



THE NEWSLETTER



January 2016

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.

President's Message

Dear fellow GCSANE members:

With 2015 now in the rear view I'd like to take a minute and offer up some thanks and recognition to many of our fellow GCSANE members who helped make a difference this past season.

First off, your board of directors and association manager worked tirelessly in 2015 to provide the level of service you've come to expect from a leading professional organization. These things don't happen by mistake as they require substantial effort and commitment from many people. We've remained on the forefront of many environmental issues thanks to Peter Rappoccio, Greg Cormier and the government relations committee. Our financial performance once again beat expectations thanks to the "Dons" (Hearn and D'Errico) as we now have ample rainy day cash due to three years of operating surpluses. Our education chairman Brian Skinner has continued to provide exciting educational opportunities and meeting sites which have helped increase member participation and attendance. Jeff Urquhart and Jason VanBuskirk have worked behind the scenes and implemented many technological advances which have streamlined our business and improved communication capabilities for GCSANE. Our golf schedule has remained full with many exciting meeting locations thanks to John Ponti. Ed Downing has continued to foster positive relations with our friend and affiliate members. Dave Stowe, along with the S and B committee, have continued their excellent work with our premier fundraising event. Vice President Dave Johnson has helped

the GCSANE board perform at its best by developing job standards and rendering advice on many important decisions. Membership chair Kris Armando delivered a first class tribute to this year's Distinguished Service Award recipient, Dr. Pat Vittum, during the annual meeting. Last but not least our bylaws committee consisting of chairman Bob Healey and past GCSANE presidents Zepp, Hearn, Fitzroy, and Hermanson delivered a comprehensive bylaws overhaul which was recently adopted by unanimous vote at our 2016 annual meeting.

Our friends and affiliates stepped up to the plate once again with participation, generous donations, and financial support for many of our premier events such as the annual meetings held at Fenway Park in 2015 and 2016. Additionally, the Scholarship and Benevolence tournament was a huge success thanks in great part to the continuing generosity of these folks.

It was a pleasure and privilege serving the GCSANE membership in 2015. Looking ahead, I expect we'll continue our trend of providing top notch member services while strengthening our position as a leading organization in the golf industry. ❖

Best Regards,
Michael D. Luccini CGCS
GCSANE President



GCSANE BOARD OF DIRECTORS

PRESIDENT

Michael Luccini, CGCS
Franklin Country Club
672 E. Central Street, Franklin, MA 02038
508-528-6110 Fax: 508-528-1885
Email: Mluccini@franklincc.com

VICE PRESIDENT

David W. Johnson
Wianno Club
155 West Street, Osterville, MA 02655
508-428-6981
Email: Djohnson.wgc@gmail.com

TREASURER

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

SECRETARY

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

TRUSTEE - Membership

Kris Armando
Sassamon Trace Golf Course
233 South Main Street, Natick, MA 01760
508-745-8555
Email: karmando8@gmail.com

TRUSTEE - Scholarship & Benevolence

David Stowe, CGCS
Newton Commonwealth Golf Club
212 Kenrick Street, Newton, MA 02458
617-789-4631
Email: Newtonmaint@aol.com

TRUSTEE - Government Relations

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

TRUSTEE - Affiliate

Ed Downing
New England Specialty Soils
435 Lancaster Street, Leominster, MA 01453
978-230-2300
Email: eddowning@me.com

FINANCE CHAIRMAN

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

GOLF CHAIRMAN

John Ponti
Nehoiden Golf Club
105 Central Street, Wellesley, MA 02481
781-283-3240
Email: jponti@wellesley.edu

EDUCATION CHAIRMAN

Brian F. Skinner, CGCS
Bellevue Golf Club
320 Porter Street, PO Box 760661
Melrose, MA 02176
781-665-3147 Fax 781-665-1019
Email: briankinners@bellevuegolfclub.com

NEWSLETTER CHAIRMAN

Greg Cormier, CGCS
Nashawtuc Country Club
1861 Sudbury Road, Concord, MA 01742
978-369-5704
Email: gcormier@nashawtuc.com

PAST PRESIDENT

Mark Gagne
Walpole Country Club
233 Baker Street, Walpole, MA 02081
508-294-5326 Fax: 508-668-9969
Email: Mgagne@walpolecc.org

ASSOCIATION MANAGER

Donald E. Hearn, CGCS
300 Arnold Palmer Blvd., Norton, MA 02766
774-430-9040
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.

Dr. Patricia Vittum is GCSANE's Distinguished Service Award Recipient for 2016

The Golf Course Superintendents Association of New England's 2016 Distinguished Service Award recipient is Dr. Patricia Vittum. A person who has contributed immensely to our profession and beyond.

A native of western New York, Dr. Vittum earned her undergraduate degree in Chemistry from the College of Wooster (Phi Beta Kappa in Chemistry). Dr. Vittum earned her master's and doctorate degrees at Cornell University, where she worked with Dr. Haruo Tashiro, an international expert in the biology of turf insects.

Pat's work dates back to 1980, where she started at UMass and spent ten years at the experiment station in Waltham before moving to Amherst. Currently Dr. Vittum is the Interim Director, at the Center for Food, Agriculture and the Environment. While balancing being a professor at the Stockbridge School of Agriculture, she also serves on the Board of Directors for the Audubon International.

Dr. Vittum's awards and honors are extensive:

- The 2015, recipient of the USGA Green Section Award, which she is extremely proud of
- The GCSA of Connecticut DSA, 2014
- The UMass Alumni, 2014 DSA
- The NY State Turfgrass Association Citation of Merit in 2013
- Excellence in Teaching, Entomology Society of America, Eastern Branch, 2004
- Outstanding Teaching Award, College of Natural Resources and the Environment, 2003
- Excellence in Urban Entomology, Entomology Society of America, Eastern Branch, 2001
- Outstanding Outreach Award (Faculty), College of Food and Natural Resources, 2000
- John Reid Lifetime Achievement Award, Metropolitan Golf Course Superintendents Association, 1998
- Graduate Women in Science, Excellence Finalist, Cornell University, 1980
- Athletic Hall of Fame, College of Wooster, 1989

Pat is extremely decorated across the board and her professional contributions have made her a highly regarded, sought after, world industry leader in turf entomology. Beyond passionate and generous, Pat's ability to connect with students, faculty and professionals has made her truly one of the greats in the industry. ❖

2016 GCSANE Annual Meeting

By Ben Pacific
Assistant Superintendent, Nashawtuc Country Club

The 2016 GCSANE annual meeting was held at Fenway Park. It was a great experience to see the park without a game going on and fans everywhere. Fenway really is a beautiful place and we were honored to be able to spend the day there. The meeting was held in the EMC club. Seeing all the pictures, gold gloves and World Series trophies, was enough to have a good day. Once inside the club, anyone that wanted to take their picture with Wally had the chance. It is always fun and entertaining to see grown adults take pictures with a mascot. It certainly lightens the mood in the room and is a great way to kick start the day.



During the meeting members who have been part of the GCSANE for 25 years were recognized. That is a great achievement for each of them, and we are all thankful for the hard work they have put in over the years. Each member of the Board spoke and updated everyone on what is going on in their department.

The best part of the day was when Pat Vittum, from UMASS Amherst, was awarded the Distinguished Service Award for her dedication and hard work over many years. The majority of everyone in the room has either worked with her or was one of her students at Umass. It was easy to tell how much everyone appreciated her because she immediately received a standing ovation. Pat gave a few words of gratitude and said that the award wouldn't have been possible without help from people throughout the golf industry. Many superintendents have allowed her and her team to conduct research on their golf courses, and she was very grateful.

The main presentation of the day was by Mark Norman. Mark spoke to us about leadership and its main components. This is a crucial topic in the turf industry because one person can have all the knowledge in the world; but if they can't relay their message and motivate their workers they will fail. Mark's presentation involved everyone in the room with small table discussions that were later broadcasted to everyone. Some of the key points that Mark brought up were; to create an environment of optimism and innovation, a good leader is the first to deflect glory to his crew but also the first to take the blame for anything that goes wrong and to focus on the important things and realize what is non-urgent. Mark really wanted to get the point across that no one is perfect and everyone has things they can improve upon, Mark asked, "What is the biggest room in the world? It is the room for improvement."



Please see list of Annual Meeting Sponsors on next page





Thank you to the Sponsors of the 2016 Annual Meeting

PREMIER SPONSORS



GOLD SPONSOR



SILVER SPONSORS



BRONZE SPONSORS



Thoughts From Your Association Manager

I had the pleasure of attending a retirement party for Tom Ackley, CGCS who was feted at an event December 5, 2015 at the Juniper Hill Country Club in Northboro, MA.



Tom Ackley, left and Dudley Darling

The evening's host was Dudley Darling, the third generation of Darlings to own and operate the club. Tom retired as the third Superintendent in the 87-year history of Juniper Hill. Tom is a second generation superintendent following in the footsteps of his father Glen, who was the long-time Superintendent at Marlborough Country Club.

It's wonderful to see a family-owned club operate over such a long period and also gratifying to see how the generations of Darlings have supported membership in professional associations for superintendents and assistants at Juniper. Also of note is the fact that Dudley has been a past president and currently serves as an active board member of the New England Golf Course Owners Association (NEGCOA) and his father, Homer, served as a board member of the GCSA of New England.

The December meeting held at the Renaissance Hotel at Patriot Place in Foxboro, MA was well attended. The main topic of discussion was the review of the bylaws. The bylaws committee spent considerable hours and discussion to determine what may work best going forward for our Association. The members of the committee made a presentation to attendees to highlight the reasons for change. Committee Members Jim Fitzroy, CGCS; Don Hearn, CGCS; Bob Healey, Mike Hermanson and Dick Zepp, CGCS made sure this was an open process where all who wished to have input were encouraged to do so. Subsequent to the December meeting the bylaws were unanimously approved at the Association's Annual Meeting, January 11, 2016.

Our Association is fortunate to have generous support from companies and their representatives who have gone the extra mile to support our activities. A thank you is in order for Agresource and representative Mike Carignan; New England Specialty Soils and representatives Ed Downing and Bob Doran; Syngenta and representative Melissa Gugliotti; and Winfield and representative Jim Favreau for their support of the Patriots Cheerleaders appearance at the December meeting.

I've had a lot of requests from members wanting to know if they can pay dues and other invoices by credit card. Yes, this can be done. In the past a person would have to send me their information or call me with their card information. I would then enter this information and the transaction would be completed. I would then send a receipt to the person making the payment. I can and will continue to do this for those who prefer it be done this way. But, there is an easier way to do this. For those wishing to make any payment, for whatever the reason, it can be done by entering the Association's website at gcsane.org and clicking the PayPal icon at the right side of the homepage. Keep in mind, you do not have to have a PayPal account to make payment. Various credit cards can be used for the transaction. If you have any questions about using this for payment please contact me at 774-430-9040 or donhearn@gcsane.org.

The process of cataloging all issues of the NEWSLETTER began a while back. Issues of the publication have been scanned beginning with the first NEWSLETTER in 1939. So far, from 1939 to 1995 are complete. 2007 to date are also electronically available. The plan is to make these available to members who want to take a look at the history of our profession and business. I'm working on the best way to accomplish this and hope to have them available for viewing in the near future.

Dues invoices are again being sent electronically this year. This is the second year this has been done. The difference this year is that, in addition to payment being made by check, payment can be made by credit card using PayPal. If you wish to use PayPal, just click the PayPal icon on the right side of the Association's website homepage and follow the instructions for making payment.

At this year's Annual Meeting held January 11 at Fenway Park, a photographer took pictures of people and activities at the meeting. If you wish to view these photos click this link. [Click here to view photos](#) the password is: fenway2016. These photos can be downloaded from the site. ❖

By Don Hearn

HARTNEY GREYMONT

*...for properties that deserve
the finest tree, landscaping
and lawn care.*



*Excellence in arboriculture and
horticulture since 1938.*

www.hartney.com 781.444.1227



a DAVEY company

Kevin Doyle - GCSAA Updates



Hopefully at this time of year you are enjoying some much needed time off, followed by a stretch of workload that falls well below the typical summer stress line. The nature of this profession allows us to build a seasonal quality of life that often leads to a matching imbalance. Experienced superintendents and industry workers have developed a network of supporters and a system of routines to deal with the nature of the job. How did you accomplish those tasks? If you are like me when I was new to the industry, you worked hard for a very long time to adjust, and those closest to you, friends and family, needed to adjust with you to strike that balance. What about your new employees, who is assisting them to find a balance? What steps are being taken to at your facility to help employees be as successful outside of the workplace as they are within?

There are often similar steps taken to acclimate new employees into the team at your facility. Training and encouragement bolstered by proper compensation and benefits are basic tools to get the process moving. Recognition and empowerment by you and staff can increase the likelihood of a new employee succeeding as part of a team within the workplace. What steps are taken to help with the work-life balance beyond the out-of-bounds stakes?

I continue to hear of younger, talented professionals moving out of the industry to different careers. While lack of upward job mobility may well be a reason, don't overlook the difficulty of work-life balance. Traits of the younger generations do little to mirror the needs and historical workload of our industry. How would you describe the hours you put in at the course when you began? Would all day-every day be accurate? Time and flexibility are a priority to the employees entering our industry. As much as we value our personal time and family needs, the younger generations entering the workforce most likely will have to have it. Flexibility may well be the key to making that happen. Working sun-up to sun-down is more indicative of a superintendent's passion than a profession. Developing the golf industry as a passion may not happen in the first week, month or year. By then, the work-life balance may well be out of whack. Do you make it clear what the expectations are when they begin? Your recognition of their needs, and their understanding of your expectations should be on the table at the start. Can you be creative enough in scheduling for a promising young turf talent to thrive and attain that passion that drives us all?

Leadership and motivation are important tools of successful superintendents, and understanding generational traits of employees can assist with their use. Encouraging employees to be creative, empowering them to utilize their talents, and respecting them as people will go a long way towards their inclusion as a team member. Just knowing that what they value most could be the one thing that creates success for a new hire. While personal time might be the hardest item to provide, it may just end up being the most critical to your people.

[GCSAA Resources and Deadlines](#)
you [Get Cool Stuff](#) from your [Association](#) Already:

Plan your GIS trip NOW!

Look ahead to this year's show, download the GIS16 app, and check out what's new all in one place! [Not going?](#) There is information there for you too. 2015 seminar materials and GCSAATV videos let you in on all the action. Go to this link "[Attendee Resources](#)" on Golfindustryshow.com to start your planning today!

What's New

GIS Smartphone App

Before The Show

During The Show

After the Show

Thank you to our sponsors

Turf Bowl Tweet Rally

Support your alma mater or favorite turf program and you could help them win the Collegiate Spirit Award and \$1,000 for their turf program! Tweet using the official hashtag of a participating college of your choice. The Tweet Rally ends Feb. 10 at 5 p.m. (Pacific), and winners will be announced at the Closing Celebration Feb. 11. For rules and hashtags visit the School Spirit page [here](#).

Registration is still open for 2016 Golf Industry Show

GCSAA members can now register for the 2016 Golf Industry Show, Feb. 6-11 in San Diego. Visit golfindustryshow.com to learn more.

GCSAA 2016 Member Engagement Opportunities

Want to volunteer at the GCSAA level? GCSAA is encouraging those interested in 2016 committee/task group service to apply. Click [here](#) for more information.

Upcoming FREE webcasts:

Jan. 26: Controlling Annual Bluegrass Weevil Season Long

Jan. 28: Finding the Root Cause - Equipment Management Series

Feb. 18: Moss and Algae: How to Identify and Manage These Nuisance Pests

Feb. 24: Off Season... What Off Season? - Equipment Management Series

Mar. 10: Improving Management and Communication for Your Facility's Success

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](#)

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

Being a Leader Means Admitting Mistakes

This might sound obvious, but if you want to build a more engaged workforce you need to engage. That means, whether you're a Golf Course Superintendent, a company representative or owner, you need to work hard to connect, face-to-face, with your people. That can mean anything from walking around talking with your mechanic, to meeting with your sales force, to stopping to chat with a staff member performing a task on the course. But most of us simply can't make time to sit down with every person on the staff, so what should a leader do instead?

There are ways to connect with associates either in person when the opportunity presents itself, or virtually via e-mail and other electronic correspondence if required. Being accessible and approachable is critical to effective leadership.

As powerful as accessibility is, nothing builds engagement more than being accountable to the people in your organization. You simply have to have the confidence to own your mistakes and admit when you're wrong.

Being a leader doesn't mean that you're always right or that you won't make a mistake. What being a leader does mean is airing the reasons you did something and then making yourself accountable for the result.

Think about it: whom would you rather trust — the person who denies anything is amiss or the person who admits error and then follows up with a plan to correct it? Better yet, what if that same person who admits making a mistake reaches out to his or her team for ideas on how to make things right? Leaders who show their vulnerability, and admit they are human, foster greater engagement among their associates and staff.

When someone does something that doesn't turn out the way they had hoped and confusion or failure results, then says "I'm sorry, this is what I expected and this is why." And then explains the reason the decision was made, usually you want to make the person feel good about the outcome, rather than pile on and bury the person with negative criticism. But, when the person won't admit failure and blames everyone and everything around him for the negative result, usually this creates nothing but hard feelings and surely a lack of trust. If you don't tell people what your plan was and the reason it failed they will make assumptions about your lack of planning, failure to look at the options and lack of caring about alternatives. In short, you can gain respect and confidence from those around you by admitting you were wrong. In my opinion, failure is an option! ❖

By Don Hearn

LARCHMONT

IRRIGATION • DRAINAGE
PUMPS • LANDSCAPE LIGHTING

Lexington, MA—781-862-2550
Manchester, NH—800-486-0002

SINCE 1949

Customers in New England have always been able to rely on one constant in our industry, Larchmont Engineering & Irrigation, their most trusted supplier.

- Irrigation Supplies
- Landscape Tools
- Ice Melt & Snow Shovels
- Low Voltage Landscape Lighting
- Drainage & Fountains and much more

Quality products from the leading manufacturers with unbeatable customer service and always the right price.



www.larchmont-eng.com

N.E.S.S.



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



JohnDeere.com/Golf

There has never been a better time to get on the green.

Call us to demo our full-line of equipment, including our A Model mowers!

Now is the perfect time to see how John Deere Golf can take your course maintenance to a whole new level. From tee to green, we have the machines that have set the benchmark for excellence in the industry. And that's only part of what we have to offer. So call us today for a demo and see firsthand how we can make a difference on your course.



Some of the lightest mowers in their class, our SL PrecisionCut™ and E-Cut Hybrid walk-behinds allow effortless turning and better engagement with the turf.



Our rough, trim and surrounds mowers greatly increase efficiency and trimming capability. From reels to rotary decks, we have you covered in the rough and surrounds.



Our new A-Model PrecisionCut and E-Cut Hybrid Fairway Mowers give you more control and better results, thanks to our revolutionary TechControl display.



www.LaCorteEquipment.com

LaCorte Equipment

522 Edwards Ave / Calverton NY

800-560-3373

Friend of the Association Profile - Agresource Inc.

Agresource, Inc. is a Massachusetts corporation doing business through out the Northeast since 1984. We provide services to municipal, industrial and commercial clients by applying environmentally sound, beneficial utilization-strategies while using appropriate technologies. Agresource staff has expertise in the areas of composting, compost utilization, marketing, land application and energy recovery (i.e. anaerobic digestion)

The traditional services of the company have been focused on the development of environmentally sound and sustainable programs for the beneficial use of organic residuals. Composting and land application of biosolids, leaf and yard waste and other source-separated organics (food waste) are the primary areas of activity. The company's recent focus has been directed toward diversion of selected residuals toward uses whereby energy recovery is possible. Over 40,000 tons of food processing residuals annually are beneficially utilized in programs managed by Agresource.

Agresource staff members actively participate in both national and regional professional organizations, deliver technical presentations at conferences and serve on advisory panels. Agresource provides product marketing services and distributes over 125,000 cubic yards per year of compost, mulch, and compost-amended manufactured soil in the Northeast. Marketing activities are centered around more than 15 compost facilities in the Northeast to whom Agresource provides promotional services.

Agresource provides compost screening services to municipal and private clients for processing leaf and yard waste. Staff and equipment are also utilized to blend and screen specialized soil mixes used in construction of sports fields, wetland remediation, storm water treatment and other highly specialized projects. Agresource works with an extensive list of Farm Cooperators in New England to land-apply and compost both solid and liquid organic wastes. Materials handled in the farm program include a variety of industrial residues classified by the Department of Environmental Protection as suitable for beneficial use.

Agresource recently added Pond Perfect, a beneficial bacteria product, to its' line of product offerings. Pond Perfect is the gold standard algae control product with out an EPA registration number or danger for turf injury. Topdressing Compost, Performance Mulch, Pond Perfect and Specialty Soil Mixes allows Agresource to aid in all aspects of turfgrass management.

For samples, site visits or more information contact Mike Carignan, 978-270-9132 or mcarignan@agresourceinc.com. Connect with us on Facebook and Twitter (@Agresource_inc) or find us anytime at www.agresourceinc.com.





MTE is your source for all of your turf equipment needs!



When Performance Matters.



For these and more, visit or call us:

**118 Lumber Lane
Tewksbury, MA 01876
(978) 654-4240
www.mte.us.com**

19th Annual

New England Regional Turfgrass Conference & Show

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
- Lawn Care & Landscape Management
- Sports Turf & Grounds Mgt.
- Equipment Technicians

Pre Conference Seminars

Monday, February 29 • 1pm-5pm
Tuesday, March 1 • 8am-12pm
Call (401) 841-5490
Visit website for details

Sports Turf Seminar

Tuesday, March 1 • 1pm-3:30pm
Constructing and Managing Skinned Areas on Ball Fields

Trade Show Hours

Tuesday, March 1 • 4:30pm-7:30pm
with reception
Wednesday, March 2 • 10am-5pm
Live Auction 4pm
Thursday, March 3 • 9am-12 noon

Educational Session Hours

Tuesday, March 1 • 1pm-4:30pm
USGA Session and Keynote
Wednesday, March 2 • 9am-11am & 2pm-4pm
Golf / Sports & Grounds /
Equipment Technicians /
Lawn Care & Landscape
Thursday, March 3 • 8am-10am
Golf / Lawn Care &
Landscape

Certification Credits

Pesticide Applicators Recertification Credits offered.



Tuesday, March 1st • 3:45pm

Featured Speaker:

JOHN DENNIS

Emmy Award Winning
Sports Broadcaster

February 29-March 3, 2016
R.I. Convention Center, Providence

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



*Some of our
greatest heroes
have played and
promoted the game
with a passion!*

Help to Insure the Future of Golf
through Research by Donating a
Foursome to Tee-Up New England

Every donation will help the game!

2016 Online Auction

April 11-18th, 2016

Go to: www.tee-upnewengland.com

An application is there for you!



ANNOUNCEMENTS

Congratulations to Steve Hicks and his wife on the birth of their first child, Claire, born December 22, 2015.

Our condolences are extended to Scott Whitcomb and family on the recent passing of Scott's sister.

Our condolences are extended to Beverly Roberts and family on the passing of her husband of 64 years, Dr. Eliot Roberts, an Honorary Member of our Association. He was 88. Dr. Roberts was a professor at the University of Massachusetts where he assisted Professor Lawrence Dickinson and was a contemporary of Dr. Joe Troll. He passed away October 3, 2015 in Oak Ridge, Tennessee and his body was donated to Vanderbilt Medical Center in Nashville, Tennessee. A memorial service was held on October 10 at First Baptist Church in Crossville, Tennessee. Dr. Roberts leaves his wife Beverly, three children, 18 grandchildren and 15 great grandchildren.

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.



ESTABLISHED IN 1982



DECADES OF EXPERIENCE

Northeast Golf & Turf Supply

- FAC 79 Approved
- custom seed blending
- complete irrigation system
- athletic field supplies
- professional grade tools & materials

please include us in your next bid!

SEE OUR COMPLETE LINE-UP OF PRODUCTS @ www.northeastnursery/turf

6 Dearborn Road, Peabody MA 01960 • 978 - 854 - 4414 • northeastnursery.com

Please Patronize these FRIENDS of the ASSOCIATION

Page 1

Agresource, Inc.

100 Main St., Amesbury, MA 01913
Quality Compost, Soil & Mulch.
Dave Harding office: (978) 388-5110 cell: (978) 904-1203
www.agresourceinc.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, Scott Mackintosh CPAg (774) 551-6083, Michelle Maltais (401) 835-0287

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

Asphalt Services, Inc

210 New Boston Street, Woburn, MA 01801
(781) 938-6800
www.pavewithasi.com
Providing asphalt paving for golf car paths, walkways and parking lots. We also specialize in drainage, seal coating, crack sealing and line painting.

Barenbrug USA

Great in Grass
10549 Hammond Hill Road, East Otto, NY 14729
Bruce Chapman, Territory Manager (401) 578-2300

BASF Turf & Ornamental

PO Box 111, West Dennis, MA 02670
"We don't make the turf. We make it better."
Pete Jacobson (919) 530-9062 peter.jacobson@basf.com

BACKED by BAYER

Building on an already solid foundation of proven products to help you succeed. Brian Giblin (508) 439-9809 brian.giblin@bayer.com
John Bresnahan (413) 374-4102 john.bresnahan@bayer.com
www.backedbybayer.com

Beals and Thomas, Inc.

144 Turnpike Road, Southborough, MA 01772 and
32 Court Street, Plymouth, MA 02360
Civil Engineers - Landscape Architects - Land Surveyors - Planners - Environmental Specialists Contact: Sarah Stearns, 508-366-0560, sstearns@bealsandthomas.com
Beals and Thomas specializes in golf course site design services including irrigation pond analysis and design, drainage and utility improvements, permitting, hydrogeologic evaluations, construction administration, boundary and topographic surveys, master planning and project design.

The Cardinals, Inc.

166 River Rd., PO Box 520, Unionville, CT 06085
Golf course and landscape supplies.
John Callahan (860) 916-3947, Dennis Friel (617) 755-6558

Cavicchio Greenhouses, 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
Chris Bengtson (401) 474-4110

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

Crop Protection Services

Suppliers of Chemicals, Fertilizer, and Grass Seed
(978) 685-3300
www.cpsagu.com

DAF Services, Inc.

20 Lawnacre Rd., Windsor Locks, CT 06096
Custom pumping solutions. Custom pump controls. Complete pump service. Serving all of New England.
Dick Young (860) 623-5207

Dependable Petroleum Service

One Roberts Road, Plymouth, MA 02360
UST / AST facility maintenance, installation and compliance testing.
Bruce Garrett / Francis Turner 508-747-6238
bgarrett@dependablecompany.com
www.dependablecompany.com

DGM Systems

153A Foster Center Road, Foster, RI 02825
Golf and Sports Turf Specialty Products and Services
Visit www.dgmsystems.com
Office (401) 647-0550
Manny Mihailides (401) 524-8999
David Mihailides (401) 742-1177

ezLocator

115 Lordvale Boulevard, North Grafton, MA 01536
A New Course Everyday!
Steve Boucini, Representative 508-561-4079
sboucini@gmail.com www.ezlocator.com

Five Star Golf Cars & Utility Vehicles

724 MacArthur Boulevard, Pocasset, MA 02559
E-Z GO Golf Cars, Cushman Utility Vehicles
Doug Hopper (401) 787-0514

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 (508) 400-0600,
Jim Cohen (978) 337-0222, Mike Kroian (401) 265-5353,
Mike Nagle (508) 380-1668

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

Hartney Greymont

433 Chestnut Street, Needham, MA 02492 www.hartney.com
Hartney Greymont is a company that specializes in tree care, landscape services, strategic woodland management and plant healthcare.

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, foliars, micronutrients and adjuvants.
Louis Bettencourt, CGCS (978) 580-8166
Chris Leonard (339) 793-3705

Highland Financial Group

40 William Street, Suite 200, Wellesley, MA 02481
Provides insurance, financial planning and services.
Donna Walsh (781) 890-2958 donna.walsh@axa-advisors.com
www.hfngroup.com

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

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

LaCorte Equipment

LaCorte Equipment is your premier John Deere Golf Distributor in the Northeast.
John Winskowicz (978) 471-8351
Bill Rockwell (508) 789-5293
Dan Paradise (978) 853-2916
Eric Berg (516) 473-3321
Call or visit our website at www.lacorteequipment.com

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 for all your of golf course supplies. Par Aide, Standard, Eagle One, turf and ornamentals, aquatics, turf marking paint, safety items, adjuvants Joe Lazaro - cell: (617) 285-8670;
Fax: (781) 647-0787 Email: jlazaro698@aol.com
www.lazarogolfcoursesupplies.com

Maher Services

71 Concord Street, N. Reading, MA 01864
Well drilling, pump service and well maintenance
Peter Maher cell: (781) 953-8167 or (978) 664-WELL (9355)
Fax (978) 664-9356 www.maherserv.com

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

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

Mayer Tree Service

9 Scots Way, Essex, MA 01929
Providing a full range of tree service including plant health care, stump grinding, and compost tea. We can also provide loam, mulch, and mobil debris grinding. Jeff Thomas (978) 500-4921

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 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 Bob Doran (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 www.newenglandturf.com

NMP Golf Construction Corp.

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

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

Northeast Golf & Turf Supply

6 Dearborn Road, Peabody, MA 01960
Complete line of Golf Course, Landscape & Lawn Care
Construction and Maintenance Supplies
Tom Rowell (978) 317-0673; Bill Stinson (413) 668-7943;
Jeff Brown (508) 868-8495; Dan Ricker (978) 317-7320

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 (508) 435-3090

Read Custom Soils

5 Pond Park Road, Suite 1, Hingham, MA 02043
Custom soil blending, top dressing sands, Root zone blends,
"early green" black sand, divot & cart path mixes.
Terry Driscoll, Garrett Whitney (888) 475-5526

Saturated Solutions

18 Evergreen Road, Northford, CT 06472
Greg Moore (203) 980-1301
Saturated Solutions is the sole distributor of the Air2G2 Machine for
sales and contracted services. Replenish your soils with oxygen
when it needs it most in any conditions with no disruption.
saturatedsolutionsllc.com

Select Source

3208 Peach Street, Erie, PA 16508
National, full line manufacturer and wholesaler of turf,
ornamental and specialty chemical products.
Mike Blatt, Northeast Territory Manager (814) 440-7658

SiteOne Landscape Supply, LLC

300 Colonial Parkway, Suite 600, Roswell, GA 30076
Offering our customers the most complete
line of products, service and expertise in the
industry. Ron Tumiski (800) 321-5325 x6219

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. Pat Hogan (800) 341-6900

SOLitude Lake Management

Since 1998, SOLitude Lake Management has been committed to
providing full service lake, pond and fisheries management services
that improve water quality, preserve natural resources, and reduce
our environmental footprint. Services, consulting, and aquatic prod-
ucts are available nationwide. www.solitudelakemanagement.com.
Tracy Fleming 888-480-5253

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

Sportscapes Unlimited LLC

PO Box 1686, Duxbury, MA 02332
Specializing in fairway aeration and cleanup, deep tine aeration,
Air2G2 aeration and full seeding services.
Mike Lucier 617-913-8958 mijke@sportscapesunlimited.com
sportscapesunlimited.com

Stumps Are Us Inc.

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

Syngenta Professional Products

111 Craigemore 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, 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. Nat Binns (332) 351-5189,
Tim Berge (860) 490-2787, Andy Melone (508) 561-0364

Valley Green

14 Copper Beech Drive, Kingston, MA 02364
Phone: (413) 533-0726 Fax: (413) 533-0792
"Wholesale distributor of turf products"
Doug Dondero (508) 944-3262, Jon Targett (978) 855-0932,
Joe Trosky (860) 508-9875

continued on next page

Please Patronize these FRIENDS of the ASSOCIATION

Winding Brook Turf Farm

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

WinField

29 Gilmore Drive - Unit C, Sutton, MA 01590
Using industry-leading insights to provide you with the products that help you win.
Jim Favreau (978) 815-9810

Winterberry Irrigation

2070 West Street, Southington, CT 06489
Irrigation and Pump Installation and Service
Visit www.winterberryirrigation.com
Matt Faherty 860-681-8982 mfaherty@winterberrygarden.com

Golf Course Superintendents Association of New England

The Newsletter - Rate Schedule

THE NEWSLETTER DISPLAY ADVERTISING ORDER FORM

Company Name: _____ Phone # _____

Address: _____

Contact Name: _____ Email _____

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)	☐\$ 90.00	☐\$ 342.00	☐\$ 486.00	☐\$ 648.00	☐\$ 918.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	☐\$150.00	☐\$ 570.00	☐\$ 810.00	☐\$1080.00	☐\$1530.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	☐\$200.00	☐\$ 760.00	☐\$1080.00	☐\$1440.00	☐\$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)	☐\$120.00	☐\$456.00	☐\$648.00	☐\$ 864.00	☐\$1224.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	☐\$180.00	☐\$684.00	☐\$972.00	☐\$1296.00	☐\$1836.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	☐\$240.00	☐\$912.00	☐\$1296.00	☐\$1728.00	☐\$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