



# THE NEWSLETTER

April 2018

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.

## *A First-Timer's Perspective By Seth Jones, Golfdom Magazine*

There was an empty space at a table near Amen Corner, room for two more Masters patrons. So Golfdom publisher Craig MacGregor politely asked the two men having lunch if we could join them.

“Not a problem,” said one of them, “especially for a guy wearing a Golfdom shirt!”

It was at this moment that we met Michael Hughes, superintendent at Whitinsville Golf Club, Northbridge, Mass., and Michael Poch, superintendent at Foxborough CC in Foxboro, Mass. Luck would have it that we would happen upon this table and meet two Golfdom readers.

For the two Michaels as well as my co-worker Craig, it was their first time ever at the Masters. The four of us marveled at the beauty of the course, the quality of the experience, the ideal weather. We wrapped up lunch and as we walked alongside No. 13 fairway, we saw another friend by chance: Quali-Pro's Paul Blodart, also was experiencing his first ever footsteps at Augusta National.

Only at Augusta, it seems, is it so easy to have good luck and happen upon colleagues in the industry and strike up new friendships.

I called Hughes Thursday evening and caught him as he was about to board his flight home. We discussed what he thought of the whole experience, and what was it that had inspired the 5-year superintendent to make this the year he took advantage of the amazing GCSAA benefit, courtesy of Augusta National, that allows Class A members to attend the Masters for free.

“I saw an article in the GCSANE newsletter about the benefit of the Masters,” Hughes told me. “There are not a lot of times we can de-stress in this industry. We fret about the course, about our crews. The article advised, ‘Don’t get caught in the hamster wheel,’ and I listened.”

As a “child of the ’90s” Hughes is a huge Tiger Woods fan. With talk of a Tiger resurgence, as well as that GCSANE article, an early date for the Masters and the qualification of Matt Parziale, a Brockton, Mass.-firefighter, Hughes and Poch



decided this was their year. And Hughes says that after doing the trip once, he thinks this will now become a ‘tradition unlike any other’ and he will convince fellow supers to join the two Michaels next year.

“This experience has been unbelievable. Everybody built it up so much; I was ready to be underwhelmed,” Hughes says. “It was inspiring, it was like a trip to Mecca. I saw the conditions we’re all trying to achieve. I’m pumped up to go back to my course and to try to achieve perfection.”

Hughes and Poch skipped the par three tournament to walk the entire course and see what “MacKenzie and Bobby Jones did” on Wednesday, then returned on Thursday to get in the first day of play. Then it was back to work today.

“I’m fortunate, I got the blessing of my golf club (to travel to the Masters), they thought they would see something in return, that it would better my ability to do my job,” Hughes said. “And I’ve got an assistant in Hunter Mott, along with a great crew, they’re not going to miss a beat while I’m gone. I look forward to coming back next year. It’s hard to put into words, but I highly recommend everyone take this opportunity.”

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## Thoughts From Your Executive Director by Don Hearn



March 24, 2018 was the day Bob Mucciarone passed away. It was a sad day for many people. Bob was one of the all-time nice guys in our profession. I knew Bob for about 50 years. I liked him the first time I met him and grew fonder of him as the years passed by. He was a wonderful person with a sense of humor, integrity, kindness, and he embraced the work ethic of a person driven to keep moving. He was recognized by his associates, along with his twin brother Norman, in 2009 when he was awarded the Association's highest honor – the Distinguished Service Award. He was a strong supporter of the GCSA of New England and rarely missed a meeting during his time as Superintendent at the Dedham Country and Polo Club. He continued his support and participation during retirement until it became too difficult to do so.

Each year I include an article in this space about the Wee One Fund. I do so because of the tremendous work the leaders of this group perform and the benefit people in our industry receive.

Some background about the fund: In 1985, four friends traveled to Scotland on a golf trip. The caddies were making wagers as these golfers stood on the tee. One caddie declared, "My money's on the wee one!" The "wee one", Wayne Otto, CGCS, our dear friend and colleague, passed away October 21, 2004 losing his battle to cancer. Wayne dedicated his life to the betterment of the golf maintenance profession he loved and the individuals who shared his passion.

The Wee One Foundation was developed as a tribute to Wayne to assist golf course management professionals (or their dependents) who incur overwhelming expenses due to medical hardship without comprehensive insurance or adequate financial resources. Through the Foundation's work, Wayne's legacy will never be forgotten. The fund has supported recipients from all parts of the country. Geography plays no issue. Only the need of the person is considered.

GCSAA has recently offered their support of the fund and included here is the press release making the announcement.

The Golf Course Superintendents Association of America (GCSAA) has helped the Wee One Foundation for many years and has recently formalized their support for the Wee One Foundation.

The Wee One Foundation is a 501(c)(3) charitable organization that raises funds and gives aid to those in the golf course industry who face overwhelming expenses due to medical hardship. The Foundation was formed shortly after it helped certified golf course superintendent and GCSAA member Wayne Otto during his illness with cancer. Otto succumbed to the disease but his memory is honored through the use of his nickname "Wee One".

## Thoughts From Your Executive Director *by Don Hearn*

The Foundation continues to grow and help those who suffer from illness without adequate financial resources.

Since its inception in 2004 the Wee One Foundation has gifted over \$1,000,000 in aid to more than 100 families across the United States. The Foundation generates its funds through membership, golf events, corporate sponsorship, and individual gifts. The Wee One board of directors is excited for the assistance GCSAA is giving the Wee One Foundation and looks forward to a stronger and lasting partnership.

"GCSAA and Wee One Foundation have similar missions to help and serve those in the golf course industry. It makes sense that the two would become partners when benevolence is a concern for those in need," said Wee One Foundation executive director Luke Cella. "Utilizing each other's strengths and resources, GCSAA and Wee One Foundation look forward to helping more and more in our golf community."

"GCSAA is proud to be able to use our resources to help promote and grow the important work of the Wee One Foundation," said Rhett Evans, GCSAA chief executive officer. "Those it helps are often our own members, and we hope our work with Wee One can bring greater awareness to the cause and raise additional funds for families in need."

As part of the agreement, GCSAA will make a donation to Wee One, provide booth space for the foundation at the annual Golf Industry Show, and promote Wee One's cause and events through

various traditional and social media channels. GCSAA's immediate past president will serve on the Wee One Benevolence Committee each year.

A large donation is not required. Any donated amount is important. Many small donations add up. Please [click this link](#) to learn more about the Wee One Fund and the wonderful support it has provided to those in need and to learn how you can become a supporter of the fund.

One of the benefits of Association membership is the opportunity to obtain a GHIN handicap. Our friends at Mass Golf make it possible for our members to obtain a handicap by being a member of the GCSA of New England. If you are interested in obtaining a GHIN handicap, please contact me at [donhearn@gcsane.org](mailto:donhearn@gcsane.org) and we'll make sure you're enrolled.

Enrollment in the Association's Partner Participation Program (PPP) remains strong and we're pleased to share the news that 35 companies are now participating. Companies offering this enhanced level of support are listed elsewhere in this issue of the NEWSLETTER. Please support those who support you. In addition to companies enrolled in the PPP, they and others listed on the back pages of each month's issue of the NEWSLETTER offer valuable support and assistance. Their representatives are available to offer their expertise to help you with your needs. Please support them.

### SHELTER HARBOR GOLF CLUB

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# *Flatlanders From New Jersey Make a Run at the Nor'easter Cup!*

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## Nor'easter Ski Day Recap at Killington

Vermonters get the best of many worlds. Their summers are usually spectacular and just right for golfing, hiking or boating, leading into the colorful leaf-peeper season of the fall. Then followed by the snowiest winters in the United States where you can do anything from snowshoe, ice climb, snowmobile or ski! If you like the outdoors, Vermont is for you! So, you'd expect folks that live in the mountains and get a chance to ski all winter to do well when it comes to sports on boards, which they do! However, there's a new challenger to the winter champions that has been slowly creeping up the leader board the past few winters. The team from the NJ Golf Course Superintendent's Association made a good run at the host team from Vermont at the annual Nor'easter Cup at Killington Ski Resort March 1st, narrowly missing the top place crown!

For the fourth time in a row, the host team from Vermont won the Nor'easter Cup at Killington! This year has been a see-saw year in the mountains with stretches of some great snow skiing followed by mild stretches where all that great snow melts away in a matter of days. This year's race day saw spring like conditions with heavy mash potato snow that made for tough racing! After several racers blistered through the giant slalom course, turns became rutted up fast. No matter, the Vermont team wasted no time in defending their string of victories despite the rough conditions!

This year marked the largest field competing, with ten golf course superintendent associations from the Northeast journeying to Vermont and over 100 superintendents and industry representatives, along with their families coming together for a day of camaraderie, skiing and friendly competition on the slopes of Vermont.

The race was held on Killington's black diamond "Highline" course where the Killington Mountain Race program trains all winter long. After hosting the women's World Cup again, we saw several of the Nor'easter Cup racers taking runs down the steep Super Star trail where the Olympians raced. Let's just say to them, "don't quit your day jobs!" Those ladies have no fear!

It is clear more teams are practicing harder than ever to knock Vermont off their throne, but Vermont continues to have the fastest skiers on the mountain! Not only was Vermont led by the fastest racer on the hill, but they in fact had the top three overall racers. Scott Watelet (25.75 seconds) narrowly edged out fellow teammate Mike Boisbert (25.80 seconds) by just 0.05 seconds and Wes Whitaker was close behind at 26.20 seconds. Along with the fastest male, Vermont also had the fastest female, Wes's sister in fact, Claire Whitaker at 30.71 edging out Barbara Fahey from the Northeastern association. While Vermont owns the downhill skiing category, New Jersey dominated the snowboarding competition with Craig Craft edging out teammate Patrick Quinlan for the top 2 spots.

Each team totaled their fastest three racers and prizes were given out to the fastest overall male and female skiers and boarders! Vermont also successfully defended their title over the Northeastern group in the VT Cup, a rivalry that dates to 1993!

Trophies and prizes were awarded to the "Kings and Queens" of the Mountain as follows:

**Fastest Male Skier:** Scott Watelet from the VTGCSA  
25:75

**Fastest Female Skier:** Claire Whitaker from the VTGCSA  
30:71

**Fastest Male Snowboarder:** Craig Craft from the NJGCSA  
35:27

**Fastest Female Snowboarder:** No racers

### Team breakdown went as follows:

If the skiing and racing did not provide enough excitement for folks, then the Après Ski party at the Wobbly Barn proved a fine ending to a competitive day on the slopes. Support from our generous sponsors helped the folks at Killington provide great food and an open bar for a few hours after skiing. Proving this is the place to be during the winter, Killington provided highly discounted ski passes for the group and affordable pricing on lodging! Make sure to watch for dates for 2019 and join your associates for a great day on the slopes during the off-season!!

As in years past, this event also serves as fundraising opportunity to help support our industry members in times of need. Over the past several years, proceeds from the Nor'easter Ski Day have helped with donations to fellow superintendents in times of need, from medical issues to times of natural disasters. The event has raised thousands of dollars so far and this year we are pleased to have increased that number. If you want to send us a message recommending someone in need, please do so to any of the board members.

We are all fortunate to be associated with such great folks and we encourage all of you to join us next year as we continue to use the event to help our own. Thanks to all that donated so generously and special thanks to Augie Young of Sipcam, who generously donated to our raffle!

Special thanks to Chris Cowan who took some great photographs at the event. Photos of the race day can be viewed at:

<https://www.flickr.com/photos/115230253@N04/sets/72157664643157477/>

The Nor'easter Ski Day was made great because of the overwhelming support of its sponsors! We would like to thank the

following companies for their help in making this event a huge success;

**Platinum Sponsors:** Jacobsen, MTE Turf Equipment and Vermont Precision Real Grinding.

**Gold Sponsors:** Syngenta, BASF, Sipcam Agro, Toro, Turf Products and Grassland.

**Silver Sponsors:** Atlantic Golf & Turf, GenNext, Seeton Turf, Koch Turf & Ornamental, Northeast Golf & Turf Supply, Nufarm, Quali-Pro, Ocean Organics, Bayer, Winterberry Irrigation, Rain Bird and Harrell's.

**Bronze Sponsors:** DOW Agro Sciences, CCE Golf Cars, Club Car, Valley Green, FMC, Putnam Pipe, Grigg Brothers, Yamaha Golf Car Company, Winfield, Five-Star Golf Cars, VTGCSA and The Northeastern GCSAA.

Special thanks go out to the folks at Syngenta for supplying everyone with great t-shirts that are sure to become collector's items over the years!

Hope to see you next winter on the slopes!!!

Below are the complete race results with the age divisions first and overall list at the end.

For all individual ski results please go to Live Timing Page found here: <http://www.live-timing.com/race2.php?r=186285>

### Age Division Results: (Prizes awarded to top 3 places)

#### Bracket 30 and Under Skiers: (Best 1 time determined winners)

Rank	Bib	Name	Team	Class	Best Time
1	70	Mike Boisbert	VT	Skier	25.80
2	54	Wes Whitaker	VT	Skier	26.20
3	57	Alex Daly	New England	Skier	26.23

#### Bracket 31- 42:

Rank	Bib	Name	Team	Class	Best Time
1	37	Chris Francis	CT	Skier	27.06
2	1	Ken Lockridge	Long Island	Skier	28.67
3	65	Keith Bennett	NJ	Skier	29.23

#### Bracket 43-54:

Rank	Bib	Name	Team	Class	1st Run	Best Time
1	69	Scott Watelet	VT	Skier	1st Overall	25.75
2	16	Ed Gianni	Cape Cod	Skier		28.29
3	10	Pete Debrusk	NH	Skier		28.30
4	26	Chris Vitali	CT	Skier		28.90

#### Bracket 55 and older:

Rank	Bib	Name	Team	Class	1st Run	Best Time
1	59	Herb Stevens	RI	Skier		27.90
2	80	Jeff Thrasher	METGCSA	Skier		29.47
3	2	Tim Berge	RI	Skier		30.74

#### Ladies:

Rank	Bib	Name	Team	Class	1st Run	Best Time
1	55	Claire Whitaker	VT	Skier		30.71
2	7	Barbara Fahey	Northeastern	Skier		36.05

#### Snowboarders:

Rank	Bib	Name	Team	Class	Best Time
1	61	Craig Craft	NJ	Boarder	1st Overall 35.27
2	62	Patrick Quinlan	NJ	Boarder	37.01
3	8	Shane Fahey	Northeastern	Boarder	37.40
4	30	Austin Riggs	Long Island	Boarder	38.06

*April 2018*



# How To Handle Know-It-Alls *By Don Hearn*

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Mark Twain said, “It is better to keep your mouth closed and let people think you are a fool than to open it and remove all doubt.” To me, this is one of the all-time great thoughts.

Think-They-Know-It-All People can’t fool all the people all the time. But they can fool some of the people enough of the time, and enough of the people all the time – all for the sake of getting some attention.

They know how to learn just enough about a subject to sound like they know what they are talking about. They are addicted to exaggeration as an attention-getting technique.

Know-it-alls are those irritating people who act as if they are experts on every topic — even when evidence and behaviors prove otherwise. We’ve all had to deal with them.

I listened to people explain to me the mechanics of irrigation systems when they couldn’t tell the difference between a  $\frac{3}{4}$  or 1 inch hose or the difference between a gear driven or impact head. I’ve had people explain why turf is green or not green when they don’t know the difference between chlorophyll and a landfill. I’m sure you’ve been in similar situations.

They demonstrate their self-ascribed superiority in a wide variety of ways, including dominating conversations, offering unwanted and many times, unneeded advice and making up “facts” that are untrue. They can also be condescending and self-important.

Know-it-alls may act cocky. But that doesn’t mean they have an abundance of self-confidence. In fact, know-it-alls sometimes struggle with low self-esteem and use their braggadocio to prove to others that they are smarter than they are. It can also mask underlying anxiety and increase when they feel uncomfortable.

Know-it-alls may have a cluster of personality characteristics, including poor listening skills and an inability to read social cues. These could be symptomatic of certain mental disorders, such as attention deficit hyperactivity disorder or narcissistic personality disorder. But I’ve been ticked off most by the person who is just a down and out braggart. Everything is about him or her. In my experience these people will very seldom ask about you, or your family, or anything that would allow the person to get a glimpse of who you are. Nope – it’s all about me, the braggart.

Being a know-it-all can also have a developmental component. Many moms and dads have dealt with teenagers who seemed to know all the answers and resist any input from adults (I was one of them when I was younger). The acute obstinacy usually abates with time and the young adults become more cooperative (that’s who I am now).

Unfortunately, being a know-it-all is self-defeating. Folks grow weary of the constant hot air and ultimately tune out whatever the braggart says. Toning down the rhetoric and allowing others to share the air waves would go a long way toward attaining the respect they so desperately crave.

## How to deal with a know-it-all

- **Don’t take it personally.** A know-it-all’s behavior isn’t aimed at you.
- **Avoid arguing.** You want to rebut what the know-it-all says. But that locks you into a pointless power struggle. Steer clear at all costs. Although, I think this is difficult to do.
- **Use flattery.** Know-it-alls crave attention. Focus on their strengths and let them know how much you appreciate them.
- **Give constructive feedback.** Know-it-alls may not realize that their behavior is counterproductive. Remind them when negative comments are inappropriate.
- **Set clear boundaries.** Express yourself with clarity and decisiveness. If the know-it-all tries to intervene, re-state your plan as often as necessary.
- **Be understanding.** Use patience. Approach them with compassion and respect.

Be a good role model. Demonstrate good listening skills. Know-it-alls may pick up on your clues. They might even suffer from the Dunning-Kruger effect, which is a cognitive bias whereby people who are incompetent at something are unable to recognize their own incompetence. And not only do they fail to recognize their incompetence, they’re also likely to feel confident that they are competent.

Your goal in dealing with a difficult person who demonstrates the bad behavior of a Think-They-Know-It-All is to give their bad ideas the hook, and take them off the stage.

## Here are some items to consider when trying to get the know-it-all off the stage.

1. **Give the person a little attention.** Use two ways: 1) back-track their comments with enthusiasm 2) Acknowledge positive intent rather than wasting your time with their content.
2. **Clarify for specifics.** Ask them for some revealing clarification questions for specifics. Since the Think-They-Know-It-All speaks in huge generalizations you'll want to question the use of universal words like "everybody" with "Who specifically?", "always" with "When specifically?", and "significant" with "Significant in what way, specifically?"
3. **Tell it like it is.** Redirect the conversation back to reality.
4. **Give the person a break.** Resist the temptation to embarrass them. Make them an ally by giving them a way out and again minimizing the chance of putting them on the defensive.
5. **Break the cycle.** Recognize the negative cycle and work with the person to break the cycle. Break the cycle by doing two things: 1) use gentle confrontation to tell them the truth about the consequences of their negative behavior and 2) Actively look for and notice what this problem person is doing right, and give them credit where credit is due.

## Key Take Aways

- Know that the Think-They-Know-It-All just wants attention. Just recognizing this might help you deal with the Think-They-Know-It-All better.
- Use clarifying questions over debate. Asking the right questions, in front of the right people, is better than arguing.
- Have mercy. You don't want to put them on the defensive. You don't want to scar them emotionally. Your purpose is to just to take the bad ideas off the stage.

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### STAY ABREAST OF WHAT'S HAPPENING WITH MATTERS RELATED TO WATER IN MASSACHUSETTS

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The Massachusetts Water Resource Commission and the Department of Conservation & Recreation have information available that will be of interest to you. The conditions reports and drought maps contain information that may be of special interest. To view these and other related documents please read below.

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The Massachusetts Water Resources Commission has made available hydrologic condition reports and drought map updates. This can be found on the Department of Conservation & Recreation's website at [www.mass.gov/dcr/water-data-tracking](http://www.mass.gov/dcr/water-data-tracking). If you're interested in agendas and minutes of past meetings these are available on the Water Resources Commission's website at <https://www.mass.gov/orgs/water-resources-commission>.

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While spring is threatening to show up and snowfall is still in the forecast, it seemed an excellent time to reflect on the 2018 education season. It was another year of hearing top-notch speakers pontificate on very beneficial topics, but two items seemed to stand out from the rest. One such topic was soils. While I won't expand much on this, it is a

timely topic as our industry strives to move toward products that enhance soil activity. The second topic that stood out was labor law.

With the superintendent's role as day-to-day agronomist becoming less of a priority, managing people has become vital. Distributing morning duties is only scratching the surface. Most superintendents need to be a one-person human resources department! Think about the notices you have above your time clock or openly displayed in areas where your staff congregate. Do you know what is on those posters? Do you think you need to?

Patrizia Piccolo addressed the attendees at the Ontario Golf Course Management conference about Bill 148. Changes in Ontario cover minimum wage (to \$14 in 2018; \$15 in 2019), vacation time and public holidays, personal emergency leave, three-hour pay provisions and more. Piccolo was on the agenda for a one-hour presentation. It was the last topic of the two-and-a-half-day event and the number of attendees by this point was less than stellar. However, the session lasted nearly two hours with many questions and scenarios being discussed. Knowing the rights of employees in Ontario is critical for superintendents. One false step could lead to fines and further scrutiny. Doug Breen, superintendent at Golf North Properties, outlined in the OGSA's April 2018 issue of OnCourse magazine the overall increase in payroll costs (including taxes) is "about 25 percent for the average Ontario golf course." With labour already being a substantial budget percentage, think of what that will do for the bottom line of golf businesses.

The Central New York GCSA had a spring meeting highlighted by a presentation by Matthew Bolen, Labor Standards Investigator with the Department of Labor. Over 50 CNYGCSA members joined by 15 CNY PGA members were in attendance learning how labor laws effect golf businesses in NY, both inside and out. Discussing items that included weather related management decisions, pay rules for hours over 40, and the duties young employees can legally be entrusted with led to questions from attendees almost from the get-go. Not only did Bolen's presentation run over in time, the discussions were continued by attendees right through the lunch that followed. With regional minimum wage requirements, Paid Family Leave commencing, and now proposed changes to scheduling

regulations and predictive scheduling, superintendents in upstate New York have a tighter, more restrictive and expensive legislative minefield to navigate.

A quick search for changes in Massachusetts show two state regulation changes, one that goes into effect later this year relates to fair pay, and could impact your hiring process (SB 2119). Labor issues go much further than just having enough employees, you and fellow managers at your facility really should have a firm understanding of the rules and regulations in place, and those to come. As Mr. Bolen stated to the CNYGCSA membership, the DOL typically responds only when there has been a transgression reported by a disgruntled employee. By then, it's too late to undo what has already been done.

## GCSAA Resources and Deadlines

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

### GCSAA Member Savings

The GCSAA member savings program is our way of saying thank you to the members of GCSAA. We have partnered with trusted companies to offer exclusive savings on a variety of personal and professional products.

#### UniFirst

The UniFirst program offers GSCAA members and clubs attractive pricing on uniforms and facility service items.

Contact Unifirst at 800-225-3364

#### Tirebuyer

Tirebuyer.com offers 10 percent off for GCSAA members.

[Shop Tirebuyer.com](#)

#### Columbia

Columbia offers 50 percent off to GCSAA members. In addition, members can customize orders for a small charge.

[Shop Columbia](#)

## Rounds 4 Research Auction Materials

Whether you donated a round or not, PLEASE consider promoting the rounds to your golfers! Rounds 4 Research (April 30 - May 6) provides its fundraising partners with promotional materials to assist them in securing rounds and encouraging golfers to bid on donated rounds. Simply print off and post some of the promotional materials found here.

## GCSAA Scholars Competition

These scholarships range from \$500 to \$6,000. Applicants must be enrolled in a recognized undergraduate program in a



major field related to turf management, have completed at least 24 credit hours or the equivalent of one year of full-time study in the appropriate major, and be a member of GCSAA. Deadline June 1st.

[www.gcsaa.org/education/scholarships](http://www.gcsaa.org/education/scholarships)

## Upcoming FREE webcasts:

Apr. 24 [Factors Influencing Growth Rate and Nutrient Requirements](#)  
[Bill Kreuser, Ph.D.](#)

May 2 [I-9 Compliance and Worksite Enforcement in 2018](#)  
[Chris Thomas](#)

May 8 [Turf Equipment Technician Certificate Program 101](#)  
[Cory Phillips & Diana Kern](#)

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

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Follow me on Twitter @GCSAA\_NE



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*April 2018*





GreenJacket Turf Covers – TarpDevil - Press Release

### **GreenJacket becomes TarpDevils' Master Distributor!**

GreenJacket and TarpDevil have formed an agreement where GreenJacket is the Master Distributor of the TarpDevil throughout the United States as well as Sweden, Norway, Finland, Iceland, Russia and Australia within the International market.

TarpDevil was introduced to the turfgrass industry with great fanfare in late August of 2017. The first of its kind, TarpDevil is the industry's new solution to reduce the burden of collecting and deploying covers on the golf course and in the sport turf and equestrian arenas. This tractor mounted, hydraulically controlled cover management system exponentially reduces the labor required to manage tarps in spring and fall. A short video of TarpDevil can be seen here: <http://tarpdevil.com/tarp-devil-product-video-live/>

*"GreenJacket and Sto-Cote have a track record of bringing leading solutions to our current and future cover customer base. This latest innovation is particularly exciting and we are proud to be affiliated with and represent TarpDevil across the USA and around the world!"*

-Jim Stoller, President of Sales and Marketing for GreenJacket

*"We are thrilled to have forged an agreement with progressive industry-leaders like Jim and Garry at GreenJacket. They have a long-standing reputation of serving their clients with best in class cover solutions and we couldn't think of a better partner to help us serve end users as well as dealers and distributors in the US and international markets."*

-Jordan Kitchen, President of TarpDevil:

The TarpDevil will make the work of Rolling and Unrolling covers so much easier. Jordan and his team invented a durable, tractor-mounted, hydraulically driven Cover Management System. It's North American made, compact, and can work with a tractor you have on hand.

**About TarpDevil** TarpDevil was founded in 2017 and is proudly Canadian. Owned wholly by 2579099 Ontario Inc. the company is a boutique innovation company who engineers, patents, builds and supplies key solutions to the green industry rooted in efficiency. The company has offices and manufacturing facilities in Puslinch, Ontario, Canada.

### **About GreenJacket**

The GreenJacket® project began in the spring of 1996. The family business, Sto-Cote Products, Inc., was established 70 years ago in 1948 and over the years has been heavily involved with the flexible plastics industry. Sto-Cote offers a complete line of engineered flexible plastics for a wide array of creative applications. GreenJacket®, has continued to work closely with turfgrass professionals as well as university professors and researchers to make refinements and add a full suite of supporting accessories. Now 30 million square feet and 20 years later, the firm continues to take pride in helping its clients achieve a wide variety of turf protection goals.

To learn more about how the TarpDevil and GreenJacket Turf Covers can help your turf, please contact us:

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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)

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### U.S. Pavement Services

41 Industrial Parkway  
Woburn, MA 01801

Ken Sprague 781-825-3290

Providing asphalt paving, cart paths and walkways, line striping and concrete work.

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### 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

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### Winding Brook Turf Farm

Wethersfield, CT and Lyman, ME

240 Griswold Road  
Wethersfield, CT 06109

Kathy Arcari (401) 639-5462  
karcari@windingbrookturf.net

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

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### WinField United

29 Gilmore Drive—Unit C  
Sutton, MA 01590

Using industry-leading insights to provide you with the products that help you win.

Mark Guyer 508-372-9121

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### Winterberry Irrigation

Pump service, installation and sales.  
Irrigation installation, service, repairs, and sales.  
Wire tracking, GPS mapping, grounding testing, start-up, and winterization.

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

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

The logo for Atlantic golf & turf features the word "Atlantic" in a large, bold, green serif font. To the left of the "A" is a stylized green grass tuft. Below "Atlantic" is the phrase "golf & turf" in a smaller, green, cursive script font.

# ***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:** Files should be created at 300dpi at the correct size for that ad. Formats preferred are 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