

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.

# Connecticut wins 2017 Met Area Team Championship by Andy Drohen

For the 4th time in the past 11 years, the team from the Connecticut GCSA wins the Met Area Team Championship. Arguably the closest event in the 37 years the championship has been held, Connecticut won by a single shot over Long Island and New Jersey! In fact, the top 5 teams were only separated by 3 shots!

Dave Dudones, Director of Golf and Grounds and current president of the MetGCSA, and his management staff consisting of Joe Gikis, Aaron Crouse and Andrew White hosted the 37th Annual MET Team Championship on October 16th at Westchester CC in Rye, NY. They had Westchester's Championship West course in tremendous shape with greens running at US Open speeds! Players from as far away as Maryland and Cape Cod made the journey to Westchester and were just raving about the conditions! Westchester put on an amazing brunch and dinner before and after the golf, and made for a great end of the year get together for the 13 superintendent chapters and affiliates that attended.

The Walter Travis design opened in 1922 where almost 1,500 members joined paying a \$25 initiation fee. Westchester played host to The PGA Tour for over 40 years and recently hosted the LPGA's PGA Championship. Dave has undergone a major tree management program over the past few years, opening up vistas and site lines that were lost over the years. He's also done some green restoration work and added fescue areas making Westchester one of the top courses in the MET area!

The team from Connecticut included Mike Dukette, Eric DeStefano, Ed Grant, Andrew Hannah on the Gross side and Kevin Collins, John Parmelee, John Garcia and Neil Lajeunesse on the Net side. The 2-man team of Collins and Parmelee fired the lowest NET score of the day at 67 and solid performances by the rest of the team's pairings helped secure another Connecticut title!

Once again, the Met Area Team Championship was made possible by our 7 major sponsors who have stepped up year after year to make this one of the best events across North America! Please join me in thanking BASF, Bayer, The Care of Trees, Koch Turf & Ornamental, Ocean Organics, Syngenta and Toro as they continue to support this wonderful event.

The Met Area Team Championship continues to raise money each year to help those in our industry going through difficult times. Over the past 7 years we have raised over \$9,000 and have supported superintendents, industry representatives and their families in times of need. Last year we donated \$2,000 to the superintendents at The Greenbrier in West Virginia after the devastating flooding and this year we donated \$1,500 to the South Texas GCSA to help families affected by Hurricane Harvey. Thank you to all that support these efforts with the 50/50 raffles!

Thanks again to all our sponsors, Dave Dudones and his entire staff and all the folks at Westchester CC for another successful championship! A special thank you to or local GCSAA representative Kevin Doyle for help with photos and Rob Johnson working as our hole in one spotter! We look forward to seeing everyone next year, so stay tuned for announcements over the winter!

Note: Please save the date for the Nor'easter Ski Day at Killington Mountain on March 1st, 2018!!

### **GCSANE BOARD OF DIRECTORS**

#### PRESIDENT

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

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

#### SECRETARY/TREASURER Donald D'Errico KOHR Golf 508-530-2113 Email: svderrico@icloud.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

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

John Ponti Nehoiden Golf Club 106 Central Street, Wellesley, MA 02481 781-283-3240 Email: jponti@wellesley.edu

#### DIRECTOR

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

#### PAST 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

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 June not represent the position of GCSANE. Information contained in this publication June bused freely, in whole or in part, without special permission as long as the true context is maintained. We would appreciate a credit line.

## 2017 MET Area Team Championships Westchester CC Par 72 October 16th, 2017

### **Team Scores** Par 288

1st C	onnecticut AGCS	298	7th	Philadelphia AGCS	308
	Long Island GCSA	200	8th	GCSA of Cape Cod	311
0	oss tiebreaker score 76	299	9th	Pocono Turfgrass Assoc	314
	GCSA of New Jersey oss tiebreaker score 77	299	10th	Northeastern GCSA	323
4th F	Hudson Valley GCSA	300	11th	Eastern Shore AGCS	327
5th C	Central New York GCSA	301	12th	Rhode Island GCSA	328
6th N	<b>METGCSA</b>	307	13th	GCSA of New England	335

### **Skill Events**

Closest to the pin hole #5, sponsored by Ocean Organics Tim Walker 4'-7" – Hudson Valley GCSA

Closest to the pin hole #7, sponsored by The Care of Trees Blake Halderman 11'-10" – METGCSA Closest to the pin hole #10, sponsored by Koch T&O Mike Turner 8'-1" – Toro

Closest to the pin hole #15, sponsored by BASF Steve Wall 3'-5" – Central NY GCSA

### Long Drive

Net Division sponsored by Syngenta Matt Beckman – Long Island GCSA

Gross Division sponsored by Toro Andrew Hannah – Connecticut AGCS Sponsors Division, sponsored by Bayer Kevin Seibel – Century CC

### Low Gross Team

Steve Whipple & Tim Walker from Hudson Valley GCSA Score of 75

### Sponsorship Team Winner

Jim Staszowski & Mike Turner from Toro Score of 69

### Two Man Team High Score

Gross

Net

John Lombardi & Dean Chase – Rhode Island GCSA Score of 89 Rich Sweeney & Jon Urbanski – Philadelphia AGCS Score of 84

### 2017 MET Scores

#### Handica

ър	Hole	Score
----	------	-------

MET GCSA Sean Cain 84 Steve Loughran Tom Ashfield 81 Chip Lafferty Blake Halderman 9.5 71 9.9 Doug Drugo Ryan Batz 12.8 71 Jim Swiatlowski 8.1 307

GCSA of Cape Cod			
	_	 	
Chris Tufts		84	
Joe Felicetti		04	
Ed Gianni		78	
Kurt Calderwood		/0	
Joe Deely	12.5	76	
John Bresnahan	10.7	/0	
Ben Whiting	6	72	
Brian Smoot	8.7	73	
		311	

Rhode Island GCS	A		
Chris Coen Mike Whitehead			85
John Lombardi Dean Chase			89
Drew Cummins Pat Hogan	17 16.3		75
Bill Coulter Nick Burchard	15.6 15.5		79
	n	0	328

Hudson Valley GO	CSA	
Dave Lippman		77
Grover Alexander		
Steve Whipple Tim Walker		75
Bob DeMarco	10.5	73
Reese Wasson	8.0	75
Josh Kopera	8.4	75
Mike Aube	14.6	,,
		300

Philadelphia AGC	s	 	
Andy Drohen		 =	
John Lermond		79	
John Gosselin	ĺ	77	
Steve Stephens		//	
Rich Sweeney	8.7	84	
Jon Urbanski	8.3	84	
Rob Nolek	16.9	68	
Jason Criss	7.9	08	
		308	

Eastern Shore AGC	S	
Tom Tipton		
Ryan Howard		87
Rusty McClendon	_	 88
Steve Sweiderk	15.0	
Todd Cowing	15.8	 75
Mark Merrick	18.0	
Bill Reil	18.0	 77
Matt Krukiel	18.0	
		327

Handicap Hole Score

Long Island GCSA				
-		1		
Shamus O'Connor			83	
Shawn O'Sullivan			65	
Steve Lafazia			76	
Chad Valkuchak			/0	
Eric O'Neill	10.3		71	
Matt Beckman	7.0		/1	
Ken Lochridge	7.0		69	
Luke Knutson	8.2		69	
			299	

Pocono Turfgrass Association				
Les Lear				
T.J. Hart			81	
Jeff Koch	ii		86	
Ron Garrison			80	
Steve Chirip	17.1		76	
Paul Brandon	10.8		/0	
Greg Boring	14.0		71	
Jerry Decker	13.6		/1	
			314	

GCSA of New Jers	ey			
Rob Arnts			0.2	
Fred Carmona			83	
Jeff Haas			77	
Alan Bean			77	
Ron Simpson	15.4		70	
Jeremy Hreben	13.4		70	
Mark Miedler	7.7		69	
Tom Weinert	5.5			
			299	

Connecticut AGCS	6			
Mike Dukette		1		
Eric DeStefano			78	
Ed Grant			77	
Andrew Hannah				
Kevin Collins	8.6		67	
John Parmelee	7.5			
John Garcia	15.7		76	
Neil Lajeunesse	16.5		76	
			298	

GCSA of New England				
Brian Skinner	1	i	07	
Mike Luccini			87	
Scott Lagana			00	
Dave Johnson			89	
Mike Hermanson	15.1		81	
Bob Healey	15.1		81	
David Stowe	15		70	
Don D'Errico	15.5		78	
			335	

Central NY GCSA			1	
Dave Hicks			70	
Rick Kraus			76	
Steve Wall			81	
Jim Castle				
Mike Warner	9.6		73	
Joe Vanderwerken	14.0			
Matt Simon	9.7		71	
Dave Neuser	12.2			
			301	

Northeastern GCS	SA			
Brian Goudey	1		00	
Phil Klaiber			89	
Chris Strong			05	
Murray Tynan			85	
Joe Lucas	14		75	
Josh Yerdon	11			
Craig Cochran	12.2		74	
Marc Prosser	17.8			
			323	

Sponsors Group				
Matt Luce	13	76		
Joe Goncalves	12.7	76		
Pete Jacobson	8	74		
Zac Brooks	10	74		
	<u>.</u>	<u></u>		
Lee Kozsey	12.7	72		
Tom Wilchak	18.0	73		
Jim Staszowski	7.2	(0)		
Mike Turner	8.3	69		
Dave Dudones	13,1	76		
Loff Wantsmarth	11.6	76		

Jeff Wentworth	11.6	70
Mike Cook	13.2	71
Joe Alonzi	16	/1
	1	

Kevin Collins	12	76
Kevin Seibel	12	/4
Jeff Weld	17	75
Brian Giblin	18	/)



 $\rightarrow$ 

Handicap Hole Score

### Thoughts From Your Executive Director by Don Hearn

Elsewhere in the NEWSLETTER you'll read about the New England Superintendents Championship hosted this year by the GCSA of Cape Cod. Something not mentioned was the hole in one made by Ron Dobosz. Congratulations Ron. His teammates were Tim Crane, Robin Hayes, Jack Hassett, Matt Lapinski, Garrett Whitney, Mike Nagle and Mark Pendergast



Jason Van Buskirk explaining the website

The October meeting was held at the Walpole Country Club and our Host was Kevin Whalley. Kevin had the course in excellent condition and has an ambitious project underway with the installation of a new irrigation system.

Our speaker was Jason Van Buskirk who made a presentation on the navigation of the new website. Input from those in attendance was appreciated and all went away with a better understanding on the functions of the site.



from left: Tim Johnston, Lou Bettencourt, Dave Wallace, & Kevin Whalley

The American Society of Golf Course Architects (ASGCA) has presented their Design Excellence Awards and I'm pleased to mention that Mark Mungeam was one of those receiving the recognition of the ASGCA. Mark's accomplishment was in recognition of work done at Wellesley Country Club.



MTE Turf Equipment Services held an open house to show customers the new facility located in Derry, New Hampshire. The building and offices are well suited to provide full service to customers.



From left: Bob Dembek, Jim Cohen, Joe Lazaro, Brian Giblin

The November nine-hole meeting was hosted by Bob Dembek, Superintendent. This was our last outdoor meeting of the season. The day was overcast and unseasonably warm. The warmth was appreciated by all who teed it up at Lexington Golf Club.

The course was in great condition and all who played had an enjoyable time. Bob has begun a project of facing bunkers using artificial turf as the stacking product. He would be pleased to have you give him a call or stop in to see the project and learn the technique involved in the building of the bunker walls.

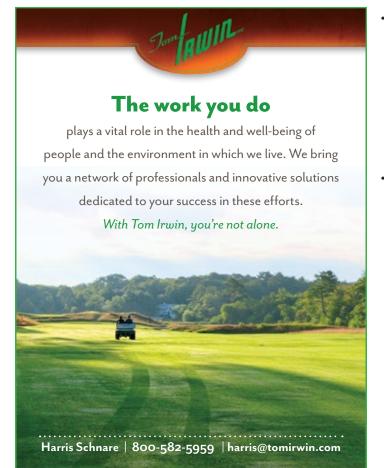
Jesse Diamond, Pesticide Inspector for the Massachusetts Division of Agricultural Resources made a presentation pointing out the specifics of what is involved during an inspection. He emphasized that the reason for his visits are not to penalize, but rather to help us stay up to date with the rules and regulations of the department. He made it clear that he is a resource, not someone to be feared. He is an asset for us to use in our quest to store and apply products safely and properly.



### Irrigation System Winterization Checklist By: Tom Hoffer, Irrigation Service Manager, Northeast Golf & Turf Supply

It's every Superintendent's favorite time of year, irrigation system blowout! Here are a few tips and tricks to help complete a successful blowout and get your system ready for startup next year:

- There are two different theories on blowout, some guys like to drain the system before blowout and some like to leave it full of water. Both ways are fine, use whatever method works best for your golf course from past experience.
- Most equipment manufactures recommend blowing out between 50 and 60 PSI. Going above this range can cause damage to rotors and create air/water hammer in the piping network. Use a pressure regulator during blowout to keep the PSI between 50 and 60. Excessive heat is generated by the compressor at the point of connection, use a length of 2" galvanized pipe to dissipate the heat prior to entering the irrigation piping network.
- Go thru the system one time until all rotors are blowing a fine mist. Refer to your rotor manufacturer recommendations, some want you to go thru a second time and others only once unless you remove some internals throughout the system. Follow your manufacturer recommendations to prevent damage to rotors and internals.



- Perform satellite maintenance: test communication; clean out all cobwebs and mouse nests; check cables and wires for mice damage; check grounding resistance. There are three products I've found to work well keeping mice out of satellites; Irish Spring soap, Comet, and cattle ear tags. Keep these products fresh and change them once or twice a year. Satellites can be kept on or off thru the winter. Keeping them on keeps electrical components inside warm, but also attracts mice. Use whichever method makes most sense for your course.
- Winterize pump station: remove or winterize transducer, pressure gages, and cooling components. Drain all water from pumps and piping network inside pump house. Consult with a pump tech for more detailed info on pump house winterization.
- Do an inventory of your irrigation parts room. Make sure you have enough repair fittings/couplings, swing joints, rotors, valves, Teflon tape, glue/primer, DBRYs, etc. on your shelf going into spring startup.
- On your irrigation computer: perform a virus scan; delete temporary internet files; defrag your C: drive; perform a data base backup; check grounding resistance. Plugging your computer tower, monitor, interface, and radio system into an Uninterruptable Power Supply (UPS) will help against lightning strikes and power surges. Try to dedicate your irrigation computer to only running the system, check email and browse the internet on a separate computer if possible.
- While the information is still fresh, have a staff meeting with your key team members to access strengths/weaknesses/opportunities/threats to the irrigation system for next year. Create a budget for next year's irrigation repair line item based off of this information.



### **Golf Course Superintendents Association of Cape Cod**

### 2017 New England Superintendents Championship at Cape Cod National Golf Club



Thank you to Cape Cod National Golf Club and Superintendent Eric Strzepek for hosting the 2017 New England Superintendents Championship on Thursday, October 5<sup>th</sup>. The Golf Course Superintendents Association of Cape Cod also helped host this event where each of the seven associations across New England was represented with an 8-man team. It was a beautiful day and the course conditions were impeccable. Thank you to all that participated!

<b>Tournament Results</b>				
1st Place: Cape Cod	215			
2nd Place: New England	207			
3 <sup>rd</sup> Place: New Hampshire	194			
4 <sup>th</sup> Place: Maine	194			
5 <sup>th</sup> Place: Rhode Island	191			
6 <sup>th</sup> Place: Connecticut	191			
7 <sup>th</sup> Place: Vermont	168			

### Thank you to the following companies who helped sponsor this event.

Platinum Sponsor Turf Products

Gold Sponsors

Beals and Thomas, Inc. MTE New England Specialty Soils **Silver Sponsors** 

Bayer Nufarm SODCO Inc.

### **Bronze Sponsors**

Hillcrest Turf Services Turf Enhancement Enterprises

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

With the John Deere 9009A TerrainCut<sup>™</sup> Rough Mower, you can 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<sup>™</sup> 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 9009A TerrainCut Rough Mower.

Trusted by the Best

JohnDeere.com/Golf



www.LaCorteEquipment.com

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

B0S010RCU2C68547-00034736



### GCSAA Update by Kevin Doyle



Labor continues to be a struggle for many superintendents in the northeast. Whether attracting them or retaining them, the process is difficult and costly. In one of my recent presentations we spoke of how hard it is managing and communicating with a multi-generational workforce. No easy feat, and challenges in dealing with younger employees dominated the post-presenta-

tion discussions. Much like our favorite sports teams, there needs to be an element of youth within our staffs and industry workforce to succeed now, and, more importantly, in the future.

This piece isn't meant to be a means to fix problems associated with attracting new and vibrant turf professionals, nor is there a magic bullet on molding millennials into the perfect future assistant superintendent. I could simply write "let them do whatever they want, whenever they want, tell them they did an amazing job and give them a participation trophy." But honestly, that sounds good to me too, and I'm far removed from my younger years. It is meant to focus on who we are trying to attract, ways we might be able to reach them, and resources available to everyone that may assist in attracting young people to our industry.

So many superintendents started working on golf courses at young ages. Whether on the grounds crew or as a caddy, the "I want to work on a golf course" seed was planted very early. Enter insurance issues and many of those opportunities are gone. Very few superintendents hire employees under the age of 18. Problem being, they have graduated high school, gotten their first or had multiple jobs, and have considered a non-turf career path that they believe they will be on the rest of their life. We need to look even younger than high school-aged individuals.

Our mission at GCSAA to "enhance the enjoyment, growth, and vitality of the game of golf" cuts right to the heart of this matter. In order to grow the game, we need to engage the younger people without hiring them. I have written about The First Green before, and will be presenting the topic to the GCSA of New England at an upcoming meeting. The First Green initiative is about opening up our courses as a science lab to young students. Access to our property and game may never happen otherwise. Showing them what we do at our facility and how we do it is a key step to a possible future with golf in it. Bring them to us.

Many superintendents are going the other direction, and headed back to school. Going to a son's or daughter's class and talking about our profession. In addition, attending career days at local schools. GCSAA has redeveloped some marketing tools to promote our profession to younger individuals. Our office might be slightly different than many others, and that may appeal to more kids than we think!

I saw a tweet recently from the Canadian Golf Superintendents Association claiming that 37 percent of those employed in golf are students. It would be optimistic to say many of them are turf students, beginning a lifelong dream towards superintendent stardom. What I see is a large portion of your workforce that will need to be retrained when those current students pursue their actual career goals. Perhaps giving every toddler you know a Fisher Price lawnmower might be a good start. Reaching out and engaging school aged children about the passion and enjoyment we share in our industry may also reap future benefits.

### **GCSAA Resources and Deadlines**

you <u>Get Cool Stuff from your Association Already</u>

### Turf Equipment Technician Certificate Program

The Turf Equipment Technician Certificate Program is a series of exams designed to demonstrate proficiency in key competency areas related to turf equipment. This certificate program is available to any and all turf equipment technicians regardless of whether you work for a golf course.

The program is made up of eight exams covering the key competency areas of:

- cutting units
- drivetrain systems
- electrical systems
- engine technology
- hydraulic systems
- metalworking and fabrication
- spray systems
- fundamentals of turfgrass operations

You can choose to take one exam or work to complete the entire program by successfully completing all eight exams in any order.

### **GCSAA GOLF CHAMPIONSHIPS**

The GCSAA Golf Championships, presented in partnership with The Toro Co., is a members-only event benefiting the EIFG. GCSAA Golf Championships registration is now open. Tournament registration closes Jan. 3. Any registrations processed/ received after Dec. 20 will be assessed a \$50 late fee.

GCSAA has developed resources to help you outline the benefits to you and your facility of attending the 2018 Golf Industry Show and GCSAA Golf Championships. View the resource below for information specific to the Golf Championships, and access additional planning tools in the <u>Attendee Resources</u> section.

**GCSAA Golf Championships Justification Resource** 

# GCSAA establishes political action committee

The board of directors of the Golf Course Superintendents Association of America (GCSAA) has approved the formation of a GCSAA Political Action Committee. GCSAAPAC will support members of Congress who support GCSAA's Priority Issues Agenda.



GCSAAPAC will be governed by a five-member board, which included the chairman and vice chairman of the GCSAA Government Affairs Committee and three at-large members. For more information about serving on the GCSAAPAC board or to learn more about the eligibility to donate, visit <u>www.gcsaa.org/pac</u>.

### **Upcoming FREE webcasts:**

- Nov. 30: Dealing with Moss on Putting Greens Fred Yelverton, Ph.D.
- Dec. 7: <u>Updated Solutions for Dollar Spot Management</u> <u>Rob Golembiewski, Ph.D.</u>
- Dec. 12: For Adults Only: Civitas Turf Defense for Annual Bluegrass Weevil Control presented by Intelligo Ben McGraw, Ph.D.
- Dec. 14: Organic Matter Management, Next Steps Roch Gaussoin, Ph.D.

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

Kevin Doyle GCSAA Field Staff kdoyle@gcsaa.org Follow me on Twitter @GCSAA\_NE

# got sand?

We do. About 10 million cubic yards of clean, USGA quality sand.

 Mark Pendergast
 617-686-5590

 Garrett Whitney
 617-697-4247

 Matt Medeiros
 508-951-6139





November 2017



### SOLitude Lake Management Awarded for Business Growth, Community Service in Hampton Roads By Tracy Fleming, Director of Marketing

SOLITUDE

Virginia Beach, VA, November 16, 2017 – SOLitude Lake Management was recognized for implementing a successful business growth model and for its company mission to serve the community during two awards ceremonies earlier this month.

SOLitude, a leading provider of lake, pond, wetland and fisheries management solutions, was named for the fifth time to Inside Business' Roaring 20 list, which tabulates the twenty fastest-growing companies in Southeastern Virginia based on revenue and employee growth. An awards ceremony hosted at The Westin Town Center recognized 2017 Roaring 20 winners for the significant contributions they make to the local economy.

All winners experienced annual revenue growth from 2014-2016. In the last year, SOLitude has more than doubled gross revenue and added more than 100 new staff members to its team.

In addition to successful business growth, SOLitude's efforts through the company's dedicated volunteering and community outreach program, The SOLution, were also recognized this month at an awards ceremony hosted by CoVa BIZ and Coastal Virginia Magazine at the Virginia Museum of Contemporary Art. Community Impact Award winners were chosen through



Procurement Operations Specialist Amy Draudt, Marketing Assistant Madison Miller, and Marketing Team Leader Matt Serino accept the 2017 Roaring 20 Award for SOLitude.

nominations based on their effect on the community through innovative work programs, employee volunteering and creative business models that promote the social health of the community.

Through The SOLution, SOLitude encourages volunteering during work hours and rewards staff that support charitable causes during their free time with gift cards based on points accrued for each volunteer hour, quarterly and annual volunteering awards, and generous company-matched donations to the charities staff are passionate about. Since the program began in 2012, SOLitude's team has logged more than 7,500 volunteer hours and contributed \$183,000 in donations, goods and in-kind services to non-profits in need. Visit solitudelakemanagement. **com/solution** to learn more about The SOLution.



Business Manager Trina Duncan, Aquatic Biologist & Regional Director David Ellison, and Marketing & Outreach Coordinator Anne Marie Dorie accept the Community Impact Award from CoVa BIZ Publisher Randy Thompson (far left) and CoVa BIZ Editor Angela Blue (far right).

"We're honored to be recognized not only for our success as a company, but for our dedication to serving the Hampton Roads community," said Kevin Tucker, Chief Executive Officer of SOLitude Lake Management. "We're honored to accept these awards and credit the quality of our team members and our core mission to provide sustainable environmental solutions to our clients and local communities."

Find the full list of Roaring 20 Award winners at pilotonline.com/inside-business/ special-reports/roaring-20

Learn more about the Community Impact Awards at <u>covabizmag.com/com-</u> <u>munity-impact-awards-reception-2017</u>

SOLitude Lake Management is committed to providing full-service lake and pond management solutions that improve water quality, preserve natural resources, and reduce our environmental footprint. Our services include lake, pond, wetland and fisheries management programs, algae and aquatic weed control, mechanical harvesting, hydro-raking, installation and maintenance of fountains and aeration systems, water quality testing and restoration, bathymetry, lake vegetation studies, biological assessments, habitat assessments, invasive species management and nuisance wildlife management. Services, consulting and aquatic products are available to clients nationwide, including homeowners associations, multi-family and apartment communities, golf courses, commercial developments, ranches, private landowners, reservoirs, recreational and public lakes, municipalities, parks, and state and federal agencies. Learn more about SOLitude Lake Management and purchase products at www.solitudelakemanagement.com.

###

### Harrell's, LLC Named One of the Best Places to Work



Tina Newberry, Director of Marketing (863)687-2774 <u>tnewberry@harrells.com</u> www.harrells.com CORPORATE OFFICE: 5105 New Tampa Highway | Lakeland, FL 33815 p.863.687.2774 | f. 863.688.8836 | Toll Free 800.282.8007

contact@harrells.com | www.harrells.com

October 30, 2017

LAKELAND, FL - Earlier this year, Harrell's, LLC was named one of the Best Places to work in Polk County, FL, the manufacturer announced earlier today.

"Harrell's success is driven by the amazing people that make up our business, including our employees, and customers," said Ella Kimbrel, VP of Human Resources at the employee-owned company based in Lakeland, FL. "Our core values continue to define our company since Ormand and Lucile Harrell founded Harrell's in 1941."

Eighteen companies were recognized at the CareerSource Polk Annual Meeting and Best Places to Work Awards luncheon held on August 17, 2017 at the RP Funding Center in Lakeland, FL. Winners were determined through a statewide survey which was designed to identify, recognize and honor the best places of employment in Polk County. Companies were score on their demonstrated commitment to:

- Workplace Diversity
- Work/Life Balance of Employees
- An Educated Workforce
- Training and Development Initiatives
- Recruitment of Quality Employees
- Retention of Quality Employees

"Being selected as one of the best places to work, is a great honor. Taking care of people is one of our core values and this award means a great deal to us," said Kimbrel.

Harrell's has grown to over 18 locations nation-wide. Their family of more than 300 employee-owners ranges from plant workers, fork lift drivers, truck drivers, sales representatives, clerks, and specialized workers and executives.

In addition to being one of the nation's largest distributors of branded fungicides, herbicides and insecticides, Harrell's produces top-quality, custom blended fertilizers, specialty liquids, and wetting agents for the golf course, sports turf, landscape management, and horticulture industries. Harrell's guarantees stringent quality control procedures, tight manufacturing specifications and careful selection of raw materials for each product that carries the Harrell's name. They are also the exclusive formulator and a leading world distributor of POLYON®, the industry's superior controlled-release fertilizer technology.

For more information about Harrell's including their core values: to serve, honor and glorify God, to take care of people, and to grow their financial strength, visit <u>www.harrells.com.</u>

###





I thought you might enjoy some quotes that are really a window on our everyday lives that might cause you to think a bit about some of your good and bad days.

- 1. "If you want something you never had, you have to do something you've never done."
- 2. "Do what is right, not what is easy."
- 3. "Do more than just exist."
- 4. "You are your only limit."
- 5. "Don't stop when you're tired, stop when you're done."
- 6. "There are no regrets in life. Only lessons."
- 7. "One day everything will make perfect sense."
- **8.** "Everything happens for a reason, even though that reason is not clear at the moment."
- 9. "Your best teacher is your last mistake."
- 10. "You were born to be real, not perfect."

- 11. "It feels good to be lost in the right direction."
- 12. "Be somebody who makes everybody feel like a somebody."
- 13. "Sometimes you just have to let it go."
- 14. "Everything is going to be OK at the end. If it is not OK, it is not the end."
- 15. "Never apologize for being who you are."
- **16.** "Create a life that feels good on the inside, not one that looks good on the outside."
- 17. "Your worst battle in life is between what you know and what you feel."
- 18. "Mistakes are proof that you are trying."
- 19. "Every day is a chance to change your life."
- 20. "If it was easy, everybody would do it."



### **Divot** Drift

Congratulation to **Kris and Vicki Armando** on the birth of their son, **Broden Regan**, born October 6, 2017.

Congratulations to **Ed and Christina Downing** on the birth of their son, **Domenic Alexander**, born October 16, 2017

Our sincere condolences to the **Marrone family** on the loss of longtime member **Donnie Marrone**, owner of Wachusett Country Club and extraordinary supporter of the Association's Scholarship and benevolence Fund

## **Back Issues!**



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



Non-retouched client photo: GreenJacket System coming off in the spring!

# PROVEN BY 20+ YEARS OF SUPERINTENDENT SUCCESS.

- Patented IMPERMEABLE Reinforced Winter Cover Turf Protection System.
- **PERMEABLE Reinforced Grow-in Covers** increase healthier turf growth.

# Find out how the GreenJacket System can make a difference for your turf.

Call 888-786-2683 or Email info@greenjacket.com See Research at GreenJacket.com

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 <u>www.gcsane.org</u>

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

# **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.

tpc turf products TORO.

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

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



## 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 978-270-9132 mcarignan@agresourceinc.com

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.allensseed.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 www.atlanticgolfandturf.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

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

### 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

#### **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 Production Services**

Suppliers of Chemicals, Fertilizer, & Grass Seed

(978) 685-3300 Nick Burchard (401) 601-7213

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

### **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

#### **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

### Five Star Golf Cars & Utility Vehicles

724 MacArthur Boulevard Pocasset, MA 02559 E-Z GO Golf Cars, Cushman Utility Vehicles 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

### 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

#### **Helena Chemical Company**

101 Elm Street Hatfield, MA 01038

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

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

www.helenachemical.com

### 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

### 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

### 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

#### 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

#### 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

### 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

### **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

115 Franklin Street Extension Derry, NH 03038

New England's source for equipment: New & pre-owned mowers, tractors, & maintenance items from: Jacobsen, Turfco, Smithco, Ventrac, Redexim, Neary Grinders, Ryan, Buffalo Turbine, Mahindra, Gravely, Standard, Par-Aide & others. Sales, Parts, & Service all brands.

Derry Shop: (603) 404-2286 Mark Casey: (617) 990-2427 Eastern MA Matt Lapinski: (978) 551-0093 Western MA VT Mark McEachern: (978) 857-3726 MA-Cape Jess Hamilton: (603) 500-3936 NH Sean Smith: (207) 385-6684 ME

### Mungeam Cornish Golf Design, Inc.

195 SW Main Street Douglas, MA 01516

Golf course architects

Office: (508) 476-5630 Cell: (508) 873-0103 Email: info@mcgolfdesign.com

Contact: Mark A. Mungeam, ASGCA

www.mcgolfdesign.com

### **New England Specialty Soils**

435 Lancaster Street Leominster, MA 01453

1mm. Top Dressing Sand, High Density Bunker Sand, Rootzone Mixes, Tee Blends, Divot Mixes, Bridging Stone, Cart Path Mix, Infield Mixes, Inorganic Amendments, SLOPE LOCK Soil.

Ed Downing (978) 230-2300 Bob Doran (978) 230-2244 Scott Whitcomb (781) 789-8762

www.nesoils.com



## Please patronize these Friends of the Association

### **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

### **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 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

### 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

### 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

Consistent sand for the next twenty years. Top dressing sands, root zone blends, high density bunker sand, "early green" black sand, divot & cart path mixes.

Mark Pendergrast (617) 686-5590 Garrett Whitney (617) 697-4247 Matt Medeiros (508) 951-6139

#### www.readcustomsoils.com

### **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.

#### saturated solutionsllc.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

### Sodco Inc.

PO Box 2 Slocum, Rl 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.

Joe Onorato 508-885-0101

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

### 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

### **Target Specialty Products**

165 Grove Street, Suite 70 Franklin, MA 02038

Supplier of fertilizer, chemicals & grass seed.

Jim Pritchard, Territory Manager 401-862-1098 Glenn Larrabee 774-670-8880

### **Tartan Farms, LLC**

P.O. Box 983 West Kingston, RI 02892 Dave Wallace (401) 641-0306



### Tom Irwin Inc.

13 A Street Burlington, MA 01803

(800) 582-5959

We bring you a network of professionals and innovative solutions dedicated to your success.

With Tom Irwin, you're not alone.

### 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.**

PO Box 167 Wood River Junction, Rl 02894

Many varieties of turfgrass sod for the golf course. Bentgrass, Bluegrass, Fine and Tall Fescues, Blends and Mixes.

800-556-6985

Joe Farina 774-260-0093

jfarina@tuckahoeturf.com

#### **Turf Enhancement Enterprises**

Featuring Floratine products, JRM tines and bed knives and Greenleaf Turbo Drop air induction spray nozzles.

Tom Fox 508-450-9254

Brian Juneau 781-738-3201

### Turf Cloud, Inc.

39 Mountain Gate Road Ashland, MA 01721

Whether you're focused on your turf, your family, your friends, or your hobbies, our goal is to provide administrative assistance to your operation, so you can have just that, more time! Turf Cloud, Inc.'s unique passion for technology, coupled with years of turf grass experience can offer you superior data tracking programs and insight to web strategies to increase your time and productivity. Ask us how today!

Jason VanBuskirk (774) 244-2630 jvb@turfcloud.com

www.turfcloud.com

#### **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

### **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.

### **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 and Lyman, ME

240 Griswold Road Wethersfield, CT 06109 Kathy Arcari (401) 639-5462 kacari@windingbrookturf.com

www.windingbrookturf.com

#### 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 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



### Golf Course Superintendents Association of New England The Newsletter-Rate Schedule

### THE NEWSLETTER DISPLAY ADVERTISING ORDER FORM

Company Name:	Phone:
Address:	
	Email:
Issues (List month and total number):	

Amount of Check: \_\_\_\_\_

(Made payable to "GCSANE")

Member Rates:	Monthly Rate	4 Times Per Yr. (Save 5%)	6 Times Per Yr. (Save 10%)	8 Times Per Yr. (Save 10%)	Annual Rate (Save 15%)	
□ 1/4 page (vertical; 3.75" wide x 5" deep)	□ \$ 90.00	□ \$ 342.00	□ \$ 486.00	□ \$ 648.00	□ \$ 918.00	
□ 1/2 page (horizontal; 7.5" wide x 5" deep)	□ \$150.00	□ \$ 570.00	□ \$ 810.00	□ \$1080.00	□ \$1530.00	
□ Full Page (vertical; 7.5" wide x 10" deep)	□ \$200.00	□ \$ 760.00	□ \$1080.00	□ \$1440.00	□ \$2040.00	
Non-Member Rates: *All payments must be received in full before the ad appears in The Newsletter.						
□ 1/4 page (vertical; 3.75" wide x 5" deep)	□ \$120.00	□ \$456.00	□ \$648.00	□ \$864.00	□ \$1224.00	
□ 1/2 page (horizontal; 7.5" wide x 5" deep)	□ \$180.00	□ \$684.00	□ \$972.00	□ \$1296.00	□ \$1836.00	
□ Full Page (vertical; 7.5" wide x 10" deep)	□ \$240.00	<b>1</b> \$912.00	□ \$1296.00	□ \$1728.00	□ \$2448.00	

\* **Deadline for ads:** The first of the month for that month's issue.

### Ad Preparation Specifications:

**File Specifications for Ads Supplied in Digital Format:** 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