



# THE NEWSLETTER

Golf Course Superintendents

Association OF NEW ENGLAND, INC.

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

July 1991

## Golf course superintendents swear by the Northeast Autumn "Quechee Classic"

### August Meeting

#### Superintendent Championship

Thursday, August 1, 1991  
Weston CC, Weston, MA

Don Hearn, CGCS  
Host Superintendent

Guest Speaker  
Richard Shaw  
Bowhers General Agency

Retirement - What Your Club  
Can Do For You

9:00 a.m. Board Meeting  
10:30 a.m. Regular Meeting  
11:00 a.m. Education  
Lunch after Education  
1:00 p.m. Golf

(Fifty golf carts available  
to first 100 players.  
The rest will have to walk.)

Reservations required  
Call before July 29, 1991  
(617) 527-6968

Don is in his 19th year at Weston C.C. Prior, he was at Lexington Golf Club for five years. He is also a graduate of the UMass Turf Winter School.

Don has come up through the ranks of officers in the GCSANE, ending as President. In 1987 Don served as the President of GCSAA. He lives in Chelmsford with his wife Joan and children Donny, 20 and Kristin, 18. We all look forward to a fine day on August 1.

Directions: Exit 26 off Route 128. Take Route 20 West. At first set of lights, take a left. Take first left onto Maple Road. Go straight to Club.

It's the talk of the profession, even in the middle of the summer when it's still a couple of months down the road. And why not? Mark Fuller's Northeast Autumn Classic is something to crow about.

Fuller, who has taken giant steps up the professional ladder at the Quechee Club in Quechee, Vermont to the point where he's operations manager for the 6,000-acre spread, has turned an informal shoot-around into the creme de la creme of golf tournaments with only the golf course superintendents in mind.

"Right," Fuller explained. "This is our 11th tournament coming up and there doesn't seem to be any stopping its popularity. The field is always full, the waiting list is still growing, and I can't ever remember anyone leaving here upset...unless it was over a short putt he missed."

The Northeast Autumn Classic is a golf tournament strictly for golf course superintendents. The playing format is a two-man, best-ball, gross and net affair. That's the only formal aspect of the three-day affair. Otherwise, the agenda is designed to allow supers the opportunity to unwind at the end of a long season of

accommodating the needs (sometimes demands) of members and others looking for only the best of playing conditions.

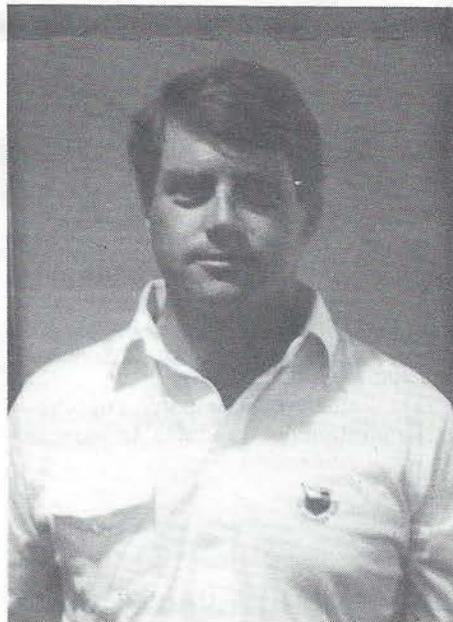
This year the Classic will be staged Sept. 29, 30, and October 1. Presently the field is limited to 80 players or 40 teams. However, at this writing Fuller was toying with the idea of expanding it to 100 supers.

"That would be quite a gathering," he said. "You put 100 superintendents together for three days and the experience is overwhelming. Not only do we have fun, the educational spinoff opportunities are countless. You know what happens when you start shooting the breeze. Sooner or later you get to shop talk and that can lead

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**"There doesn't seem to be any stopping its popularity. The field is always full; the waiting list is still growing."**

**Mark Fuller**



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Newsletter Editor

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GERRY FINN  
Contributing Editor

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to a number of things, maybe finding a solution to a problem or getting an idea for an innovative improvement in the way you set up your maintenance schedule."

Shooting the breeze is just what got the Classic rolling when Fuller was still a relative fledgling in the profession as superintendent and maintenance director for town recreational areas in Westport, CT. He and three other supers batted around the possibility of running a superintendent-only golf tournament as a sort of stress relief venture. Mark volunteered to host it, the effort picked up steam with increasing numbers over the next six years, and Mark made it part of his future

***"Every cent goes back into the tournament to make it as enjoyable as possible for all the entries...it's like a reunion of sorts."***

**Mark Fuller**

book when he got the call to become superintendent-property manager at Quechee in 1984.

"We didn't get to have the tournament my first year here," Mark recalled. "It was kind of hectic for me because I was walking into a job where there was a lot to do to get it back into top playing shape. So, that took all of my time. But when the two courses got back on their feet, I was right there with a request to renew the Classic and approval by my committee members was unanimous. It's been that way ever since."

Quechee waives green fees and cooperates with Fuller in housing arrangements and other side responsibilities to make the Classic even more attractive each year.

"This isn't a benefit or a charity event for any cause," Fuller told. "Every cent goes back into the tournament to make it as enjoyable as possible for all the entries. After all, these guys are my friends, my peers. It's like a reunion of sorts. I think we have about 60 supers who haven't missed a single tournament. They can't wait to get here, especially for those wild skins games we have. I guess the best way to describe the three days is with the word, relax. In other words, it's three days of no-pressure existence. All the golf course

superintendents will know what I mean by that."

The Classic, played on Quechee's two premium courses (Highland and Lakeland), never would have materialized if Fuller had gone the way of his original professional plan. In fact, he still can't believe he wanted to be a graphics designer, but that's where he was planted after earning a BS degree in graphic arts from Bridgeport University.

"The commute helped me change jobs," Mark disclosed. "I had a job in New York and was commuting from Fairfield County (CT). That was a killer, not to mention my prospects of getting to the top in my business. The best was to describe my title is, 'junior paste-up editor'. Right, it was just as boring as it sounds. So, I was ripe to give that up for something else."

The greener pastures were right in Mark's back yard or next door to his family's home in Watertown (CT). He had worked at the Crestbrook Country Club summers and went back there while taking turf management courses at UMass. He moved to Longshore Golf Club in Westport as assistant superintendent and two years later he was in charge of the golf course and sprawling two recreation outlets.

Next came the opportunity for bigger things at Quechee and he plunged himself into restoring the Highland and Lakeland layouts into the much-acclaimed golf courses they once were. Today, they are back at the top of the state's best-layout list and Mark has turned over the superintendents responsibilities to capable Ken Lallier.

In between Mark has earned an MBA degree at Northeastern and became one of the key people in the overall operation of the Quechee development. He's the man behind Quechee and the man behind the Northeast Autumn Classic. That's going two for two in any man's league.

**GERRY FINN**

## Calendar

Aug. 1	Supt. Championship Weston C.C. Weston, MA
Sept. 9	Member-Member Tourney Foxboro C.C. Foxboro, MA
Oct. 3	Research Tournament The Country Club Brookline, MA

# The Super Speaks Out:

*This month's question: With the tournament season in full swing, what is your part in the physical preparations for the event, how do you handle maintenance while it is being played, and what kind of clean-up job are you left with at tournament's end?*

**Bob DiRico, Brae Burn Country Club:** "As for the responsibility for marking the course to define hazards and other distinctive areas and pin placement, it all comes back to me.

"I guess everyone's satisfied with the way I set the pins and cut the



cups because the Massachusetts Golf Association leaves all those things to me, even for the State Amateur which we are scheduled to host the first of the month (July).

"That tournament, plus the club's big four-day, member-guest event, just happen to be falling in the same month — the state at the beginning and the member-guest at the end. That's probably the biggest problem I'll have in the way of giving

**"My members are good about repairing nicks on the greens."  
Bob DiRico**

players in both events the top playing conditions they expect when they come here.

"It means that we'll have to live with a stress period that lasts just about the entire month. The course will take a pounding, that's for sure. It has to because of the amount of play, especially when the state am players are trying to qualify for the rest of the tournament.

"However, I'm not really worried about things like ball marks on the green and divots that aren't replaced. Most of the low handicap golfers are aware of what they have to do to help retain top-notch conditions. And my members are pretty good about repairing nicks on the greens and other delicate areas.

"That part of the maintenance requirements I can live with. Another is a strain on my crew, though. Their schedule is like something out of a swing shift worker's arrangement. During tournaments they'll probably work 4:30 in the morning

till 9, then come back in the afternoon and pull duty from 3 to 9 or whenever it gets dark.

"When the tournament ends, usually on a Sunday, we look forward to an uncrowded course on Monday to catch up on any damage that might have occurred. We close Monday mornings and try to keep afternoon play down by encouraging members to let the course sit for a while. Overall, it's no big hassle. We manage all right."

**Paul Jamrog, The Orchards Golf Club:** "We have a pretty good system here, setting up the course for a tournament. Our pro marks the course, and I mean he does the actual marking, and I'm responsible for setting the pins and tee markers. It works pretty well, too.



"The course preparation doesn't vary much from tournament to tournament because the rough stays just about the same height all year as well as the fairways.

"The only difference might come on the greens, but it's ever so slight. I probably slow down the speed just a hair for regular play, so we double-mow them for major tournaments. The only time we use a Stimpmeter is to see if all the greens are consistent speed-wise.

"Tournaments probably are tougher on my crew than anybody. They have to come in and out and do their work at the con-

**"Tournaments probably are tougher on the crew ..."**

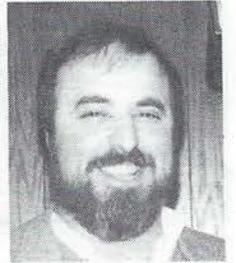
**Paul Jamrog**

venience of the tournament schedule. This means a lot of early, early mornings and a lot of late, late nights for them.

"Oh, one other thing. Our member-guest always is wall-to-wall, meaning the course is loaded with golfers and carts.

Last year we were hurting because rain was around almost every time a tournament was played. That put stress on places where the carts were supposed to go as well as where they weren't supposed to be. But we bit the bullet and the course held up pretty well. So, I don't climb walls when there's a tournament ahead."

**Jack Pluta, Country Club of Pittsfield:** "There isn't much confusion here as far as marking the course goes. I used to do it for tournaments, but the pro does it now. It really doesn't matter, though. Most of the people who play our course believe as I do — you put the ball down on the tee and you don't touch it again until you take it out of the hole.

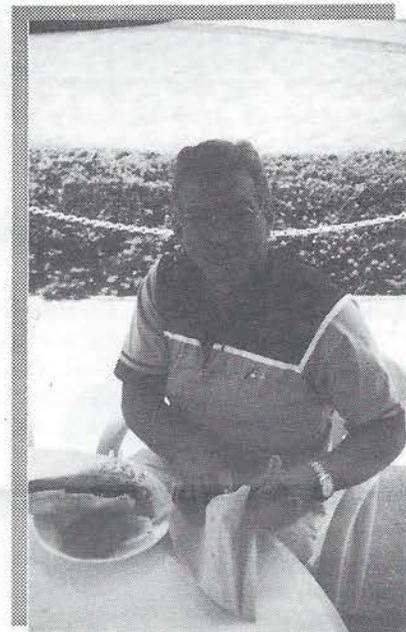


"Pin placements and setting tee markers are on my things-to-do list at tournament time. I have a good idea where they should be. After all, most golfers are 15-handicap or more so they're more interested in getting the ball on the green than trying to finesse it near the pin.

"Setting up the course isn't any different for tournaments, either. When guests or state amateur contestants come in, we don't try to trick up the course or make it as long as it can stretch out. Letting the rough grow to ridiculous heights is also something I and my members frown on. The only thing that gets you is a course defined by a hayfield, after it's cut down.

"Actually, tournaments are no different in my program than regular weekend play. Our greens are fairly fast to begin with, so we don't mess with them for tournaments. Same goes for divots and ball marks, we get the same amount, tournament or regular play and we're average replacing divots and repairing ball marks. All in all, tournaments don't put much strain on me and my crew. All it means to us is a little more activity around the first tee and the clubhouse."

GERRY FINN



## At Marshfield C.C. June 10

Clockwise from far left: Marshfield host Bob Mathews; Richard Callahan (l.) and Rich Caughey (r.); Bert Frederick bulking up for a round of golf; and the trio of (l. to r.) Alan Anderson, Dennis Friel, and Mike Hannigan.

# A message from the President

Since 1949, Ouimet has been thought of as the official charity of golf in Massachusetts as it has awarded 2700 students over \$5.5 million in aid. The fund was originally started as a caddie program, but superintendent and pro shop help have been eligible for many years. Caddies, in fact, make up only 35% of the current applicants.



The fund is open to public, semi-private, municipal, resort, and private courses. Its major support comes from Ouimet Bag Tag sales at clubs throughout the state. A lot of clubs are in the bag tag program, but many more don't realize the benefits of Ouimet, or don't know they are eligible. If your club is not involved, or you think they should be, talk it up with your

golf chairman and members.

In an age in which attracting and retaining good young help is an even more critical need for superintendents, one group stands out a true partner to the profession.

I'm proud to announce that over 22% of the Ouimet Fund's freshman scholarship applicants are young people who have given three years of service to golf in Massachusetts superintendent operations. We're making a big effort to let people know that Ouimet Scholarships are for everyone in the golf business, and I would encourage all of you to have your young people look into Ouimet scholarships.

The potential incentive of these scholarships gives the superintendents a great advantage over other service economy jobs in attracting good, young people. Our jobs are tough enough, but having motivated young people to commit for three years can be a tremendous advantage. If your club isn't already involved in Ouimet, I urge you to look at it closely.

Currently, the Ouimet Fund is awarded a total of 150 financial scholarships worth \$300,000 to students attending 96 colleges and universities. These students have given service at 99 clubs in Massachusetts. The superintendent ranks are currently accounting for 28

awards and have been growing steadily in recent years. The thing that we're proudest of is the fact that two of those students earned degrees at Stockbridge this spring and plan to continue with golf careers in turf management. You should also realize that if you project the current applicant pool against our annual scholarship totals, we could award the superintendent areas as much as \$63,000, and if you projected that over the four years a class is in college, we could give back over \$250,000 to your staffs.

The Ouimet Fund is currently developing a long-term strategy which includes extensive involvement with the various Superintendents and golf professional associations. We call this our "Partners in Golf Program" which means that we are all in the golf business together - as the official charities working to help you, your club, and the young people. You'll be hearing a lot more about the Ouimet Fund in the future.

Many thanks to Turf Specialty and Kevin Lyons for their check for \$1465 awarded to the Ouimet Fund for the purchase of three framed Ouimet stamp lithographs. These limited edition collectors items will be raffled off at various research tournaments in the area.

**PAUL MILLER**

# Bill Flynn and the MGA serve best interests of golf

by Gary Larrabee, for the GCSANE Newsletter

Bill Flynn has always been energized by the golf business. Ever since he became a golf professional more than 30 years ago, Flynn has experienced an insatiable appetite to broaden his professional involvement in the game.

So it came as no surprise to his friends and associates 20 years ago when he acquired Lakeview Golf Course, a popular nine-hole executive course in Wenham, Mass., and 15 years ago when he took over Far Corner Golf Course, an 18-hole, 7000-yard public course in nearby West Boxford.

The purchase of the two layouts led to the formation of Bill Flynn Golf Course Management Inc., his company that has most recently made a name for joining forces with the Massachusetts Golf Association and saving failing golf courses.

Flynn's company has managed George Wright Golf Club in Hyde Park, Mass. for 10 years, Mount Hood GC in Melrose, Mass. for eight years, and just this past March assumed management of Ipswich (MA) Country Club, whose original owners were forced into bankruptcy and could not make mortgage payments to the Bank for Savings in Malden.

Flynn's company runs these operations in conjunction with MGA Golf Course Consultants Inc., an arm of the Mass. Golf Association, whose sole purpose for existing, as MGA executive director Dick Haskell is proud to point out, "is to promote and serve the best interests of golf in the state."

In fostering a unique working relationship with Flynn, the former head pro at Thomson CC in North Reading, Mass., the MGA, Haskell added, "has tried to respond to the needs of the state's golf community, seeking to save courses in financial trouble and at the same time provide expertise to those individuals, companies, and towns exploring the pros and cons of building or owning courses in this period of tremendous golf growth."

That's a mouthful, but that's exactly what the ongoing Golf Boom is — a mouthful. A mouthful with great complexity.

"More golf associations must get involved with this aspect of the game:

dealing with courses and clubs that get in financial trouble," says Harry McCracken, a former MGA president who is managing director of MGA Golf Course Consultants and works closely with Flynn on Mt. Hood, George Wright, Ipswich, and related matters.

Flynn, a member of the Golf Course Superintendents Association of America and the USGA Greens Section, appreciates the role superintendents play in the operation of every course, public and private.

Granted, Flynn is in the golf course management business to make a living, but he is also in the business because he loves it. "Golf has been my life, as a caddy-master, club professional, player, club manager, and now with my management company," Flynn says. "If I don't make things work right at the clubs and courses I take over, I won't have a company very long. But I like to think I've made things work and made the operations at these clubs benefit everybody, especially the golfer."

"The MGA's relationship with Bill Flynn has been good for golf in Massachusetts," Haskell states unequivocally. "The MGA's relationship with Flynn exists for one reason only, in fact, to help courses function successfully. That's part of serving and promoting the best interests of the game in the state.

"At the same time, nobody is more giving of his courses for use as tournament sites than Bill Flynn. Moreover, he has always displayed a high priority of consideration for the role of the course superintendent in the successful operations of his and the MGA's courses."

"Course superintendents never get the credit they deserve," says Flynn. "People are quick to criticize greens if they are too fast or too slow and for the most part are not aware of the many facets of their job and what is entailed in keeping a course in good shape. They work with the elements and now, well, with conservation groups concerned about what fertilizers and chemicals we use on the course, they have to be extra careful."

Flynn is quick to compliment the jobs

his superintendents do: GCSAA members Jim Amor at Far Corner and Greg Carr at George Wright, as well as Charles Crowley at Ipswich, Tom Tinsley at Lakeview, Bob Christopher at Mt. Hood, and Bill Foley at Franklin Park, the course located in the Dorchester section of Boston that Flynn runs for the city of Boston. Frank Stasio oversees the course maintenance at all of the courses Flynn either owns or manages.

Amor, 42, is a Danvers native and resident who has run the Far Corner operation for Flynn for eight years and is an accomplished player as well.

Carr, 30, hails from West Boxford and worked at Far Corner for 12 years before taking the George Wright assignment three years ago.

Carr and Amor have attended winter courses in golf course management, agronomy, etc. at UMass Stockbridge.

Foley, 26, originally was under Carr at George Wright before being promoted to the top post at Franklin Park two years ago. He is from Jamaica Plain.

Christopher, 59, served as club manager at Mt. Hood before assuming the superintendent duties six years ago. He is from Wakefield and lives in Danvers.

Crowley, the new man in charge at Ipswich, served as the assistant superintendent there under Wayne Lacroix for the last two years. He moved to Andover CC with Lacroix but returned to Ipswich after Flynn took over the management in March. Crowley, 35, lives in Salem.

Tinsley, 73, retired from his career in the trucking business and, after a stint at Thomson CC, became superintendent at Lakeview. He has been on the job five years.

Stasio, 57, has been in the golf course irrigation business for many years and has done much of Flynn's design and construction work on the courses. The Pembroke native built the new executive nine at Tara Ferncroft.

McCracken was quick to note the cooperation the MGA and Flynn have received from the GCSAA New England and chapter officials such as Don Hearn of Weston, the former National President, and Paul Miller of Nashawtuc, the chapter President.

"As knowledgeable as Mr. Flynn is on golf course operations, we couldn't be as successful as we've been without the expertise and cooperation provided by on-course superintendents and the people like Donnie Hearn and Paul Miller," said McCracken. "With their assistance, we feel we've been able to make the courses we have taken over viable for their memberships, public players, and owners."

## Read Sand & Gravel promotion benefits Ouimet Fund

Joe Farina, Golf Course & Turf Specialist for Read Sand & Gravel, has announced that his company will sponsor a special one year promotion by which Read will contribute twenty-five cents to the Ouimet Fund for each cubic yard of any material delivered to any golf course Read services.

Farina's Golf Course Division supplies the golf industry with USGA specification materials, including top dressing mixes, top dressing sand, and bunker sand. The company also provides screened loam, mulch, stone, and stone dust products for drainage and cart path construction. The company delivers to country clubs, golf

courses, and driving ranges quantities from four cubic yard trucks to multiple 35 cubic yard trailer loads.

"I speak for both the GCSANE and the Ouimet Fund in saying that we are all delighted that Joe Farina and Read Sand & Gravel have made this wonderful offer. Joe comes from a great golf family and he and his company have a wonderful understanding of how the Ouimet Fund benefits our industry and they want to help us. I appreciate what they are doing for all of us, and extend my best wishes for a great concept. I hope other companies will join with contributions or other forms of

Ouimet support," said GCSANE President Paul Miller.

"This is a winner for everyone involved. It is good for the Ouimet Fund and the Superintendents. It is good business for the Read Company and at the same time gives the superintendents, managers, and course owners a chance to make a contribution along with the Read Company. We're proud to be involved with the Ouimet Fund and the golf industry this way," said Farina.

The promotion will run from August 1, 1991 to August 1, 1992. For further information, contact Joe Farina at 617-878-2955.

## DIVOT DRIFT ...announcements...educational seminars...job opportunities ...tournament results...and miscellaneous items of interest to the membership.

### EXTRA SPECIAL CONGRATULATIONS!



Congratulations to Kip Tyler on a *super* job grooming Salem Country Club for the Massachusetts Open!

### SPECIAL EVENT

The annual University of Rhode Island Turfgrass Field Day will be held on Wednesday, August 21, 1991 at the Turfgrass Research Farm, Plains Road, Kingston, RI 02881.

For additional information, contact Dr. N. Jackson, Plant Sciences Department, Woodward Hall, Kingston, RI 02881.

### INFORMATION

The Landscape Pest Message System is on line for the 1991 growing season. Call 617-894-3115 for an update on the management of turf and ornamental pests as well as the number of accumulated growing degree days being calculated in Waltham and Wareham. The message is updated every Wednesday afternoon, and is available 24 hours a day, seven days a week.

### POLICY

The board requests that if at all possible, comments and criticisms be put in writing and addressed to a board member.

### MEMBERSHIP

Welcome New Members: Robert Donovan, Associate Member, Glen Ellen C.C.; John Allen, Regular Member, Lost Brook C.C.; Cost Davis, Regular Member, Cranberry Valley C.C.; and Michael Cassidy, Assistant Member, Tedesco C.C.

Welcome New Affiliate Members: Bruce Budrow, Raymond Purdy, Bruce Chapman, Nora Berard, Joe Farina.

New Friends of the Association: Agriturf Inc., Hatfield, MA and Golf Direction Associates, Foxboro, MA.

New Student Members: Joseph R. Swing, John M. LeBlanc, John W. Dryslowicz, and Frank C. Dally

Lucien E. Duval of York Golf & Tennis has been voted in as a Life Member.

### TOURNAMENT RESULTS

#### Superintendent-Chairman Results Longmeadow C.C. - June 3

Low Gross: Mt. Pleasant - Jack Hassett-Dave Walsh; Low Net: Heritage Hill - Charlie Dickow-Brian Cleary; 2nd Net: Kittansett - Lenny Blodgett-John Spring; 3rd Net: Needham Golf Club - Ron Kirkman-George Lambert; 4th Net: Thorny Lea - Joe Rybka-Richard Nota; 5th Net: Concord - Dick Duggan-Bob Loverud; 6th Net: Tatnuck - Steve Chiavaroli-Steve Gabrielian; 7th Net: Brae Burn - Bob DiRico-Ben Robelan; 8th Net: Foxboro - Andrew Langlois-Rich Hacunda; Closest to Pin: Super - Ron Kirkman, Needham; Chairman - George Lambert, Needham

#### GCSANE & CCTMA Joint Meeting Results Marshfield C.C. - June 10

(Point Quota)		
1st	Keith Gavin and Ron Kirkman	+9
2nd	Dick Zepp and Bob Brown	+6
3rd	Mel O'Kelly and R. Osborne	+5
4th	Wayne Zoppo and Bob Chisholm	+1
	Dave Barber and Dick Matthews	+1
	Art Silva and Tom Colombo	+1

Congratulations to Bob Brown of Sawtelle Bros. on scoring an Eagle 2 on the 317 yard par 4 thirteenth.

# Please Patronize These FRIENDS OF THE ASSOCIATION

## AA Will Materials Corp.

168 Washington St., Stoughton, MA 02072  
Top dressing, sand, loam, trap sand,  
decorative stone  
Est. 1886

## Agriturf, Inc.

59 Dwight St., Hatfield, MA 01038  
Fertilizer, seed, and chemicals for turf  
1-800-824-2474

## Baker Golf Cars

40 Walker St., Swansea, MA 02777  
(508) 379-0092  
Reps, Ray Chadwick, Bob Kinyoun

## Bartlett Tree Experts

Tree Maintenance, Fertilization &  
Consulting  
153 Rumford Ave., Newton, MA 02166  
(617) 969-5990

## The Bordon Company

Maynard, MA, Tel: (508) 897-2571  
Sales Rep. Jack Borden  
Bulk Limestone Dealer

## Boston Irrigation Company

Dedham, MA  
John Ramey, Paul Kenyon  
(617) 461-1560  
Distributor of Irrigation Supplies  
and Accessories

## The Cardinals, Inc.

166 River Rd., P.O. Box 520  
Unionville, CT 06085  
Golf Course & Landscape Supplies  
John Callahan (203) 673-3699

## C & J Equipment, Inc.

188 Main St., Wilmington, MA 01887  
John Deere Golf & Turf Equipment  
(508) 658-2022—Kevin O'Donnell

## Geoffrey S. Cornish & Brian Silva

Golf Course Architects  
Fiddlers Green, Amherst, MA 01002

## Country Club Enterprises, Inc.

Club Car Golf Cars, Carryalls/Utility Cars  
P.O. Box 400, W. Falmouth, MA 02574  
(508) 563-2284

## Chester Drake & Sons, Inc.

222 Walnut St., Framingham, MA 01701  
Golf Course Construction  
(508) 875-7929

## Eianco Products Company

Stephen C. Dolinak  
31 Old Town Trail, Narragansett, RI 02882  
(401) 789-9017

## Gold Star Wholesale Nursery & Sod Farm

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# Friends of the Association profiles

## *The Tom Irwin Company*

The Tom Irwin Company, supplier of turf maintenance products to over five hundred golf courses, parks and recreations areas in the New England area, was founded in 1959 by Norman J. Irwin. Originally based in Rowley, Mass. on the farm of Tom Irwin, Norm's father, the company outgrew the confines of that location and in 1969 moved to its present facilities in Burlington. This central location, with easy highway access and sufficient warehouse and office space, both improved service and allowed for the growth and expansion of the company.

Jack Petersen joined in partnership with Norm in 1960. Their innovative service technique, first using Volkswagen vans as on-site mobile warehouses, brought to the superintendent a new convenience in the purchasing of turf maintenance products. Wayne Ripley joined the staff in 1971. His service area covers Rhode Island and the Cape Cod peninsula.

In 1969, Norm and Jack, working with Grumman Aircraft Company and GMC, purchased and had customized the now familiar aluminum step vans to expand on the "Warehouse on Wheels" concept. These vans, capable of carrying a larger and more diverse stock of turf maintenance supplies, gave the Tom Irwin Co. a service edge. Dennis Friel joined the staff in 1979. His area includes Maine, Greater Boston, and the South Shore.

The older vans were replaced in 1988 with five new Grumman/GMC vehicles that continue to serve the New England area. Paul Skafas joined in 1984 to service Vermont, New Hampshire, and northeastern Mass. Chris Petersen joined the team in 1989 covering the Worcester area and western Mass. For golf course maintenance supplies including chemicals, seed, fertilizers, and tee to green hardware, you can depend on The Tom Irwin Company.

## *The Cardinals, Inc.*

The Cardinals, Inc. was established in 1984 by owner and operator John P. Callahan.

We are a complete licensed supplier of golf course and landscape materials of the highest quality, i.e.: tee to green poles,

flags, etc., seed, chemicals, irrigation, fertilizer, benches, coolers, hose, rope, and many other miscellaneous items. Represented by son John and brother Richard serving the industry with well stocked display vans on a daily basis. The inventory in the warehouse is up to date and generates quick service.

John has been involved with golf course operations since 1955. He interned at Lexington Golf Course with Ted Murphy, graduated from Stockbridge at UMass Turf School in Joe Troll's first class, constructed the first eighteen holes at Green Meadow Golf Course in Hudson, NH, supervised construction at the Tara Golf Course in Hyannis, and was superintendent at Spring Valley Country Club in Sharon, Mass. He served on the Board of Governors for the Golf Course Superintendents Association of New England in the 1960s. John still calls on customers in Connecticut and sends his best to all his friends in the New England area.

We are members of the Cape Cod, Connecticut, Metropolitan New York, New England, and National Associations of Golf Course Superintendents.



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