



THE NEWSLETTER

January 2013

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.

Walpole Country Club's Mark Gagne Elected as GCSANE's 44th President

By: Peter J. Rappoccio

The Golf Course Superintendents Association of New England elected Mark Gagne as the 44th President at their Annual meeting hosted at Blue Hill Country Club in January. Mark will take over for Jason Adams who served as President of the association for the past two years and will remain on the Board as Past President. "I am honored to serve as President of an organization that plays such a vital role in the golf industry," Gagne said. "There are many challenges faced by the golf facilities in our region, including declining memberships, increased regulation and environmental concerns. I look forward to helping shape how our industry responds to these challenges".

The GCSANE has a long standing tradition in which Presidents have given countless hours of their time to the betterment of the association for their membership. Additionally they have worked very hard to elevate the image and importance of the Golf Course Superintendent. Mark's election as President ensures that tradition continues.

Right from the Start

A New Hampshire native, Mark's entry into the game of golf began at an early age. He began working on golf courses in high school at two local courses close to his hometown, Woodstock Country Club in Vermont and Carter Country Club in Lebanon, New Hampshire. He gained an even greater appreciation and enjoyment for the game as a junior golf member. "At that stage in my life I was doing anything I possibly could to be on the golf course whether it was either playing or working, so it was a natural fit" says Mark.

Mark's pursued his interest formally and enrolled in the University of Massachusetts at Amherst for an Associate's degree in Turfgrass Management. During his two years at UMASS he completed a successful internship at Cherry Hills Country Club in Colorado, during which time the 1985 PGA Championship was hosted. Mark recalls how fortunate he was to obtain such a great opportunity and credits Dr. Joe Troll, one of his professors, as a catalyst for the opportunity. He remembers how Dr. Troll would hand-pick students and place them in internships based on their grades and ability.



Newly Elected GCSANE President Mark Gagne

It was no wonder why Mark was selected to head out west to work on a course hosting a major championship. Mark developed a close relationship with Dr. Troll during his time at UMASS which continued long after their time together at the university.

After graduating from UMASS, Mark was hired as the Superintendent at Crooked Mountain Ski & County Club, assuming his first management role in turf management. It was a tremendous opportunity for him and he was eager for the challenge. Over the next three years he developed a close relationship with the owner, who also owned another course in the area, Carter Country Club. Mark was instrumental in hiring a Superintendent for Carter Country Club, and was overseeing the operation of both courses.

In 1989, an opportunity presented itself in the greater Boston area. Walpole Country Club hired Mark as their Golf Course Superintendent; the same position that he holds today. He has helped elevate and advance the clubs standing in the Boston area by striving for high quality playing condi-

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GCSANE BOARD OF DIRECTORS

PRESIDENT

Mark Gagne
233 Baker Street, Walpole, MA 02081
508-668-3859 Fax: 508-668-9969
Email: Mgage@walpolecc.org
Walpole Country Club

VICE PRESIDENT

Scott Lagana, CGCS
840 Oak Hill Road, Fitchburg, MA 01420
978-342-6451 Fax: 978-345-2044
Email: slagana@oakhillcc.org
Oak Hill Country Club

TREASURER

Michael Luccini, CGCS
10 Griffin Road, Franklin, MA 02038
508-520-3615 Fax: 508-528-1885
Email: Mluccini@verizon.net
Franklin Country Club

SECRETARY

David W. Johnson
179 Fletcher Street, Whitinsville, MA 01588
508-234-2533 Fax: 508-234-2533
Email: djohnson.wgc@verizon.net
Whitinsville Golf Club

TRUSTEE (Membership)

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

TRUSTEE (Government Relations)

J. Michael Rose
181 Winter Street, Belmont, MA 02478
617-484-5360 Fax 617-484-6613
Email: mrose@belmontcc.org
Belmont Country Club

TRUSTEE (Scholarship & Benevolence)

David Stowe, CGCS
30 Western Avenue, Natick, MA 01760
617-789-4631 Fax 617-789-4631
Email: Newtonmaint@aol.com
Newton Commonwealth Golf Club

AFFILIATE TRUSTEE

Mark Casey
890 East Street, Tewksbury, MA 01876
617-990-2427 Fax: 978-409-0445
Email: mcasey@mte.us.com
MTE - Turf Equipment Solutions

FINANCE CHAIRMAN

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

GOLF CHAIRMAN

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

EDUCATION CHAIRMAN

Patrick VanVleck
103 Cochituate Road, Wayland, MA 01778
508-358-1104 Fax: 508-358-2359
Email: patrickvanvleck@sandyburr.com
Sandy Burr Country Club

NEWSLETTER CHAIRMAN

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

PAST PRESIDENT

Jason S. Adams
27 Cherry Street, Wrentham, MA 02093
781-828-6540 Fax: 781-326-3801
Email: jadams@bluehillcc.com
Blue Hill Country Club

ASSOCIATION MANAGER

Donald E. Hearn, CGCS
300 Arnold Palmer Blvd., Norton, MA 02766
774-430-9040 Fax: 774-430-9101
Email: donhearn@gcsane.org

BUSINESS MANAGER, THE NEWSLETTER

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

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

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President's Message - continued from page 1

tions daily. His contributions at Walpole aren't limited to just the golf course. In 1999, an opportunity arose for Mark to take over as General Manager and oversee the construction of Walpole's new clubhouse. It was a great challenge for him but one which he did not shy away from. The clubhouse project was a great success. He continued as General Manager for three years but his passion was truly on the golf course. He returned as the Golf Course Superintendent in 2002 and will be entering his 25th season this year.

Giving Back

Mark's contributions to the golf course industry are not limited to Walpole. He has been a member of GCSANE for over twenty four years and has served on the Board of Directors for the past six years. Mark has contributed to the association as Newsletter editor, Scholarship & Benevolence Trustee, as Secretary, and previously Treasurer. He was also instrumental in serving on the search committee which allowed the association to hire its first employee and manager, Don Hearn. Mark's contributions extended outside the association having served on the GCSAA Member Standards Advisory Group and the UMASS Alumni Turf Group Board for six years.

Mark credits his success to his hard work and dedication but insists that any good Superintendent cannot do it alone. Michael Hughes, Walpole's Senior Assistant, is Mark's right-hand man and has been instrumental in handling the day to day operations of the golf course. Mark also credits his two assistants, Dan Read and Chris Cyr, for their hard work and dedication. He is also extremely grateful for the support from his club. "Having served as Superintendent at WCC for nearly 25 years, I am fortunate to have developed many strong relationships within the membership and club leadership" Gagne said. "It means a great deal to me to represent the club in this capacity and to help in whatever way I can to further the turf management industry in our area".

Outside the Office

Many of us in this industry are fortunate to have someone who supports us in the long summer months even though it means time away from home. Mark credits his success to his wife of almost ten years, Kim. He goes on to say "To many of us, being a golf course superintendent is not a job or profession; it is a passion and way of life. As such, there are many long hours devoted to the golf course and away from home. I am fortunate that Kim understands this passion and has always been a partner to what it is we are trying to accomplish."

Mark's passion in golf is not limited to turf management. He is an active golfer who enjoys the game and is also a fan of golf course architecture. Mark has collected several geomorphic maps of some of his favorite golf courses and has quite a collection started. This past September, he gave his Dad one of the best birthday presents any son could give as the two of them journeyed to Scotland. Together they played many of the great courses and learned more about the history of the game.

Congratulations Mark to your appointment and good luck as GCSANE's President. The association thanks you for your continued contribution and the betterment of Golf Course Superintendents everywhere. ❖

Mark credits his success to his hard work and dedication but insists that any good Superintendent cannot do it alone.

GCSANE Elects 2013 Board of Directors

The Golf Course Superintendent's Association of New England (GCSANE) elected its 2013 Board of Directors at its recent Annual Meeting, held on January 9th at Blue Hill Country Club in Canton, MA:

President	Mark Gagne	Walpole Country Club
Vice-President	Scott Lagana, CGCS	Oak Hill Country Club
Secretary	David Johnson	Whitinsville Golf Club
Treasurer	Michael, Luccini, CGCS	Franklin Country Club
Trustee	Jeffrey Urquhart	Milton Hoosic Club
Trustee	David Stowe, CGCS	Newton Commonwealth Golf Course
Trustee	Mike Rose	Belmont Country Club
Finance Chairman	Donald D'Errico	Spring Valley Country Club
Golf Chairman	Jason VanBuskirk	Stow Acres Country Club
Education Chairman	Patrick VanVleck	New Sandy Burr Country Club
Newsletter Chairman	Peter Rappoccio	Concord Country Club
Past President	Jason Adams	Blue Hill Country Club
Association Manager	Donald Hearn, CGCS	Golf House, Norton, MA

GCSANE also announced the latest recipient of its Distinguished Service Award, James R. Fitzroy of Presidents Golf Course in Quincy, MA.



The Golf Course Superintendent's Association of New England (GCSANE) was founded in 1924 and serves over 400 members, most of whom are superintendents and assistant superintendents at golf facilities throughout New England. GCSANE's mission includes furthering the education of its members in the science of golf course maintenance, encouraging the free exchange of ideas and experiences, advancing the interests and welfare of its members, encouraging the highest standards of dignity, integrity and skill in the profession and fostering active cooperation and participation in all things good for the profession such as turfgrass conferences, experimental and research work, government advocacy and environmental stewardship. ❖

Front Row from L to R: Mark Gagne, President; Jason VanBuskirk, Golf Chairman; Peter J. Rappoccio, Newsletter Chair; Jason Adams, Past President; David Stowe, CGCS, Trustee - S & B.

Back Row L to R: Donald D'Errico, Finance Chair; Patrick VanVleck; Education Chair; Jeff Urquhart, Trustee - Membership; Scott Lagana, CGCS, Vice President; David Johnson, Secretary.

Not pictured: Mike Luccini, CGCS, Treasurer; Mike Rose, Trustee - Gov't Relations and Mark Casey, Trustee - Affiliate

Thoughts From Your Association Manager

January has been a busy month. The Annual Meeting took place January 9. The annual dues billings have been sent out. A seminar presented by Jason VanBuskirk was held at Golf House January 14. And the 2013 Board of Directors first meeting was held January 16.

The Annual Meeting turnout was very good – 95 people. The Past Presidents met and were brought up to date on what the Association has been doing and what plans are on the horizon. This meeting gives us the opportunity to express pleasure or displeasure about what we think. And I realize, as a friend of mine once said, “There’s nothing more past than a Past President,” my time came and went and it’s time for another group to guide us on our journey to help make our Association and our business better.

Jim Fitzroy, a Past President of both our Association and the Golf Course Superintendents Association of America, was presented the Distinguished Service Award. A well deserved honor for a long-time and active member of the GCSA of New England.

I want to express my sincere thanks to the fellows who have left the Board this year.

Rich Gagnon, Pat Daly, Mike Stachowicz and Carl Miner invested their time and energy on our behalf. Their roles were different, but their goals were the same – to make our Association better.

Certainly, we all don’t agree on what’s best for our Association and we don’t always agree on the best way to accomplish the goal, but that’s why, to a certain extent, there’s more than one person on the Board. If you don’t like something let a board member know your feelings. We’re all in this together and should be looking for ways to help each other.

As many of you know, Mike Stachowicz has moved to Washington, DC to become the National Park Service’s first Turf Specialist. He has plenty to do and I’m sure will make a difference. I’m guessing Mike will have a different set of challenges to deal with in this next stage of his life.



Jason VanBuskirk presents his seminar to an attentive group at Golf House. The two-hour educational meeting was jam packed with information that attendees will be using to create more efficient operations at their clubs. After the presentations attendees had the opportunity to tour the MGA’s Museum and Golf Hall of Fame and the Francis Ouimet Museum. Jason will also be making a presentation at the GIS in San Diego.

Congratulations to Peter Costello, a member of the MGA’s Executive Committee and former Green Chairman at Cohasset Golf Club, for being chosen as the first recipient of the Andrew J. Blau MGA Volunteer of the Year Award. ❖



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GCSANE Annual Meeting - January 9, 2013



Jim Fitzroy, GCSAA and GCSANE Past President, receives the Distinguished Service Award from outgoing GCSANE President Jason Adams. We will have more information on Jim and his contributions to the industry in February's edition.



Jason Adams, Past President receives his chair in recognition from incoming President Mark Gagne.

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Affiliate Committee Updates

The Partnership Promotion Program / Friends and affiliate renewal form brochure has been forwarded to all members. Thank you for the many companies responding and renewals of Friends and Affiliates for 2013. The GCSA of New England has received commitments from the first new PARTNERS. A special thank you to Michael Parks and Hillcrest Turf Services, Ed Downing and Rick Moulton of New England Specialty Soils for their SILVER PARTNERSHIP commitment; and thank you to Melissa Gugliotti and Syngenta; Brian Giblin and Bayer for their PATRON PARTNERSHIP. Thank You to Ben Mancuso and MTE ~ Turf Equipment Solutions for GOLD PARTNER Commitment, with Affiliates Matt Lapinski & Mark Casey. You may receive a follow up call to send in your renewals!

The affiliate committee has reformed for 2013 and I welcome new Affiliate Committee member volunteer Jim Favreau of Matrix Turf Solutions and Scott Whitcomb of the MGA. Ed Downing of New England Specialty Soils is named an alternate should any committee position be vacated. I am pleased with the response, feedback, support and critique from the PPP options. Keep it coming! The committee will

evaluate and work to improve plans based on responses, and expand offerings for next year to include meetings & golf events with the direct focus of improving value to the Friends. The Affiliate committee is the Friends voice to the board of directors, so do please do reach me or to any member should you have a question, issue or concern. We aim to be part of shaping better organization through mutual support of one another. ❖

Thank you,

Mark Casey
Affiliate Trustee, GCSA of New England
MTE Turf Equipment Solutions
mcasey@mte.us.com

Kevin Doyle - GCSAA Updates



I want to thank the board for the opportunity to speak at the Annual meeting at Blue Hill. Thank you also to those that stayed and provided me an audience. I hope you learned a little more about the workings of your Association and the benefits of your current and future membership.

The off season provides many opportunities for education, and I hope you are taking advantage of that. Attendance at these events can be a critical element used to distinguish the professionalism of golf course superintendents to others in the green industry. Why is that important? When it comes to advocate for our industry, education is often what sets us apart to decision makers in the public policy world. Not only does this make an impact on those in the public arena, but at our own facilities as well. Think about your attendance at the GCSANE co-sponsored event upcoming in March. Exposing the decision makers at our facility to agronomic education, communication tools, and outreach efforts being taken by our industry it helps to elevate our standing at our facility as well. Remember, we are often called on to educate those we work with, so consider bringing staff from your facility to reinforce those fundamentals that set you apart as a professional turf, and people, manager.

I want to remind you of upcoming opportunities and deadlines of GCSAA resources available to you:

- Time is running out to register for the Golf Industry Show in San Diego. It is not too late!

- Those of you who have Assistants, interns, or staff that would benefit from the resources GCSAA offers, please consider discussing with them membership and visit www.GCSAA.org/referral to receive a small gift for doing so
- Nominate your technician for the "Most Valuable Technician" award sponsored by Foley United. What better way to say thank you for all that hard work then by bringing the award east of the Rocky Mountains for the first time. It won't take long, and makes a positive impact just by nominating!

The upcoming FREE webinars look like this:

Feb. 21: Today's Turf is ... Zoysiagrass

Feb. 26: Managing Nutrient Budgets in the Face of Rising Prices

Feb. 28: Today's Turf is ... Ultradwarf Bermuda

March 6: Managing Turf to Reduce Herbicide Use

Take advantage of this valuable resource. Stay warm, and hope to see you in San Diego. ❖

Kevin Doyle
GCSAA Field Staff
kdoyle@gcsaa.org **816-807-3103**

Etiquette

The following is more about etiquette all of us can use and has been excerpted from an article written by Beverly West, a Monster.com Contributing Writer. My wife has told me to keep in mind that women don't like it when a man gives her a weak, "mousey" handshake. They can handle the real thing!

THE HANDSHAKE

Whether you're interacting with a customer, club member, your boss or a colleague, a confident, well-executed handshake is one of the best business skills you can cultivate to ensure that each new encounter gets off on the right foot -- and that you're representing yourself positively.

Anatomy of a Perfect Handshake

A handshake is "an opportunity to establish rapport and positive chemistry," suggests Dana May Casperson in *Power Etiquette: What You Don't Know Can Kill Your Career*. An immediate bond develops from the touch of a hand that sets the tone for conversation and future business and personal association.

While a handshake might seem a fairly simple and straightforward gesture, there are nuances involved with this highly psychological social ritual. These expert tips will help you ensure that your handshake is communicating what you want it to:

Get the Timing Right: Shake hands whenever you are introduced to someone, whenever you introduce yourself to someone, and whenever you say goodbye, says Casperson.

Speak Up: Say something when you shake hands, suggests Casperson. You can acknowledge the person's name and say, "It's very nice to meet you, Mr. Jones" or "Good to see you again."

Get a Grip: Your grip speaks volumes, say Peter and Peggy Post in *The Etiquette Advantage in Business: Personal Skills for Professional Success*. A limp one suggests hesitance or mousiness, while a bone cruncher can seem overly enthusiastic or domineering. A medium-firm grip conveys confidence and authority.

Dry Your Palms: Nobody likes clammy hands, says Jennifer Star, co-president of The Jennifer Group, a New York City-based recruiting firm specializing in administrative support staff. Sweaty palms communicate nervousness, which can subconsciously make people feel like you've got something to hide. Star suggests carrying Kleenex or liquid baby powder to rub on your palms before shaking hands.

Shake Palm to Palm: Make sure you shake palm to palm, and keep your hand perpendicular to the ground. An upturned palm may subconsciously signal submissiveness -- a downward palm, dominance, say the Posts. And while grasping the top of the person's hand with your other hand while shaking can often be a signal of warmth and affection, the Posts cau-

tion that this forward of a greeting might seem presumptuous or insincere when used in a first meeting.

Mind Your Audience: Be observant, and follow the cues of those around you, says Casperson. Respond with pressure that meets the pressure you receive. Don't try to overpower the other person if their grasp is more timid. And be aware that different social boundaries prevail in different cultures. In North America and Europe, a firm handshake is an appropriate form of greeting, the Posts say. In Asia and the Middle East, where handshaking is still relatively new, the grip is gentler; a too-hearty grip could be interpreted as aggressive.

Know When to Let Go: The ideal handshake lasts approximately three seconds. The hands can be gently pumped once or twice, and then it's time to pull back your hand, even if you are still conversing. ❖



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Andrew J. Blau MGA Volunteer of the Year Award

Dear MGA Family:

It gives me great pleasure to inform you that **Peter Costello** has been selected as the first recipient of the MGA's Andrew J. Blau Volunteer of the Year Award.

This award was established this year to honor Andy Blau, an MGA volunteer for nearly 30 years who passed away in January 2010. It is meant to honor volunteers from the MGA who demonstrate outstanding service and who help guide, lead and develop other volunteers.

Since joining the MGA Executive Committee in 2008, Peter has been a diligent worker as a Rules Official and has served as OIC at numerous qualifiers and championships. As a former Green Chairman at his home club of Cohasset Golf Club, Peter organized a panel of superintendents in one of his first years on the Executive Committee. Green chairs and club officials were invited to learn about turf-related issues, and the evening was an unqualified success. This was a precursor to the New England Green Section Seminar held this past year at Blue Hill CC where Peter was the driving force. The event proved so successful that it has been scheduled again for 2013 with Peter again as the de facto chairman.

Peter has also been very involved with assisting the MGA staff in procuring qualifying and championship sites on the South Shore and elsewhere. We have many dedicated and loyal volunteers in the MGA, and our organization simply could not run as effectively without their help, but Peter Costello has demonstrated all the traits in 2012 exemplified by the award's namesake, Andy Blau.

I hope that you will join me in congratulating Peter on this award which will be presented at the Salute to Champions Dinner at Wellesley CC on January 10.

Best Regards,

Joe

**Joseph J. Sprague, Jr., Executive Director
Massachusetts Golf Association**

Syngenta Business Institute



Photo courtesy of Syngenta

Congratulations to **Greg Cormier** and **Mark Gagne**, who were selected as two of 25 golf course superintendents to participate in the Syngenta Business Institute, a unique, educational program.

The Syngenta Business Institute is sponsored by Syngenta in conjunction with Wake Forest University's graduate school of business and was held Dec. 3 to Dec. 6 in Winston-Salem, N.C. While agronomic expertise is critical to superintendent success, Syngenta also recognized the need to provide superintendents with business management tools.

Syngenta worked with Wake Forest to develop a program that focused on financial and human resources management, delegation and negotiation skills, effective communications techniques, managing generational differences and more.

They were selected from a talented pool of superintendents based on an application process that reviewed their educational background, industry achievements and an industry-related essay.

Cormier is with Nashawtuc Country Club in Concord, Mass., and Gagne is with Walpole Country Club in Walpole, Mass. ❖

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- 8am-12pm *Plant and Soil Interactions*
- 8am-12pm *CPR/AED Training*
- 8am-12pm *MS Excel 2007 w/Windows 7*
- 1pm-5pm *Cool Season Putting Green Improvement-Changing Species or Cultivars, Interseeding or Regrassing*
- 1pm-5pm *Turfgrass Insect Diagnostic Workshop*
- 1pm-5pm *MS Excel 2007 w/Windows 7*
- 1pm-5pm *Micro-Nutrients and Bio Stimulants (2-2hr Seminars)*
- 3pm-5pm *Environomics: Blending Environmental and Financial Stewardship for the Modern Superintendent*
- 8am-5pm *Grass Court Session*

Sports Turf Seminar

Tuesday, March 5 • 1pm-3:30pm

Managing Infields

Trade Show Hours

Tuesday, March 5

Wednesday, March 6

Thursday, March 7

• 4:30pm-7:30pm with reception

• 10am-5pm Live Auction 4pm

• 9am-1pm

Educational Session Hours

Tuesday, March 5

Wednesday, March 6

Thursday, March 7

• 9am-11:30am "New" Sports Turf Session

• 9am-4:30pm USGA Session & Keynote Speaker

• 9am-11am & 2pm-4pm Golf / Sports Turf / Turf & Ornamental / Lawn Care & Landscape / Equipment Technicians

• 9am-11am Golf / Landscape

• 9:30am-11am Professional Development



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New England Green Section Seminar

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Register Online Now & Join Your Colleagues in March!

Following a successful debut in 2012, the USGA Green Section, GCSANE and MGA are once again coming together to host the [2013 New England Green Section Seminar](#).

In addition to USGA Green Section experts **Jim Skorulski**, **Dave Oatis** and **Adam Mueller**, this year's Seminar will feature keynote speakers **David Chag** (National Club Association/The Country Club) and renowned golf course architect **Ian Andrew**.

2013 NEW ENGLAND GREEN SECTION SEMINAR

Tuesday, March 26, 2013

Blue Hill Country Club (Canton, MA)

This educational, one-day seminar was designed to better inform green committee chairpersons, club officials, general managers, superintendents and golf professionals about agronomy and operational issues concerning the maintenance of a golf course.

The day will conclude with a networking luncheon and an interactive panel discussion which will include a question and answer session.

WHO SHOULD ATTEND

This seminar is targeted towards green committee chairpersons (and green committee members), superintendents, club managers, golf professionals, presidents and owners. Club board members and interested members and staff are also welcome to attend.

REGISTRATION

Online registration is now available by [clicking here](#). The cost per attendee is \$50 and you can register up to 10 people with one transaction.

MORE INFORMATION

[Click here](#) to visit the event web site or contact Event Coordinator Becky Blaeser via email (info@mgalinks.org) or phone (781-789-8760).

FAST FACTS

Here are the details that you will need to know in order to save the date for this important educational seminar!

** WHEN **

Tuesday, March 26, 2013

(tentative schedule is set for 7:30 a.m. to 2:30 p.m.)

** WHERE **

Blue Hill CC (Canton, MA)

HOSTS - [USGA Green Section](#), [GCSANE](#), [MGA](#)

WHO - Green Chairs, Superintendents, Club Managers, Golf Professionals, Presidents, Owners and the General Public

TOPICS - Topics to be covered could include Bunker Maintenance, Budget Pitfalls, Regrassing Greens, Newest Green Technology, Architects & Golf Course Design/Restoration, Collaboration in the Club House, more to come...

FEATURES - Education Points, USGA Green Section Speakers, Networking Luncheon



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

ANNOUNCEMENTS

Mike Bach's father, Frederick W. Bach, Jr., passed away January 10, 2013 at the Renaissance Manor in Holyoke, MA. Mike is the Superintendent at the Crestview Country Club in Agawam, MA.

2013 Dues Renewal & Membership Info Sheet

Your dues renewal and member information form have been mailed. Please do your best to get them back to Don as soon as you can. It will help us get the Directory out to the membership in record time. Even if your information hasn't changed, please fill it out anyways to ensure we have the correct information on our end. If you have any questions please feel free to contact either Don or myself, your Membership Chairman. I can be reached via phone (781) 571-1164 or email jmartin101@gmail.com.

Thanks again for continuing your support of the Association.

Jeff Urquhart, Membership Chairman

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.

Peter J. Rappoccio, Editor

CALENDAR

February 4-8, 2013:

GIS, San Diego, CA

March 4-7, 2013:

New England Regional Turfgrass Foundation Conference and Show, Providence, RI

March 26, 2013:

MGA Green Section Seminar, Blue Hill CC

Nor'easter Hospitality Event at the GIS

When: Wednesday, February 6

**Where: Hilton Bayfront Hotel
(GCSAA Headquarters)
Aquaroom 308**

Time: 6:00 - 10:00 pm

This will be an ideal place to meet new people, enjoy the company of others, and thank those who support our industry.



GCSANE Offers Website Banner advertising at www.gcsane.org

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

**For more information, please contact Jeff Urquhart
at 781-828-2953 or jmartin101@gmail.com**

Please Patronize these FRIENDS of the ASSOCIATION

Page 1

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.
Rob Fitzpatrick - (800) 4-AA-WILL
www.aawillmaterials.com

Agresource, Inc.

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

Allen's Seed

693 S. County Trail, Exeter, RI 02822
Specializing in quality seed, fertilizer, chemicals, and related golf course maintenance supplies.
Michelle Maltais (401) 835-0287 Peter Lund (401) 474-8171
www.allensseed.com

The Andersons Technologies, Inc.

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

Atlantic Golf and Turf

9 Industrial Boulevard, Turners Falls, MA 01376
Specializing in agronomy through the distribution of fertilizer, seed and chemicals throughout New England.
Chris Cowan (413) 530-5040, Gregg Mackintosh (508) 525-5142, Scott Mackintosh CPAg (774) 551-6083

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
"We don't make the turf. We make it better."
John Bresnahan - (413) 565-5340

BACKED by BAYER

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

The 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

Cavicchio 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

Country Club Enterprises

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

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

153A Foster Center Road, 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. Dahn Tibbett (20 year member), Jaime Tibbett 508-746-3222 DHTGOLF.COM

G. Fialkosky Lawn Sprinklers

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

Harrell's

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

Hillcrest Turf Services

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

International Golf Construction Co.

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

Irrigation Management & Services

21 Lakeview Ave., Natick, MA 01760
Irrigation consultation, design, and system evaluation.
Bob Healey, ASIC, CID - (508) 653-0625

continued on next page

Please Patronize these *FRIENDS* of the ASSOCIATION

John Deere Golf

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

MAS Golf Course Construction LLC

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

Maltby & Company

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

Matrix Turf Solutions

29 Gilmore Drive - Unit C, Sutton, MA 01590
Providing the finest turf care products and accessories.
Jim Favreau - (978) 815-9810 - Larry Anshewitz - (508) 789-4810
www.matrixturf.com

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

MTE ~ Turf Equipment Solutions * new Location *

118 LUMBER AVENUE, TEWKSBURY, MA 01864
New and Pre-owned Equipment ; Sales / Parts / Service
JACOBSEN – TURFCO – SMITHCO – REDEXIM -
NEARY GRINDERS - BUFFALO TURBINE – TRU TURF –
GOLF LIFT – STANDARD & PAR-AID – SDI – BROYHILL –
RYAN – HUSQVARNA- GRAVELY – LELY - VICON
NEW Office#: 978-654-4240 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

New England Turf

P.O. Box 777, West Kingston, RI 02892
Phone: 800-451-2900 or Ernie Ketchum 508-364-4428;
Mike Brown (508) 272-1827
Website: 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

Northeast Nursery Inc.

6 Dearborn Road, Peabody, MA 01960
Complete line of Golf Course, Landscape & Lawn Care Construction and Maintenance Supplies
Tom Rowell (978) 317-0673
Alan Vadala (774) 766-2516

North Shore Hydroseeding

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Hydroseeding and erosion control services.
Brian King - (978) 762-8737 www.nshydro.com

On-Course Golf Inc., Design/Build

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

Putnam Pipe Corp.

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

continued on next page

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

Sodco Inc.

P. O. Box 2, Slocum, RI 02877
Bluegrass/Fescue, Bluegrass/Rye, Bluegrass/Fescue/Rye, Bentgrass. 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 Craigmere Circle, Avon, CT 06001
Melissa Gugliotti (860) 221-5712

Tartan Farms, LLC

P.O. Box 983, West Kingston, RI 02892
Dave Wallace
(401) 641-0306

Tom Irwin Inc.

11 A St., Burlington, MA 01803
Turf management products. Paul Skafas, Rob Larson, Chris Petersen, Greg Misodoulakis, 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
Full service tree service specializing in zero impact tree removal, stump grinding, tree pruning and tree risk assessments by our team of Certified Arborists.

Tuckahoe Turf Farms, Inc.

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

Turf Products Corp.

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

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")

<u>Member Rates:</u>	Monthly Rate	4 Times Per Yr. (Save 5%)	6 Times Per Yr. (Save 10%)	8 Times Per Yr. (Save 10%)	Annual Rate (Save 15%)
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1/4 page (vertical; 3.75" wide x 5" deep) \$ 90.00 \$ 342.00 \$ 486.00 \$ 648.00 \$ 918.00

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

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****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