all your of golf course supplies. Par Aide, Standard, Eagle One, turf and ornamentals, aquatics, turf marking paint, safety items, adjuvants Joe Lazaro - cell: (617) 285-8670;
Fax: (781) 647-0787 Email: jlazaro698@aol.com

Maher Services

71 Concord Street, N. Reading, MA 01864
Well drilling, pump service and well maintenance
Peter Maher cell: (781) 953-8167 or (978) 664-WELL (9355)
Fax (978) 664-9356 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 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

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, Inc. – Turf Equipment Solutions

118 Lumber Lane, Tewksbury, MA 01864
New England's source for equipment sales, service and parts. New and pre-owned mowers, tractors, attachments and much more from: Jacobsen, Turfco, Smithco, Ventrac, Redexim, Neary Grinders, Ryan, Buffalo Turbine, Mahindra, Husqvarna, Gravely, Standard, Par-Aide and others. Office: (978) 654-4240.
Mark Casey: (617) 990-2427. Matt Lapinski: (978) 551-0093

Mungeam Cornish Golf Design, Inc.

195 SW Main Street, Douglas, MA 01516
Golf course architects
Office: (508) 476-5630
Cell: (508) 873-0103
Email: info@mcgolfdesign.com
Contact: Mark A. Mungeam, ASGCA
www.mcgolfdesign.com

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
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 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 & Turf Supply

6 Dearborn Road, Peabody, MA 01960
Complete line of Golf Course, Landscape & Lawn Care Construction and Maintenance Supplies
Tom Rowell (978) 317-0673
Bill Stinson (413) 668-7943

continued on next page

Please Patronize these *FRIENDS* of the *ASSOCIATION*

North Shore Hydroseeding

20 Wenham St., Danvers, MA 01923
Hydroseeding and erosion control services.
Brian King (978) 762-8737 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

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 (508) 435-3090

Read Custom Soils

5 Pond Park Road, Suite 1, Hingham, MA 02043
Custom soil blending, top dressing sands, Root zone blends, "early green" black sand, divot & cart path mixes.
Terry Driscoll, Garrett Whitney (888) 475-5526

Saturated Solutions

18 Evergreen Road, Northford, CT 06472
Greg Moore (203) 980-1301
Saturated Solutions is the sole distributor of the Air2G2 Machine for sales and contracted services. Replenish your soils with oxygen when it needs it most in any conditions with no disruption.
saturatedsolutionsllc.com

Select Source

3208 Peach Street, Erie, PA 16508
National, full line manufacturer and wholesaler of turf, ornamental and specialty chemical products.
Mike Blatt, Northeast Territory Manager (814) 440-7658

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. 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, Fred Murray (800) 582-5959

Tree Tech, Inc.

6 Springbrook Rd., Foxboro, MA 02035
Foxboro, Wellesley, Fall River Andy Felix (508) 543-5644
Full service tree service specializing in zero impact tree removal, stump grinding, tree pruning and tree risk assessments by our team of Certified Arborists.

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. Nat Binns (332) 351-5189, Tim Berge (860) 490-2787, Andy Melone (508) 561-0364

Valley Green

14 Copper Beech Drive, Kingston, MA 02364
Phone: (413) 533-0726 Fax: (413) 533-0792
"Wholesale distributor of turf products"
Doug Dondero (508) 944-3262, Jon Targett (978) 855-0932, Joe Trosky (860) 508-9875

Winding Brook Turf Farm

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

WinField

29 Gilmore Drive - Unit C, Sutton, MA 01590
Using industry-leading insights to provide you with the products that help you win.
Jim Favreau (978) 815-9810

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

THE NEWSLETTER 2015 DISPLAY ADVERTISING ORDER FORM

Company Name: _____ Phone # _____

Address: _____

Contact Name: _____ Email _____

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%)
<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$ 90.00	<input type="checkbox"/> \$ 342.00	<input type="checkbox"/> \$ 486.00	<input type="checkbox"/> \$ 648.00	<input type="checkbox"/> \$ 918.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$150.00	<input type="checkbox"/> \$ 570.00	<input type="checkbox"/> \$ 810.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1530.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$200.00	<input type="checkbox"/> \$ 760.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1440.00	<input type="checkbox"/> \$2040.00

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

<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$120.00	<input type="checkbox"/> \$456.00	<input type="checkbox"/> \$648.00	<input type="checkbox"/> \$ 864.00	<input type="checkbox"/> \$1224.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$180.00	<input type="checkbox"/> \$684.00	<input type="checkbox"/> \$972.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1836.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$240.00	<input type="checkbox"/> \$912.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1728.00	<input type="checkbox"/> \$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