



THE NEWSLETTER

December 2008

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

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

The Economy 2008-2009

Peer to Peer- Better Turf Through Networking Topic: “THE ECONOMY”

By: Rich Gagnon

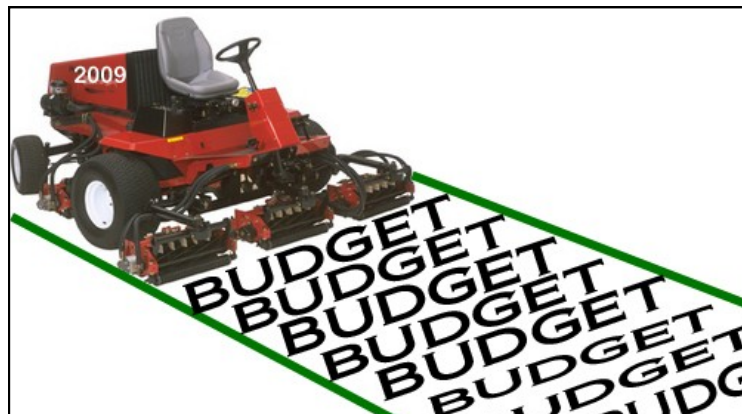
In the spirit of networking and sharing information, experiences and ideas, several of our superintendent members have offered their insights on topics such as disease, heat, gas prices, new ideas and old ones. This month I asked a question on the GCSANE website forum to see what's going on at other golf courses and how are they dealing with the economic crisis. Thanks to all those who replied. The question I posted is as follows:

How has the poor economy affected your club or business and what changes and sacrifices have you had to make if any in regards to spending and your budget?

Here at Ludlow CC we have 500 members and our dues are just under 2,000 a year. We actually increased our 2009 grounds operating budget by 13.5 percent, which is mostly an increase in chemicals and fertilizers. One place we will have room to move money is if the fuel prices stay where they are now since we based our 2009 fuel budget on \$3.50 a gallon for both gasoline and diesel. At Ludlow our Annual meeting is in October so the next years operating budget is put into place early, and the economy certainly was not quite as bad in October

as it is now. However our board proposed a club operating budget based on 460 members not 500, so some pro-active thinking was in place. We know we are going to lose some members but with our price structure we feel we are in a good place to ride out this economic downturn. Happy Holidays!

**Dobz
Ludlow CC**



At Wahconah CC in Dalton, MA our budget has been reduced by 4%. Most of this reduction has come in the labor department as we have lost one full time worker. Fuel and fertilizer budgets are going to be difficult to meet. Capital spending has also been suspended until the fall of 09. We have 495 mem-

berships and are expecting an 8% decrease.

**Jeremy Stachowicz
Wahconah CC**

We are running a flat budget for 09 using the same budget from 08. The membership is stable this past year we brought in more than resigned, so we are fine in that area. We are just going to be very conservative here and budgeted for no increase to the income side and assumed revenues flat. Still have some capital projects for 09 but less aggressive.

**Jack O'Donnell
Hopkinton CC**

Acushnet River Valley is a municipal course operated by the Town of Acushnet. A drop off in rounds for September through November has put us behind in revenue. Because of this the Operations budget for course maintenance has been cut back to FY 2008 actuals which means an approximate reduction of \$35,000 which is 7.4% in

GCSANE Proposed Bylaw Amendment

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

Article IV

Section 8 – Affiliate Members

1. An Affiliate Member is a person employed by a company that is a "Friend of the Association". He or she shall have all the privileges of the Association except to vote and hold office. He or she shall be able to be elected as the Affiliate Trustee Member of the Board of Directors.

Article V – Government

Section 2

Change three trustees to four trustees and add the following:
The Affiliate Trustee shall be a member of good standing of the Golf

Course Superintendents Association of New England.

Section 3

Add the following:
The Affiliate Trustee shall be elected for a term of two years.

Article VII

Section 5

1. Add "plus one Affiliate member of the Association."

Article VIII – Committee

Sections 2 – Standing Committees

1. Add k. Affiliate/Friends
11. Affiliate/Friends Committee. This Committee will consist of three Affiliate members, one of which is the Affiliate Trustee.

a. This committee shall act as a vehicle to bring Affiliate/Friend issues to the Board of Directors.

b. Affiliate/Friend Committee shall submit one Affiliate member name to the Nominating Committee.



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budget reduction. For me this means re-thinking fertility and pesticide programs, extending staff returning dates to the middle or end of April, putting off all projects and no capital expense.

Right now I am hoping that the spring will be dry and warm. Because, as a municipality, our budget year ends June 30th so we only have 1/2 of March, April, May, and June to make up our shortfalls as well as the projected revenues for those months. I am sure that we will muddle through, although it may make for a long 2009.

Maybe the membership of the GCSANE should form a corporation and petition for bail-out money from the federal government. Who wants to be CEO?

Steve Tibbels
Acushnet River Valley

After many attempts at the budget here at Blue Hill, it looks like we will run very close to 2008 actuals for 2009. Functions, dining income continue to lose money and members on LOA have tightened the belt. Sometimes I think all clubhouses should be torn down and a double wide trailer should be put in it's place.

Jason Adams
Blue Hill CC



GCSANE Slate of Officers for 2009

The Nominating Committee has proposed the following slate of officers for the 2009 GCSANE Board of Directors:

President:

Patrick Daly, CGCS

Vice President:

Jason Adams

Secretary:

Mark Gagne

Treasurer:

Michael Stachowicz

Membership Chairman:

Scott Lagana, CGCS

Finance Chairman:

Michael Luccini, CGCS

Golf Chairman:

David Stowe, CGCS

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Country Clubs Fight an Exodus

Economic woes are straining private clubs as members flee; what they're doing to stay afloat

By: John Paul Newport

More people are lining up to get out of private clubs these days than are lining up to get in, or so it seems. Many of the 4,400 private golf and country clubs in the U.S. are doing just fine, but one can sure get the impression that the situation is universally dire from listening to club managers and golf-industry consultants discuss the state of clubs in today's economy.

For instance, you hear a lot of talk about the "walkaway" risk. This is a calculation of the leverage that clubs have or don't have over members to keep them from leaving. At most clubs at least one newcomer has to join before a current member can cash in his bond, deposit or other type of equity stake and quit. If the annual dues are \$7,500 and the equity stake is \$20,000, most members will be inclined to stay put until a new member signs up. But if annual dues are high -- say, \$12,000 or \$15,000 -- and the projected clearing time on the resignation list is four years (not uncommon in this economy), some financially strapped members will choose to bail immediately.

Clubs don't like that because dues and the additional spending of an active member are more important than \$20,000 in the bank. That is particularly true for the many clubs these days that are servicing big debt loads piled up in better times for multimillion-dollar course renovations or clubhouse expansions, and for new clubs, some in stalled real-estate developments, that haven't yet reached their full quota of members.

Every case is different and complicated. But the very fact that so many clubs and their beleaguered boards and owners are having such discussions -- walkaway risk, indeed! -- is a sign of how much the fundamentals of private golf clubs and country clubs have changed. It used to be that belonging to a private club was the pinnacle of achievement. If you made partner or were promoted to vice president, joining "the club" was a perk. In

small or medium-size cities, club dining was often the best in town, the spa was the only one around and there were no premium daily-fee golf options. My late father-in-law, a doctor in Ohio, played golf every Thursday afternoon and hung out at his club big parts of Saturday and Sunday.

That model still holds for particular clubs in particular places for particular people, like well-off retirees. But for the younger generation of club members, things are different. Neither spouse in a two-income family with children has the time or inclination to while away weekends at the club. When I asked Doug Steffen, the director of golf at Baltusrol in Springfield, N.J., to describe the biggest change in club life during his 13-year tenure there, he said, "That's easy to answer. The club used to be the focal point of social life for our members, but now it's just one among many other activities they are involved with."

Well-run clubs with the proper mix of programs for their community are still solid. Baltusrol, for example, is close to wealthy neighborhoods, enjoys high prestige (its A.W. Tillinghast-designed courses have hosted seven U.S. Opens) and its board of governors has kept up with the times. Instead of wringing its hands about younger members who want to spend more time with their kids, the club has found ways to become more central to family life. The junior golf program has grown from about 30 members five years ago to more than 200 today. Partly as a result, the average age of Baltusrol members has fallen significantly in that period.

But a study of private clubs by the National Golf Foundation, released last spring, determined that 10% to 15% of clubs are in financial distress. At these clubs, memberships are down 29% from their peaks (whenever that was for each club), rounds are down 22%, and 57% are operating at a loss. "When guys from the industry sit around talking, the word is that some-

thing like 20% of private clubs won't be here in five years," said Dana Garmany, the chairman and chief executive of Troon Golf, the country's largest manager of golf courses, many of them private.

No one type of club or situation -- old or new, member-owned or for-profit, stand-alone or real-estate-based -- dominates the distressed category, but all are being hurt by the same two big-picture trends: changing demographics and the economy. "For prospective members under age 45, the cachet of belonging to a club doesn't mean much. For them the deal has to make sense financially and fit into their lifestyle," Mr. Garmany said. In many

continued on page 5

*The GCSANE
Board of
Directors would
like to wish
everyone a safe
and happy
holiday season!*



cases, what clubs offer doesn't.

Some at-risk clubs invite consultants or management groups to make presentations but then decline to follow up on recommendations, such as building a fitness facility, expanding the number of corporate outings and outside social functions, or creating new membership categories such as for weekday-only play. At clubs whose governance is dominated by members in their 60s and 70s, complacency may be at fault. They like things the way they are, and perhaps calculate that in five years or so, they won't have as much need for a golf club anyway. Sometimes clubs -- even prestigious ones -- compromise by allowing new members to pay their initiation fees over time, or to pay only dues for one year and then come up with their initiations. But this often leads to de facto hierarchies of membership, and dissension in the ranks.

Cutting budgets by 20% to 30% is sometimes necessary and possible,

but can also be disruptive. "It's a whole new world for these clubs," said Bob Mulcahy, the CEO of AMF Golf Management, a New Jersey firm that advises clubs and club pros on best practices.

For clubs unable to adapt in their current form, the next step is often allowing paid play by outsiders at off-hours -- that is, becoming semipublic -- and after that full conversion to a public facility. At that point clubs often look for ways to sell off the property to housing developers or for other uses, giving equity members a windfall, but zoning laws make this impossible in all but about one in 10 cases, according to the National Golf Foundation study. Each conversion of a private club to a daily-fee course, usually a high-end one, gives would-be club members in that area one fewer reason to make the expensive, long-term commitment to join a club, and the cycle propagates itself.

The appeal of private clubs remains strong. The ability to play golf whenever you want, usually at a much quicker pace than on public tracks, and

the ready camaraderie of the locker room would be at the top of my list (should the coming economic stimulus package include grants for golf journalists to join private clubs in the New York City area). For buyers, this could be a good time to find bargains, but it's never been more important to look at a club's balance sheet and consider its staying power.

"For current members who want to protect their investment, I would advise getting involved on the club's boards or committees," said Jim Koppenhaver, the founder of Pellucid, a course consulting business. "At the end of the day, it's just math, and there's no way around the cash flow and reserves needed to maintain the club to the standards members are accustomed to." ❖

Source: Wall Street Journal web site
www.wsj.com

12th Annual
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Budget Crunch

By: David A. Oatis

December 1, 2008

The 2008 season is just about in the books, and it has been a very unusual one. From the weather standpoint, July was the toughest month of the season as extreme temperatures and wildly fluctuating humidity produced tremendous stress for the turf. In direct contrast, August was one of the mildest Augusts. However, the recent downturn in the economy has produced financial stress on budgets that will likely dwarf the environmental stress on the turf. This is not to say that turf problems did not exist this year, but the recent budgetary problems have been far more significant at many courses. Options for cutting costs are routinely discussed during Turf Advisory Service visits and some courses are having to make major sacrifices just to keep the doors open. So, where can dollars be cut from the budget? Perhaps the more important question is "where can corners NOT be cut"? A key in working through your budget dilemma is to go back to basics.

Managing the above and below ground growing environments is essential for a successful turf management system. Thus, continue to invest in tree work and your aeration and top-dressing programs. Turf grown in a poor growing environment is less reliable and more expensive to maintain. The same is true of turf that is grown in unfavorable soil environments. Cost cutting here will result in poor turf performance and much bigger costs down the road.

- The biggest part of just about every maintenance budget is labor costs, and reducing frequency of some of the more maintenance-intensive practices certainly is worth consideration. However, be sure to protect key personnel. The average golfer looks at golf course maintenance workers as just that, workers. However, it takes a significant amount of time, effort, and cost to thoroughly train an individual

to do all the tasks involved in golf course maintenance. A well-trained individual, particularly a motivated one, is a tremendous resource and one that should be protected. Well-trained and reliable employees are worth far more than their salaries might indicate. In dire circumstances, you may be better off reducing hours if that will allow you to keep more of your better employees working.

- Reducing bunker maintenance by reducing the frequency of raking is a good option for many courses to save a few dollars.
- Eliminating ornamental planters out on your course and increased use of perennials in the beds around the clubhouse both are good ways to reduce costs. Similarly, reconsider use of hedges on the course because of the labor they require to maintain.
- Use of naturalized rough areas (no mow areas) represents an opportunity for reducing mowing costs. However, with the level of maintenance some golfers expect in naturalized rough areas, it may actually be cheaper just to mow them as normal rough. Natural areas only reduce costs if they are minimally treated (periodic weed control and an annual mowing or two).
- Green Speed - Greens obviously are the most important area of the course in terms of playability, but dialing back green speed requirements is another option to save a few dollars.
- Depending on fuel costs, increased use of growth regulators to reduce mowing frequency in large areas (bunker banks and/or fairways) is an option worth considering. In some cases, application of growth regulator combinations will provide longer term suppression and perhaps even some slight disease control.
- Fertilization – going back to the basics in terms of fertilization can save some courses hundreds, and

perhaps even thousands, of dollars a year. Try using less expensive fertilizers and eliminating the use of products sold based on testimonials rather than solid scientific research.

- Reevaluate proposed course improvement projects and reassess their impact on maintenance costs. For instance, large, dramatic, and elaborate bunker designs may have a terrific visual effect, but they also will be much more expensive to maintain. It may be time to consider whether simple mounding can accomplish the desired playability effect as opposed to more expensive and elaborate bunker designs.

Clearly, there are lots of other options for reducing costs at golf courses, and this is not intended to be an all-inclusive list by any means. For additional ideas, read "Maintenance on a Shoestring" by Pat O'Brien. <http://turf.lib.msu.edu/1990s/1995/950701.pdf>

Cutting back on continuing education is not a good idea. The science of managing golf courses is constantly changing, and staying up-to-date on the latest research and ideas can save money in the long run. ❖

Source: Northeast Region Green Section- Dave Oatis, Director
doatis@usga.org

Economic Survival Kit

The economic downturn has forced everyone to re-evaluate how they manage their finances. As Plato wrote in *The Republic*, "necessity is the mother of invention." From these trying times have come innovative ideas to generate additional revenues and/or minimize expenses. This Economic Survival Kit was created to assist you in managing during a financial challenge. Sharing your knowledge and experiences with your peers makes every golf course facility stronger and more successful. We would like to invite you to send your tips on maintenance practices, budget friendly ideas, etc. that you have found to be helpful to mszabo@gcsaa.org. They will be collected and posted in the **SUGGESTIONS & TIPS** section at the right. Sharing your knowledge and experiences with your peers makes every golf course facility stronger and more successful.

Also remember to take the opportunity to network with your peers at your chapter meetings and at the Golf Industry Show. Your experiences

maintaining playable conditions on your course with less money will be invaluable to your peers. In addition to various measures you take on your course, there are measures you can take that position yourself as even more valuable to the golf facility.

- Adopt a positive attitude about your work, your facility, your co-workers and your customers. Employers are looking for a team that is pulling in the same direction. Negativity does nothing but hamper the efforts to be successful. Don't let yourself be seen as a detractor or you may not find yourself on the team much longer.

- Focus on what is most important. What can you and your team do to drive business and minimize expenses. If you are viewed as adding value, then you can create security for you and your team. Document the measures you have taken so that you can share the information with your supervisor/employer.

- Don't pull the cover over your head in hopes the sun will shine tomorrow. Employers expect to see their team battling in the trenches. Make an effort to position you and your team as working to address the challenges. As important as your visibility is to the employer, it is to your team as well. This is an opportunity to show leadership and strength. If you hide, who do they follow? Visibility includes a physical presence, but also a communications presence. You should be documenting and communicating the activities of your department. Communicate upward, downward and sidewise. Gain the support and understanding of all those individuals who affect your job. Share it with your golfers as well. Give them the confidence that your facility is doing everything to be successful and provide an enjoyable atmosphere. ❖

Source: GCSAA Press Release

WINTER LAWN CARE CONFERENCE – JANUARY 21, 2009 – STURBRIDGE, MA

The Winter Lawn Care Conference is an annual event co-sponsored by UMass Extension and the Massachusetts Association of Lawn Care Professionals (MALCP). The 2009 edition is scheduled for January 21, 2009 (snow date January 22) at the Sturbridge Host Hotel in Sturbridge, MA.

This event is an excellent opportunity for professionals who work in the landscape and lawn care industries to attend an educational session during the off-season. 2009 Winter Lawn Care Conference attendees will once again have the option to choose one of two education tracks: Turf Technical or Business Management.

All 2009 Winter Lawn Care Conference attendees will be also be invited to attend an on-site trade show.

Who should attend the 2009 Winter Lawn Care Conference? Lawn, landscape, municipal and sports turf professionals and associated staff.

Business owners and managers who want to learn from the best of their colleagues and make their businesses thrive. Anyone interested in ecologically sound, economically feasible turf management.

5 pesticide recertification contact hours will be available in the Technical Track for all New England states for category 36 (shade tree and ornamentals), category 37 (turf) and category 00 (licensed applicator).

Professional certification credits have been requested. 1 pesticide recertification contact hour will be available in the Business Track for all New England states for category 37 (turf) and category 00 (licensed applicator). For complete details, visit the link below.

For complete program details and online registration, visit:

http://www.umasssturf.org/education/annual_events/wlcc.html

For Turf Technical Track information, contact the UMass Extension Turf Program at (508) 892-0382. For Business Management Track information, contact MALCP at (781) 274-7373. ❖



Golf Course Superintendents Association of New England

Holiday Party

Saturday, January 17, 2009

7:00 pm to 12:00 am

**The Four Points by Sheraton Norwood
1125 Boston-Providence Turnpike / Route 1
Norwood, MA**

The GCSANE Board would like to invite you and a guest to join us for our second annual post holiday cocktail party. We are planning a casual night with passed hors d'oeuvres, a carving station, and a cash bar. The evening is free, so come celebrate the start of a new year!

**Please RSVP by January 12 to Sharon Brownell at 800-833-4451
or via e-mail sbrownell@verizon.net**

Directions to The Four Points by Sheraton Norwood

From Boston and points North Take I-93 South which turns into I-95 (Route 128) North. Take Exit 15B, Route 1 South toward Norwood. Travel 4.5 miles, the Four Points by Sheraton Norwood Hotel & Conference Center will be on your right after the Staples Plaza.

From the West Follow Mass. Turnpike (I-90) East Take Exit 14 onto I-95 (Route 128) South. (Note: From the West, this Exit is number 14, from the East, it is number 15.) Continue South to Exit 15B. Route 1, Norwood, And proceed as above.

From Providence & points South Take I-95 North to Exit 11B, Neponset Street, Norwood. Drive 7/10 of a mile and turn left onto Dean Street. At traffic light, turn left onto Route 1, heading South. The Four Points by Sheraton Norwood Hotel & Conference Center is on your right after the Staples Plaza.

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

ANNOUNCEMENTS

Congratulations to **Ken Crimmings, CGCS** GCSAA certified golf course superintendent at Marlborough Country Club who has recently completed the renewal process for maintaining his status as a Certified Golf Course Superintendent (CGCS) with the Golf Course Superintendents Association of America (GCSAA).

Congratulations to **Steve Curry** who is the new superintendent at Shuttle Meadows Country Club in Kensington, CT.

CALENDAR

January 9:
GCSANE Monthly Meeting
Wellesley Country Club
Annual Meeting
Host: Bill Sansone

January 17:
GCSANE Holiday Party
The Four Points by Sheraton Norwood
Norwood, MA

UConn NEWS

As most of you know by now, John Kaminski is leaving the University of Connecticut for Penn State, his alma mater, where he will be Assistant Professor of Turfgrass Science and Director of the Golf Course Turfgrass Program, the 2 year school. John had been at Connecticut for four years and we wish him well in his new endeavor.

John Inguagiato, Ph.D., is the latest addition to the UConn turfgrass team. Inguagiato is a recent graduate of Rutgers University where he studied with Dr. Bruce B. Clarke and James A. Murphy. His research on the influence of cultural practices on anthracnose severity of putting green turf has provided science-based recommendations for superintendents managing this devastating disease. This work has appeared in Golf Course Management and the Green Section Record in addition to scientific publications. Inguagiato is a native of Ohio and earned his B.S. from The Ohio State University. He has gained practical experience working on municipal and private golf courses in Ohio, and interned in

the Northeast Region with the USGA Green Section in 2007.

At UConn, Inguagiato will be studying algae control measures on putting greens and researching improved control strategies for turf diseases in Connecticut. He will also be providing diagnostic services for turf samples sent to the UConn Turf Diagnostic Center.

Inguagiato will be attending the CAGCS January Seminar and the Golf Industry Show in New Orleans this February, please take a moment to welcome him to the UConn turfgrass program.

VENDOR NEWS

Holliston Sand Co., Inc. has spun off its turf support products and services to Slater Farms, LLC. We have the same owners, same location, and same high quality products as always. We are expanding to meet the needs of a greener world and will be there for you as always. Please notify your accounts payable department of the name change. Please do not hesitate to call us if you have any questions regarding this change.

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□1/6 page (horizontal; 5.06" wide x 2.125" deep)	□\$125.00	□\$475.00	□\$675.00	□\$900.00	□\$1250.00
□1/3 page (horizontal; 5.06" wide x 4.5" deep)	□\$200.00	□\$760.00	□\$1080.00	□\$1440.00	□\$2000.00
□1/2 page (horizontal; 7.75" wide x 4.5" deep)	□\$250.00	□\$950.00	□\$1350.00	□\$1800.00	□\$2500.00
□Full Page (vertical; 7.75" wide x 9.25" deep)	□\$500.00	□\$1900.00	□\$2700.00	□\$3600.00	□\$5000.00

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

□1/6 page (vertical; 2.375" wide x 4.5" deep)	□\$150.00	□\$570.00	□\$810.00	□\$1080.00	□\$1500.00
□1/6 page (horizontal; 5.06" wide x 2.125" deep)	□\$150.00	□\$570.00	□\$810.00	□\$1080.00	□\$1500.00
□1/3 page (horizontal; 5.06" wide x 4.5" deep)	□\$240.00	□\$912.00	□\$1296.00	□\$1728.00	□\$2400.00
□1/2 page (horizontal; 7.75" wide x 4.5" deep)	□\$300.00	□\$1140.00	□\$1620.00	□\$2160.00	□\$3000.00
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****DEADLINE for ads: The first of the month for that month's issue.***

***Send all Newsletter ads to: Julie Heston, 36 Elisha Mathewson Road, N. Scituate, RI 02857
Phone: 401-934-3677 Email: jheston@verizon.net***

Please Patronize these FRIENDS of the ASSOCIATION

A.A. Will Materials Corp.

198 Washington St., Stoughton, MA 02072-1748
Root zone mixes, divot mixes, topdressing blends, bunker sands, cart path mixes, bridging stone, & hardscape supplies. Charlie Downing, Rob Fitzpatrick - (800) 4-AA-WILL

A.D. Makepeace Co.

158 Tihonet Road, Wareham, MA 02571
(508) 322-4092

Agresource, Inc.

100 Main St., Amesbury, MA 01913
Tim Gould, Guy Travers
(800) 313-3320, (978) 388-5110

Allen's Seed Store, Inc.

693 S. County Trail, Exeter, RI 02822
Specializing in quality seed and related golf course maintenance supplies.
Gregg Allen - (800) 527-3898
Michelle Maltais - (401) 835-0287

The Andersons Technologies, Inc.

26 Waite Ave., S. Hadley, MA 01075
Manufacturer of fertilizer & control products.
Rick Forri - (413) 534-8896

Atlantic Silica, Inc.

P.O. Box 10, Enfield N.S. B2T 1C6 Canada
(902) 883-3020

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

Barenbrug USA

Great in Grass
166 Juniper Drive, North Kingstown, RI 02852
Bruce Chapman, Territory Manager
(401) 578-2300

BASF Turf & Ornamental

47 Falmouth Rd., Longmeadow, MA 01106
Emerald, Insignia, Pendulum AquaCap, Curalan, Drive, Basagran, Iprodione Pro, Propiconazole Pro, Bifenthrin Pro, Plateau, Sahara.
John Bresnahan - (413) 374-4102

The Borden Company

114 Summer St., Maynard, MA 01754
Bulk limestone dealer.
Jack Borden - (978) 897-2571

Boston Irrigation Supply Co. (BISCO)

60 Stergis Way, Dedham, MA 02026
Distributor, irrigation supplies & accessories, featuring Rain Bird.
Andrew Langlois, Jay Anderson III, Dan Fuller, Jeff Brown, Greg Hennessy, Chris Russo
(800) 225-8006

The Cardinals, Inc.

166 River Rd., PO Box 520, Unionville, CT 06085
Golf course and landscape supplies.
John Callahan, Dennis Friel - (800) 861-6256

Cavichio Landscape Supply, 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 Bros., Foliar Fertilizer, & Aquatrols.
Roy Sibley, Dick Gurski, Robin Hayes - (800) 326-HART

Munbeam Cornish Golf Design, Inc.

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

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, Matt McDonald - (800) 662-2585

DAF Services, Inc.

20 Lawnacre Rd., Windsor Locks, CT 06096
Irrigation pumps - sales & service, northeast warehouse/distributor for ISCO HDPE pipe & fittings. Richard Young - (860) 623-5207

DGM Systems

1 Snagwood Rd., Foster, RI 02825
Your New England specialty products distributor: Reelcraft, POK, Allen, Kenyon, Echo, Carhartt 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. 508-746-3222
Dahn Tibbett (20 year member), Jaime Tibbett

G. Fialkosky Lawn Sprinklers

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

Golf Cart Services, Inc.

275 Wells St., Greenfield, MA 01301
Club Car golf, turf, transportation, & utility cars.
James Bernier - (800) 287-0955

GPS New England Mapping

39 Cedar St., Cohasset, MA 02025
Precise irrigation & drainage as-builts; wire tracking & electrical repairs.
Greg Albanese - (781) 789-1166

Gustavo Preston Service Company

10 Kidder Road, Unit 8, Chelmsford, MA 01824
Flowtronex irrigation pumps - sales and service.
Spring start ups, winterization and 24 hour emergency service for all irrigation pumps.
Ed Ceaser (978) 250-3333 or

Harrell's Turf Specialty LLC

15 Londonderry Rd., Londonderry, NH 03053
Turf & ornamental supplies.
Chuck Bramhall, Mike Kroian, Mike Nagle, Jim Wierzbicki - (800) 228-6656

Hartney Greymont

433 Chestnut St., Needham, MA 02492
Tree care, landscape construction, consulting.
Mark Tobin - (781) 444-1227

Holliston Sand Co., Inc.

P. O. Box 1168, Tift Rd., Slatersville, RI 02876
USGA-recommended sands, root-zone mixes, bunker & topdressing, agresoil compost, stone-dust, & pea-stone
Bob Chalifour, CGCS (ret.) - (401) 766-5010

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 Golf

Offering our customers the most complete line of products, service and expertise in the industry. Ron Tumiski 1-800-321-5325 x6219

Ken Jones Tire, Inc.

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

Larchmont Engineering & Irrigation

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

Lazaro's Golf Course Supplies & Accessories

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

Maher Services

30 Rear Pine Street, PO Box 80061, Stoneham, MA 02180
Specializing in pump sales, pump repair, well redevelopment and preventative maintenance
(781) 279-0328

Mayer Tree Service

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

McNulty Construction Corp.

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

Mega Green

38 Village Road, Unit 210, Middleton, MA 01949
Mega Green is a protein rich organic fertilizer processed from farm raised catfish in Mississippi. It is a foliar feed applied through a sprayer mixed 30 gal. water to one gal. Mega Green on Greens, Fairways and Tees. John Flynn - (978) 979-2471

Miller Golf Construction

P.O. Box 1008, Essex, MA 01929
Golf course construction & renovation.
Jonathon Miller - (978) 768-6600

NMP Golf Construction Corp.

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

Norfolk Power Equipment, Inc.

5 Cushing Dr., Wrentham, MA 02093
Sales, service, rentals, leasing, Kubota tractors
(508) 384-0011

Northeast Golf Company

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

North Shore Hydroseeding

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

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

Partac Peat Corporation

Kelsey Park, Great Meadows, NJ 07838
Heat treated topdressing, golf hole targets, turf blankets, other specialty golf supplies.
Jim Kelsey - (800) 247-2326

Putnam Pipe Corp.

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

Read Custom Soils

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

R.F. Morse & Son, Inc.

22 Cranberry Hwy., Wareham, MA 02576
Professional goods, services, & John Deere equipment for the golf course industry.
Larry Anshewitz, Mike Hannigan, Tom Rowell, Ren Wilkes, John Winkowicz - (508) 295-1553

Sodco Inc.

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

Southwest Putting Greens of Boston

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

Sports Club Management, Inc.

104 Wyman Rd., Braintree, MA 02184
OSHA and EPA compliance services & training.
Ron Smith - (781) 848-5978

Stumps Are Us Inc.

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

S.V. Moffett Co., Inc.

87 Concord Street, North Reading, MA 01864
Mark Casey (617) 990-2427 (Eastern MA & Boston); Ron Milenski (978) 270-1263 (Central MA, Worcester); Bob Hobbs (603) 833-0309 (NH & ME); Chris Francis (413) 519-8585 (Western MA and VT)

Syngenta Professional Products

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

Tom Irwin Inc.

11 A St., Burlington, MA 01803
Turf management products.
Jack Petersen, Paul Skafas, Rob Larson, Chris Petersen, Greg Misodoulakis, Mike DeForge
(800) 582-5959

Tree Tech, Inc.

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

Tuckahoe Turf Farms, Inc.

P. O. Box 167, Wood River Junction, RI 02894
Chris Beasley - (800) 556-6985
Joe Farina (401) 524-5280

TurfLinks, Inc.

29 Gilmore Drive, Sutton, MA 01590
Distributor of quality fertilizer, grass seed, & control products for the golf course industry.
Kevin Lyons, Scott Mackintosh, Jim Favreau, Chris Cowan - (888) 398-TURF (8873)

TurfNet Associates, Inc.

21 Brandywine Rd., Skillman, NJ 08558
Cutting edge communication for the golf course industry. Peter McCormick - (800) 314-7929

Turf Products Corp.

157 Moody Rd., Enfield, CT 06082
Distributors of Toro irrigation & maintenance equipment and other golf-related products. Tim Berge, Rick Moulton, Jeff Stouffer, Mike Turner - (800) 243-4355

Valley Green

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

Varney Bros. Sand & Gravel

79 Hartford Ave., Bellingham, MA 02019
Concrete golf cart paths.
Kenneth Mooradian - (800) 441-7373

Winding Brook Turf Farm

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

Philip Wogan & George F. Sargent, Jr.

17 Walker Rd., Topsfield, MA 01983
Golf course architects.
(978) 887-3672