



THE NEWSLETTER

May 2016

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.

New England Regional Turfgrass Foundation, Inc. Elects New Executive Board

May 17, 2016

The New England Regional Turfgrass Foundation recently held its 19th Annual Meeting on May 10, 2016 where a new Executive Board was elected. Clifford J. Drezek of Arbor-Turf Services, Inc. in Marlborough, MA has been elected as the 20th president of the foundation, succeeding Matthew A. Crowther, CGCS, of Mink Meadows Golf Club on Martha's Vineyard.

Cliff represents the Massachusetts Association of Lawn Care Professionals (MALCP) on the Foundation's Board. Randy S. Weeks of the Lochmere Golf and Country Club in Tilton, New Hampshire, representing the New Hampshire Golf Course Superintendent Association will serve in the vice-president's seat for this upcoming year. Jeffrey M. Urquhart of the Milton Hoosic Golf Club in Canton, MA representing the Golf Course Superintendents Association of New England will fill the role of Treasurer for a second year. Peter J. Rappoccio, CGCS of the Concord Country Club also of GCSANE has been elected as the foundation's new secretary. Matthew Crowther will continue to serve on the board as the Immediate-Past President. The foundation consists of 2 delegates from each of the 7 GCSAA Chapters located in New England, 1 delegate from the Sports Turf Managers Association of New England (NESTMA) and 1 delegate from the Massachusetts Association of Lawn Care Professionals (MALCP). There are two advisory seats filled by the University of Massachusetts and the University of Rhode Island respectfully.

The 19th Annual Conference and Show was held in Providence, RI on February 29 through March 3rd, 2016. Since the "great" snow event of 2015, industry participants looked forward to getting back in balance again with industry professionals. The 2016 weather cooperated nicely to help the attendee and exhibit booth sales to exceed recovery expectations as the show went uninterrupted. The 2017 show dates for the 20th annual show are: March 6-9, 2017 in Providence, RI. For more information on the show and New England Turfgrass Research please visit our website: www.nertf.org.



2016-2017 NERTF Executive Board

Front Row (l to r): Clifford Drezek (2016 Pres.), Matthew Crowther, CGCS (Immediate Past-Pres.). Back Row: Jeffrey Urquhart (Treas.), Peter Rappoccio, CGCS (Sect.) and Randy Weeks, CGCS (vice president)

The 5th annual Tee-Up New England rounds of golf auction took place April 11-18, 2016. 105 rounds of golf across New England and one day of tennis at the Longwood Cricket Club were auctioned off. All rounds were sold and \$26,570 was raised towards turfgrass research in New England. We thank all courses greatly who participated and wish to thank everyone for supporting turfgrass research. A list of courses that participated is located at www.tee-upnewengland.com.

❖

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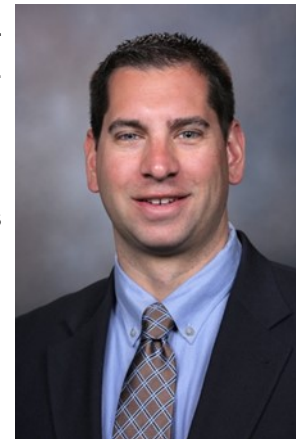
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Tom Irwin, Inc. Adds Greg Cormier to Client Service Team

Golf Course Veteran to Serve Greater Boston Market

BURLINGTON, Mass. – May 24, 2016 – Tom Irwin, Inc. (<http://www.tomirwin.com>), the leading provider of agromonic solutions, business solutions, and professional development services to golf course superintendents and sports turf managers throughout New England, has added Greg Cormier to its client service team. Greg will serve as Client Representative calling on golf course superintendents in the Greater Boston area.



Greg Cormier

“Greg is a terrific addition to our client services team.

His deep background in golf course management and his expertise in problem-solving will strengthen Tom Irwin’s ability to deliver value to clients in the Boston area,” said Chris Petersen, President of Tom Irwin, Inc. “I’m confident that Greg will make significant contributions to our clients’ success.”

“I’m very excited about representing a company that brings so much value to the table. Tom Irwin has such a positive impact on peoples’ success,” said Cormier. “The biggest thing for me is just going out every day and helping people. I did their job for 15 years and I know how challenging it is. I look forward to helping make a positive difference in their lives.”

Cormier comes to Tom Irwin with a depth of experience. Most recently, he spent seven years as Director of Golf Course Operations at Nashawtuc Country Club, an 18-hole private golf course in Concord, Massachusetts. Earlier in his career, Cormier was Superintendent of the West Course at Oak Hill Country Club in Rochester, New York. He holds a Bachelor of Science degree in Plant Science-Turfgrass Management from the State University of New York at Cobleskill. A Certified Golf Course Superintendent, Cormier is also a board member of the Golf Course Superintendents Association of New England. Originally from Westford, Cormier currently resides in Chelmsford.

Additional information about the services that Tom Irwin provides to its clients is available at www.tomirwin.com, or call 800.582.5959. ❖

Thoughts From Your Association Manager

The 2016 and 10th edition of the Bear Cup Tournament was played April 27 at Olde Scotland Links in Bridgewater, MA. Paul Doherty, President of the GCSA of Cape Cod arrived with the trophy since it was in his possession for the past year. Mike Luccini, President of the GCSA of New England was hoping to leave with the trophy, but that didn't happen. The event was played to a tie so the Cape Association remains the holder of the trophy for another year.

The course was in excellent condition and all remarked on the wonderful work Jim Small, Tom Rioux and the Olde Scotland Links team had done to have the course in such outstanding shape for the event. The scoring was handled by Golf Professional Chris Anthony who had his hands full keeping track of the teams. Thanks to all the staff members at Olde Scotland Links who helped make for a great time at this year's Bear Cup tournament.

We also had a surprise at the start of the day. A hole-in-one! Bob Dembek, Superintendent at Lexington Golf Club accomplished the feat on his first hole, with the first shot of his first round of the season. Bob also won two of the 50-50 raffle prizes. This was much appreciated since he generously offered a free beverage of choice to all who played in the event.

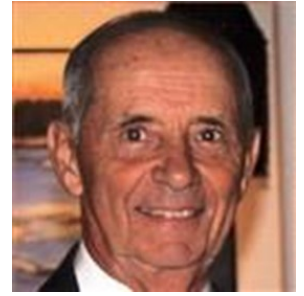


Paul Doherty left and Mike Luccini

In the recent issue of *Links* magazine there was an article that explained a collaborative program introduced last December, whereby the United States Golf Association and the American Society of Golf Course Architects announced an interesting, pro-bono program aimed at helping public golf facilities improve the customer experience. About 30 courses applied for the free consultation of a USGA agronomist and ASGCA architect (one of three application rounds this year) and the winners were announced. Mark Mungeam, whose firm is a Friend of the Association Member, and Jim Skorulski, The USGA's Agronomist for the Northeast Region will be collaborating on a consultation for one of the courses. Please read more about the program by clicking his link http://www.linksmagazine.com/best_of_golf/muni-makeovers.

I was sad to learn of the death of Manny Francis, "Manny Junior." I first met Manny in 1968 when I was working as an assistant for Ted Murphy at Lexington Golf Club. He was always friendly and had a reputation as a superintendent who was managing golf course turf at a very high level.

When Ted left Lexington to pursue ownership of Garrison Golf Center in Haverhill, MA (now called Murphy's Garrison Golf Center) I was lucky enough to try to fill Ted's shoes at Lexington. Manny was kind enough to let me borrow some pieces of equipment and offered his expertise to help me any time, any way, as did Ted. I was so fortunate to have both Ted and Manny as



sources of information and life experiences. When Manny and his dad, known as "Manny Senior" bought land in Marshfield they cultivated some of the acreage to raise sod for sale. This business led the way to the building of Green Harbor Golf Club, a nine-hole course on what was formerly a cranberry bog. After a number of years nine more holes were added. The course is a walking course and has not had golf cars since it opened. To read more about the Green Harbor Golf Club and the Francis family's involvement please visit the website at greenharborgolfclub.com.



By Don Hearn

N.E.S.S.



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**Golf Course Superintendents Association of New England
The 23th Annual Scholarship and Benevolence Tournament**

In memory of

Dr. Joseph Troll and James O. Beane, CGCS

Monday June 27, 2016

Cyprian Keyes Golf Club

284 East Temple Street, Boylston, MA 01505



Our Hosts:

Jason Paradise, Superintendent

Dick Zepp, CGCS, Director of Maintenance

The Frem Family

10:30 am: Registration and practice area available

11:30 am: Buffet lunch

12:30 pm: Shotgun start

Cocktails, Dinner and Prizes (hosted bar for first hour) after golf

Cost \$200.00

Dress: Golf Attire

Lunch or Dinner only \$50.00

Locker Rooms Available

[Click here to register](#)



Kevin Doyle - GCSAA Updates



In our industry we are required to notice trends at our facilities and within our industry. New tools or tricks utilized by others can often assist in making needed improvements. We also might notice some trends at the chapter level, when the same superintendents might regularly help develop education events, be progressive about environmental efforts, or take critical action in government relations initiatives. A member who might fall into one such category could be considered engaged. Maybe if they fit into two of the afore mentioned chapter efforts we would consider them highly engaged? I think you can figure out where this is going. Picture a superintendent who has become a regular participant in all three endeavors, at both the local and national levels. You might have a vision of a young up-and-coming superintendent with a bright future. I picture 58-year-old Les Carpenter, superintendent at Newton CC in Newton, NJ. While “young” might not fit the bill, if recent trends are any indication, I think the future for Carpenter just keeps getting brighter.

“Three or four years ago I looked in the mirror and said you’ve been a superintendent over 30 years and this business has provided a great life for your family, my father and his family, my brother and his family, me and my family. Now my sons a little bit interested. I attended meetings and have gone to the education events but I’ve never really done anything to give back to the association. That was when I decided to get involved.”

And get involved he did. Carpenter began giving back at the chapter level first by joining the GCSA of New Jersey education committee “seven or eight years ago.” After diving in and getting involved a little more a, GCSANJ director’s position opened up in his district and he has served on the board since that time.

Currently Carpenter serves as the GCSANJ secretary, and works heavily on the chapter Rounds for Research committee. The passion and drive for R4R has deep and personal roots for Carpenter. Carpenter was the recipient of a Melrose Leadership Academy grant, through the generosity of Ken Melrose and administered through the Environmental Institute for Golf (EIFG), and proud member of the class of 2015.

“You have this perception when you come from a modest budgeted club way up in the corner of the state that no one really knows that much about, why am I going to apply? I’ll never get picked for the Melrose. I’ve obviously learned that that’s not the case.”

Carpenter continues to sing the praises of Mischia Wright, GCSAA’s Associate Director, Environmental Institute for Golf and Melrose coordinator, the EIFG and the Academy. Carpenter reached out to many in New Jersey in an effort to propagate the program among his peers and has vowed to continue to do so.

The personal development successes haven’t stopped there either. Carpenter continued the trend by receiving a grant from Bayer as a part of the Plant Health Scholarship program (in conjunction with the EIFG) in 2016. Carpenter was one of only two recipients. The program is designed to promote continuing education within the golf industry.

Carpenter’s environmental resume is quite impressive as well. A certified Audubon International cooperative sanctuary, which has recertified eight times, is just one of the many

accomplishments. Newton CC has been a finalist multiple years for the prestigious Metropolitan Golf Association’s Arthur P. Weber Environmental Leaders in Golf Award and been recognized by the New Jersey Turfgrass Association with their 2015 Environmental Stewardship Award.

“I think every superintendent is an environmentalist at heart.”

Have a quick conversation about environmental initiatives and you will find out that Carpenter has a big heart, and a lot of love for the environmental side of the profession. After discussions with Dr. Myers at Rutgers, he and his son Steven are experimenting with mowing height and frequency of cut in his native areas to control an overabundance of milkweed, without the use of pesticides. This will be the case study for Newton’s next Audubon recertification.

Carpenter has also joined the GCSAA Grass Roots Ambassador army. He has utilized the town hall format, often via telephone, to engage his representative and receive important policy stances on issues directly relating to golf. Carpenter looks forward to furthering the relationship with his representative by working towards a site visit.

Ask yourself: What have I done to give back to my association or industry? While there are many opportunities to become involved, there are exponentially more reasons to not engage. Les Carpenter found himself at a point in his life when taking that first step to giving back was in order. From committee work to involvement in national efforts, Carpenter has proved that it is never too late to engage in efforts large or small to make your mark. Next time you see an opportunity to engage and succeed, why not give it a try?

GCSAA Resources and Deadlines

you Get Cool Stuff from your Association Already:

Are you social?

Did you miss this valuable webinar? Maybe you use Facebook to keep up with family or friends who don’t live close by. Or you have a Twitter account and follow your favorite sports team or celebrities but don’t really Tweet. If you’d like a little help learning more about hashtags or how to use social media for business purposes join us for a quick 60-minute webcast. Claudia Alterman, digital content specialist for GCSAA, covers some of the basics then focuses on how to use social media to the benefit of your career, profession, club and industry. Visit the GCSAA TV archive [here](#) to check it out.

Top celebrities support 2016 "Thank a golf course superintendent" campaign

Hear what these celebrities have to say about golf course superintendents—our unsung heroes of the game. Engage your members or customers to enter their Thank You message at the link below for a chance to win a trip for two to the 2016 American Century Celebrity Golf Championship at Lake Tahoe, July 21-24.

<https://www.gcsaa.org/thankasuper>

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Want to add this to your club media (newsletter, Facebook, Twitter) please let me know. The GCSAA marketing department will format this appropriately for you!

Golf Course Environmental Survey: Thank You!!!!

Thank you to those who filled out the Property Profile and Environmental Stewardship Survey. GCSAA reached adequate numbers to validate the survey, and your participation provided vital information needed to advocate for the golf industry and superintendent profession. Check back here in the future to find out when the results are available!

Most valuable technician voting open

There is a candidate for GCM's Most Valuable Technician, presented in partnership with Foley United, from the Northeast region! Learn how J.R. Wilson brings a host of talents to his duties as the equipment manager at Noyac Golf Club and information about the other finalists [here](#). Take the time to make your selection, and consider nominating your tech next year!

Upcoming FREE webcasts:

June 2: Empowering Your Career - Equipment Management Series

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

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Follow me on Twitter @GCSAA_NE

5 Reasons to Buy Life Insurance, Even if you're Single and Debt-free

Not every single, debt-free person needs life insurance. But the vast majority do, for a wide variety of reasons.

1. You don't want someone else to have to pay your end-of-life and funeral expenses.

Without some kind of protection – even a small term life insurance policy – your parents or other relatives will end up paying your funeral costs, if you die unexpectedly. There can be other end-of-life expenses too, like hospital bills or other costs associated your home, work or personal life.

2. If you're young and healthy, you'll get the best rates.

Purchasing life insurance when you're young and healthy (and can breeze through underwriting) may also be cost-effective. That's because, as you get older (and potentially less healthy), the rates you'll pay will increase. Why not lock-in low rates now? Buying young can also protect your future insurability, since insurance companies often let you convert from one policy to another or add coverage at a later date, without having to go through most of the underwriting.

3. You want to leave a legacy.

You may not have children, but what about nephews, nieces or someone else who depends on you? Make sure they're taken care of if you're no longer around. Or, for a small premium, you could leave a legacy to a favorite charity or cause. Life insurance benefits are typically tax-free to the beneficiary.

4. You may not be single or debt-free forever.

Many life insurance policies allow you to trade up or add coverage, so buying a small policy before you get married or buy a home may be a good idea. Again, the sooner you purchase life insurance, typically the lower your rates.

5. You make too much to qualify for a Roth IRA, but still want to save more money for retirement.

If you make too much income to qualify for a Roth IRA, but have already maxed out your other retirement plans, you may want to consider life insurance. You can pay premiums and your money has the potential to grow tax-deferred, similar to a retirement plan. And, if you do it correctly, you can take loans from the policy income tax-free.

Want help figuring out if you need life insurance?

Contact your financial professional to review your specific situation. He or she can help you decide whether you need life insurance, and if so, what kind and how much you'll need. ❖

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May Horticulture Tips

By Jim Diermeier, CGM Horticulturalist, Winged Foot Golf Club

The activity in your landscape beds is about to go up a few notches as the days get longer, warmer and there is still adequate natural rainfall. Clubhouse turf areas will need regular mowing and shrubs pruning. Now that the crabapple trees have blossomed the odds of a last frost have passed. This means that the frost tender plants can now be moved out into the gardens.

General Landscape

- Check your irrigation systems now before they are needed this summer. Don't wait until natural rainfall requires supplemental irrigation.
- Monitor rainfall. When weekly rainfall is less than 1 inch supplemental irrigation may be necessary. Weeds are becoming more active so this is a good time to use mulches to smother them.
- Deadhead Rhododendrons, Azaleas, Mountain Laurels and Lilacs as the blooms fade. This directs more of the plants energy to new growth and flower buds for next year.
- Prune early blooming woody plants that bloom on previous season's growth if necessary. Prune these plants right after they finish flowering: Cherries, Magnolias, Lilacs, Rhododendrons, Azaleas, Dogwoods, Mountain Laurels, Forsythia, Flowering Quince, Flowering Currants, Pieris.

- Prune late blooming woody plants that bloom on current season's growth. Glossy Abelia, Butterflybush, Beautyberry, Shrub Althea, Oakleaf Hydrangea, Golden Raintree, Hybrid Tea Rose.
- Last call to transplant small trees and shrubs. Take advantage of the natural rainfall and cooler weather.
- Pinch back new soft growth of needled evergreens if you wish to control their growth and keep them compact and bushy.
- Plant tender summer bulbs like Calla and Canna Lilies, Dahlias and Gladiolus.

Flower Beds

- Plant seeds or set out seedlings of frost sensitive annuals. Because color sells you will find many of these plants in bloom in very small cell packs or 4.5" pots. I plant the 4.5". I find that the planting goes faster; it's easier for the crew with less damage and a more finished result. It's desirable to buy plants that have good green foliage and sturdy stems. Some frost sensitive annuals to consider are Ageratum, Angelonia, Annual Asters, Caladiums, Calendula, Celosia, Cleome, Coleus, Cornflower, Cosmos, Dusty Miller, Euphorbia, Gazania,

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MEET THE ROUGH MOWER THAT'S BETTER BY A WIDE MARGIN.

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Pest Alert

- Continued vigilance is necessary on slugs and aphids, which appeared last month. Both can reproduce without having to find a mate so their populations can build quickly. Aphid females can lay fertile eggs without the benefit of male input (called oogenesis) and slugs, like snails are hermaphroditic enabling them to fertilize their own eggs. Use a natural slug bait to control slugs. To control peach tree aphids on roses and other plants use the aphid chaser. On other plants you can use yellow sticky traps or spray the aphids with a recommended control.
- Later in the month you may see Tent caterpillars. The population of this moth can fluctuate over a 3-10 year cycle. The telltale sign is the large tent like silk web spun by the caterpillars as they feed on trees and shrubs. The caterpillars hide in the tent during the day and feed at night. The eggs started hatching out later in the month and so it is the best time to control them before they damage plants. Tent caterpillars will head down to the ground to pupate in July. The adult yellow-brown moths emerge next spring and lay eggs for next year's generation. The first line of defense is physical removal of the nests. The best time to catch the caterpillars in the nest is when they are not feeding from dusk to a few hours past dawn.
- The second line of defense is to use a highly selective insecticide that won't hurt potential predators and pollinators, Spray trees and shrubs with Bt (*Bacillus thuringiensis* var. *kurstaki*). If you can reach put the spray nozzle inside the tent as well. The caterpillars must ingest the spray that coats the plants leaves. Another good organic control when the tree or shrub is not blooming is neem oil.

Native Plants

- Native plants can be used around in your landscape beds to create sustainable landscapes. Most native plants are perennial and have extensive root systems that hold soil and slow runoff. Persistent stems, leaves, and flower parts which remain through the winter also reduce runoff, especially in the spring, as snow melts and rainfall begins before new growth is present. Particulate matter accumulates around these native plants and the plants themselves absorb chemicals such as nitrogen and phosphorous that would otherwise enter the runoff.
- Native plants have many positive characteristics. Native plants used as buffer strips along water margins slow runoff and absorb nutrients. They are also self-sustaining, and they support wildlife including beneficial insects, pollinators, and native birds.
- Successfully growing native plants requires an understanding of the evolutionary adaptations plants make to specific light and soil moisture conditions. Prairie plants have adapted to dry, sunny uplands, while woodland plants tolerate shade. Wet meadows contain plants species tolerant of sun and wet soils, while plant species in

the emergent zone grow with their stems above water and their roots in water. Submerged or floating leaf plants have stems and leaves under water with some parts above water.

- Once established, these landscapes can be managed by using principles of Integrated Pest Management, which emphasize lower pesticide usage. These sustainable landscapes require less chemical treatment, reducing the amount of chemicals put into the environment which have nontargeted effects on the ecosystem, its plants, and its animals.

Herbaceous Native Plant Selections

This list is by no means inclusive of all native perennial herbaceous plants of the Northeast. These are plants that I have used with success.

Agastache



Asclepias



Chleone



Chrysopsis



Dicentra



Echinacea



Eupatorium



Lobelia



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It's Not What You Say – It's How You Say It!

I'll bet you've been told that a few times.

Think of it this way. If someone tells you that "You look great today," and says it while making eye contact and smiling and speaking in a friendly tone, you'll likely take it as a compliment. If someone tells you the same words while rolling their eyes, shaking their head and speaking with derisive inflections, you'll know they're being sarcastic. The non-verbal components of a message are really the key to its effectiveness.

Eye Contact

If you look directly at the person you're talking with, it helps to communicate your sincerity and to increase the directness of your message. If you look down or away much of the time, you present a lack of confidence, or a quality of deference to the other person. If you stare too intently, the other person may feel an uncomfortable invasion. Don't try to maximize eye contact, but keep in mind that a relaxed and steady gaze at the other person, looking away occasionally as is comfortable, helps make conversation more personal, shows interest and respect, and enhances the impact of your message.

Body Posture

How you stand or sit is a huge part of how you come across and even how you feel. Watch other people talking with each other; notice how each is standing or sitting. An active and erect posture, while facing the other person directly, lends additional assertiveness to your message. A slumped, passive stance gives the other person an immediate advantage, as does any tendency on your part to lean back or move away.

Gestures

Gestures go with posture to lend strength to your self-expression. Accentuating your message with appropriate gestures can add emphasis, openness, and warmth. While gesturing is a culturally related behavior, a relaxed use of gestures can add power to your messages. Uninhibited movement can also suggest openness, self-confidence (unless the gesturing is erratic and nervous), and spontaneity.

Distance/Physical Contact

Distance from another person has a considerable effect upon communication. Standing or sitting very closely, or touching, suggests intimacy in a relationship, unless the people happen to be in a crowd or very cramped quarters. The typical discomfort of elevator passengers is a classic example of the difficulty we have in dealing with closeness! Coming too close may offend the other person, make him/her defensive, or open the door to greater intimacy. It can be worthwhile to check out verbally how the other person feels about your closeness. While this element varies a good deal among cultures, don't overlook it as you consider how to communicate more effectively.

Facial Expression

Let your face say the same thing your words are saying! Your expression should agree with your message. Ever see someone try to express anger while smiling or laughing? It just doesn't come across. An angry message is clearest when delivered with a straight, non-smiling expression. A friendly communication should come with a smile.

Voice Tone, Inflection, Volume

Again, it's all about how you say it. The same words spoken through clenched teeth in anger offer an entirely different message than when they are shouted with joy or whispered in fear. A level, well modulated, conversational statement is convincing without being intimidating. A whispered monotone will seldom convince another person that you mean business, while a shouted epithet will likely bring on defensiveness. Listen to your tone (is it raspy, whiny, seductively soft, angry?), your inflection (do you emphasize certain syllables, as in a question, or speak in a monotone, or with "sing-song" effect?), and your volume (do you try to gain attention with a whisper, or overpower others with loudness?). Learn to control and use your voice effectively; it's a powerful tool in self-expression.

Fluency

A smooth flow of speech is a valuable asset to get your point across in any type of conversation. It isn't necessary to talk rapidly for a long period; but if your speech is interrupted with long periods of hesitation, your listeners may get bored, and will probably recognize you are very unsure of yourself. Clear and slow comments are more easily understood and more powerful than rapid speech filled with long pauses and stammering. Record yourself talking on a familiar subject for thirty seconds. Then listen for—and work to correct—pauses and space fillers such as "uhhh..." and "you know...." and "right?"

Listening

Listening is not simply the physical response of hearing sounds. Effective listening may involve giving feedback to the other person, so it's clear that you understood what was said. Listening requires tuning in to the other person (stop other activities, turn off the TV, stop looking at your phone messages, ignore other distractions, focus your energy in his or her direction); paying attention to the message (make eye contact, nod to show that you hear); and actively attempting to understand before responding (attend to the feelings behind the words—rather than trying to interpret or come up with an answer). Good listening will make all of your assertions more effective, and will contribute hugely to the quality of your relationships.

Thoughts

Do you agree that it's a good idea in general for people to be assertive? What about speaking out yourself when the situation calls for assertive action? Some people, for instance, think it's not a good idea for anybody to express himself or herself. And some say it's okay for others, but not for me. If either of these beliefs rings a bell with you, it's time to reconsider your attitude about thinking and behaving assertively.

Content

Of course what you say is important. Just remember that how you say it is at least half of the message.

There is no magic bullet that will make all relationships perfect, whether intimate, close, cordial, or distant. And "assertiveness" is not defined simply by a few memorized phrases or by standing up straight. Nevertheless, you can make a difference in the way others treat you by expressing yourself effectively. Working on the nonverbal components of your communication is one effective way to do that. ❖

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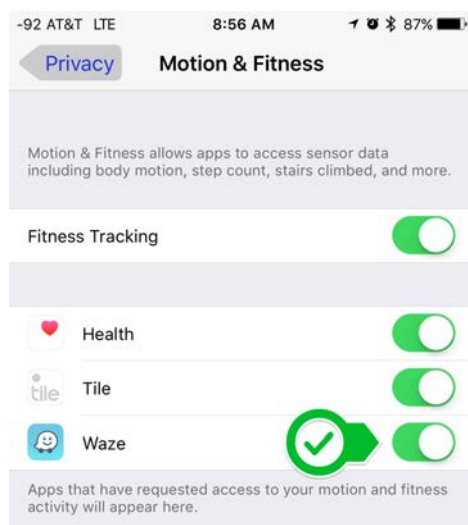
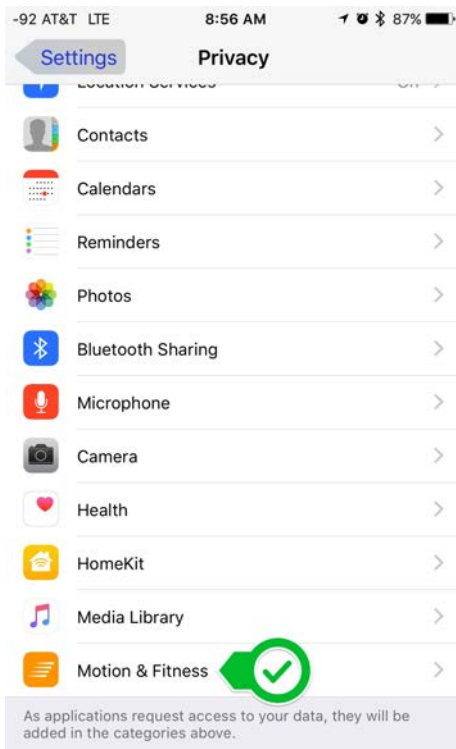


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Tech Tip

By Jason VanBuskirk

I got into an interesting conversation the other day with my dad. We were discussing directions. Just the normal back and forth of how to get to certain places in a certain amount of time. My dad has always had this distinct ability to drive to a location without really needing exact directions. But our discussion covered the idea of getting somewhere quickly. You know, trying to avoid traffic at 4:30 on a Friday afternoon? I was curious how he did it, but also somewhat concerned that he wasn't using his iPhone to its fullest potential. Most of the time he has that sound life advice to provide, but when it comes to technology he turns to me, his geeky son. I told him about Waze. You know that awesome GPS app? Yes there are plenty of GPS apps available, but this one weighs in at the top. Not only does it help assisting you to avoid traffic as you travel, but it also increases your professionalism by helping you show up on time. Waze scans traffic before you're supposed to leave, and even sends you a notification telling you what time to leave by in order to get there early given the current traffic. There are a few things you need to do to help this process, but they are quite simple. First, make sure you have entered the address of your destination on your calendar appointment. Next, on your phone settings, follow the pictures below. Going to your settings, start out by tapping Privacy. Once in Privacy, tap on Motion & Fitness. Now that you're in there, make sure Waze is selected to track your motion. Once you've followed these steps, enjoy never being late again, or if you are, you won't be able to blame traffic! ❖





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The 2016 Turfgrass Field Day at the University of Connecticut offers exciting educational opportunities for turfgrass professionals of all levels.



The date of the Field Day has been selected in order to provide the best

opportunity to view the research plots when they are under the greatest summer stress. Cutting edge research in the areas of lawn care, sports and golf turf management will be presented.

Attendees will have an opportunity to discuss ongoing research and management concerns with the UConn turf team. In addition to seeing the latest



research results, turfgrass professionals have the opportunity to interact with exhibitors and discuss the latest developments and challenges in the industry.

AGENDA:

7:30	Registration opens/continental breakfast
7:30-8:45	Visit with exhibitors
8:45-9:00	Welcoming remarks
9:00-11:30	Guided tour of research plots
11:30-12:00	Visit with exhibitors
12:00-1:00	Lunch
12:30	Ice cream social with exhibitors in vendor section
1:00-3:00	Visit with exhibitors
1:30-2:30	Afternoon Workshops (Separate registration required)
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Turfgrass Science Program

Plant Science and Landscape Architecture

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ANNOUNCEMENTS

Welcome New Members:

- **Katherine Arcari**, Affiliate, Winding Brook Turf Farm
- **Daniel Brown**, Affiliate, Country Club Enterprises
- **Delea Sod Farms**, Friend of the Association
- **Frank Kulig IV**, Superintendent, Oak Ridge Golf Club
- **Rob Wyllie**, Superintendent, Boothbay Harbor Country Club

Our condolences are extended to the Sinisalo family on the passing of longtime member Eric Sinisalo who passed away on April 29, 2016. Eric had been employed at the Nehoiden Golf Club at Wellesley College for over thirty years.

Our condolences are extended to the Francis family on the passing of retired member Manuel (Manny) N. Francis who passed away on May 6, 2016. Manny had a wonderful life and career and was an active member during his years as superintendent of the Belmont Country Club in Belmont, MA.

Our condolences are extended to the Larson family on the passing of Harry Larson, a veteran of the turf industry, who passed away on May 23, 2016 after a long battle with cancer. Harry had a long time affiliation with the Jacobsen Company as a technical representative.

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.

Tournament Results:

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Issues (List month and total number): _____

Amount of Check: _____ (Made payable to "GCSANE")

Member Rates:	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)	☐\$ 90.00	☐\$ 342.00	☐\$ 486.00	☐\$ 648.00	☐\$ 918.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	☐\$150.00	☐\$ 570.00	☐\$ 810.00	☐\$1080.00	☐\$1530.00
<input type="checkbox"/> 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.

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