



THE NEWSLETTER

Golf Course Superintendents Association OF NEW ENGLAND, INC.

Sponsors and administrators of the Troll-Dickinson Scholarship Fund — Awarded yearly to deserving Turf Management Students.

April 1992

The pros & cons of green building II: USGA way is not always the right way

May Meeting

Monday, May 18, 1992
Pinebrook CC, Weston, MA

Host Superintendent
Mike Iacono, CGCS

Guest Speakers
Richard Duggan, CGCS,
Concord C.C.
and
Mike Nagle, CGCS,
Worcester C.C.

Subject: "The Right-to-Know Law"

9:00 a.m. Board Meeting
10:30 a.m. Regular Meeting
Education
Lunch
Golf

Reservations Required
Call before May 13
(617) 328-9479

You must pay by check - No Cash!!
Checks payable to GCSANE.

Mike Iacono has been the superintendent at Pinebrook C.C. since January 1, 1992. Previously he was superintendent at Metacomet C.C. in East Providence, Rhode Island for ten years. Mike was also the assistant at Metacomet under his father Vincent. Mike is a Past President of the RIGCSA, having served on that board for seven years.

Directions: From the south - 95 North to 128 North. Take Exit #24 (Route 30 Weston). Take left off exit, go through two lights, at third light bear right onto Newton Street. Golf course is 1/2 mile on right. From the north - 128 South to Exit #24 (Route 30 Weston). Go to light, take left at next light, bear right onto Newton Street. Golf course is 1/2 mile on right.

The USGA specifications for building greens turn out to be a hot issue. If anything, they have had an impact on the construction and maintenance mentality of the golf course superintendent. They also have triggered a lot of lively discussion in that direction.

Two areas of the USGA specs appear to be prone to challenge. One is the USGA's emphasis on drainage in that it suggests that drainage tiles and a bed of gravel are necessary to prevent moisture build-up. The other is the USGA's insistence that the root zone mixture be determined only after extensive laboratory soil tests.

Although neither superintendent would vote for or against the straight USGA ticket, Tom Schofield of the Wellesley Country Club and Vesper's Bert Frederick have approached green construction with different philosophies. Schofield went strictly by the book, Frederick skipped a few pages.

Schofield's experience began in the late fall of 1988, so late that the three greens he was building weren't seeded until the end of October. He covered them, and had peach fuzz pop up the following spring.

There was only one problem in the development of Schofield's USGA-spec

products. "Our members wanted to use them for a July Fourth Weekend event, so they really didn't get enough time to mature to the point where they could handle that kind of traffic," he explained.

"When you really get down to it, the greens had only about 60 or so prime growing days (May, June) before we opened them," he added. "Therefore, their development has been slow. Regardless, I'm thinking that down the road those greens will be tops. I know they'll hold shots better and putt better. So, if I had it to do all over again, I'd build them the same way."

Schofield reports that he did follow the USGA guidelines step by step and that expense was secondary in terms of producing something that would have positive long-range effects on the playability of the greens.

"The drainage has worked out well," Schofield informed. "The greens don't require a lot of water, but they must be irrigated frequently. My first impression is that these greens will last a long time."

The Wellesley super also reveals that his root zone mixture tested well when submitted to the lab. "The breakdown was 80 percent sand, 20 peat," he said. "The

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"The drainage has worked out well. My first impression is that these greens will last a long time. No, I have no regrets about going USGA all the way."

**Tom Schofield
Wellesley C.C.**



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"There may be a time and place when going by the USGA standards is the best way to go. My differing point is that sometimes modification brings equal or maybe superior results."

**Bert Frederick
Vesper C.C.**

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peat was a special blend we ordered from Canada. The 80-20 ratio just happened to be my first feeling on the subject. But we were prepared to change if the tests were negative. No, I have no regrets about going USGA all the way. However, I can understand why some others might think a modified method better fits their needs."

Enter Frederick who, from the start of any discussion of USGA green building specs, wants to stress the fact that he isn't trying to lead any form of insurgence against that august group.

"I think there's a time and place for everything," Bert prefaced his views on the subject. "And there may be a time and place when going by the USGA standards is the best way to go. My differing point is that sometimes modification brings equal or maybe superior results."

Frederick has been a part of the building stage in the construction of more than 300 greens. Presently, he oversees the Vesper maintenance program and serves as consultant on outside projects. As recently as last year, he supervised the construction of two 18-hole golf courses and reports that their greens are living up to his expectations.

"I guess my biggest hang-up with strict conformity to USGA specs is the idea that tiles must be used to perfect the drainage system," he offered. "I've yet to see tiles work any wonders. Usually, topping the sub-soil with a 10 or 12-inch layer of gravel takes care of the drainage problem. Besides, the most important thing in that area is surface drainage."

Bert reminds one and all that Manny Francis, the dean of green construction and maintenance, was ahead of his time when he used sand as an integral ingredient in his products in the 1930s and 1940s. In fact, Manny, Sr. might have been the first to top-dress greens with sand.

The Francis effect, this from Manny, Jr. at Green Harbor, probably goes against the USGA grain as much as any so-called

maverick green-building attempt could go—this according to Frederick.

"I know that territory and other circumstances present when they put the Green Harbor greens in," Bert explained. "That course is built on a spongy cranberry bog. The drainage consists of a gravel base, that's all. There are no pipes. As I recall, the sand-soil mixture is a straight 50-50. And what happens there? About 40,000 players play some of the best greens in New England year after year."

Frederick built sand-based greens at Vesper in 1959, skirting some of the steps he feels aren't necessary in the building process. Frankly, he's not convinced other methods wouldn't have sufficed. "We didn't get any decent turf on them until the 1970s," Bert said. "It seems to me the mix was 85 percent sand, 15 percent loam. They just took too long to develop for my money."

The USGA way, then, could be the right way for some green construction and the wrong for others. But it's not always the right way. "Flexible," Frederick concluded. "You have to be flexible. Nothing is etched in stone."

GERRY FINN

Calendar

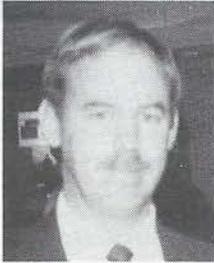
- April 27 NEPGA-GCSANE-
Members of the Press
George Wright G.C.
Hyde Park, Mass.
- May 11 Nashawtuc C.C.
Supt.-Pro-Manager-
Club Official
Concord, Mass.
- May 18 Regular Meeting
Pine Brook C.C.
Weston, Mass.
- June 1 Regular Meeting
Kittansett Club

The Super Speaks Out:

This month's question:

What are the problems you encounter when the first golf swings of spring are around the corner, and how much pressure is there to open your course earlier than you'd like to?

Neil Wendell, Point Judith Country Club: "I must be OK with my members, because I don't believe in green covers unless there's an unusual problem along those lines. Therefore, my greens are always there for members to play when the weather allows it."



"We are close to the ocean so, naturally, snow never is a factor in determining when our members can go full bore without an interruption for thawing out the course."

"This year is unusual because of the low frost levels. In fact, the winter conditions have been so mild we've been doing construction work with a backhoe all along. It's amazing."

"At the end of the normal golf season, I put two pins in each green for the 20 or so members who play the game during the winter months. So, there's no need for temporary greens. I've always felt that it's all right to use regular greens in the off season just as long as the grass is in its dormant stage and the surface doesn't turn soft."

"The usual procedure here in spring is to close for as long as it takes for the frost to get out of the ground and the greens to firm up. But, as I've already explained, Mother Nature has seen to it that we skip that period."

"The usual procedure here in spring is to close for as long as it takes for the frost to get out of the ground and the greens to firm up."

Neil Wendell

"Pressure to come out of that frost-thawing closing never happens at Point Judith because most of the members spend winters in warmer climates and don't return until the regular season is well under way."

"There's a side note here that might be interesting. I have to take care of 14 grass tennis courts and, to tell the truth, trying to keep the members off them is tougher than protecting the health of our golf greens. To me, working over those tennis courts is just like maintaining another nine holes."

Paul Brooks, Sagamore Springs Golf Club: "The frost line is my guide as far as opening the course, and at this time of year (early March) I'm out there measuring it. We're getting close, too, because it's down to its last three inches."



"This is kind of a tricky situation, when to open, because we are a public course and green fee revenue becomes a factor. However, the owners

"This is kind of a tricky situation ... because we are a public course and green fee revenue becomes a factor."

Paul Brooks

have been practical about allowing golfers on the greens when the results could be damaging. They discuss conditions with me and in the end they sort of leave it up to my decision."

"I find that I have to be practical in that respect, too, since this is a business and the amount of playing time is essential to the well-being of the course in the long run."

"Therefore, there's no real pressure on me to open the doors and let the masses come in other than the golfers who are always on my neck at this time of year. Weather, more than anything, tells me and them when it's time to tee it up."

"Because this was a tame winter, we have been open now and then on mild days. However, I have the authority to stop selling tickets when I feel the turf has softened to the extent that it's inviting damage. In the end, it's my call. After all, this is my 40th year at Sagamore Springs. I think I know the course by now and how it reacts."

Wayne LaCroix, Andover Country Club: "We have a funny relationship with the members. I know when they're starting to get the golf itch. That's the day I walk into my office and see the new schedule of this season's tournaments and other events staring me in the face."

"There's an unwritten target date here. The one the members set up, which is April 1. The one I prefer is the second weekend in April. So, I'd guess that we will have taken the wraps off somewhere between those two periods."

"Last year we opened the first weekend in April and it seemed to work out all right. This year the frost seems to be weak, but I always operate on the theory that the month of March can be hazardous to the health of the golf course."

"The reason we don't plan to open in March is the variables that come with that time of year. You can have thaw one day, freeze the next, and back to thaw. That's a dangerous cycle, one which can make or break your season if golfers are allowed to pick and choose their personal opening dates."

"One of my priorities is getting the course ready for the outing season, which runs every Monday beginning the first of May and continuing through late fall. The course is closed to members on those days. That's the rule here."

"Any premature opening date is wiped out by the possibility starting too early will disrupt a normal conditioning program. Our members are pretty reasonable. Their first concern is for the golf course. It has to have its rest and its quiet moments, too."

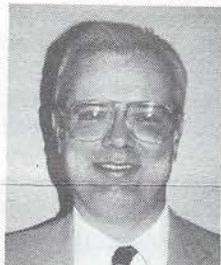
GERRY FINN

"Our members are pretty reasonable. Their first concern is for the golf course."

Wayne LaCroix

A message from the President

As we begin the 1992 golf season, I would like to take this opportunity to sum up some of the brighter moments of a relatively dark, dreary winter season and wish you all the success in the upcoming year.



Our association's members have been busy during the past four months with many varied activities. The GCSAA Conference and Show in New Orleans was the highlight of the winter for many. The Hospitality Suite at the Hilton, co-sponsored by seven superintendent's associations, was well attended and very well run. Kevin Osgood continues to dedicate himself toward making our Association's functions so enjoyable year after year.

I feel that the accomplishments of two of our members at the GCSAA Tournament in February deserves another mention, in case you may have missed it before. Paul Jamrog won first place (net) in the 7-12 handicap first flight, while Dave Barber placed third in this same flight.

The Mass. Turfgrass Conference on March 3-5 was very successful, and the

up some of the brighter moments of a relatively dark, dreary winter season and wish you all the success in the upcoming year.

Our association's members have been busy during the



1992 Troll-Dickinson Scholarship Award winners

The 1992 Troll-Dickinson Scholarship Award winners are (left to right) David Stone, Richard Lawlor, Alice Hutchings, Michael Stachwicz, and Mark Kuchera. (Photo by Jim Reinertson)

GCSANE/MGA/USGA Booth was enjoyed by many visitors, where our new VCR-television system received its first workout. The MGA Spring Conference on March 14 was excellent and we were proud to witness the MGA's recognition of Bob DiRico of Brae Burn C.C. and Kip Tyler of Salem C.C. for the excellent preparation of their courses for the 1991 Amateur Championship and Mass. Open. Finally, on March 24, the USGA conducted a superb one-day Green Section Conference at the Colonial in Wakefield.

I am pleased to announce that on March 13, the Mass. Golf Association approved a grant of \$2500 to the GCSANE to help fund the Association's participation

with the Green Industry Council in 1992. Don Hearn and Eric Newell are representing our association on the Government Affairs Committee and will keep us informed of all the pending legislature in the upcoming months.

Lastly, I would like to remind you that on April 27 we have the opportunity to participate in the NEPGA Pro-Supt.-Press-Sponsor Golf Day at the George Wright G.C. This is a great opportunity for our group to receive some recognition in the press, and we need to make sure that we have sufficient representation of GCSANE at this important event. Thanks.

STEPHEN CHIAVAROLI, CGCS

GCSAA conference & show is a big success

from GCSAA News, March 1992

More than 15,000 superintendents, turfgrass professionals, and suppliers to the golf course industry attended the 1992 International Golf Course Conference and Show recently in New Orleans, Louisiana.

Hosted by the Golf Course Superintendents Association of America (GCSAA), the conference and show exposed attendees to a variety of continuing education programs and the latest golf course management products and services.

A record 593 exhibitors showcased during the three-day trade show at the New Orleans Convention Center. The exhibition covered nearly 172,000 square feet.

Nearly 1600 registrants represented 44 foreign countries at the conference, which offered 52 continuing educational seminars, including one for the international attendees. Overall, nearly 2700 participants attended classes on environmental and water resource management, course design, and more.

Terry Bradshaw, National Football League Hall of Fame quarterback, delivered the keynote speech at the opening session.

A standing-room-only crowd of 2200 heard Jay Feldman, national coordinator of the National Coalition Against the Misuse of Pesticides; Victor Kimm, deputy administration of the Environmental Pro-

tection Agency; and John Stossel, news analyst and environmental reporter for ABC's "20/20" program, debate the pros and cons of pesticide use at the Environmental General Session.

Tom Watson, professional golf legend, was presented with GCSAA's highest honor, the Old Tom Morris Award, at the gala closing banquet following the meeting. Recording artist Kenny Rogers provided the evening's entertainment following the banquet.

The 64th International Golf Course Conference and Show will be held January 23-30, 1993 at the Anaheim Convention Center in Anaheim, California.

Turf insect research: Where does the money go?

by Dr. Pat Vittum
University of Massachusetts

(Editor's Note: This is the first in a short series of reports on how our GCSANE turf research money is spent.)

As many of you know, I have conducted turf insect research in Massachusetts over the past decade. For most of that time I was stationed at the Suburban Experiment Station in Waltham, and Reggie Mimms worked full-time as a technician in the program. In the summer of 1990 I was transferred to the main campus in Amherst (mostly for budgetary reasons), and Reggie's position was terminated.

During the 1980s Reggie and I developed a turf insect field program which involved screening a variety of insecticides for their effectiveness against Japanese beetle grubs. Some of these materials were the same materials you buy from your supplier, while others were new formulations or entirely new products.

During the past couple years operating money at the university has declined dramatically. Among other things, I was not assigned a technician when I moved to the main campus. My primary source of support is a "trust fund", which contains donations from chemical companies (for screening trials) and associations like GCSANE. This fund is used to hire summer assistants, buy microscopes and miscellaneous laboratory supplies, reimburse summer travel, and cover the operating costs like telephone bills.

In 1991 the Golf Course Superintendents Association of New England donated \$1,750 to support my research program. Those funds were earmarked to purchase a printer for my lab computer and to cover travel expenses for trips to Brewster to conduct some field trials on the black turfgrass *ataenius*. (Note that we minimized expenses as much as possible, camping at Nickerson State Park the one night we spent "on the road".) Thanks to each of you for your support in 1991 and in years past. It is support from groups like GCSANE that make it a pleasure to continue our field efforts!

Since the GCSANE has a history of being very supportive to my program, I want to share a summary of our efforts in 1991. The 1991 field season had three main components: white grub screening trials, black turfgrass *ataenius* field studies, and sub-surface placement studies.

WHITE GRUB SCREENING TRIALS - More than a dozen field trials were put out testing various insecticides and formulations for control of Japanese beetle grubs. While some of these trials ultimately were not sampled (because grub populations declined during the study), many of the trials yielded valuable information. Once again there was no significant difference in performance between granular and sprayable formulations. Timing of application remained most critical with Proxol/Dylox, primarily because of its relatively rapid breakdown. The trials yielded no real surprises. Over the past several years we have found many of the turf insecticides to be relatively consistent in their performance against grubs - Triumph around 90 to 95% control, Mocap around 90%, Oftanol around 75 to 85%, diazinon around 75 to 85%. Sevin continues to be inconsistent - the formulations tested this year looked very good (85 to 90% control) but in other years the material has been rather ineffective.

Since many interest groups are interested in pursuing the use of biological control agents to control insects in the ornamentals industry, some of the trials included biological control agents. "Neem" is an insect growth regulator which interferes with various aspects of normal grub development. It also acts as a repellent to some insect species, so they do not feed on treated plants. Susan Roy, a new graduate student in my program, has been studying some of the physiological aspects of neem on grubs. Most of those studies in 1991 were conducted in the laboratory, but a couple field trials were also conducted.

We also looked at the effectiveness of three species of nematodes against Japanese beetle grubs. All three species were provided by Biosys, a company in Palo Alto, California. All of these nematodes feed only on insects, and cannot feed on plants. The only nematode which is currently available commercially (sold as "Exhibit" or "BioState") did not provide adequate levels of control of Japanese beetle grubs in 1991 field trials. Another species (*Steinernema glaseri*) does show promise, and the company is working on producing this nematode commercially.

BLACK TURFGRASS ATAENIUS - Several golf courses in New England experienced outbreaks of black turfgrass *ataenius* in 1990 and 1991. This summer we collected samples every other week

from a golf course on Cape Code and conducted three insecticide screening trials at that course. The bi-monthly samples helped us to begin to understand the life cycle of the insect in New England.

SUB-SURFACE PLACEMENT TECHNOLOGY - We have been looking at different ways to apply insecticides to turf so that the material can be placed closer to the soil/thatch interface, where the grubs are active. We have used a high pressure liquid injection (HPLI) unit for the past three years to apply various liquid formulations. This year I collaborated with my counterpart at the University of Nebraska, Dr. Fred Baxendale, and he was instrumental in having Cushman send me one of four prototype units adapted to place granular pesticides in slices. Both of these units were used in several field trials in 1991, and they continue to look very promising. In every field trial where Triumph has been included, half rates of Triumph applied sub-surface (HPLI or slicing) have worked as well as full rates of Triumph applied conventionally to the surface. (The same is not always true for other active ingredients.)

One small study was conducted to look at the amount of insecticide residue on the turf surface after HPLI v. surface application. While the numbers are still being analyzed, it appears that HPLI did reduce the surface residue of Triumph and diazinon considerably compared to conventional surface application.

PLANS FOR 1992

1. **SCREENING TRIALS** will continue in 1992 and will be expanded to include at least two field trials against black turfgrass *ataenius* and at least two trials against *Hyperodes* weevils.

2. **BLACK TURFGRASS ATAENIUS** - A new graduate student will begin a two or three year field study of the biology of the black turfgrass *ataenius* in Massachusetts. He will collect samples weekly from at least four golf courses in eastern Massachusetts, and analyze those samples for population development. Our two primary goals are to determine the number of generations which occur each year and to develop a degree day system which can be used to predict grub activity and optimum dates for applying spring or summer controls.

3. **SUB-SURFACE PLACEMENT** - Studies will continue to consider various aspects of HPLI and slicing technology. At this moment (mid February) it appears

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that I will also be involved in field evaluation of at least one other liquid high pressure system. Studies will include the feasibility of applying some of the biological control agents currently being considered for use in turf.

4. HYPERODES WEEVILS - Funding has been secured from a variety of sources, primarily in New York state, to conduct a two or three year study of the biology of the *Hyperodes* ("annual bluegrass") weevil. These studies will be similar to the black turfgrass *ataenius* studies, in that they will involve weekly sampling of field populations, development of degree day models, and fine

tuning the timing of applications of insecticides. One field trial will include the use of sub-surface application equipment. While some of the sample sites will be in the metropolitan New York area, we hope to identify a couple sites in Massachusetts which consistently have noticeable populations of *Hyperodes* weevils to include in the population survey (and, if appropriate, in the field screening trials).

5. BIOLOGICAL CONTROL OF GRUBS - Several laboratory and field studies will continue on the use of neem for control of Japanese beetle grubs. Some of these trials will include direct collaboration with Dr. Mike Villani, my counterpart at Cornell University. In ad-

dition, all three insect-attacking species of nematodes which were screened in field trials in 1991 will be studied again in 1992. If equipment can be adapted, we will attempt sub-surface placement of these nematodes using slicing and low pressure technology.

PARTING COMMENT(!) - As you may have gathered from the description of the 1992 plans, I am very excited about the upcoming field season. We will be branching into several "new" areas of investigation, which should certainly keep everyone in the lab (two graduate students, two or three summer assistants, and me) busy. Thanks again for your continued financial and moral support!

DIVOT DRIFT ...announcements...educational seminars...job opportunities ...tournament results...and miscellaneous items of interest to the membership.

CERTIFICATION

Bruce R. McIntyre, golf and grounds superintendent of Tara Woods at Tara Hyannis Hotel & Resort, has been designated a Certified Golf Course Superintendent (CGCS) by the Golf Course Superintendents Association of America (GCSAA). McIntyre has been with the Hyannis, Mass. course since 1985. He lives in Centerville.

INFORMATION

Jack O'Donnell formerly of Indian Ridge C.C. is now with Tory Pines Resort, Franconia, New Hampshire.

Keith Gavin formerly of Pinebrook C.C. is the new superintendent at Metacomet C.C. in Rhode Island.

Thanks to those who assisted in the Mass. Turfgrass Conference operation of audio-visual or the GCSANE booth. Don Levangie, Paul Jamrog, Bob Ruzsala, Don Hearn, Andy Langlois, Orrin Ellis, Owen Regan, Bill Zura, and Chip Brearley, Chairman.

Fifty-four Certified Golf Course Superintendents from around New England attended the Mass. Turfgrass Conference in March.

Thanks to Franklin C.C., Gary Luccini Supt., Jeff Boyle Manager, and Ellie Etter guest speaker for a nice day at our March meeting. We had 60 in attendance.

MEMBERSHIP

Welcome New Members: John Murphy, Asst. member, Hillview G.C.; Daniel Bartkus, Asst. member, Concord C.C.; Sean P. McCormick, Asst. member, The Country Club; Gregg R. Sanborn, Asst. member, Longmeadow G.C.; and Mark Wonalott, Asst. member, Foxboro C.C.

Proposed New Members: George Brazil, Regular member, Fresh Pond G.C.; William T. Banfield, Asst. member, Vesper C.C.; and Paul Doherty, Asst. member, Colonial C.C.

New Student Members: Jeffrey N. Hevey, Biddeford, Maine; and Robert S. Reichert, South Deerfield, Mass.

Welcome New Friends of the Association: A-OK Turf Equipment, 8 Boulder Drive, Coventry, R.I.; and Hunt and Hulteen Inc., 50 Spark Street, Brockton, Mass..

A reminder to Affiliate Members and Friends of the Association: In 1991 GCSANE Board of Directors voted on a By-Law change which affected your association dues and privileges. The new By-Law states that affiliates now have all the privileges of the association except to vote and hold office, and must pay dues of \$100 each (same as a regular member). Price for "Friends of the Association" remains the same at \$200, which only provides for the name of the friend to be printed in each newsletter as advertisement for such company. This \$200 does not entitle any person from such company to attend meetings of the association. Every person from a company (friend) interested in attending meetings must join as an affiliate member for the additional \$100.

TEAM MATCH DATES

**WGAM Spring Team Matches
Home Dates:**

Thursday, April 30 - Longmeadow, Braintree, Oak Hill, Indian Ridge, Meadow Brook, Wellesley, Worcester, Tedesco, Beverly, Duxbury, Marlboro, Oakley, Tara Ferncroft, Foxboro, Cohasset, Vesper, Westminster, Framingham, Thorny Lea, Cummaquid, Dedham, Needham, Winchester, and Nashawtuc. **Monday, May 4** - Tedesco, Hickory Ridge, Dennis Pines, Pocasset, Thorny Lea, Bellevue, Hampden, Concord, Essex, Captains, Holden Hills, Ellinwood, Myopia, Brae Burn, New Seabury, Haverhill, Longmeadow, Gannon, New Bedford, White Cliffs, Wellesley, New Seabury, Wampatuck, and Thompson. **Thursday, May 7** - Concord, Salem, Presidents, Myopia, Kittansett, Kernwood, Blue Hill, Oyster Harbor, Wenham, Halifax, Andover, Walpole, Essex, Spring Valley, Rockland, TCC, Worcester, Hampden, Franklin, Cohasset, Vesper, Oakley, Wellesley, and Winchester. **Monday, May 11** - Orchards, Springfield, Charles River, Gardner, Plymouth, Segregansett, Brae Burn, Hyannisport, Vesper, Wianno, Hickory Ridge, Marshfield, Ipswich, Oak Hill, Woods Hole, Ould Newbury, Green Hill, Bellevue, Hawthorne, Dennis Pines, Tedesco, Westminster, Lexington, and Wenham. **Thursday, May 14** - Cohasset, Belmont, Winchester, Dedham, Maynard, Framingham, Orchards, Franklin, TCC, Braintree, Pine Ridge, Fall River, Kernwood, Segregansett, Needham, Concord, Gardner, Heritage, Walpole, Reservation, Salem, Fall River, Colonial, and Ould Newbury.

Please Patronize These FRIENDS OF THE ASSOCIATION

A-OK Turf Equipment

8 Boulder Dr., Coventry, RI 02816
Buy & sell used turf equipment
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Modern Aeration Services Inc.

Modern Aeration, 62 Maple Street, Boston, MA 02136, is a service company incorporated in February 1991 by superintendents for superintendents. We are beginning our second year of fully insured service. We feature the latest in aeration technology: Water Injection Cultivation (WIC).

As mentioned above, we are, ourselves, in the business of providing fine golfing conditions. We are, therefore, very excited about the new technology.

We started Modern Aeration with one word in mind: SERVICE. Our foremost objective was and still is to provide our fellow superintendents with only the best. Consequently, we carefully selected the highest quality employees. To insure their optimum performance we offer our staff a number of incentives. In a recent survey, our responding customers described our staff as "on time, friendly, and dedicated". What is more, all those who responded indicated they would use Modern Aeration Service again.

In response to superintendents requests for more timely aerations, Modern Aeration has added another Hydroject. We have also hired another customer service representative. To better aid this year's new and returning customers, we

have compiled data from last year's customer survey. We found, for example, that 85% of last years customers achieved aeration depths of more than six inches. Using this and other information from both our customers and our operations, we aim to help superintendents create their own custom aeration plans.

If you have any questions about WIC or Modern Aeration Service, Inc., please feel free to contact our customer service representative Carla Raimer at (508) 384-6536 or myself, Kevin Osgood, at (617) 254-0925.

J.P. Roberts Company

The J.P. Roberts Company released its first catalog to the New England states in 1987.

The primary goal of this company is to meet the ever-changing technical needs of today's professional golf course superintendent.

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Although this is a "relatively new" company dealing with the latest technology and products, its business philosophy is as

old as the game of golf itself - good service, customer satisfaction, and fair prices.

A Massachusetts-based company with its main focus in New England, it now has catalog circulation to all 17 east coast states, with additional customers extending across the U.S. and Far East.

In order to solve problems, create solutions, and meet the demands of today's golf course manager, we carry an assortment of products. For example: weather monitoring equipment, soil and water testing kits, measuring instruments, computer software, survey equipment, drafting equipment, communication, disease detection, weather warning systems, etc.

In this day of ever-increasing time demands on the superintendent, we reach our customers when and where it is most convenient for him or her - at the office or the home (through catalog and new product mailers), at request by appointment, and via regional trade shows and field days.

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