



*Join Us to Celebrate  
the 24th Annual*

**Rutgers Turfgrass Research  
Golf Classic, Monday, May 6, 2019**





## clippings



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Shaun Barry and Matt Sweatlock.*

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for promoting in this issue.*

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# President's Message: DAVE SCHELL

David Schell  
NJTA President



tradition of success in the NJTA.

On behalf of the Board of Directors, I would like to thank everyone who attended the Green Expo in December and helped to make this year's conference another great success. We look forward to seeing you December 10-12, 2019. Please note that this is a week later due to Thanksgiving falling on November 28th.

As we prepare for the upcoming 2019 season, we can all reflect on the crazy 2018 year where much more rain fell than normal in the entire region. Many areas experienced record rainfall for one year. Having said that, 2019 will be challenging. Turf roots have just not had enough time to grow this past fall, and we just experienced bone-chilling cold temperatures which aren't helping. Utilize your peer networks to learn, teach, and collaborate on best practices to jump start your turf season. Be open to new ideas because you never know what may help you to move forward in successfully managing your turf.

The New Jersey Turfgrass Association hopes you have been reading and enjoying the monthly turf tips and Rutgers turfgrass funding highlights. We have offered them for great information and as a great benefit for your NJTA membership. Without you, our members, these crucial funding objectives could not be met. So please, share your feedback on both.

On behalf of the BOD, I thank you for your continued support as a NJTA member. Here's to a very successful 2019 season! If you are interested in being involved on the Board, please let a Director know.

We hope to see you in May at the Rutgers Golf Classic.

Dave Schell  
NJTA President

## CONGRATULATIONS TO THE 2018 NJTA AWARD WINNERS



### HALL OF FAME Dr. Michael Agnew Syngenta

Presented annually to a person in recognition of a continuing lifetime commitment of dedication, service and achievements contributing to the advancement of the turfgrass industry in New Jersey.

### MEMBER OF THE YEAR Tracy Wadhams

Presented by the New Jersey Turfgrass Association in recognition of unsurpassed dedication and commitment to NJTA. This award was established in 2005.

### RECOGNITION Ronald Bara Rutgers University

Presented by the NJTA in recognition of outstanding effort and accomplishment in pursuit of better turf, thereby contributing to the beautification of facilities, a greener world, and a more attractive environment.

### ENVIRONMENTAL STEWARDSHIP Slyway Golf Course Jersey City, NJ

Presented by the NJTA to a person or organization in recognition of a continuing commitment to environmental preservation and conservation.





**Your Executive Director  
Cece Peabody, MAT, CMP**



## Want to Build Your Influence?

**G**aining influence can help you work together more effectively, can make you more respected and appreciated, and can make what you say more likely to be heard and acknowledged.

*Influence means to affect or change someone or something in an indirect but usually important way.*

Here are a few tips you could use to build your influence:

**Build Trust:** If you want a healthy and influential working relationship, develop trust. The easiest way to do that is to be open and honest, no matter what. State your opinions, share your apprehensions, and don't keep secrets.

**Be Reliable and Consistent:** If you complete your work efficiently and on time day after day, people will come to rely on you. Consistency is vital for building influence. If you aren't consistent, people won't know whether to trust or dispute your suggestions. If you are consistent, people will trust that your ideas are reliable.

**Be Assertive, Not Aggressive:** There's a difference between being assertive and being aggressive. Share your thoughts and ideas with a high degree of confidence. Being assertive, as long as you truly believe in what you're saying, is a way to earn the ability to influence others.

**Be Flexible:** While flexibility seems like it conflicts with being assertive, being too strong in your beliefs will work against you, and you'll be seen as stubborn. This minimizes the respect people have for you, and compromises your overall influence. Be strong in your beliefs when someone contradicts you, but be flexible and try to find a mutually acceptable solution. When people believe you are flexible, they'll be more likely to listen to you even if they're stubborn themselves.

**Be Personal:** A little personality goes a long way, especially when you're trying to build influence. Go out of your way to have personal exchanges with others. If people see you as another person on the team, they'll be more receptive when you share your ideas or opinions.

**Focus on Actions:** Speak through your actions, or have the actions and history to back up whatever it is you're saying. Working hard and getting good results shows people that you're able to 'walk the walk'. Show instead of tell.

**Listen to Others:** Influence is a two-way street. Listen to everyone's opinion, and encourage people to speak up, especially if they don't often voice their opinions. Take time to respect and acknowledge everybody's opinion, and let people know that you value them.

***Influence is an extraordinary asset  
that we all have.***

***Each of us can and do influence  
others, but we can always  
get better at building our influence.***

**Do you have an article that  
would be great to share with other NJTA  
members about the turfgrass industry?**

**We would love to include a bio about you  
and your company. We would love to hear  
what's important to you.**

**Please consider connecting, sharing and  
sending your ideas, your thoughts,  
your perspectives and your articles.  
Tell Us What You Think.**

**Email them to: [execdirector@njturfgrass.org](mailto:execdirector@njturfgrass.org)  
Cece Peabody, Executive Director  
Thanks in advance!**



# Rutgers Turfgrass Research GOLF Classic

by Shaun Barry, Golf Classic Chair

Since 1996, the Rutgers Turfgrass Research Golf Classic has brought together people from every unique part of the turfgrass industry. In its first years, **Storr Tractor/Toro** and **Syngenta** were the key Premier Sponsors. Dr. Bruce Clarke asked for their support and they responded. **Bayer** and **BASF** recognized the benefits emanating from the Rutgers Turfgrass Program and soon added their names to the list of Premier Sponsors. **Grass Roots** was the first distributor to move up to Premier status and they have been followed by **SiteOne**. The support from the industry is strong and it continues to grow at a nice pace with **PBI Gordon** becoming a Premier Sponsor in 2018.

When Dr. Bill Meyer left private industry to work with Dr. Reed Funk, things changed dramatically for the Classic. These two scientists were the leading turfgrass breeders in the world and every seed company wanted to work with them. Bill and Reed made a great team but Bill is naturally more gregarious and asking seed companies to support the Classic was easy for him. It was easy to ask because he knew that any money that the Classic raised would go directly back into turfgrass research to help all turfgrass managers. Bill now teams with Dr. Stacy Bonos and future support from the seed industry looks to continue unabated.

Within two years of Bill joining the staff at Rutgers, the seed companies got involved and the Classic almost doubled in size. **Lebanon Turf, Mountain View Seeds** and **Scotts Miracle Gro** committed to becoming Premiers and have been followed by **Landmark Turf & Native Seed. ProSeeds Marketing and Alliance Seed** joined together as a Premier and so did **DLF/ Pickseed/ Seed Research of Oregon**.

These Premier Sponsors have supported the Classic since its inception at many different levels. Some started as foursomes while others were Par, Birdie or Eagle Sponsors. The key takeaway is that they recognized the value of the Golf Classic and how it supports the cutting edge turfgrass research being conducted at Rutgers and the Center for Turfgrass Science.

**A-LIST** has sponsored the Grand Reception since this level of sponsorship became available. They commit as a sponsor for the following year immediately at the conclusion of each current Classic. They are joined by our Eagle, Birdie and Par sponsors. We have added an opportunity this year for Lunch and Breakfast and as always Hole Sponsors are very important to a successful Classic.

In 2018, 368 players signed up to enjoy golf while meeting old friends, current and future customers and scientists from Rutgers. The Silent

Auction had over 125 items listed with something for everyone.

There is no other turfgrass fundraiser like this in the world! It is the largest and since it is run by a committee of volunteers, the profits go back to the Rutgers where they are used to solve the problems that each year brings.

**Please consider being a part of the Rutgers Turfgrass Research Golf Classic in any way that you can.**

**It will be held at Fiddler's Elbow Country Club on Monday, May 6, 2019. Remember that your support will help the Center for Turfgrass Science help you.**



# NJ Legislative Update

by Matt Lindner, Legislative Chair

**W**ith the new year and new legislative personnel, some “old” and new proposed bills are working their way into 2019. Those bills are:

**A-15** — Raises, over time, hourly minimum wage to \$15.00.

**A-1444/S-1809** — The “Safe Playing Fields Act”; restricts use of lawn care pesticides at child care centers and certain schools, playgrounds, and recreational fields.

**A-1676** — Establishes certain requirements for a State entity planting vegetation in certain circumstances; provides for preferences for NJ businesses providing such vegetation.

**A-2558/S-2505** — “Vegetation Management Response Act”; concerns vegetation management related to electric public utility infrastructure.

**A-2874** — Requires use of uniform silver flags to mark certain pesticide applications.

**A-3496/S-1810** — Prohibits use of chlorpyrifos insecticide.

**A-3814** — Allows eligible landscape operators to make certain purchases of certain materials and supplies without payment of sales and use tax.

**A-3968/S-665** — Prohibits snowplow or de-icing service contract from indemnifying promise against liability for loss or damage in certain instances.

**A-4460/S-3086** — Prohibits sale, distribution, or propagation of certain invasive plant species without permit from Department of Agriculture. **A-4523/S-3001** — Concerns endangered plant species in NJ.

**A-4562/S-2288** — Directs DEP to classify neonicotinoid pesticides as restricted use pesticides.

**AJR-80 Taliaferro (D3)** — Establishes “Healthy Pollinators Task Force.”

**SJR-42 Van Drew (D1)** — Honors 100th anniversary of NJ Nursery and Landscape Association.

You need to be informed about proposed legislative issues that could affect our turf industry in NJ. If you want more information on the status of each and all pending legislature, go to [GovNetNJ.com](http://GovNetNJ.com) to review not only those issues pertaining to the turf industry, but all proposed legislated bills proposed or pending.

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# The Value of a Good Reputation

The task of building a great reputation is as tough as landscape work itself. But the payoff for the effort can be spectacularly good.

It doesn't show up on your company balance sheet. You can't list it along with cash on hand or equipment owned when applying for a loan. Yet while it has no tangible value, your company's reputation is by far its most valuable asset. Because, over time, having no reputation or a substandard reputation equals no business or a substandard business — and substandard profits.

Great reputations aren't made overnight, nor easily. A reputation is the summation of everything you've said, done, delivered, performed, guaranteed and served to your clients month after month, year after year and on those special occasions when they really needed you to come through for them.

Sometimes, great reputations are earned virtually overnight like when you respond to a service call on a holiday weekend. The client's main line is broken at the entry to his project site and water is gushing everywhere.

In 30 minutes, you're there, and bam! problem solved. Or a client adds substantial change orders to a model site the day before the grand opening. You slam everything in under the lights, and the next morning, everything is perfect, just as though magical elves waved their wands and poof! it was accomplished.

More often, great reputations are earned steadily, built up bid by bid, visit by visit, job by job. You become the one that's known as "the steady guy" — the guy who always, without fail, keeps the grass green, the flowers bright and the weeds controlled. You're the guy who never misses a deadline for anything, who communicates well and at all the appropriate moments. And over time, because of all this, you've become the trusted source, the go-to MVP, the one that clients would bet their lives on.

Having a great reputation means you often win bids at better margins than your competition because your loyal clients know that going cheaper just isn't worth the risk. Just as there are all sorts of different cars at different price points for different types of car buyers, so is it with landscapers. Your great reputation makes you the Volvo of safety, the Ford F-150 of dependability, the Ferrari of speediness. Your clients understand that, and they're willing to pay a bit more to get your high level of service and quality.



A great reputation becomes a profit center for your business. Bids that aren't negotiated down. Contracts that are quickly renewed. Time and again, strong reputations insert themselves into consideration at the very moments when deals are being struck and business is getting done. Over time, you may gain a 2, 3 or even a 5 percent pricing advantage over your competitors. Do the math on that over an entire career!

We might, over time, become complacent and start taking our reputations for granted. Caution is advised. Remember, your first few years in the industry when you were the new guy going up against the established proven guy? You don't want to go back to that.

More than any other asset you have, a great reputation is the most fragile of all. It's taken years to build, but it can be crushed in an instant. All it takes is one grossly negligent accident on a job site; or an abusively high-priced bid discovered through a competitive bidding process; or a job-site lie brought to light; or a blown deadline when your client put his faith in you; or consistently late or incomplete documentation.

It seems that on top of everything else we do, successful landscapers have to be hypervigilant guardians of their reputations, 24 hours a day, seven days a week, 365 days a year. That seems harsh, but it's what we signed up for when we grabbed our first hacksaw or the handles of our first mower and expected to build a profitable, durable name for ourselves and our companies.

The task of building a great reputation is as tough as landscape work itself. But the payoff for the effort can be spectacularly good.

Reprinted from Irrigation & Green Industry, Jan 2019  
Written by Gary Horton, MBA, CEO of Landscape Development Inc. . He can be reached at  
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## GREEN EXPO 2018 SNAP SHOTS







## More GREEN EXPO 2018 SNAP SHOTS





# What Did 2018 Expo Mean for You?

by Chris Carson, Green Expo Chairman

As I roamed the halls and classrooms at Expo during the first week of December at the Borgata Hotel in Atlantic City, I tried to engage as many people as possible to ask them two simple questions: “Are you having a good time?” and “What does Expo mean to you?” I was fascinated by the diversity of the responses, and I’d like to share a few of them with you.



Others come to Expo with a specific goal in mind: some to attain the recertification credits needed to maintain their licenses, some to speak with one of our featured speakers, and others to go out to dinner or share a drink with industry leaders who might provide insight or direction to their professional careers. It was clear to me that there was a lot of networking going on at Expo.

For many, education was their main concern, and I heard a lot of positive comments about the quality of our speakers and how immediately useable was the content attendees were receiving. The Education Committee is pleased when we get such high marks on our choices, as we always try to make the program better every year, to raise the bar. You might be interested to know that by the time you read this article, the 25 members of the Education Committee will have met twice already, preparing for our next show!

For many attendees, the quality and breadth of the social opportunities was the highlight. The extensive free food and drink on the Trade Show floor, for example, was pointed out by dozens of the people I spoke with, and the Grass Roots Mix ‘n Mingle was a hit as always. New to the show and appreciated too, were socials provided by our new partners, the NJ Landscape Contractors Association and the Rutgers Office of Continuing Professional Education, and it was great to see people getting to know each other or renew acquaintances at these events. There’s really nothing like being able to exchange ideas with other turf professionals in a relaxed social setting, where there is no pressure to be anything other than what we all are: turfgrass professionals. For the golf group, the GCSANJ social was their highlight, and it was great to see so many people enjoying the “party at the pool” at the Water Club.

I find that many of the best ideas I get at Expo come from random meetings in the hallways or over lunch, and a number of you mentioned the same thing to me. One attendee pointed out that though these chance moments might seem random, in fact they were made possible by the conference itself. She went on to say that there are a number of people who dismiss the idea of conferences, claiming that it is a “waste of time and resources,” but this woman told me that “meetings mean business,” and that attending, for her, was an important part of her yearly calendar. “I won’t miss it because I like the people, I like the information I receive, I get to share my ideas with others who are passionate about turf, and I have a great time as well!”

Did you know that your NJTA Board uses our conference as a chance to leverage our gathering to engage in an all-day strategic planning meeting on Monday of Expo week? These meetings have taken place yearly since 2005, and have yielded many strategic initiatives that have subsequently been achieved. If, as member of the NJ Turfgrass Association, you ever wonder how we’ve achieved so much over the years, then I think you need look no further than the willingness—the strong desire, in fact—for Board members to contribute their time, effort and talent to this strategic meeting, and then to work hard throughout the year to achieve the goals we set at Expo. I will add that we would love to hear from any member who has an idea for our growth, a suggestion for improvement, or a desire to join the team of friends who make up our board. I assure you that your input is welcome.

The many business partners who make our show possible had a lot to say as well. On the trade show floor, traffic at booths was heavy and sustained, which is both appreciated and supported by them. It is no accident that Expo provides what so many conferences across the country do not, free food and beverages and a party atmosphere on the show floor. Doing so pleases our trade show partners, and encourages them to contribute to the costs needed to make that happen.

And when I and the rest of the board visited with the many sponsors who have gone above and beyond with extraordinary support of our efforts, we make sure to thank them for their generosity. In return, we were pleased to hear that they think they get a lot of value in return, that Expo is a great show worth supporting, and that NJTA can count on them in the years to come.

I’d love to hear from attendees who have comments to offer, as we are deep into the planning for Expo 2019. If you have a suggestion or wish to offer a comment, then please do so by emailing me at [echolakecc@aol.com](mailto:echolakecc@aol.com). From new ideas come new initiatives, and the Expo Committee will absolutely add your idea to the mix.

I look forward to hearing from you soon, and to see you at our Golf Classic, the Rutgers Field Days, and at Expo 2019.





We hope you are enjoying our new email campaigns of **Turf Tips** and **Funding Advancements**. The campaigns are meant to increase the value of your membership and highlight your support of NJTA's mission statement.

The Turf Tips are timely advice from NJTA members that makes you think about things from a different point of view. We all get tied up with our jobs and may tend to forget things. We hope these Turf Tips are helpful to you. If you have a Tip that you would like to share, please contact us.

For the past 48 years, the NJTA has supported the NJ green industry and Rutgers University. In 1991 The New Jersey Turfgrass Foundation was founded to procure and manage funds to support Research Grants, Award Scholarships to Undergraduate/Graduate students, and donate equipment and supplies.

The Funding Advancements campaign is meant to highlight your support over the years. The funds raised from The Rutgers Turfgrass Research Classic, RU Field Days, NJ Green Expo and Silent Auctions are the reasons why The Rutgers Center for Turfgrass Science is considered one of the best in the world. Your support results in tangible and valuable research that makes our industry stronger every year.

Members of the New Jersey Turfgrass Association should be proud! Our goal is to let you and the rest of the Turfgrass and Green industry know about the good things that are going on here in New Jersey and at Rutgers University. If you want to re-read or download a Turf Tip or Funding Advancement, visit [www.njturfgrass.org](http://www.njturfgrass.org).  
by Jason Osterhoudt, Social Media Chair



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## Rutgers Research Golf Classic Event Monday, May 6, 2019

Rutgers University and the New Jersey Turfgrass Foundation represent a formidable alliance in support of the Turfgrass Industry in the State of New Jersey and across the country. The Foundation is a non-profit organization which accepts and manages tax-deductible monetary donations and the proceeds from events such as this Golf Classic.

Proceeds from the Rutgers Turfgrass Research Golf Classic have been used to provide Research Grants, Scholarships, Equipment, and Funds for Special Projects (e.g., Steve Hart Pavilion, Turfgrass Economic Survey) and new research greens & upgraded irrigation and drainage at Hort Farm 2.



### SCHEDULE OF THE DAY

- |                        |   |
|------------------------|---|
| 8:00 a.m. - 10:30 a.m. | Registration  |
| 8:30 a.m. - 9:30 a.m.  | Breakfast for All   |
|                        | & Driving Range Open  |
| 8:30 a.m. - 4:30 p.m.  | Silent Auction Hours  |
| 11:00 a.m. - 4:00 p.m. | Golf Shotgun - Scramble format<br>(Be on Carts by 10:45 AM) |
|                        | Lunch on the Course   |
| 4:00 p.m. to 5:00 p.m. | Grand Reception on Patio                                    |
| 4:30 p.m.              | Silent Auction Closes                                       |
| 5:00 p.m. to 6:00 p.m. | Golf Awards & Announcements                                 |

### Thanks to the 2018 Premier Sponsors!

*We are proud to thank these 2018 Premier Sponsors of the  
Twenty-third Annual Rutgers Turfgrass Research Golf Classic:*

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POST & FOLLOW: #RUGolfClassic

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## Monday, May 6, 2019

24th ANNUAL

# RUTGERS TURFGRASS RESEARCH GOLF CLASSIC

Fiddler's Elbow Country Club  
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## RUTGERS Golf Classic Sponsor Opportunities & What's Included

### COMPANY \_\_\_\_\_

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- \* PREMIER, EAGLE, BIRDIE, AND PAR SPONSORS & GOLFERS Receive: Green Fees & Golf Cart • Breakfast • Lunch on Course • Grand Reception • Attendee Gift • Silent Auction**

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- One Room Upgrade to Suite at 2019 Green Expo • Listing on Sponsor Sign at Grand Reception
- Tee or Green Sign - each course.



#### ☐ **EAGLE @ \$5,000\***

- **TWO (2) FOURSOMES** • Opportunity to Display Product Literature or Samples at event
- Company name on Sponsor Banner & Signage • Tee or Green Sign - each course.
- Listing on Sponsor Sign at Entrance to Grand Reception • Three (3) Additional Reception Tickets:
- RECEPTION: Name 1 \_\_\_\_\_ Name 2 \_\_\_\_\_
- RECEPTION: Name 3 \_\_\_\_\_

#### ☐ **BIRDIE @ \$3,500\***

- **ONE (1) FOURSOME** • Company Name on Sponsor Banner & Signage
- Listing on Sponsor Sign at Entrance to Grand Reception • Tee or Green Sign - each course.
- Two (2) Additional GRAND RECEPTION Tickets
- RECEPTION: Name 1 \_\_\_\_\_ Name 2 \_\_\_\_\_

#### ☐ **PAR @ \$2,000\***

- **ONE (1) FOURSOME** • Signage Recognition • Tee or Green Sign
- Listing on Sponsor Sign at Entrance to Grand Reception
- One (1) Additional GRAND RECEPTION Ticket -- RECEPTION: Name \_\_\_\_\_

#### ☐ ~~**GRAND RECEPTION @ \$4,000**~~ **A-LIST Sponsoring**

#### ☐ **LUNCH ON THE COURSE @ \$2,500**

- Signage Recognition • Tee or Green Sign • Listing on Sponsor Sign at Grand Reception
- Two (2) Additional GRAND RECEPTION Tickets
- RECEPTION: Name 1 \_\_\_\_\_ Name 2 \_\_\_\_\_

#### ☐ **BREAKFAST @ \$1,500**

- Signage Recognition • Tee or Green Sign • Listing on Sponsor Sign at Entrance to Grand Reception
- One (1) Additional GRAND RECEPTION Ticket -- RECEPTION: Name \_\_\_\_\_

#### ☐ **HOLE @ \$500**

- Signage • One (1) Ticket to GRAND RECEPTION -- RECEPTION: Name \_\_\_\_\_

#### ☐ **GOLF COURSE RESEARCH @ \$200 • Signage Recognition**

#### ☐ **GRAND RECEPTION ONLY: ☐ 1 @ \$100 ☐ 2 @ \$200 ☐ 3 @ \$300**

**Complete form and send to: NJTF, 25 US Hwy 46 W, Wayne NJ 07470**  
**Register Online: [www.njturfgrass.org](http://www.njturfgrass.org) • DEADLINE to Register - April 15, 2019**

## RUTGERS Golf Classic Registration Form - April 15th Deadline

Fax: (973) 812.6529 to NJTF Office. Online: [www.njturfgrass.org](http://www.njturfgrass.org) • Ph: (973) 812.6467

COMPANY \_\_\_\_\_

CONTACT \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

E-MAIL for Confirmation: \_\_\_\_\_

### Make Your Selections Below:

- ☐ **PREMIER @ \$7,500\*** ☐ **EAGLE @ \$5,000\*** ☐ **BIRDIE @ \$3,500\***
- ☐ **PAR @ \$2,000\*** ☐ **Lunch @ \$2,500** ☐ **Breakfast @ \$1,500** ☐ **Hole @ \$500**
- ☐ **Golf Course Research @ \$200** ☐ **Grand Reception Only (pp) @ \$100**
- ☐ **GOLFERS ONLY:** \*Includes Green Fees & Golf Cart • Breakfast  
 • Lunch on Course • Grand Reception • Attendee Gift • Silent Auction
- ☐ **1 @ \$350\*** ☐ **2 @ \$700\*** ☐ **3 @ \$1050\*** ☐ **4 @ \$1400\***

**Print GOLFER FOURSOME Names Below. SEND NAMES OF ADDITIONAL GOLFERS.**  
**Need ALL GOLFER Names by April 22nd.**

Golfer 1. \_\_\_\_\_

Golfer 2. \_\_\_\_\_

Golfer 3. \_\_\_\_\_

Golfer 4. \_\_\_\_\_

### **PAYMENT: Make Checks Payable to: NJTF (New Jersey Turfgrass Foundation)**

**MAIL to: NJTF, 25 US Hwy 46 W, Wayne NJ 07470-6801 •**

**Sign Up ONLINE: [www.njturfgrass.org](http://www.njturfgrass.org) • NJTF Tax ID: 22-3270805**

Amount Enclosed: \$ \_\_\_\_\_

Check # \_\_\_\_\_ Visa \_\_\_\_\_ Mastercard \_\_\_\_\_ AMEX \_\_\_\_\_

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Security Code: \_\_\_\_\_ Expiration Date: MM/YY \_\_\_\_/\_\_\_\_

Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_

# Mark Kuhns, CGCS, is Chosen for the 2018 GCSANJ Distinguished Service Award (DSA) *By Shaun Barry*

The Distinguished Service Award is the highest honor any GCSANJ member can receive. It's first winner was Al Radko from the USGA Green Section in 1986. Since then this award has been presented every year. Many of these names are not familiar to some of our current members but each winner was chosen because of a lifetime of service to the GCSANJ and the turfgrass industry.

We have all gotten to know Mark in his position of Director of Grounds at Baltusrol for the last 20 years. I won't include every thing that he has done since he started working on a golf course when he was 8 years old. I will just present a partial list of some of his highlights.

- Past president of the Mountains & Valley GCSA.
- Past Trustee of the GCSAA Environmental Institute
- Former member of of Penn State University Agronomy Advisory Council
- Served on the O.J. Noer Foundation BODs.
- Member of the Tri-State Turfgrass Research Foundation
- Past Director of the PA Turfgrass Council.
- GCSAA Chairman For Student Relations Committee.
- GCSANJ representative to NJGIC
- Current president of NJGIC
- Hosted 2 PGAs, 1 USGA Amateur and 1 USGA Junior Amateur at Baltusrol.
- Hosted 2 US Open Championships.

In 1993 he brought 5 staff members from Oakmont to rake bunkers for the US Open. He and his staff members raked bunkers the entire week to help Joe Flaherty. Joe never forgot his generosity



and professionalism.

- Host course for the 2017 Can/Am Cup
- Hosted Rutgers Turfgrass students and instructors every year since 2012.
- Supports the Rutgers Turfgrass Field days every year by bringing his entire staff of interns.
- Hosted the GCSANJ Hospitality Suite at 2005 and 2016 National PGA Championships.
- Past GCSAA President.

As you can see, Mark has always been active wherever he has been. He has worked in PA and NJ supporting their associations. He supports Turfgrass Research anywhere because it will help everyone. He was recognized with the 2016 PA Turfgrass DSA and now is our GCSANJ DSA winner.

The committee chose wisely because Mark has dedicated his working life to improving the status of all who work in our industry. His name being added to this list continues the tradition of honoring great service.

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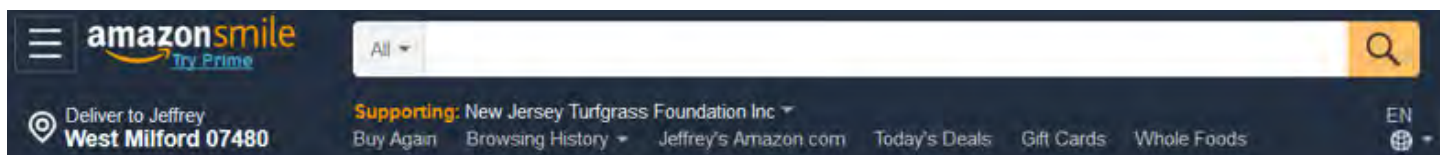
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*by Jeff Weld, NJTA Director*

There is a great FREE way to provide funding for the New Jersey Turfgrass Foundation. It is called AmazonSmile. You choose New Jersey Turfgrass Foundation as your charitable organization when you sign-up for AmazonSmile. AmazonSmile donates 0.5 percent of any eligible purchases you make to the NJTF. AmazonSmile works just like ordinary shopping on Amazon. The best part is it costs you nothing to donate to NJTF. Help ensure the future of turfgrass research at Rutgers, the State University of New Jersey.

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On your first visit to AmazonSmile, smile.amazon.com, you will login with your normal Amazon account information. Your shopping cart, Wish List, wedding or baby registry, and other account settings all stay the same. When you login for the first time, AmazonSmile asks you to choose a charity. You can search for and select New Jersey Turfgrass Foundation, Inc. as the charitable organization. Amazon will remember your selection. Every eligible purchase you make at smile.amazon.com will result in a donation to NJTF.

You should also see a bookmark that you can add into your bookmark toolbar or some other location in bookmarks. The bookmark makes remembering to shop AmazonSmile even easier.

Whenever you login to shop, AmazonSmile eligible purchases donate to the future of your turfgrass industry in New Jersey. You will see Supporting listed as New Jersey Turfgrass Foundation, Inc. We hope you can take a few minutes to ensure the future of turfgrass research in the great state of New Jersey.

Amazon.com launched the AmazonSmile Foundation in 2014. Many regular Amazon shoppers are not aware of AmazonSmile. Amazon found a way to link your online shopping to support for charitable causes through the convenience of AmazonSmile. This grant-giving foundation has donated over \$105 million dollars to more than one (1) million nonprofit organizations since its inception.

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Territory Manager  
[tvalentine@aquatrols.com](mailto:tvalentine@aquatrols.com)  
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## 2018 Recognition Award Winner Ronald Bara

Ron is seen above doing what he loves best -- working in the turfgrass breeding program for 39 years full time. Recognized in the turfgrass seed industry as a capable leader, Ron has a great eye for picking grasses. Held in high regard by Dr. Reed Funk, he also works closely with Dr. Bill Meyer at Adelphia Farm in Freehold.



25 US Highway 46 West • Wayne NJ 07470  
Phone: 973.812.6467 • Fax: 973.812.6529

## New Jersey Turfgrass Association MEMBERSHIP APPLICATION

Membership shall be open to all interested in the development and maintenance of turf.  
It shall represent all facets of the turf industry, including persons or organizations  
that grow or manage turf, or supply materials and services to the Green Industry.

JOIN ONLINE: [www.njturfgrass.org](http://www.njturfgrass.org)

### • BENEFITS OF MEMBERSHIP •

- Savings on Green Expo & Field Days Registration fees
- Opportunities to earn Pesticide Applicator License Credits
- *Clippings* Magazine
- Members Directory + Addendum
- Outreach & Education impact in Trenton
- Support of Rutgers University's Turf Research and turf programs
- Marketing opportunities in NJTA publications
- Participation in events that raise scholarships for the New Jersey Turfgrass Foundation
- Website: [www.njturfgrass.org](http://www.njturfgrass.org)

### Membership Category Types (Annual Dues based on calendar year: January 1 – December 31)

All members receive separate mailings of NJTA publications and meeting notices.

- |   |                     |
|---|---------------------|
| <input type="checkbox"/> <b>BUSINESS PARTNER (Manufacturer/Supplier or Sod Producer)</b><br><i>UP TO FOUR individuals covered in this membership fee.</i> | <b>\$275.00</b>     |
| <input type="checkbox"/> <b>ADDITIONAL BUSINESS PARTNER (5 or more)</b>   | <b>\$65.00 each</b> |
| <input type="checkbox"/> <b>TURFGRASS PARTNER (Golf Course, Lawn Care, Landscaper)</b><br><i>UP TO THREE individuals covered in this membership fee.</i>  | <b>\$210.00</b>     |
| <input type="checkbox"/> <b>ADDITIONAL TURFGRASS PARTNER (4 or more)</b>  | <b>\$65.00 each</b> |
| <input type="checkbox"/> <b>INDIVIDUAL MEMBER (ONE Business or Turfgrass Partner)</b>   | <b>\$80.00</b>      |
| <input type="checkbox"/> <b>STUDENT MEMBER (Those enrolled in turf-related educational programs.)</b>   | <b>\$20.00</b>      |

### Member Information

**Name # 1** \_\_\_\_\_ Title \_\_\_\_\_  
Association/Company \_\_\_\_\_  
Address \_\_\_\_\_  
Is this Address? \_\_\_\_\_ Your Business \_\_\_\_\_ Your Home \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_ Cell \_\_\_\_\_  
New Jersey Pesticide License # (if applicable) \_\_\_\_\_

**Name # 2** \_\_\_\_\_ Title \_\_\_\_\_  
Association/Company \_\_\_\_\_  
Address \_\_\_\_\_  
Is this Address? \_\_\_\_\_ Your Business \_\_\_\_\_ Your Home \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_ Cell \_\_\_\_\_  
New Jersey Pesticide License # (if applicable) \_\_\_\_\_





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Phone: 973.812.6467 • Fax: 973.812.6529

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It shall represent all facets of the turf industry, including persons or organizations  
that grow or manage turf, or supply materials and services to the Green Industry.

JOIN ONLINE: [www.njturfgrass.org](http://www.njturfgrass.org)

<b>Name # 3</b> _____	<b>Title</b> _____
<b>Association/Company</b> _____	
<b>Address</b> _____	
<b>Is this Address?</b> _____ <b>Your Business</b> _____ <b>Your Home</b> _____	
<b>City</b> _____	<b>State</b> _____ <b>Zip</b> _____
<b>Phone</b> _____	<b>Fax</b> _____
<b>Email</b> _____	<b>Cell</b> _____
<b>New Jersey Pesticide License # (if applicable)</b> _____	

<b>Name # 4</b> _____	<b>Title</b> _____
<b>Association/Company</b> _____	
<b>Address</b> _____	
<b>Is this Address?</b> _____ <b>Your Business</b> _____ <b>Your Home</b> _____	
<b>City</b> _____	<b>State</b> _____ <b>Zip</b> _____
<b>Phone</b> _____	<b>Fax</b> _____
<b>Email</b> _____	<b>Cell</b> _____
<b>New Jersey Pesticide License # (if applicable)</b> _____	

### Select Business Category that Best Describes Your Business/Profession

<input type="checkbox"/> Manufacturer/Supplier • BUSINESS	<input type="checkbox"/> Sod Producer • BUSINESS
<input type="checkbox"/> Golf Course • TURFGRASS	<input type="checkbox"/> Lawn Care Applicator • TURFGRASS
<input type="checkbox"/> Landscape/Lawn Maintenance • TURFGRASS	<input type="checkbox"/> Cemetery • TURFGRASS
<input type="checkbox"/> Irrigation Installation • TURFGRASS	<input type="checkbox"/> Parks and Recreation • TURFGRASS
<input type="checkbox"/> Schools & Athletic Fields • TURFGRASS	<input type="checkbox"/> Architect • TURFGRASS
<input type="checkbox"/> Student – IN TURF RELATED PROGRAM	<input type="checkbox"/> Professionals, University, Ext Offices • HONORARY

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<b>Check By Mail: (Payable to NJTA)</b>	<b>PURCHASE ORDER #:</b>
<b>TOTAL MEMBERSHIP AMOUNT:</b>	<b>\$</b>
<b>NJ TURFGRASS FOUNDATION CONTRIBUTION:</b> <small>(This portion is optional and tax-deductible) Supports Turfgrass Research &amp; Scholarships</small>	<b>\$ 20.00</b>
<b>TOTAL AMOUNT DUE:</b>	<b>\$</b>

*Since 1970, New Jersey Turfgrass Association's (NJTA) Mission is to promote the Turfgrass Industry  
and enhance the environment through education, professionalism, leadership,  
and our partnership with Rutgers, The State University of New Jersey.*

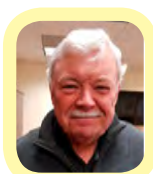
# Meet the NJTA Board of Directors



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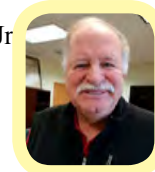
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Jack Higgins  
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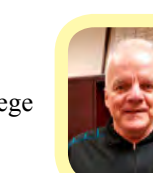
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# 2019 Events

**Rutgers Turfgrass Research  
GOLF CLASSIC**  
**Monday, May 6, 2019**  
**Fiddler's Elbow Country Club**  
**Bedminster, NJ**

**Rutgers Turfgrass Research  
FIELD DAYS**  
**Tuesday, July 30, 2019**  
**Hort Farm 2, New Brunswick, NJ**  
**Golf & Fine Turf**

**Wednesday, July 31, 2019**  
**Adelphia Farm, Freehold, NJ**  
**Lawn, Landscape, and  
Sports Fields**

**GREEN EXPO**  
**Turf & Landscape Conference**  
**December 10-12, 2019**  
**Borgata Hotel, Atlantic City, NJ**

*Note: Thanksgiving is November 28,  
later in the month. There's always a week  
between Thanksgiving and Green Expo.*

## Rutgers Extension Offices & Numbers

RCE of Atlantic County	(609) 625-0056
RCE of Bergen County	(201) 336-6780
RCE of Burlington County	(609) 265-5050
RCE of Camden County	(856) 216-7130
RCE of Cape May County	(609) 465-5115
RCE of Cumberland County	(856) 451-2800
RCE of Essex County	(973) 228-2210
RCE of Gloucester County	(856) 307-6450
RCE of Hudson County	(201) 915-1399
RCE of Hunterdon County	(908) 788-1339
RCE of Mercer County	(609) 989-6830
RCE of Middlesex County	(732) 398-5260
RCE of Monmouth County	(732) 431-7260
RCE of Morris County	(973) 285-8300
RCE of Ocean County	(732) 349-1246
RCE of Passaic County	(973) 305-5740
RCE of Salem County	(856) 769-0090
RCE of Somerset County	(908) 526-6293
RCE of Sussex County	(973) 948-3040
RCE of Union County	(908) 654-9854
RCE of Warren County	(908) 475-6505

*Please notify the NJTA office if any of the  
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## New Jersey Turfgrass Association

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Mailing address:

P.O. Box 550, Milltown, NJ 08850-0550

Physical location:

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# RUTGERS

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- ◆ Organic Media - greenhouse media, compost
- ◆ Sports Turf - fertility, sand-based root zone
- ◆ Technical - permeability and ecological
- ◆ Individual / Specialized Tests
- ◆ Irrigation Water - pH, salts, nitrate-nitrogen, phosphorus, iron

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57 Rt. 1, New Brunswick, 7:30 am to 5 pm weekdays.