



THE NEWSLETTER

January 2014

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.

2014 Distinguished Service Award presented to Mr. Richard Zepp, CGCS

By Jeff Urquhart, Membership Chairman

I'd like to thank those of you who submitted nominations for this prestigious award. I forwarded them to the committee and they came back with this year's winner. Like most of the younger membership, I didn't know much about this year's recipient, so naturally I planned an interview so I could find out more. The conversation started out rather strange, but there was no other way to break the ice, "Would you mind if I called you...Dick?"

A native to this area, he was born and raised in Boylston MA, in fact most of his career has been in this same location as well. Before I fill you in on his career, I thought you'd like to know how he got into this racket to begin with. You see, Dick has a Doctorate in Chemistry and his father was a professor so naturally he wanted to follow in his footsteps. While at UMass Dick was going through the motions to become a very gifted professor, when one day he'd had enough. He stormed up to Stockbridge Hall and sought out Dr. Troll to weigh out his options. He had been around golf for many years, it's a fun game, why not grow the grass that it's played on? He told Dr. Troll he'd like to enroll in the Turf Program. Dr. Troll responded, and I quote, "Are you f@*#@#! nuts?" So Dick being the great listener that he is signed up right away and obtained his Turf Degree in just one year. In the end Dr. Troll did whatever he could to help Dick along the way.

He started his turf career at Mt Pleasant where he worked for Dick Blake and stayed there for 8 years while in college doing the usual golf course maintenance tasks. While at Mt. Pleasant Blake encouraged him to join both local and national associations. He then went to Whitinsville and stayed for 21 years as the Superintendent. Dick then stated "Thanks to all members and staff of Whitinsville Golf Club, including my Assistant Superintendent Paul Wilson, for their support and help during my time on the GCSANE Board."

During the late 90's he moved over to Cyprian Keyes and has been employed there ever since. There is a great managerial system in place, comprised of owners Bob and Liz Frem who have treated Dick as a friend and family mem-



Pictured above: Richard Zepp, CGCS receiving his DSA Award (photo credit: Tom Albert)

ber, the General Manager Dave Frem who has been great to work with and most importantly his direct grounds staff; which includes Superintendent Jason Paradise, Assistant Superintendent Dan Brandt and Equipment Manager Jim Woodworth. They have all made it possible for him to get away for Association business or for vacation and Dick has the comfort and knowledge that they can handle anything that might happen while away. Dick added, "That ALL Superintendents should be able to get away to GCSANE meetings and if they feel that they can't, then they haven't hired the right staff or haven't trained them properly. None of us are indispensable."

When I was interviewing Dick, he never had anything bad to say about any of the clubs. We all have our bad days and bad years, but he seemed to always speak of the good ones, which I found very intriguing and will take something from that in my career and I hope you do the same.

continued on page 3

GCSANE BOARD OF DIRECTORS

PRESIDENT

Mark Gagne
233 Baker Street, Walpole, MA 02081
508-668-3859 Fax: 508-668-9969
Email: mgagne@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
399 Parker Road
Osterville, MA 02655
508-428-6981
Djohnson.wgc@verizon.net
Wianno 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)

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

Brian F. Skinner, CGCS
320 Porter Street, PO Box 760661
Melrose, MA 02176
781-665-3147
Email: brianskinner@bellevuegolfclub.com
Bellevue Golf Club

NEWSLETTER CHAIRMAN

Earl T. (Tom) Albert
104 North Street
Douglas, MA 01516
508-990-6682
Email: black72nova@hotmail.com
Hopedale 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

Any opinions expressed in this publication are those of the author and/or person quoted, and may not represent the position of GCSANE. Information contained in this publication may be used freely, in whole or in part, without special permission as long as the true context is maintained. We would appreciate a credit line.

President's Message



Each winter in New England seems to be unique in its own way and this year seems to be no exception. The snow/rain/flash freeze weather pattern in early January has some of us wondering how our turf is doing and trying to predict what we will find when it breaks dormancy this spring. Unfortunately we likely have a way to go before winter is over and can begin to get an idea of what effect this has all had on our courses.

Our Annual Meeting was recently held at Cyprian Keyes Golf Club. Many thanks to our hosts, Dick Zepp, CGCS (Director of Maintenance), Jason Paradise (Superintendent) and Dave Frem (Owner). Mr. Frem spoke to us about the New England Golf Course Owners Association in his role as President. We also heard from Jesse Menachem, the newly appointed Executive Director of the Massachusetts Golf Association. The time and place couldn't be better to honor Dick Zepp with our Distinguished Service Award; a recognition well deserved. It was great to see Dick receive the award on his home turf and with his staff and family in the audience. Congratulations to Tom Albert of Hopedale Country Club and Brian Skinner, CGCS of Bellevue Golf Club as they were elected to the Board of Directors. This edition of The Newsletter is the first with Tom as its Editor and Brian will take over duties as the Education Chair. We also offered thoughts and prayers to Jason VanBuskirk and his wife Gloria during this difficult time as her doctors work to restore her health.

I want to encourage all members (superintendents, assistants and affiliates) interested in serving on the various association committees to contact Don Hearn for more information. If you have served in the past I thank you and hope you continue to do so in the future. If you haven't served before, perhaps you will consider offering your time and talents to furthering GCSANE.

We have been working to finalize our meeting and event calendar for 2014 and expect to publish this in the near future. We do know that we are headed to Cohasset Golf Club on April 28th for a joint meeting with the Cape Cod Superintendents Association where the Bear Cup will be up for grabs and we will gather with the Rhode Island Superintendents chapter for a joint meeting on May 5th at Worcester Country Club. In the meantime, I look forward to seeing everyone at the Golf Industry Show in Orlando and at the Nor'easter reception, which will be held on February 5th at BB King's Blues Club. The GIS will be followed by the New England Regional Turf Conference, held in Providence from March 3rd to the 6th. ❖

Mark Gagne

693 SOUTH COUNTY TRAIL, EXETER, R.I.

ALLEN'S SEED

401-294-2722 1-800-527-3898

PROFESSIONAL TURF SUPPLIES,
EQUIPMENT, PARTS & SERVICE

Along with his great career, Dick served for 12 years on our Board of Directors along with a couple years on the By Laws Committee with GCSAA. He mentioned, "I served under several great GCSANE Presidents who displayed great leadership qualities and were very helpful in molding me into a future President. They were Ron Kirkman, Brian Cowan, Don Hearn and Dave Barber. My thanks go to all of them." He moved up the ladder and became President in 1988. He then added, "Thank you to all Board Members and Committee Members that I served with. They all were very dedicated to GCSANE and were a great help. This group included Chip Brearley, Steve Chiavaroli and Charlie Passios." Once his term as President and Past President were over he continued to serve the association by sitting on several committees over the years.

Dick knows the roots of our association very well. I was most impressed that he was a part of the initial beginnings of our now Scholarship & Benevolence Fund. Details of which could only be shared through his very own words.

"Special thanks to Tom Schofield, our long-time Association Treasurer. Tom took us into the computer age and began investing our finances, not just parking them in a checking account. I told the story of Tom explaining to Don Hearn, Dave Barber and me that he had amassed over \$20,000 in surplus cash and wanted to put it to a good use. We decided to start a Turf Research Fund and raise money for it through a Turf Research Tournament. This effort was very successful but became un-needed when the New England Turf Grass Conference was started. The GCSANE Board turned the Research Fund into the Scholarship and Benevolence Fund which has been very successful but I still thank Tom Schofield for the initial start-up."

As we were wrapping up our conversation, Dick wanted to thank some influential people that have been there for him every step of the way, one of which is Jim Beane. He started working with Jim when he arrived at Mt. Pleasant C.C. as a part-time employee. Jim then became a full-timer and worked his way up to Assistant Superintendent and then eventually Superintendent. They remained close friends and he was always very supportive during Dick's time on the GCSANE Board. He stated, "If I needed someone to perform a job, I could count on Jim." When Jim retired from Mt. Pleasant at the end of 1995, he went to work with Bob Frem on the construction of Cyprian Keyes. When it became time to hire a full-time Superintendent, Jim asked Dick if he was interested. Although he loved Whitinsville Golf Club, Dick could not turn down the chance to work with Jim and Bob Frem at Cyprian Keyes. Dick ended with "Jim still comes in almost every day and is a great friend who will help out wherever needed and always is there when I need someone to talk to."

Others he wanted to thank were some old friends Ken Mooradian and the late Gary Luccini. He honestly learned more about being a Superintendent from them than from any other source. They traveled to meetings together, talked a lot about the business, had a lot of fun and established themselves as the "Buffet Brothers" due to their eating prowess and habit to be the first ones in line for first and second helpings.

Lastly he mentioned, "Special thanks to my family for their support during my career and service to GCSANE. We all know how understanding our spouses and children must



Pictured above: (L-R) Richard Zepp, CGCS with Jeff Urquhart

(photo credit: Tom Albert)

be to put up with our long hours of work. Thanks to my wife Gigi and to my daughters, Jennifer, Dayna and Katie as well as our 6 grandchildren and 3 step-grandchildren for their love and support."

Dick wants to thank all of the GCSANE members who supported him for the DSA award and for their support over the 38 years that he has been a Superintendent. He told everyone that serving on the GCSA Board and, especially, as President was one of the most important career moves that he had ever made and encouraged all members to step up and serve with the Association in some capacity.

He ended with, "Thank you to Jeff Urquhart and Membership Committee for selection of me as DSA recipient. I am honored and humbled to be included with the previous DSA winners." ❖



Hillcrest Turf Services

**Providing quality service to
golf courses**

- **Dethatching**
- **Root Pruning**
- **Seeding**

Michael Parks

617-852-0479

michaelparks09@comcast.net

Thoughts From Your Association Manager

We had two members of our Association win distinguished service awards this month. Dick Zepp, Director of Maintenance at Cyprian Keyes Golf Club and Steve Cadenelli, retired Superintendent of Cape Cod National Golf Club are well deserving of the recognition each has received. Dick has been recognized for his contributions to our Association and members and has been a wonderful representative of all golf course superintendents in the New England area. Please read more about Dick and his background as written by Jeff Urquhart in this issue of the NEWSLETTER. Steve Cadenelli was recognized for his contributions to our profession on a national level. The story about Steve appeared on our website and is included here in case you missed it.

STEVE CADENELLI, CGCS RECEIVES GCSAA's COLONEL JOHN MORLEY AWARD



The Golf Course Superintendents Association of America (GCSAA) has awarded the Colonel John Morley Award (formerly the Distinguished Service Award) to Steve Cadenelli, CGCS a past president of the GCSAA. Steve, a 41-year member of GCSAA, retired in 2013 after a career spent exclusively in the Northeast.

He served as golf course superintendent at the Country Club of New Canaan (Conn.) and Metedeconk National Golf Club in Jackson, N.J., and retired from Cape Cod

National Golf Club in Brewster, Mass. where he was superintendent for thirteen years. In addition to his board service and time on national committees with GCSAA, he has been a member of the GCSA of New England, GCSA of New Jersey, the Metropolitan GCSA, the Connecticut Association of GCS, and the GCSA of Cape Cod.

Steve has been a spirited advocate for educating superintendents and others in the profession of golf course management and the business of golf. He has always been a committed supporter of ways to help superintendents succeed in bettering themselves, their staff and all who make up the community of the superintendent's world.

Passion is a word that identifies what Steve brings to a discussion. It doesn't matter if the subject is ongoing education for superintendents, the politics in our country, or the future of the golf course management profession – all are discussed with caring, thought and passion.

He has supported fundraising events by participating in the UMass Alumni Turf Group's Annual Joseph Troll Fundraising Tournament. Steve also hosted the event at Cape Cod National Golf Club. Proceeds from the event benefit the turf research program at the University of Massachusetts. He was the founder of the Robert Trent Jones fundraiser at the Metedeconk National Golf Club where he was

continued on page 6

Update & Upgrade your pumps



STOP OPERATING OLD INEFFICIENT PUMPS

STOP FREQUENT DOWN TIMES

STOP CROSSING YOUR FINGERS DURING A HEAT WAVE

CALL PROFESSIONAL PUMP TO UPDATE & UPGRADE PUMPING SYSTEM

Centrifugal, submersible & vertical turbine Franklin Electric offers the best pumps for your golf course irrigation needs.

Franklin Electric...its what the pros at Professional Pump install.



Franklin Electric

Professional Pump Co.

1-508-747-3838

Pumps, Controls, Emergency Services

Kevin Doyle - GCSAA Updates



I have covered a lot of topics in the pages of the Newsletter, and several parallel versions have hit home recently. A sort of unexpected collision of circumstances might be a good way to describe it. I often refer to the passion that is the profession of the superintendent. After all, wake up between three and four in the morning, respond to the pressures Mother Nature throws our way, fight the never ending battle that is golfer/member expectations, and do it all again the next day. Yes superintendents get paid, but I feel it is better described as a passion more than a profession.

I have also written articles based on the government relations actions taking place on your behalf by your association. Work being done by GCSAA staff that some members have told me "is worth the price of membership alone." So what were to happen when GR meets members here in the Northeast Region?

Here is where the collision happens: add GCSAA Director of Government Relations, Chava McKeel, and see that not only do superintendents exude passion for their profession, so do McKeel and her GR staff. The message was made clear to the Connecticut, Metropolitan, and Maine chapters, nearly 600 people, simply working to raise awareness about the profession of the golf course superintendent and the benefits of golf will not work. Advancing the profession and enhancing the vitality of the game of golf must be done with passion. McKeel might not operate with enough passion to move mountains (literally), but definitely enough

to move votes!

During the many hours travelling the region I learned first-hand that GCSAA's staff of McKeel, Margo Campbell Szabo, and newly hired Kaelyn Seymour are indeed passionate about your profession and you the member. Many in government think golf is an elitist sport that needs no federal help. More people in government think golf is a waste of open space and blight on the environment. Your GR staff at GCSAA considers operating in that element a challenge, and even fun. Building coalitions, developing relationships, and generating political capital are more than a job for McKeel and her staff; it is what makes them tick! Her messages of "we need to chip away at misperceptions" of golf, and "get involved in government relations, it's not scary" resonated with the members.

I can attest to those two statements personally. I attended my first New York State Turfgrass Association (NYSTA) Lobby Day in Albany last year. There were four topics to be discussed with state legislators that day, and "leave behind" materials were distributed to the group. I was petrified. I had no idea what to do. My first meeting was with the Chair of the Environmental Committee, and was an adversary of the green industry. While discussion went as was expected when the unstoppable force meets the immovable object, nowhere. By the second office visit of my six, I understood that we, the members of the industry, were the experts on

continued on page 7

Discover MTE Platinum Equipment

Better than used. Feels like new.

Sure, you can risk your money buying someone's old equipment, or you can invest in an MTE Platinum machine - recent-model, pre-owned equipment that's reconditioned from the frame up.

Imagine a proven model - a 2008 Jacobsen GKIV+ or LF-3400 - that's undergone a rigorous 60-point overhaul and inspection by our factory-trained and certified technicians - everything from the engine, to hydraulic system, to cutting units, to paint job. Platinum machines are like-new units with real value. And they're just one of our smart, budget-friendly options.

Discover yours today:



Eastern MA

Mark Casey

617-990-2427

mcasey@mte.us.com

Western MA, VT

Matt Lapinski

978-551-0093

mlapinski@mte.us.com

NH, Maine

Bob Doran

207-653-5750

bdoran@mte.us.com

online at: www.mte.us.com

JACOBSEN
A Textron Company

When Performance Matters.

MTE
Turf Equipment Solutions.

Association Manager - continued from page 4

the Golf Course Manager. This has been one of the largest fundraisers for GCSAA's Environmental Institute for Golf. Along with being a supporter he has also been a personal contributor to fundraising for many related events.

The Members of the GCSA of New England are proud to count Steve as a Member of our Association and congratulate him on this well deserved honor.

The award will be presented at the Golf Industry Show in Orlando, FL. February 2014.

Recently I was told that long time, and now retired superintendent of the Dedham Country and Polo Club, Bob Mucciarone has been not feeling well and is trying to return to good health at Kindred Transitional Care and Rehabilitation, 10 Carematrix Drive, Dedham, MA 02026, 781-461-9663. Bob is the twin brother of Norman Mucciarone, retired superintendent at the Woodland Golf Club. He's also the uncle of David Mucciarone, the current superintendent at Woodland and the great uncle of Dave Mucciarone Jr, the assistant superintendent at Sassamon Trace Golf Course. Both Bob and Norman are winners of our Association's Distinguished Service Award.

Dues invoices for Superintendent and Assistant Superintendent Members have been sent out and you should have received yours by now. If you haven't, please contact me and I'll send you another. If you have an assistant or assistants who are not members I encourage you to get them involved in our Association. During the slower months of the year maybe you could invite them to a meeting and encourage their participation in the annual Assistants Tournament, which this year will be held at the William J. Devine Golf Course at Franklin Park where Russell Heller is the Superintendent and Paul Trocki the Assistant Superintendent.

There is an article in the December 2013 issue of GOLF BUSINESS magazine that features one of our members, Kevin Osgood. It explains ways that course owners have created ways to increase business and activities at their facilities. As you may know, Kevin is the owner of Sterling Golf Management and the Shattuck Golf Club in Jaffrey, NH. ❖

By Don Hearn



2014 NOR'EASTER SOCIAL EVENT

LOCATION:

**BB KING'S BLUES CLUB
9101 INTERNATIONAL DRIVE
ORLANDO, FL 32819**

DATE:

WEDNESDAY, FEBRUARY 5TH, 2014

TIME:

6:30PM - 9:00PM

PARTICIPATING ASSOCIATIONS:

**GCSA OF CAPE COD
GCSA OF NEW ENGLAND
HUDSON VALLEY GCSA
CONNECTICUT GCSA
RHODE ISLAND GCSA
VERMONT GCSA
NEW HAMPSHIRE GCSA
METROPOLITAN GCSA**

the topics. We were educating the lawmakers on our issues, and were garnering favorable responses. Was it effective? If you consider getting \$150,000 reinstated into the state budget for research, outreach and advocacy, then yes, it was successful. It was also easy.

Look for more information about how you can become active in GR issues on the national level soon. Also, consider taking a pro-active approach at the state level. Remember, you are passionate and the expert, the two traits that GCSAA's GR staff use to keep your tools in the tool box at the national level. They will definitely work at the local level for you too.

GCSAA Resources and Deadlines

You don't have to be a social media pro to learn from others! GCSAA Forums are a great tool to communicate with other industry professionals on a variety of golf related topics! Whether it is for innovative equipment solutions, new products, or just to pump the tires of your favorite sports team, the Forum has a thread just for you:

With around 16,000 posts over 1800 topics in these areas there is bound to be information that is valuable to you and your facility:

You Get Cool Stuff Already from your Association

- Golf Course Management
- Talking Turf
- Being a superintendent
- Diseases, Pests and Weeds
- Environment & Sustainability
- Business & Personnel Management
- Shop Talk
- Municipal Square
- I Need Help and I Need it Now!

Golf Industry Show:

Many resources are available to help make your GIS experience enjoyable and rewarding:

[On GCSAA TV: 2014 Golf Industry Show preview](#)

[Download the GIS phone app](#)

[Meet the candidates: Annual Meeting preview](#)

Also remember: The Nor'Easter hospitality event will be at B.B. Kings Restaurant & Blues Club on International Drive from 6:30-9:00pm Wednesday February 5th.

Regional Pages:

The latest addition to the GCSAA communications vehicles are the GCSAA Regional Pages. The regional pages feature several dynamic elements including a field staff blog, member transitions, job board postings, regional forums and resources relevant to members right here in the Northeast Region! Give it a look [here!](#)

Chapter Educational Funding Program:

Arysta LifeScience has developed a pilot program, which they are rolling out to all of the Northeast local chapters of the GCSAA. Arysta LifeScience will be donating up to 2% of all gross sales back to the local associations for educational expenses. Look for details of the program soon, and be sure to help your chapter help you!

Upcoming FREE webcasts:

Feb. 19: Update on Fairy Ring Control

Feb. 25: Research and Real World Applications for Using Crumb Rubber on Golf Courses

Mar. 6: Plan Now to Update Your Turf Care Center

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

Kevin Doyle

GCSAA Field Staff, kdoyle@gcsaa.org

Follow me on Twitter [@GCSAA_NE](#)

Important Notice

Federal Registration of NemaCur will expire on **October 6th 2014**. Existing inventory must be applied before the Federal registration expires. Inventories of NemaCur after Oct. 6 2014 should be disposed of through proper channels. Applications cannot be legally applied after Oct.6, 2014. Please see the link listed below for further details.

<http://www.regulations.gov/#!docketDetail;D=EPA-HQ-OPP-2003-0200>

Proper Etiquette for Following Up an Online Job Application and What to Do While Waiting for a Callback

When you're submitting an application or a resume online often you're left in doubt as to whether or not the potential employer received the information because of the absence of human interaction. This can add anxiety and stress to an already pressure intense situation, so what do you do?

In the current job market you definitely don't want to risk bugging anyone who has the power to hire you.

Steve Kobs, a Human Resources Manager offers a solution. "If you call me on the phone and ask if we've made a hiring decision, you put me in an awkward position if I have to tell you bad news ... or if I've forgotten who you are. Candidates who follow up by e-mail show respect for my time, which I appreciate."

You want to avoid sending a follow up e-mail immediately after the application. If a potential employer sees that you've submitted an application and right above it have another e-mail from you asking "Did you get my application?!?!" you are likely to leave a bad taste in their mouth.

The safest way to follow up on an online job application is to wait about a week then politely send a brief e-mail asking about the status of your recent application. Include the date and time you originally applied so they can easily search for you. Then just be patient and wait for a reply and refrain from following up more than once.

Waiting for a callback after a job interview can be daunting. After the interview, a response could take anywhere from two hours to two weeks, depending on the number of applicants under consideration and the nature of the position. While there are ways to follow up and professionally ask about the status of an application, pestering or nudging potential employer is not advisable. An interviewee's behavior after the interview is just as important as the interview itself.

Following Up With a Thank-you Note

Following the interview with a thank-you note demonstrates professionalism and good communication skills. A thank-you note should be sent via postal mail or email within 24 hours of the interview. A good letter begins with a formal salutation (e.g. "Dear") and "Mr." or "Ms." before the interviewer's last name. After a genuine issuance of thanks for the meeting, it should include a statement about the applicant's overall impression of the company or club. The closing of the letter

should contain a brief message that indicates interest in the position and a formal ending salutation. For example: "Dear Mr. Jones, I would like to thank you for the opportunity to interview for the Golf Course Superintendent position at Mainline Country Club on Tuesday, June 30. I learned quite a bit about your club and hope to learn even more in the future. Thank you again for the opportunity to learn more about the position. I look forward to hearing your decision. Sincerely, Tom Smith"

After a Week

During the interview, an interviewer will typically inform the applicant of the wait time and process for selecting candidates. If this is not the case, it is appropriate to ask, within the letter or email, when a response might be expected. This question should always be coupled with a proper thank you so the letter or email does not come across as pushy. For example, "I am hoping to find out, at your convenience, when I should expect to hear your decision about this position. I can be reached at this email address and the telephone number listed below."

Things to Avoid

It is never advisable to blog, post or update social media websites after an interview and discuss the details of the meeting. Some in the position of hiring may search the internet to search applicants, and social media profiles often tell a company or club a lot about an applicant's character. Posting updates about the interview is unprofessional and can jeopardize an applicant's chances of being hired.

When to Contact

If more than one week has passed and you have not heard from the club or company, it is appropriate to call or email to inquire about the status of your application. This phone call or email should be professional, friendly and conducted during normal business hours. The applicant should always mention his or her full name, the job title and the date of the interview. ❖

By Don Hearn



THE COMMONWEALTH OF MASSACHUSETTS
EXECUTIVE OFFICE OF ENERGY AND ENVIRONMENTAL AFFAIRS



Department of Agricultural Resources
251 Causeway Street, Suite 500, Boston, MA 02114
617-626-1700 fax: 617-626-1850 www.mass.gov/agr



DEVAL L. PATRICK
Governor

RICHARD K. SULLIVAN JR.
Secretary

GREGORY C. WATSON
Commissioner

October 16, 2013

RE: Changes in Northeast Pesticide Safety Education Manual and Supplement

Dear Candidates for the Massachusetts Pesticide Applicator License Exam:

For your information, please note that in December 2013 and prior to the start of Calendar Year 2014 the University of Massachusetts Extension Service (UMASS), Pesticide Education Program (PEP) will begin selling and distributing the 3rd Edition of the Northeast Pesticide Safety Education Manual; likewise, the exam given by the Massachusetts Department of Agricultural Resources (the Department) will be updated to reflect both new manual and supplement.

Please note that both the UMEXT PEP and the Department's 2013 pesticide exams rely upon the 2nd Edition of the Northeast Pesticide Safety Education Manual by Cornell University. The above noted changes will take place for calendar year 2014. No other pesticide education manuals related to Massachusetts pesticide exams are changing at this time.

It's important for you to understand these coming changes; such that, you purchase the appropriate manuals as you prepare for the Massachusetts Pesticide Applicator License Exam. **If you plan to take this exam in Calendar Year 2014, you should purchase the 3rd Edition of the Northeast Pesticide Safety Education Manual.**

Other Important Numbers and Websites

UMASS Extension Bookstore
(413) 545-5537
www.umassextensionbookstore.com/

UMASS Pesticide Education Program
(413) 545-1044
www.umass.edu/pested/

Thank you for your cooperation and please call or reply should you have any questions.

Sincerely,

Steven E. Antunes-Kenyon
Pesticide Operations Coordinator
(617) 626-1784
steve.kenyon@state.ma.us

Alumni Turf Group News - Save the Date



May 12th, 2014

The Tenth Annual Joseph Troll Turf Classic Old Oaks Country Club, Purchase, NY Mark Millet Hosting Honoring Dr. Pat Vittum

This is a reminder from the Alumni Turf Group (ATG) of the upcoming tournament where we will gather to honor Dr. Pat Vittum as this year's honoree. Pat has been a long time friend and advisor to many in our industry and a tireless booster of our profession.



Here's some of her background:

Pat received a B.S. in Chemistry from The College of Wooster in Ohio in 1974 and earned her Ph.D. in Entomology from Cornell University in 1980. Her doctoral advisor was Dr. Haruo Tashiro, who was an international expert in the biology of turf insects, especially white grubs. She has been at UMass since June 1980. She spent the first ten years at the Waltham Field Station, working in commercial floriculture and turf. She moved to Amherst in 1990, where she teaches three courses a year: "Pesticides in the Environment" in the Fall, "Turfgrass Insects" in the Spring, and "Integrated Turf Management" in the Spring. The latter course is reserved for turf management seniors and graduate students. Pat is the senior author of "Turfgrass Insects of the United States and Canada", Second Edition, widely regarded as the bible of turf entomology. Her research interests involve the biology and management of several turfgrass insects, including white grubs and annual bluegrass weevils, and optimizing the effectiveness of biological control alternatives.

She's a talented singer and musician and keeps in shape by hiking. Pat's a wonderful person, who's always ready to engage in conversation, regardless of the topic.

Pat is also the advisor to the University of Massachusetts team of students who won the prestigious Turf Bowl competition at the 2013 Golf Industry Show in San Diego. ❖

N.E.S.S.
New England
Specialty Soils

Rick Moulton
Cell: 978-230-2244
email: rick@nesoils.com

Ed Downing
Cell: 978-230-2300
email: ed@nesoils.com
Office: 978-466-1844
Fax: 978-466-1882

1mm. & 2mm. Top Dressing Sand
Rootzone Mixes • HD & Buff Bunker Sand
Divot Blends • Tee Mixes
Bridging Stone • Cart Path Mix • Soil Blend

We will customize blends to meet your specific needs!

435 Lancaster Street, Leominster, MA 01453

Total Solutions

For over 40 years, Turf Products continues to be the single source supplier for all your irrigation and turf management equipment, delivering superior quality and unmatched customer service to the golf industry.



turf products



From drainage pipe to chainsaws
TPC can supply all your golf course needs.
Pond aerators, ball washers, soil sensors and
lightning detectors are just a few of the
thousands of items we carry.

For All Equipment & Irrigation:
PARTS DIRECT: (800) 296-7442
Email: partsdept@turfproductscorp.com
SERVICE DIRECT: (800) 442-9910
Email: servicedept@turfproductscorp.com
MAIN OFFICE: (800) 243-4355
www.turfproductscorp.com

HazCom/GHS Compliance Training

The Golf Course Superintendents Association of New England is sponsoring a seminar to help those responsible for training to better understand Hazardous Communication (HazCom) and the Globally Harmonized System of Classification (GHS) requirements.

The speaker will be Marina Brock, Senior Environmental Specialist with the Barnstable County Department of Health and the Environment. Marina will provide training to help meet the requirements established by OSHA.

Tuesday, February 25, 2014

Brae Burn Country Club - Maintenance Facility

1940 Washington Street

Auburndale, MA 02466

Host Superintendent: Tim Strano

9:30 am - 10:00 am: Registration with complimentary coffee and donuts

10:00 am - 12 noon: Education

*GCSAA credit has been applied for.

There will be no cost for the seminar and it will be for members only.

Please note: Space is limited so early registration is a must.

[Click Below to Register](#)

[Register Now!](#)



Tee-Up New England! ~ 2014

Tee-Up New England is a fund-raising initiative that provides golfers with an opportunity to play some of their favorite courses while providing funding for turfgrass research in New England. Interested golfers will participate in an online bidding process (April 14-21, 2014), **linked to your course's website**, to purchase a donated round of golf for a foursome.

This is a great way to showcase your facility and to open the door to attract new players. All net proceeds will go to the New England Regional Turfgrass Research Trust (NERTRT) and toward funding turfgrass research here in New England. Turf research will continue to insure that future turf conditions on golf courses will be at the highest levels throughout the industry.

Please Support Tee-Up New England and Turfgrass Research by signing up your Golf Course for the April 2014 Auction!

For more information go to www.tee-upnewengland.com

17th Annual

New England Regional Turfgrass Conference & Show

March 3 - 6, 2014

R.I. Convention Center, Providence



Show & Conference Pass Includes

- Opening Reception • Admission to Trade Show
- Featured Speaker • Educational Sessions
- Show Reception • Luncheon Voucher (multi-day passes only)

375 Turf Related Booths Await You...

Meet professionals on the cutting edge of turf management. See the latest in equipment, products and supplies. Join fellow lawn, golf, sports, landscape, municipal and other turf industry professionals.

Informative Presentations

- Golf Course Management • Professional Development
- Lawn Care & Landscape Management
- Sports Turf & Grounds Mgt. • Equipment Technicians

Certification Credits

Pesticide Applicators Recertification Credits offered.

Pre Conference Seminars

Monday, March 3 • 8am-5pm Call (401) 841-5490
Visit website for details

Sports Turf Seminar

Tuesday, March 4 • 1pm-3:30pm
Working with PGR's and Wetting Agents

Trade Show Hours

Tuesday, March 4 • 4:30pm-7:30pm
with reception
Wednesday, March 5 • 10am-5pm
Live Auction 4pm
Thursday, March 6 • 9am-1pm

Educational Session Hours

Tuesday, March 4 • 9am-11:30am *Sports Turf Session*
• 9am-4:30pm *USGA Session, Trade Show and Reception*
Wednesday, March 5 • 9am-11am & 2pm-4pm
Golf / Sports & Grounds / Equipment Technicians
Lawn Care & Landscape
Thursday, March 6 • 9am-11am *Golf / Lawn Care & Landscape*

**Watch your mail for your
registration form or call (401)848-0004
or visit us online at www.TurfShow.com**

Arysta Life Science

Earn Educational Dollars for Your GCSAA Chapter

Arysta LifeScience donating to Northeastern Chapters through August 2014

Arysta LifeScience is offering superintendents the opportunity to generate funding for their local Golf Course Superintendents Association of America (GCSAA) chapters by purchasing Arysta LifeScience products. Funds then will be used throughout the Northeastern United States to support ongoing education. Arysta LifeScience will make financial contributions to local GCSAA chapters based on a percentage of proceeds from superintendents' purchases of DISARM® Fungicide, XONERATE® Herbicide and ALOFT® Insecticide through August 2014.

Superintendents may make qualifying purchases during two select time periods: a fall purchase period, Sept. 2-Dec. 7, 2013; and an in-season purchase period, Dec. 8, 2013-Aug. 31, 2014. Purchases through Dec. 7, 2013, will generate a 2% rebate to the GCSAA chapter of your choice (Premium Value); purchases from Dec. 8, 2013-Aug. 31, 2014, will generate a 1% rebate to your chapter (Base Value).

Additionally, superintendents participating in this program must be GCSAA members in good standing from one of the following chapters: Connecticut, New England, Cape Cod, Rhode Island, New Hampshire, Vermont or Maine. To learn more on required purchases and to receive program enrollment forms, visit your local authorized Arysta LifeScience distributor.

For additional information, contact your local Northeast GCSAA Chapter or Arysta LifeScience Northeast Territory Sales Manager Eric Gerhartz, phone 570/269-6061 or email eric.gerhartz@arysta.com.

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

ANNOUNCEMENTS

Welcome New Members

Steve Hicks, Superintendent, Vesper CC

Jake Traskos, Assistant Superintendent, Vesper CC

Randy Corbin, Assistant Superintendent, Essex County Club

Shaun Allen, Assistant Superintendent, Milton Hoosic Club

Our condolences are extended to Chris Leonard and family on the passing of Chris' father, John D. Leonard, who passed away on December 28, 2013. Chris is a sales representative for Helena Chemical.

As you may know, Gloria VanBuskirk, wife of member Jason VanBuskirk, has been hospitalized since early December. She has been in a medically induced coma, and a diagnosis for her condition has yet to be made.



Jason's blog, "Live for The Moment" can be found at: <http://bidmcgvb.wordpress.com>

To help offset continuing medical expenses for the VanBuskirk family, a fund has been established in her name at: <http://www.gofundme.com/6fa1g8>

We encourage our members to help in any way possible.

*Board of Directors
GCSA of New England*

CALENDAR

March 3-6: New England Regional Turfgrass Conference & Show, RI Convention Center, Providence, RI For more information visit www.nertf.org or call (401) 848-0004

MARCH 25: Green Section Seminar – Andover CC, Andover, MA Please visit www.negreensection.org for more information

April 28: GCSANE Monthly Meeting - Cohasset Golf Club (Joint meeting with GCSA of Cape Cod)

May 5: GCSANE Monthly Meeting - Worcester Country Club (Joint meeting with Rhode Island GCSA)

June 30: GCSANE S&B Tournament - Walpole Country Club

August 12: GCSANE Individual Championship - Marlborough Country Club

September 8: GCSANE Two Person Team Champs - Renaissance

October 14: GCSANE Member Guest - Dedham Country and Polo Club

October 22: GCSANE Assistants Tournament - William J. Devine Golf Course at Franklin Park

November 6: GCSANE 9-Hole Meeting - Sassamon Trace Golf Course



**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

Agrium Advanced Technologies Direct Solutions

Suppliers of Chemicals, Fertilizer, and Grass Seed
Jim Pritchard 401-259-8-5472 jpritchard@agriumat.com
Glenn Larrabee 401-258-3762 glarrabee@agriumat.com

Allen's Seed

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

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
10549 Hammond Hill Road, East Otto, NY 14729
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."

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

Boston Irrigation Supply Co. (BISCO)

60 Stergis Way, Dedham, MA 02026
New England's single source for a complete line of irrigation and
pumping equipment featuring Rain Bird, plus landscape lighting,
drainage, tools and all related accessories. www.gobisco.com
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 Brothers foliar
fertilizers, and Aquatrols. Specializing in custom seed blends.
Robin Hayes 508-237-2642 Dick Gurski 413-531-2906
Mike Carignan 603-540-2562

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
Provider of prefabricated pump stations and water management
systems. 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 LLC

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

Hartney Greymont

433 Chestnut Street, Needham, MA 02492
www.hartney.com
Hartney Greymont is a company that specializes in tree care, land-
scape services, strategic woodland management and plant
healthcare. Michael Colman (781) 727-7025

Helena Chemical Company

101 Elm Street, Hatfield, MA 01038
www.helenachemical.com
National distributors of all your turf chemicals and fertilizers.
Extensive line of Helena Branded wetting agents, foliar,
micronutrients and adjuvants.
Louis Bettencourt, CGCS (978) 580-8166
Chris Leonard (339) 793-3705

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

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

John Deere Golf

Offering our customers the most complete line of products, service and expertise in the industry.
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
Offering a full range of inventory for irrigation drainage, pumps, fountains and landscape lighting products and services for all of your residential and commercial needs.
(781) 862-2550 Susan Tropeano,
Tim Fitzgerald tim@larchmont-eng.com

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
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, Inc. – Turf Equipment Solutions

118 Lumber Lane, Tewksbury, MA 01864
New England's source for equipment sales, service and parts. New and pre-owned mowers, tractors, attachments and much more from: Jacobsen, Turfco, Smithco, Ventrac, Redexim, Neary Grinders, Ryan, Buffalo Turbine, Mahindra, Husqvarna, Gravely, Standard, Par-Aide and others. Office: 978-654-4240.
Mark Casey: 617-990-2427. Matt Lapinski: 978-551-0093

Mungeam Cornish Golf Design, Inc.

195 SW Main Street, Douglas, MA 01516
Golf course architects
Office: 508-476-5630
Cell: 508-873-0103
Email: info@mcgolfdesign.com
Contact: Mark A. Mungeam, ASGCA
www.mcgolfdesign.com

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
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

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

North Shore Hydroseeding

20 Wenham St., Danvers, MA 01923
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

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 2014 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%)
<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