



# THE NEWSLETTER

March 2012

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

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## GCSAA Names Kevin Doyle as Northeast Field Staff Rep



**Kevin Doyle**  
**GCSAA Northeast**  
**field staff representative**

The Golf Course Superintendents Association of America (GCSAA) has selected Kevin Doyle as the association's field staff representative for the Northeast region (New Jersey, New York, Connecticut, Rhode Island, Massachusetts, Maine, New Hampshire, Vermont, and Ontario) effective March 13. He will be based out of Milford, N.H.

Doyle, a GCSAA Class A member, comes to GCSAA after having served as golf course superintendent at Londonderry (N.H.) Country Club since 2003. During his time, he instituted several facility changes including drainage,

design and grow-in of new golf holes and tees, irrigation improvements, and development of best management practices for minimizing inputs. He also served as superintendent at Amherst (N.H.) Country Club and was an assistant at Green Meadow Golf Club in Hudson, N.Y.

A graduate of the University of Massachusetts, Amherst in 1995 with a B.S. in biochemistry, Doyle also earned a master's in business administration from Southern New Hampshire University in 2010. He has authored articles in various trade magazines, including GCSAA's *GCM* (*Doing More with Less: a Statistical Analysis of fertilizer costs*, December 2011). Doyle has also volunteered as the facilities director and facilities expansion chair for the Milford Community Athletic Association, the Lowell Professional Hockey Booster Club president and a coach for Kids in Disability Sports (golf).

"We are pleased to have Kevin join the GCSAA team and continue the implementation of the very popular field staff program," said GCSAA President Sandy Queen, CGCS. "Kevin has an impressive background with a great knowledge and understanding of facility management, volunteerism and professional development. He will be a great asset

to GCSAA, and our members and chapters in the Northeast." To assist in the effort of serving members through chapters, GCSAA has continually added resources to facilitate an enhanced relationship between the association and its chapters, including the expansion of the GCSAA field staff program. Initially a pilot program designed to help chapters utilize GCSAA programs and services to a fuller extent, it has received overwhelmingly positive feedback from chapters that are staffed with representatives. These chapters report a greater connection with GCSAA, an enhanced ability to utilize GCSAA programs and services, and access to additional resources to advance chapters in a strategic manner.

In expanding the field staff program, GCSAA divided its chapters into nine regions with plans to place a field staff representative in each. Having resident field staff resources on the ground will help chapters implement programs developed by GCSAA, and will serve as a direct communication link back to GCSAA to share the successful practices chapters have implemented. The program is designed to be mutually beneficial for the association and its chapters.

GCSAA's resident field staff representatives include John Miller, CGCS, in the Great Lakes Region (Kentucky, Wisconsin, Michigan, Illinois, Indiana, Ohio), Brian Cloud in the South Central Region (Texas, Oklahoma, Arkansas, New Mexico and Louisiana), Jeff Jensen in the Southwest region of the country (California, Hawaii, Nevada and Arizona), and Ralph Dain in Florida. GCSAA plans to fill the Northwest (Alaska, Washington, Oregon, Idaho, Utah, Wyoming, Montana, Colorado), the Southeast (Tennessee, North Carolina, South Carolina, Georgia, Alabama, Mississippi) and Mid-Atlantic (Pennsylvania, West Virginia, Delaware, New Jersey, Virginia) regions later in 2012; and the Central Plains region (Kansas, Nebraska, Iowa, South Dakota, North Dakota, Minnesota, Missouri) in 2013. ❖

**Source: GCSAA Press Release**

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# Thoughts From Your Association Manager

Thanks to Bob Ruzsala for all the time and effort he put into the Nor'easter Hospitality Room at the GIS in Las Vegas. While most of us take pleasure in seeing old friends and meeting new ones while enjoying the food and beverages, Bob is busy behind the scenes making sure the food, bars, seating, tables, audio visual equipment, signs and other items are ready before the first guest arrives. During the event he's always on the lookout making sure all goes as planned. Thanks to Bob, this event is always a success. Of course, this event wouldn't be possible without the generous support of our neighboring Associations and the companies listed here. To all of them – a sincere thank you!

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Congratulations to Jeff Carlson for being a member of the Gil Hanse Olympic golf course design team. Gil and his partner, Jim Wagner, won the competition to design the course that will host the 2016 Olympic golf venue in Rio de Janeiro, Brazil. Jeff has been a member of the team lending his expertise to the environmental aspect of the project. Jeff is currently the superintendent of the Vineyard Golf Club on Martha's Vineyard and has won many awards for his ability to manage golf course turf in an environmentally friendly way. A couple of Hanse-Wagner projects in this area are the Boston Golf Club in Hingham, MA and the revamp of the TPC of Boston in Norton, MA. One of our past presidents, Bob DiRico, has been associated with Gil Hanse and Jim Wagner for many years and has experienced first-hand the talent of this partnership. Bob was the project manager for the highly acclaimed rework of the North Course of the Los Angeles Country Club and he recently finished as the project manager for the revamp of Waverley Country Club in Portland, OR. Currently, Bob is working his magic in the southern part of the country.

Las Vegas was an exciting place to be for the Golf Industry Show held late February into early March. Personally, I had the opportunity to meet with my counterparts from other Associations from all parts of the country.

Mike Luccini and I will be attending the Chapter Leaders Symposium in Lawrence, KS during the latter part of March. While there we will learn more about Association management and Chapter leadership.

PLEASE – If you change your information, particularly your email address, let me know. It doesn't take that long to drop me a note, call, or send me an email to let me know of any changes in your information. A lot of time and effort is spent by many people to provide to all members the accurate information we would all like to see associated with our names. ❖

# Assistants Corner

By Kevin Banks, AGCS Nantucket Golf Club



**Kevin Banks**

Just a few weeks ago, I was given the opportunity to speak to the UMass Turf Club at the Amherst campus. When asked, I contemplated on what topic to discuss. However, after much thought it was only appropriate to do a presentation on the transition from a UMass graduate to a second or first assistant superintendent. The timing was great because a lot of the students in the club were seniors who were coming upon graduation.

When organizing my PowerPoint presentation, I was trying to come up with the best advice to offer from what I know now compared to what I knew when attending UMass. While some topics were small, with today's competition at such a high level, I felt obligated to offer my advice. Anything I could offer would really help these students with an easier transition and in the end possibly improve their work ethic as they enter their career.

After introductions were conducted, I was off and running with my discussion. Some topics included interviewing skills and techniques, resume writing, proper work ethic, and the handling of some management skill sets such as hiring and training employees. During the presentation I stressed such issues as being properly dressed, resume appropriate email

address' ([john.doe@gmail.com](mailto:john.doe@gmail.com), not [dragonboy@gmail.com](mailto:dragonboy@gmail.com)), showing up early, the importance of networking, and some others just to name a few. One of the more important things I did was getting the group involved in a mock interview where I was the Superintendent and I had to interview some of the students for an Assistant position. I tried to make it as real as possible by asking them how their commute was to the interview followed by more involved with questions such as getting to know their hobbies, potential strengths in their work ethic, and why they would be the best fit for the position. After a few laughs and some great on the spot responses, I was really impressed by how the students were able to handle themselves. I hoped I was able stress the point to be as prepared as possible for an interview and how to answer some tough questions when proposed to them.

Overall, I was thrilled about my experience at UMass. It was great to see how active, organized and professional the Turf Club is. With thirty students from the club in attendance, they were not hesitant to ask questions throughout the presentation and even after it concluded. It shows promise to see how young the club is. They will be electing a new president this month, and I hope the strength of the club and drive of these students continues into the upcoming years with his or hers leadership. ❖



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# UMass Students take 2nd Place out of 87 teams at the GCSAA 18th Annual Collegiate Turf Bowl Competition

The University of Massachusetts Amherst Turf Club sent 9 students to the National Collegiate Turf Bowl competition at the Golf Course Superintendents Association of America (GCSAA) conference in Las Vegas, NV. This year's event included 87 teams comprised of students from colleges and universities from around the country. One of the UMass teams placed 2<sup>nd</sup> in the competition, which gave UMass a top three finish in the last three years. Another UMass team placed 11<sup>th</sup> in the competition, making this the best performance since UMass first started participating in the competition in 2007. UMass also had an additional team made up of one student, who placed 59<sup>th</sup> out of 87 against teams comprised of 4 students!

The extensive three hour exam tests the students' knowledge in various areas of turfgrass science and management, including turfgrass growth and development, physiology, soils and fertility, pest management, environmental issues, calculations, and business and personnel management. To help prepare for the exam, students sign up for a one-credit course during the fall semester that is focused on these major topics in turfgrass management. The course is organized as a collaborative teaching effort by the UMass Turf Program faculty and staff, including [Prasanta Bhowmik](#), [Scott Ebdon](#), [Michelle DaCosta](#), [Geunhwa Jung](#), [Jason Lanier](#), [Randy Probstak](#), and [Pat Vittum](#).

John Deere Golf sponsored the competition and awarded cash prizes to the turf clubs whose teams finished in the top 10. In addition to cash prizes, a Collegiate Turf Bowl Traveling Trophy was created with the names of the first place team, which this year went to Iowa State University. The UMass Turf Club received \$2,000 for their 2nd place finish.

We are all very proud of our students and look forward to continuing the strong tradition of the University of Massachusetts Turf Program.

- The 2<sup>nd</sup> place team included Royal Healy, Edward Coffin, Scott St. Pierre, and Peter White.
- The 11<sup>th</sup> place team included Evan Bradstreet, Christopher Freniere, Ryan Raposa, and Kevin Shewmaker.
- The 59<sup>th</sup> place team was comprised of one student, Sean Raposa. ❖

Source: UMass Extension web site



Top row, standing (left to right) Christopher Freniere, Kevin Shewmaker, Evan Bradstreet, Edward Coffin, Peter White, Ryan Raposa, and Sean Raposa. Bottom row (left to right) Royal Healy, Scott St. Pierre.

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# Trump, Hanse Ready to Renovate Blue Monster

By Rex Hoggard, Golf Channel

March 8, 2012

Whatever it will be called, the refashioned Blue Monster that players will face when the PGA Tour returns to the South Florida staple in 2014 will be dramatically different. "It needs a lot of work. It's a little tired, but that's OK," said Donald Trump, whose organization purchased Doral for \$150 million last month and plans a \$200 million renovation of the entire property, including the golf course and resort.

The centerpiece of that makeover will be the renovation of the famed Blue Monster, which has hosted the south Florida Tour stop since 1962.

Gil Hanse, who was awarded the bid to design the Olympic course in Rio for the 2016 Games on Wednesday, will lead the redesign effort, which will begin after the 2013 WGC-Cadillac Championship.

Among the highlights of Hanse's proposed redesign is additional length across the 7,334-yard layout and the creation of a peninsula green at the par-4 16<sup>th</sup> hole.

"What we thought to do was to stretch it to its maximum distance, which would be about 7,600 yards," Hanse said. "We've talked to Tour officials who have talked to Tiger (Woods) and Geoff (Ogilvy). We'll try to talk to Phil (Mickelson) today to get an idea what they feel is appropriate."

The Blue Monster was built by Dick Wilson in 1962 and was renovated in 1996 by Raymond Floyd and 1999 by Jim McLean.

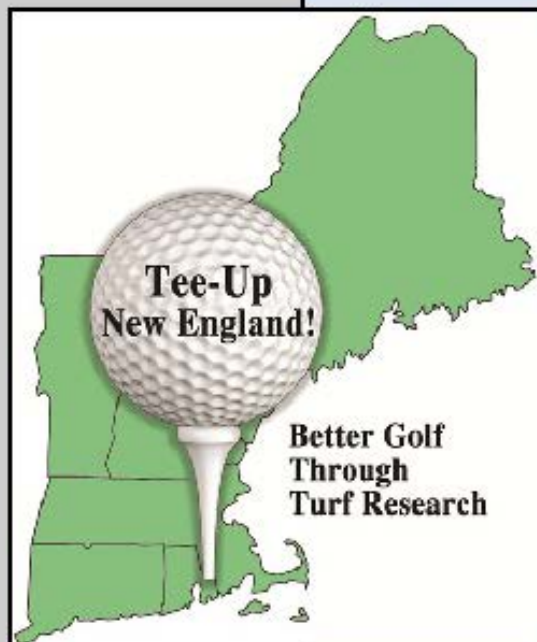
Once considered one of the Tour's most feared layouts, Doral has ranked among the easiest courses recent years, posting under-par scoring averages the last two seasons. Doral's 18<sup>th</sup> hole, for example, ranked 904<sup>th</sup> last year in difficulty out of 918 holes with a 4.42 scoring average.

"Doral can be the absolute best," Trump said. "The bones of the place are phenomenal. It was laid out brilliantly."

Trump also said he plans to almost double the size of the current driving range and is considering a plan that would combine the land from the adjacent Gold and Red courses to build another championship course.

As for what the property will be called Trump said Doral will always be a part of the name. "It will always be Doral," he said. "When we've spent the money to make it world-class place then we will make a decision." ❖

Source: [www.golfchannel.com](http://www.golfchannel.com)



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# Sandy G. Queen, CGCS Elected GCSAA President



**Sandy G. Queen, CGCS**  
GCSAA President

Sandy G. Queen, CGCS, manager of golf operations for the Kansas City suburb of Overland Park, Kan., was elected president of the Golf Course Superintendents Association of America (GCSAA) at the association's annual meeting March 2 in Las Vegas.

The annual meeting was held in conjunction with the GCSAA Education Conference (Feb. 27-March 2) and Golf Industry Show (Feb. 29-March 1).

Queen has been the manager of golf operations for the city of Overland Park (Kan.) since 1984. Previously, he served as superintendent for the city of Overland Park. A GCSAA member for 34 years, Queen is a member and past president of the Heart of America GCSA, a member of the Kansas Turfgrass Association and The First Tee of Greater Kansas City. He also oversees operations for the award-winning Deanna Rose Children's Farmstead and the Overland Park Soccer Complex, regarded as one of the top facilities of its kind in the nation.

Patrick R. Finlen, CGCS, director of golf course maintenance operations at The Olympic Club in San Francisco, was elected vice president. Finlen will be the host of the

2012 U.S. Open in June. Keith A. Ihms, CGCS at Country Club of Little Rock (Ark.) was elected secretary/treasurer. Rafael Barajas, CGCS at Hacienda Golf Club in La Habra Heights, Calif., and William H. Maynard, CGCS at Milburn Golf and Country Club in Overland Park, Kan., were elected as directors. Darren J. Davis, GCSAA Class A member at Olde Florida Golf Club in Naples, Fla., was appointed to the GCSAA Board of Directors, filling the remaining year of Ihms' term, created by his election to secretary/treasurer.

John J. O'Keefe, CGCS, director of golf course management at Preakness Hills Country Club in Wayne, N.J., and Peter J. Grass, CGCS at Hilands Golf Club in Billings, Mont., remain on the board with one year remaining on their two-year director terms.

Robert M. Randquist, CGCS at Boca Rio Golf Club in Boca Raton, Fla., will serve on the board for one year as immediate past president. James R. Fitzroy, CGCS, director/superintendent at Wollaston Recreational Facility/Presidents Golf Club in North Quincy, Mass., retires from the board after serving the last year as immediate past president. ♦

**Source: GCSAA Press Release**

## Notable Fact

Scotland banned golf from 1457 to 1502 to make sure its citizenry was preparing for an English invasion and not practicing its putting.

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## **ANNOUNCEMENTS**

- Our condolences are extended to Tom Colombo and family on the passing of Tom's father, Lou Colombo, who passed away unexpectedly on March 3, 2012 in Ft. Myers, Florida.
- Our condolences are extended to Bob and Robin Matthews and family on the passing of Robin's mother and father within 3 weeks of each other in Florida.

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

Jeff Urquhart, Editor

## **WEB SITE BANNER AD**

The invoice stated that it had to be paid by March 1<sup>st</sup>, the new deadline will be April 1<sup>st</sup>. Please send your payments to Don as soon as you can. Thank you very much.

Jeff Urquhart

## **2012 Nine Hole Budget Survey**

### **2012 Nine Hole Budget Survey, ya want it?**

With over a dozen clubs participating, the 9 hole budget survey is now complete. For those who were not able to do so we have decided to provide the valuable information to you. A small fee of 10 dollars will get you the entire prepared budget survey sent via emailed PDF. This year's survey is full of graphs, pie charts and very useful information that can be helpful to you when determining your budget. To ensure confidentiality the names of the clubs and any other personal information will be removed, it doesn't matter if it's Augusta National or Club A. The numbers alone will provide you with the information that you need for your specific situation so if ya want it, email me, Jeff Urquhart at [jmartin101@gmail.com](mailto:jmartin101@gmail.com).

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The results will be reported in the April issue of the newsletter.

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Mark Casey



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pumps. Ed Ceaser (978) 250-3333

## **Harrell's**

19 Technology Drive, Auburn, MA 01501  
Turf & ornamental supplies. Chuck Bramhall, Mike Kroian,  
Mike Nagle, Jim Wierzbicki - (800) 228-6656

## **International Golf Construction Co.**

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

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

### **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. Tom Rowell, Ren Wilkes, John Winskowicz - (978) 471-8351  
Ron Tumiski 1-800-321-5325 x6219

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

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

### **Larchmont Engineering & Irrigation**

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

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

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

### **Maher Services**

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

### **MAS Golf Course Construction LLC**

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

### **Maltby & Company**

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

### **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

### **Miller Golf Construction**

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

### **MTE**

890 East Street (Rear), Tewksbury, MA 01876  
New and Pre-owned Equipment / Sales / Parts / Service  
JACOBSEN – NEARY TECHNOLOGY – HUSQVARNA – TURFCO – SMITHCO – BUFFALO TURBINE – PAR AIDE – REDEXIM – TRU TURF – GOLF LIFT – GANDY – SDI – BROYHILL – RYAN – PROGRESSIVE  
Office: 978-276-3180 or Mark Casey 617-990-2427

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

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

### **New England Lawn & Golf**

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

### **New England Specialty Soils**

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

### **New England Turf**

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

### **NMP Golf Construction Corp.**

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

### **Northeast Golf Company**

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

### **North Shore Hydroseeding**

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

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

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

### **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

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

### **Read Custom Soils**

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

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

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

### **Sodco Inc.**

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

### **Southwest Putting Greens of Boston**

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

### **Stumps Are Us Inc.**

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

### **Syngenta Professional Products**

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

### **Tom Irwin Inc.**

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

### **Tree Tech, Inc.**

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

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

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

### **Turf Products Corp.**

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

### **Valent Professional Products**

294 Archer Street, Fall River, MA 02720  
*Valent Has Turf Covered* Jim Santoro - 508-207-2094

### **Valley Green**

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

### **Winding Brook Turf Farm**

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

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

## THE NEWSLETTER 2012 DISPLAY ADVERTISING ORDER FORM

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

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

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

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

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

<b>Member Rates:</b>	<b>Monthly Rate</b>	<b>4 Times Per Yr. (Save 5%)</b>	<b>6 Times Per Yr. (Save 10%)</b>	<b>8 Times Per Yr. (Save 10%)</b>	<b>Annual Rate (Save 15%)</b>
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<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$ 90.00	<input type="checkbox"/> \$ 342.00	<input type="checkbox"/> \$ 486.00	<input type="checkbox"/> \$ 648.00	<input type="checkbox"/> \$ 918.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$150.00	<input type="checkbox"/> \$ 570.00	<input type="checkbox"/> \$ 810.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1530.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$200.00	<input type="checkbox"/> \$ 760.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1440.00	<input type="checkbox"/> \$2040.00

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

<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$120.00	<input type="checkbox"/> \$456.00	<input type="checkbox"/> \$648.00	<input type="checkbox"/> \$ 864.00	<input type="checkbox"/> \$1224.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$180.00	<input type="checkbox"/> \$684.00	<input type="checkbox"/> \$972.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1836.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$240.00	<input type="checkbox"/> \$912.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1728.00	<input type="checkbox"/> \$2448.00

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

### Ad Preparation Specifications:

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

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

**Send all Newsletter ads to:**

Julie Heston

36 Elisha Mathewson Road, N. Scituate, RI 02857

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

jheston@verizon.net