



# THE NEWSLETTER

October 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- October 2016*

October President's Letter

Dear fellow GCSANE members:

We're entering the late innings on the 2016 season and hopefully this letter finds you all doing well. Despite a tough 2016 summer season which saw high temperatures and record drought, our organization is going strong. The last two months saw some transitional weather with cooling temps and a bit of much needed rainfall for the region. This has allowed turf managers the opportunity to reestablish stressed and thinned out turf areas on the properties we manage.

If anything has been apparent based on my recent attendance of several allied association meetings, we've done an excellent job of communicating the issues at hand and reinforcing our value to our clients and memberships. I can't tell you how many positive comments I've received from members, golf professionals, and players regarding the level of commitment and expertise demonstrated by our profession.

Speaking of meetings, the GCSANE membership recently had the opportunity to play several of New England's finest golf courses. Our September monthly meeting was held at Blue Hill Country Club with past GCSANE president Jason Adams our host for the day. We were treated to a very challenging and impeccably maintained golf course. In fact, you'd never know we just went through a rough summer as Jason and his staff had BHCC in peak condition for the event.

Our October meeting was held at Concord Country Club with GCSANE member Peter Rappoccio our host for the day. As a second generation superintendent, Peter's commitment and passion for our profession really shows through both on and off the golf course. In addition to his efforts as a GCSANE board member, the hard work Peter and the team at Concord CC demonstrated provided all meeting attendees with a taste of what I would call first class service. This was apparent from the moment we entered the property until our exit.

I would like to congratulate and thank both Peter and Jason for hosting these events and encourage anyone who is considering hosting to please step up! In my opinion there are few things more rewarding than hosting a group of peers on your property.

Next month's meeting will be held at the Milton Hoosic Club in Canton, Mass with GCSANE member host Jeff Urquhart. This will be our final golf event for the season and hopefully many of you will make it a point to attend. Milton Hoosic is one of New England's hidden gems and it should be a great day of golf and camaraderie for all those in attendance. I hope to see many of you there.

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

### SECRETARY/TREASURER

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

### MEMBERSHIP CHAIRMAN

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

### DIRECTOR, SCHOLARSHIP & BENEVOLENCE

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

### DIRECTOR OF GOVERNMENT RELATIONS

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

### DIRECTOR, AFFILIATE

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

### DIRECTOR, FINANCE

**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  
106 Central Street, Wellesley, MA 02481  
781-283-3240  
Email: jponti@wellesley.edu

### DIRECTOR, EDUCATION

**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**  
Tom Irwin, Inc.  
11 A Street, Burlington, MA 01803,  
800-582-5959  
gregcormier@tomirwin.com

### PAST PRESIDENT

**Mark Gagne**  
MGA  
300 Arnold Palmer Blvd., Norton, MA 02766,  
774-430-9107  
mgagne@mgalinks.org

### EXECUTIVE DIRECTOR

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

### GCSANE Headquarters

300 Arnold Palmer Blvd., Norton, MA 02766  
Tel: (774) 430-9040  
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.

# Thoughts From Your Executive Director by Don Hearn



Jason Adams

The member-guest was held at the Blue Hill Country Club, September 14. The day was beautiful. Sunny, with a light breeze and warm temperature. There were some dark clouds around at the very end of the round and a few drops fell, but nothing to measure. Obviously, that was good and bad. Good that we didn't get wet. Bad that we didn't get any moisture to relieve some of the drought stress.

Jason Adams and his team had worked hard to prepare the course for the day and it showed. Everyone was excited to have played. Some for the first time. Others hadn't played it for many years. All were impressed with the improvements made.



From left: Bob Healey & David Stowe, GCSA of New England; Tim Garceau & Greg Moran, Hudson Valley GCSA.  
Photo by Shaun Barry

Our Association was represented at the Met Team Championship held September 26 at The Country Club of Scranton in Clarks Summit, Pennsylvania. The GCSA of New England team included Matt Lapinski, Ron Dobosz, Garrett Whitney, Bob Dembek, Bob Healey, David Stowe, Mike Hermanson and Jim Fitzroy. Of the thirteen teams entered, our team finished in seventh place. I was told the course was a spectacular venue and all had a wonderful time. The Met (Metropolitan GCSA) is the sponsor of the event and it is always held at a top club venue. It's the type of event where people leave happy that they played and met others in the profession.

**TEE TO GREEN  
SOIL SOLUTIONS**

- USGA Green Construction
- USGA Bunker Sand
- Tee Mix Materials
- USGA Fairway Topdressing Sands

read custom soils  
888-475-5526

## Thoughts From Your Executive Director *(CONTINUED)*

Something to think about: How many times have you heard or been told that someone became wealthy because of all the hard work and long hours they devoted to their success? I know a number of people who have told me that hard work will bring success and financial rewards. If this was true, I would know a lot of golf course superintendents who would have retired a long time ago. I think the reality is more in tune with what Paul English, the founder of KAYAK travel said: "I didn't actually work that hard. I'm just good at something that makes a lot of money."



*From left: David Stowe, chairman of the S&B Committee; Tom Borden, golf professional at Winchendon; Kevin Osgood, owner of Sterling Golf Management (photo by Bob Healey)*

The annual Dave Comee Memorial Tournament was held October 2 at the Winchendon Golf Club. Dave was a long time member of the Scholarship and Benevolence Committee who died suddenly in October 2011. Winchendon is now being managed by Sterling Golf Management. Sterling is owned by Kevin Osgood, a past president of the Association.

In past years the event was sponsored by the Winchendon School. This year Kevin continued the sponsorship with support from his company and the many friends of Dave Comee. It is a tribute to Dave's memory that so many friends came out to offer their support. Other than the annual S&B fundraising tournament, this event raises the largest annual donation to the S&B fund—\$2000.00. The fund awards scholarships to family members of Association members. This year's recipient of the David Comee Memorial Award is Melissa Rose, the daughter of Mike Rose, superintendent at the Belmont Country Club.



Recently I completed the recording of all membership applications going back to 1925. The Association was founded in 1924 (the second oldest in the nation) but these thirteen were the first applications completed. From 1925 to date over 1600 people and companies have joined the Association.



they are determined, and other aspects of the management of water usage throughout the state. Duane was accompanied by Julie Butler, Shi Chen and Rebecca Weidman, Director, Division of Watershed Management. After Duane's presentation a scramble tournament was played. Usually the November nine-hole meeting is the only yearly scramble event played. We've had members tell us they would like to see more of this format so we tried it for this event. Those who offered their opinion of the format were positive with their comments. Superintendent Peter Rappoccio and the staff had the course in premier condition.

## 2016 MET Area Team Championships

---

### CC of Scranton Par 72 September 26th, 2016

#### Team Scores Par 288 Score

1st	Philadelphia AGCS	292
2nd	Connecticut AGCS	293
3rd	GCSA of New Jersey	295
4th	Eastern Shore AGCS	297
5th	Long Island GCSA	298
6th	Poconos Turfgrass Association	303
7th	GCSA of New England	305
8th	METGCSA	307
9th	GCSA of Cape Cod	309
T10th	Northeastern GCSA	313
T10th	Central New York GCSA	313
12th	Mid-Atlantic AGCS	315
13th	Hudson Valley GCSA	316
14th	Rhode Island GCSA	318

#### Skill Events

Closest to the pin hole #3, sponsored by Koch T&O	Chet Walsh 3'-9" – Philadelphia AGCS
Closest to the pin hole #5, sponsored by BASF	Josh Yerdon 7'-6" – Northeastern GCSA
Closest to the pin hole #11, sponsored by Toro	Ryan Howard 6'-10" – Eastern Shores AGCS
Closest to the pin hole #17, sponsored by Syngenta	Ryan Howard 4'-10" – Eastern Shores AGCS

#### Long Drive

Net Division sponsored by Care of Trees	Jerry Decker – Pocono Turfgrass Association
Gross Division sponsored by Aquatrols	Tom Ashfield – METGCSA
Sponsors Division, sponsored by Bayer	Kevin Seibel – Century CC

#### Low Gross Team

Rob Johnson & Jeff Haas from GCSA of New Jersey	Score of 72
---	-------------

#### Sponsorship Team Winner

Dennis DeSanctis & Lee Kozsey from Syngenta	Score of 73
---	-------------

#### Two Man Team High Score

Gross	Kevin Smith & Steve McDonald – Eastern Shore AGCS	Score of 85
Net	Drew Cummins & Nick Burchard – Rhode Island GCSA	Score of 80



## Irrigation System Grounding Update By Tom Hoffer

This summer we have seen an unusually high amount of lightning activity on golf courses, especially considering the lack of rain. Because of this, grounding of central and field components has come to the forefront of our attention. A common misconception in the industry is that grounding is good forever. This is not the case! Depending on site conditions, grounding resistance can become weaker over time. Below are a couple photos of what can happen to a copper grounding rod over time:



The purpose of grounding is to provide a path to ground for any extraneous voltage/current that gets on the irrigation wiring. The specs that you see are meant to ensure that the path to ground has less resistance than the internal resistance of your irrigation components. That is, if your internal resistance on a satellite is 15 ohms, your grounding should be 10 ohms. That way, if a surge event occurs, it will follow the path of least resistance, which is the grounding network. But if your grounding network has a higher resistance, the surge will likely go into the satellite – the path of lower resistance.

Depending on the type of soil you have, the copper rod, plate, or wire may degrade over time and grounding resistance increases to a point where it's ineffective. A ground resistance reading of 10 ohms in 2010 can become a reading of 50, 100, or more ohms today. If this was a central grounding grid, a reading of 25 ohms would now be out of spec. This is why it's important to have your grounding be checked on a periodic basis. Central grounding grids should ideally be 1-5 ohms, 10 ohms at the highest. Satellite components should be at 10 ohms or lower. Decoder two-wire components should be at 50 ohms or less. If the grounding resistance is higher than these specs, the potential for significant lightning damage increases dramatically.

**Tom Hoffer,**  
*Irrigation Service Manager, Northeast Golf & Turf Supply*

MEET THE ROUGH MOWER THAT'S BETTER  
BY A WIDE MARGIN.



With the new John Deere 9009A TerrainCut™ Rough Mower, you can now mow more rough in less time without sacrificing cut quality. The 9009A features five, 27-inch decks for a nine-foot cutting width. Each deck has a unique, deep shell design with an innovative rear discharge chute. Height-of-cut can be set instantly using no tools. And the 9009A comes with the TechControl Display, letting you make precise settings of mow, transport and turn speed, as well as weight transfer, LoadMatch™ and cruise control.

The time has come for a wide area rough mower to do more. So don't just mow wide. Mow wide better. With the new 9009A TerrainCut Rough Mower.

Trusted by the Best

[JohnDeere.com/Golf](http://JohnDeere.com/Golf)



[www.LaCorteEquipment.com](http://www.LaCorteEquipment.com)

LaCorte Equipment / John Deere  
522 Edwards Ave / Calverton NY  
800-560-3373

## Green Once More by Adrian Higgins

---

*This article appeared in the September 20, 2016 issue of the Washington Post. It takes a look at the nation's front lawn and an interesting connection is that one of the people responsible for the success of the renovation project is a person familiar to many of us. Mike Stachowicz, a former board member of our Association, is the turf guru associated with this huge undertaking. The article was written by Adrian Higgins a columnist for the Washington Post.*



**Green Once More:** *A nine year effort to restore the worn out turf on the Mall is nearing completion. The result is a new green-sward designed to take a lot of use.*

*(Bill O'Leary/The Washington Post)*

All eyes this week are on the opening of the National Museum of African American History and Culture, but another profoundly important project on the Mall is nearing completion and worth celebrating.

We refer to the final stages of the \$40 million reconstruction of the iconic central grassy spine of the Mall between Third and 14th streets. The area consists of eight grass panels totaling 18 acres, and the first three, on the Capitol side, were completed in 2012. The fences are coming off the other five in the coming weeks, although barriers will continue to keep people away from the grass to allow its root system to grow over the next few months.

The grass panels will be opened (with protection) for the inauguration but won't be otherwise accessible until spring, said Michael Stachowicz, the National Park Service's turf guru. Stachowicz was hired in 2012 to oversee the nation's most conspicuous front yard. He had previously worked on golf courses.

Ironically, as the science and practice of turf care advanced over the past three decades, the condition of the Mall deteriorated to a point where standard lawn renovation techniques — aeration, dethatching and reseeding — couldn't possibly reverse the decay.

"Everyone has a vision of the National Mall they see from a helicopter, and everything looks wonderful," said Teresa Durkin, senior project director of the Trust for the National Mall. "It's not until you get down and walk around and see the impact of the sheer use — 3,000 permitted events, sometimes up to 33 million visitors per year."

The resulting bare patches had the density of cinder block, and even the weeds had difficulty surviving.

"I couldn't believe the weeds were even growing there," said Peter Landschoot, a professor of turf-grass science at Penn State and an early consultant on the project, which began in 2007. "It was in pretty bad shape."

The central grass panels are flanked by other lawns shaded by American elm trees. Together they form the grand avenue that connects the monumental core of the nation's capital, laid out in the 1902 blueprint known as the McMillan plan. But the Mall also functions as America's common, a place of public gathering, for entertainment, for demonstration, for great civic events. That has always been the underlying tension and one, post-restoration, that the Park Service is trying to balance more in the lawn's favor. A new plan for the Mall, along with a Park Service operating manual, is designed to minimize the damage caused by human activity.

One thing is sure: The central axis connecting the Capitol to the Washington Monument hasn't looked this good in decades, maybe generations, even if many other areas are badly in need of repair. (The Park Service's latest estimate for total deferred maintenance for the National Mall and Memorial Parks exceeds \$850 million.)

The key to the new turf's vitality is the dominance of coarse sand in the mix, which will promote a vigorous root system. The sand resists physical compaction but also contains much more oxygen, which roots need to grow, than a regular loam soil, said Norman Hummel, a consulting soil engineer who worked on the project.

"You get a better, aerated soil," he said. Could we try this at home? Not easily, and not on this scale. Sandy soil dries out quickly and doesn't hold nutrients in the same way as clay or loam soils. To build a Mall-like system at home would require deep pockets. "In some situation where somebody with a lot of money wants an event lawn on their property, they'll go to this type of system, but for the average homeowner, it's kind of tough," Hummel said.

One of the most remarkable aspects of the turf renovation is that so much of the work is not obvious or visible. Peeling back the layers offers lessons in landscape architecture, soil science and turf-grass breeding.

### Design

Protecting the Mall from abuse will be key to its longevity. So the grass panels are framed for the first time in a light granite curb, and

the paths that crisscross the spine of the Mall have been broadened to keep feet, equipment and event structures off the grass as much as possible. The old paths were approximately 45 feet wide, and the new design increases them to about 60 feet. Above the 12th Street tunnel, the paved area has been broadened to 105 feet.

**Soil:** The old soil — lifeless dirt, really — was scraped off and trucked away. After the subterranean infrastructure was built, the panels received a four-inch-deep sublayer of pea gravel, on top of which was laid a soil mix that consisted of 80 percent sand blended with 10 percent topsoil and 10 percent peat. Each panel received about 3,000 tons of new soil mix.

**Grass:** Direct seeding is the preferred method of establishing a new lawn, but the Park Service team laid sod so that the work could progress at times of the year when seeding isn't optimal, and to be ready for its first big event: January's inauguration.

The grass mix was customized for the Mall and grown from seed at a turf farm in southern New Jersey. The farm was selected for its native sandy soils, to match the Mall's engineered soil. The grass consists of 90 percent by volume turf-type tall fescue varieties and 10 percent Kentucky bluegrass. However, because bluegrass seed is much smaller, the seed mix is roughly equal parts bluegrass and fescue.

The designers picked grass varieties bred and tested for superior wear and drought resistance in the Mid-Atlantic region. Bluegrass, though harder to maintain, is valued for its ability to fill in bare spots in a way the clumping fescues cannot.

**Drainage:** Good drainage is essential for healthy turf and soil vitality, and the new system allows the grass to receive as much as four inches of rain without waterlogging. When the water load in the soil reaches a certain level, the suspended water drops into the gravel layer below. "It can actually be drier a day after a heavy rain that causes a flush than a lighter rain that doesn't," Stachowicz said.

Each panel is edged with French drains, as well as a grid of drainage lines laid 15 feet apart and four feet deep, out of the range of tent stakes. Subterranean columns of gravel connect the turf to the buried pipes. Rain and irrigation water is collected and stored in four new 250,000-gallon underground cisterns. This conserves water but also minimizes stormwater runoff. The water is filtered and disinfected with UV treatment before reuse in the irrigation system.

**Irrigation:** The grass panels have three rows of powerful sprinkler heads that can throw water as far as 90 feet. The system is linked to an automated weather station that monitors such data as temperature, humidity, wind and soil moisture.

## Maintenance

The new grass panels will receive an aggressive level of maintenance to counter the effects of usage and the natural stresses facing cool-season grasses in hot, humid Washington. The maintenance regime, now employed on the three panels of Phase 1, will be applied as well to the remaining five panels.



Michael Stachowicz, a former golf course groundskeeper, is the National Park Service's turf guru responsible for its upkeep. (Bill O'Leary/The Washington Post)

**Mowing:** The new Mall turf will be mowed at least twice a week during the growing season. Frequent mowing (at the right height) encourages the grass plants to put their energy more into root development than top growth.

**Watering:** By watering well and then allowing the soil to dry, you encourage the grass to develop deep roots.

**Overseeding and aeration:** Overseeding is the term for spreading fresh seed on established lawn. One thinks of overseeding as an annual or semiannual step to lawn care, but the new Mall grass will get a *weekly* overseeding from mid-May to the end of October. Each panel will receive some 400 pounds of tall fescue seed per application. Aeration, in which plugs of soil are removed to ease soil compaction, will occur about twice a month.

**Weed and feed:** In March, April, September and October, crews will spread a chicken manure compost. Every two weeks during the growing season, they will spray a weak solution of urea as a foliar feed. Stachowicz uses a low-impact herbicide — applied at five ounces per acre — that controls crabgrass and other weeds without interfering with grass seeding in the way that pre-emergent herbicides would.

## Protection

The third element in the turf renovation is a strategy to manage more tightly the events on and around the Mall: The footprint of the Smithsonian Folklife Festival, for example, has been reduced in size and relocated eastward. Event-related closures of Madison and Jefferson drives also allow a move to paved surfaces. Other events have been moved off the Mall. For those that remain, the thinking has shifted from one of fixing damage after the fact to preventing it beforehand, said Stachowicz, whose official title is turf management specialist. This includes keeping vehicles off the grass and requiring pedestrian decking that is translucent, allowing light to reach the grass. "We don't allow plywood anymore," he said.

Areas will be closed afterward to allow the turf to rebound from use. When all eight panels are opened next spring, Stachowicz will have more flexibility in juggling areas to open and those to close, he said.

"It's there to get used," he said. "But that means we have to give it every advantage we possibly can."

# Golf Course Water Withdrawal Permit Renewals: What You Need To Know

---

By Sarah W. Stearns, Beals and Thomas, Inc., GCSANE Affiliate Member and Patron Partner

October 2016

At a recent GCSANE meeting at Concord Country Club, Duane LeVangie, of the MA Department of Environmental Protection (DEP), with collaboration from his staff, presented current and helpful information regarding upcoming permit renewal requirements for golf courses under the Water Management Act (WMA).

The WMA governs water allocation throughout the Commonwealth and after a DEP policy was enacted in June 2000, golf courses were formally required to apply for and maintain permits for water usage over 100,000 gallons per day (gpd). See DEP Golf Course Water Use Policy: <http://www.mass.gov/eea/docs/dep/water/laws/a-thru-h/golfpol.pdf>

There are two permitting mechanisms for golf courses to withdraw large volumes of surface and/or groundwater: WMA *Registrations* and WMA *Permits*. According to DEP, about 93 golf courses currently operate under WMA *Registrations*, while about 60 courses currently operate under WMA *Permits*. Superintendents should understand which category they fall under and be prepared for the renewal processes. There are a number of distinctions between these two categories:

**Registrations** are valid for 10 years, have fewer imposed conditions and will likely continue to operate as such unless a regulatory change is undertaken

- Registrations were issued in the early 1980s and will renew in 2021
- Registrations are not subject to basin Safe Yield limitations

**Permits** are valid for 20 years and are subject to conditions

- Issued Permits are currently being renewed according to basin location: <http://www.mass.gov/eea/docs/dep/water/resources/n-thru-y/wloss3.pdf>
- Permits are subject to basin Safe Yield thresholds and incorporate the Sustainable Water Management Initiative (SWMI) into the permit renewal process
- New Permit Conditions:
  1. Seasonal Demand Management Plan
    - Reduce nonessential water use
    - Drought levels will trigger irrigation reduction
  2. Protect Coldwater Fisheries Resources (CFRs)
  3. If applicable, optimize withdrawals
    - Minimization of impacts
  4. Optimize well use
    - Other conservation practices beyond standard requirements
  5. Mitigation for increase above calculated, established baseline
    - Course-specific tiered mitigation
    - Direct mitigation (i.e. stormwater management system updates)
    - Indirect mitigation (i.e. Audubon Sanctuary Program certification)

DEP is taking a course-by-course approach to the permit renewal process and seems willing to discuss the process and specific requirements with superintendents and other club management. For more information, please contact me at 508-366-0560 or [sstearns@bealsandthomas.com](mailto:sstearns@bealsandthomas.com).

---



# How To Be Nice To People *By Don Hearn*

---

It may not always be easy to be nice to people, especially when you're in a bad mood or are stuck with someone who annoys you. But if you make the effort to do the most basic things, like smiling, holding doors open for people, or asking people how they're doing, you'll be able to create a more pleasant environment for yourself and everyone around you. Not only will being nice to people make them respect you more, but it will also make your day sunnier! If you want to know how to be nice to people, keep reading.

## Smile

Just the simple act of smiling can make you seem and feel like a nicer person. Whether you're smiling at strangers or people you know, it will also encourage people to smile back at you. Many people may think you're cold or not nice just because you're the kind of person who is a bit shy and who doesn't smile as freely. Smiling at people when out on the course makes for a much nicer day. So, the next time you pass someone you know a little bit, or even a perfect stranger, make a habit of smiling. Smiling will also make you feel happier, even if you're not in the best mood, so it's a win-win situation.

## Introduce yourself to new people

If you're in a room with someone you don't know and everyone else seems to know each other, take the time to introduce yourself. If you've struck up a conversation with the person in line next to you at the coffee shop, introduce yourself when the time is right. This is a nice and polite gesture and can help break the ice. Just say something simple like, "Hi, I'm Joe, it's nice to meet you" and you'll get the ball rolling. Nice people tend to introduce themselves to others because they are excited about meeting new people. Sometimes you'll get a strange look and even a hint of "I don't care who you are" but it won't be often. To me, it's worth the effort.

## Make small talk

Talk about small stuff that you know the person would be interested in. If you don't know the other person well enough to know about their preferences, try to talk about things happening around you. (The seminar you've both been to an hour ago, the fantastic new shoes your colleague has been wearing, etc.) Incorporating humor always helps; people enjoy someone who can make them laugh or has a sense of humor and can understand them. Don't be one of those people who thinks that small talk is meaningless and a waste of time. You have to start out with small talk to make meaningful connections with people.

## Give a sincere compliment

Everyone loves compliments, so don't be afraid to say something positive about the other person. But be careful, though, not to flatter them too much. Too much flattery can give the impression that you are sucking up to them, and especially if this new friend is a superior, they will think of you as a lapdog. Just find something simple to compliment, like the person's sweater or a piece of jewelry that the person is wearing. You can even use the compliment to strike up a conversation. Say something like, "I love your Patriots socks. Where did you get those?"

## Make plans to hang out with someone you've met

If it's a new friend, invite him or her to a low-pressure setting like meeting for coffee or a visit to your course. You don't want to do anything too personal or private with someone you just met. Just exchange contact info, tell that person it was really nice to meet, and say that you're excited about getting together.

## Be polite

You should be just as polite to strangers as you would be to your family members. That stranger you see at the coffee shop might be lonely, and you may be the only one they have talked to that day. Even if you're having a bad day, take the time to say "excuse me," to hold doors for people, and to treat people with a basic level of respect. Don't hog two seats on the bus and talk loudly on your cell phone; instead, be polite and offer someone else a seat.

## Offer help

It's important to offer to help the people you see around you, whether it's a person with his arms full who can't open a door, a child who dropped a toy, or an elderly person who has difficulty walking. One day, you may need to rely on the kindness and help of a stranger, so you should get the good karma going while you can. This will definitely be a way of being nice to the people around you, and you'll feel better about yourself in the process.

## Use people's names

People who you just meet love it when you use their names during or at the end of the conversation. Even if you only say that person's name once or twice, the person will feel special and like you're paying attention to him or her. Saying something like, "I know exactly what you mean, Bill," or, "It's been nice to meet you, Bill," can make people feel like you've taken the time to get to know them a little bit. It also makes them feel important and that you care about them.

## Do a small act of kindness

You don't have to only be kind to the people who are nearest and dearest to you. When you're clearing the snow off your driveway, take the time to clear the snow off your elderly neighbor's driveway, too. Let someone step ahead of you in line; put an extra dollar in the tip jar. Taking the time to do something nice for someone you don't know will make that person feel appreciated and will spread the good karma.

## Avoid judgment

One thing that is definitely not nice is judging people before you know them. Give people the benefit of the doubt and assume they are good people unless you are given reason to think otherwise. Learn to see people for who they are instead of judging them for how they look or how they are dressed. It can take a long time to be able to look at a person you don't know without judgment, but this is definitely a great way to be a nice person.



And there you have it, the season has changed. Gone are the days of 90-degree heat and 80 percent humidity, and now come the moderate temperature days, and cool and frosty nights. Of the many seasons in New England, this one seems to be the favorite of the golf course superintendent. With mud season, black fly season, syringe season in the past, now begins leaf season and the challenges it brings. Here

are a couple of things to keep in mind when considering your leaf management strategies.

What do you do with the leaves you harvest off the golf course? Leaf litter can be added to other course debris to make an excellent compost material. Shredded leaves with untreated grass clippings make an excellent start, with many other options that may be available. The sustainability session at 2016 GIS in San Diego was an excellent opportunity for superintendents to trade ideas, one of which was composting. Utilizing waste from the food and beverage and on-course containers was an initiative undertaken by one presenter. While actively managing a compost pile will significantly decrease the time needed to achieve a nutrient rich product that can be utilized on your property, even an unmanaged process will eventually be beneficial. Think of the yards of leaves you manage to maintain playability returning to the course as deep rich compost! Site selection and protection of water resources also play a big role in mindful composting. It would be a great project for an ambitious assistant or incoming intern. For more about composting, visit the UMass Center for Agriculture, Food and the Environment resources page on Organic Waste Management, linked [here](#).

While composting may not work within your leaf management strategy, one item to be aware of when blowing leaves to tree-lines or property edges is the environment that this litter establishes. Often researched as a wonderful overwintering site for annual bluegrass weevils, it may also be contributing to an increase in tick populations. Last year Joellen Lampman, School and Turfgrass IPM Extension Support Specialist, with the New York State IPM program reached out to golf courses in her region to study the effects of different leaf management practices and the relationship on the tick population. An unseasonably warm winter in 2015-2016 led to an explosion in the tick population this year, and hopefully some additional research will assist golf courses to develop strategies to manage both leaves and ticks successfully! If you think your leaf litter strategy might be creating increased spring tick population issues, Lampman included some information on testing your site for ticks in her Community IPM factsheet, located [here](#). Keeping ourselves, staff and golfers safe is always a priority.

Whether blowing, mowing, or picking them up, leaves create an additional labor constraint on our budgets and inconvenience

to our golfers. By developing a sustainable composting practice, the property could benefit greatly from the reuse of an otherwise undesirable byproduct. With research, we can also gain a better understanding of the implications of our management strategies on non-desirable species. Best of luck with leaf season, and as we have all come to learn here in New England, keep your eyes on the cars around you when on the roads. Leaf peepers make very poor drivers!

## GCSAA Resources and Deadlines

**you Get Cool Stuff from your Association Already:**

### Planning for the Golf Industry Show

These resources offer tips to minimize expenses and garner a higher return on investment. We'll help guide you through the steps for communicating with your employer about the importance of attending the Golf Industry Show and the GCSAA Golf Championships. Resources are located [here](#).

### Energy use survey now open

The latest Golf Course Environmental Profile survey is open through Nov. 11. The Energy Use and Environmental Practices Survey will gather critical information on energy conservation practices, energy audits, written plans, and behavioral, design and other conservation changes. Follow [this link](#) to assist with the effort.

### GIS housing now open!

onPeak is the official housing agency of the Golf Industry Show. Only through onPeak will you receive the following benefits:

- Lowest rates - guaranteed
- Convenient - real-time online service 24 hours a day, 7 days a week
- It's free - no booking or service fees
- Reward points - earn points toward your personal hotel rewards program
- Amenities - access to custom hotel profiles
- You are in control - view, alter or cancel your reservation at any time
- Networking opportunities with other attendees staying at your hotel
- Fully manage your group booking, large or small

[Click here](#) to begin your journey to Orlando!

### Golf course superintendents from Canada and U.S. to compete in first CanAm Cup

GCSAA and the Canadian Golf Superintendents Association will be sponsoring the first CanAm Cup, Oct. 23-24, 2017. This fledgling competition will be held over two days, with more than 200 golf course superintendents from Canada and the U.S. participating. The competition will be held at Baltusrol Golf Club (Upper and Lower courses) in Springfield, N.J., and Canoe Brook Country

Club (North and South courses) in Summit, N.J. Watch for details on how you can be a part of this first ever event!

### Upcoming FREE webcasts:

Oct. 26: [Working with Water](#)

Oct. 27: [Drilling Tools and Techniques  
- Equipment Management Series](#)

Nov. 3: [Benefits of Golf Courses: A Case Study in Auckland](#)

Nov. 15: [Advantages of Tall Fescue: Drought Resistance](#)

Dec. 1: [Increase Your Value: Effective Communications  
& Your Blog](#)

Dec. 8: [Preparing for an Active Shooter](#)

Dec. 15: [Salinity and its Management for Turf](#)

Jan. 18: [Look at Your Irrigation System's  
Distribution Uniformity](#)

Jan. 26: [Carbon, Carbon Everywhere: How carbon functions  
in your turgrass system](#)

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

**Kevin Doyle**  
GCSAA Field Staff  
[kdoyle@gcsaa.org](mailto:kdoyle@gcsaa.org)

**N.E.S.S.**



**Ed Downing**

Cell: 978-230-2300 Email: [ed@nesoils.com](mailto:ed@nesoils.com)

**Bob Doran**

Cell: 978-230-2244 Email: [bob@nesoils.com](mailto:bob@nesoils.com)

**1 mm. & 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**

**Atlantic**  
golf & turf

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](http://www.northeastnursery/turf)

6 Dearborn Road, Peabody MA 01960 • 978 - 854 - 4414 • [northeastnursery.com](http://northeastnursery.com)

**October 2016**



Our condolences to the family of **Charlie Gardner**. Charlie retired after thirty years as the superintendent at the Oyster Harbors Club. In addition to being a member of the GCSA of New England he was the first president of the GCSA of Cape Cod. He was 86.

Our condolences to **Pat Hogan** and Pat's family on the passing of his wife **Jane**. She was 56.

## WELCOME NEW MEMBERS:

### Alexander Bliss

Assistant Superintendent  
Blissful Meadows Golf Course, Uxbridge, MA

## Back Issues!



Past issues of the NEWSLETTER are available using this link: <http://bit.ly/GCSANENewsletters>.

Scores at Blue Hill Country Club		
Low Gross	Ron Dobosz, Fisk Bacon	70
1 <sup>st</sup> Net	Joe Piana, David Stowe	59
2 <sup>nd</sup> Net	Dennis Friel, Ed Kivari	62
3 <sup>rd</sup> Net	Bob Healey, Chris Cyr	64
Scores at Concord Country Club		
Low Gross	Harris Schnare, Kevin Bracken	50
1 <sup>st</sup> Net-tie	Andrew Lamay, Ken Munsey	56
1 <sup>st</sup> Net-tie	Patrick VanVleck, Mike Luccini, Tim Berge	56

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.



## GCSANE Offers Website Banner advertising at [www.gcsane.org](http://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 Kris Armando at 508-745-8555 or [karmando8@gmail.com](mailto:karmando8@gmail.com)


# 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**

**TORO**<sup>®</sup>



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](mailto:partsdept@turfproductscorp.com)*

**SERVICE DIRECT: (800) 442-9910**

*Email: [servicedept@turfproductscorp.com](mailto:servicedept@turfproductscorp.com)*

**MAIN OFFICE: (800) 243-4355**

**[www.turfproductscorp.com](http://www.turfproductscorp.com)**

*October 2016*





**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](http://www.mte.us.com)**

# HARTNEY GREYMONT

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



*Excellence in arboriculture and  
horticulture since 1938.*

[www.hartney.com](http://www.hartney.com) 781.444.1227



a DAVEY company

# Please patronize these Friends of the Association

## Agresource, Inc.

100 Main St.  
Amesbury, MA 01913

Quality Compost, Soil & Mulch.

Dave Harding office: (978) 388-5110  
cell: (978) 904-1203

Mike Carignan 978-270-9231  
mcarignan@agresourceinc.com

[www.agresourceinc.com](http://www.agresourceinc.com)

## Allen's Seed

693 S. County Trail  
Exeter, RI 02822

Specializing in quality seed, fertilizer, chemicals,  
& related golf course maintenance supplies.

1-800-527-3898  
info@allenseed.com

[www.allenseed.com](http://www.allenseed.com)

## Atlantic Golf & Turf

9 Industrial Boulevard  
Turners Falls, MA 01376

Specializing in agronomy through  
the distribution of fertilizer, seed &  
chemicals throughout New England.

Chris Cowan (413) 530-5040  
Paul Jamrog (401) 524-3322  
Scott Mackintosh CPAg (774) 551-6083  
Michelle Maltais (401) 835-0287

[www.atlanticgolftandturf.com](http://www.atlanticgolftandturf.com)

## A-OK Turf Equipment Inc.

1357 Main St.  
Coventry, RI 02816-8435

Lastec, Tycrop, Blec, Wiedenmann,  
Therrien, Graden, Sweep & Fill,  
Baroness, & used equipment.

Mike Cornicelli (401) 826-2584

## Asphalt Services, Inc

210 New Boston Street  
Woburn, MA 01801

(781) 938-6800

Providing asphalt paving for golf car  
paths, walkways & parking lots. We  
also specialize in drainage, seal coating,  
crack sealing & line painting.

[www.pavewithasi.com](http://www.pavewithasi.com)

## 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](http://www.backedbybayer.com)

## Beals & Thomas, Inc.

144 Turnpike Road  
Southborough, MA 01772

32 Court Street  
Plymouth, MA 02360

Civil Engineers—Landscape Architects—Land  
Surveyors—Planners—Environmental Specialists

Sarah Stearns 508-366-0560  
sstearns@bealsandthomas.com

Beals & Thomas specializes in golf course site  
design services including irrigation pond analysis  
& design, drainage & utility improvements,  
permitting, hydrogeologic evaluations,  
construction administration, boundary &  
topographic surveys, master planning  
& project design.

## The Cardinals, Inc.

166 River Rd., PO Box 520  
Unionville, CT 06085

Golf course & 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, & 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.

Keith Tortorella (508) 982-4820  
Danny Brown (603) 365-6751  
Mike Giles (978) 454-5472

## Crop Protection Services

Suppliers of Chemicals,  
Fertilizer, & Grass Seed

(978) 685-3300

[www.cpsagu.com](http://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

## DeLea Sod Farms

486 Church Street  
Wood River Junction, RI 02894

DeLea Sod Farms provides first quality  
tallgrasses & bentgrass to the landscape  
& golf markets. Full line of U.S. Silica  
Greens topdressing & bunker sands.

Scott McLeod 800-344-7637  
smcleod@deleasod.com

[www.deleasod.com](http://www.deleasod.com)

## Dependable Petroleum Service

One Roberts Road  
Plymouth, MA 02360

UST / AST facility maintenance,  
installation & compliance testing.

Bruce Garrett / Francis Turner  
508-747-6238

bgarrett@dependablecompany.com  
[www.dependablecompany.com](http://www.dependablecompany.com)



---

## DGM Systems

153A Foster Center Road  
Foster, RI 02825

Golf & Sports Turf Specialty Products & Services  
Office (401) 647-0550  
Manny Mihailides (401) 524-8999  
David Mihailides (401) 742-1177

Visit [www.dgmsystems.com](http://www.dgmsystems.com)

---

## ezLocator

115 Lordvale Boulevard  
North Grafton, MA 01536

A New Course Everyday!

Steve Boucini, Representative  
508-561-4079  
sboucini@gmail.com

[www.ezlocator.com](http://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  
Tim Russell (603) 557-3463

---

## 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](http://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

---

## Hartney Greymont

433 Chestnut Street  
Needham, MA 02492

Hartney Greymont is a company that specializes  
in tree care, landscape services, strategic  
woodland management & plant healthcare.

Adam Cervin (781)444-1227 ext. 6807

[www.hartney.com](http://www.hartney.com)

---

## Helena Chemical Company

101 Elm Street  
Hatfield, MA 01038

National distributors of all your turf  
chemicals & fertilizers. Extensive line  
of Helena Branded wetting agents,  
foliar, micro nutrients & adjuvants.

Louis Bettencourt, CGCS (978) 580-8166  
Chris Leonard (339) 793-3705

[www.helenachemical.com](http://www.helenachemical.com)

---

## Highland Financial Group

40 William Street, Suite 200  
Wellesley, MA 02481

Provides insurance, financial planning & services.

Donna Walsh (781) 890-2958  
donna.walsh@axa-advisors.com

[www.hfngrp.com](http://www.hfngrp.com)

---

## Hillcrest Turf Services

Mike Parks (617) 852-0479

Providing Air2G2 air injection, Imants  
root pruning, Rotadairon dethatching,  
Weidenman Super 600 & Seeding Services.

---

## 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,  
& 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, & 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](http://www.lacorteequipment.com)

---

## Larchmont Engineering & Irrigation

11 Larchmont Lane  
Lexington, MA 02420

Offering a full range of inventory for  
irrigation drainage, pumps, fountains &  
landscape lighting products & services for all  
of your residential & commercial needs.

(781) 862-2550 Susan Tropeano,  
Tim Fitzgerald [tim@larchmont-eng.com](mailto:tim@larchmont-eng.com)

---

## Lazaro's Golf Course Supplies & Accessories

dba Hammond Paint & 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 & ornamentals, aquatics, turf  
marking paint, safety items, adjuvants.

Joe Lazaro—cell: (617) 285-8670  
Fax: (781) 647-0787  
Email: [jlazaro698@aol.com](mailto:jlazaro698@aol.com)

[www.lazarogolfcoursesupplies.com](http://www.lazarogolfcoursesupplies.com)

---

## Maher Services

71 Concord Street  
N. Reading, MA 01864

Well drilling, pump service & well maintenance

Peter Maher cell: (781) 953-8167  
or (978) 664-WELL (9355)  
Fax (978) 664-9356

[www.maherserv.com](http://www.maherserv.com)

---

## Maltby & Company

30 Old Page Street, P.O. Box 364  
Stoughton, MA 02072

Provides expert tree pruning, tree removal  
& tree planting ser-vices. Our two other  
divisions include Natural Tree & Lawn Care,  
which treats for winter moth caterpillars,  
ticks & mosquitoes etc. Forest Floor  
recycling manufactures color enhanced  
mulch & natural composted leaf mulch.

For more information or to speak with one of our  
arborists please call  
Bill Maltby at (781) 344-3900

# Please patronize these Friends of the Association

## MAS Golf Course Construction LLC

51 Saddle Hill Rd.  
Hopkinton, MA 01748

Fulfilling all your renovation and construction needs.

Matthew Staffieri (508) 243-2443

[www.masgolfconstruction.com](http://www.masgolfconstruction.com)

## 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 & parts. New & pre-owned mowers, tractors, attachments & much more from: Jacobsen, Turfco, Smithco, Ventrac, Redexim, Neary Grinders, Ryan, Buffalo Turbine, Mahindra, Husqvarna, Gravely, Standard, Par-Aide & 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](mailto:info@mcgolfdesign.com)

Contact: Mark A. Mungeam, ASGCA

[www.mcgolfdesign.com](http://www.mcgolfdesign.com)

## New England Specialty Soils

435 Lancaster Street  
Leominster, MA 01453

Imm. 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](http://www.nesoils.com)

## New England Turf

P.O. Box 777,  
West Kingston, RI 02892

Phone: (800) 451-2900

Ernie Ketchum (508) 364-4428

Mike Brown (508) 272-1827

[www.newenglandturf.com](http://www.newenglandturf.com)

## NMP Golf Construction Corp.

25 Bishop Ave.  
Ste. A-2, Williston, VT 05495

Golf course construction

Mario Poirier (888) 707-0787

## Northeast Golf & Turf Supply

6 Dearborn Road  
Peabody, MA 01960

Complete line of Golf Course,  
Landscape & Lawn Care

Construction & 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 & erosion control services.

Brian King (978) 762-8737

[www.nshydro.com](http://www.nshydro.com)

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

16 Maple Street  
Acton, MA 01720

We serve all your remodeling & renovation needs. You can trust your project with us! We make you look good!

Sean Hanley (978) 337-6661

[www.on-coursegolf.com](http://www.on-coursegolf.com)

## Putnam Pipe Corp.

Hopkinton & Taunton

Underground water, sewer, & drain pipe & fittings-Erosion & sediment control material. Free delivery & 24-hour service.

David Putnam toll free (855)-GETPIPE

## 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

## Residex

165 Grove Street, Suite 70  
Franklin, MA 02038

Supplier of fertilizer, chemicals & grass seed.

Jim Pritchard 401-862-1098

Glenn Larrabee 774-670-8880

## 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 & contracted services. Replenish your soils with oxygen when it needs it most in any conditions with no disruption.

[saturatedsolutionsllc.com](http://saturatedsolutionsllc.com)

## Select Source

3208 Peach Street  
Erie, PA 16508

National, full line distributor of turf, ornamental & specialty products. Exclusive distributor of Prime Source branded pesticides & specialty 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 & expertise in the industry.

Ron Tumiski (800) 321-5325 ext. 6219

## 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.

PO Box 2  
Slocum, RI 02877

1-800-341-6900

Black Beauty, Tall Fescue, Green & Fairway  
Height Bent, Short Cut Black Beauty,  
Short Cut Blue, 90-10 Fine Fescue

Installation options available  
Contact: Pat Hogan, Alicia Pearson

---

## SOLitude Lake Management

Since 1998, SOLitude Lake Management has been committed to providing full service lake, pond & fisheries management services that improve water quality, preserve natural resources, & reduce our environmental footprint. Services, consulting, & aquatic products are available nationwide.

Tracy Fleming 888-480-5253

[www.solitudelakemanagement.com](http://www.solitudelakemanagement.com)

---

## Southwest Putting Greens of Boston

P.O. Box 827  
Westford, MA 01886

Synthetic turf, tee lines, practice greens,  
outdoor & indoor practice facilities.

Douglas Preston (978) 250-5996

---

## Sportscapes Unlimited LLC

PO Box 1686  
Duxbury, MA 02332

Specializing in fairway aeration &  
cleanup, deep tine aeration, Air2G2  
aeration & full seeding services.

Mike Lucier  
617-913-8958  
mijke@sportscapesunlimited.com

[sportscapesunlimited.com](http://sportscapesunlimited.com)

---

## Stumps Are Us Inc.

Manchester, NH

Professional stump chipping service.

Brendan McQuade (603) 625-4165

---

## Syngenta Professional Products

P.O. Box 1775  
Wells, ME 04090

Melissa Hyner 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

Full service tree service specializing in  
zero impact tree removal, stump grinding,  
tree pruning & tree risk assessments by  
our team of Certified Arborists.

Andy Felix (508) 543-5644

---

## Tuckahoe Turf Farms, Inc.

P. O. Box 167  
Wood River Junction, RI 02894

A1-A4 Bentgrass, High sand  
based sod, Fine Fescues.

Call Joe Farina (774) 260-0093

---

## Turf Products

157 Moody Rd.  
Enfield, CT 06082

Toro Equipment & Irrigation—  
Serving the industry since 1970

800-243-4355

Bill Conley, Dave Dynowski,

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

[www.turfproductscorp.com](http://www.turfproductscorp.com)

---

## 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

---

## Winding Brook Turf Farm

Wethersfield, CT 06109  
Kathy Arcari (401) 639-5462

---

## 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 & Pump Installation & Service

Matt Faherty 860-681-8982  
mfaherty@winterberrygarden.com

Visit [www.winterberryirrigation.com](http://www.winterberryirrigation.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")

<b>Member Rates:</b>	<b>Monthly Rate</b>	<b>4 Times Per Yr. (Save 5%)</b>	<b>6 Times Per Yr. (Save 10%)</b>	<b>8 Times Per Yr. (Save 10%)</b>	<b>Annual Rate (Save 15%)</b>
<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
<b>Non-Member Rates:</b> *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:** Formats preferred are .GIF, JPG, and PDF. Full color is available with all ads. Please send ads to Don Hearn at the email address below.

**Send all Newsletter ads to:**  
 Don Hearn, CGCS  
 300 Arnold Palmer Blvd., Norton, MA 02766  
 Email: donhearn@gcsane.org

