



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.

February 1994

In 60-plus years around the golf course Mal Wendell did it all and then some

March Meeting

Monday, March 7, 1994
Mount Pleasant Country Club
Lowell, Mass.

Host Superintendent:
John T. Hassett

9:00 a.m. Board Meeting
12:00 p.m. Lunch
1:00 p.m. Regular Meeting
Education to Follow
"Marking the Golf Course"

Reservations Required
Call by March 4, 1994
(617) 328-9479

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

Jack Hassett has been the golf course superintendent at Mount Pleasant for the past nine years. Prior to that, Jack worked at Manderly-on-the-Green, Ottawa, Ontario, Canada for five years. He has an Associates Degree from the University of Lowell and is a graduate of the Turf Winter School at UMass. Jack has one daughter, Julia, who is 16 years-old. He enjoys skiing and golfing.

Directions: From either Route 128 or I-495 take Route 3 to Exit 32 (N. Chelmsford-Westford). At the rotary immediately off the exit, head toward Lowell by taking a right onto Westford Road. Go past a shopping center and Lowell Ford and take a right on Westford Street. Take the 4th or 5th street on the right (either will get you there) and follow to the end and Mt. Pleasant C.C.

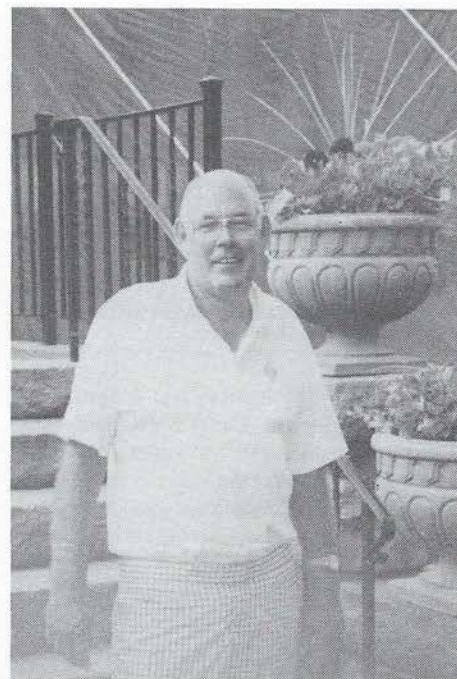
Mal Wendell was the golf course superintendent at the Rhode Island Country Club for only the last eight years. However, when he followed through on his threat to retire last November, members there reacted as if some strange kind of turf disease had destroyed all of the course's greens.

So, the 66-year-old jack and master of many golf trades was looked upon as an overnight legend. In fact, the venerable club is still in a state of shock, even though it wound up with the super Mal recommended to succeed him—Peter Lund.

"My retirement may have raised a stir," Wendell conceded. "But I gave them [members] fair warning. I remember when I went to the board in September of 1992 telling everyone I was leaving at the end of '93. No one believed me. I couldn't convince them I was serious. But when I finally finished out this season and said I was gone, I think they got the message."

Needless to say, Mal's decision to smell the roses for a while (actually, he intends to spend much of his free time playing golf with wife Dorothy at the Wannamoisett Country Club where they've been members for 17 years) had nothing to do with job fatigue, burnout, or any of those fancy-sounding vocational ailments that might lead to retirement. When he left a profession which came second nature to him, he was at the height of his career. He could have remained at Rhode Island till the cows came home.

"Heck, I've been around golf doing one job or another all my life, except for a couple of years when I tried being a lumber salesman," Mal told. "I was five years old when my family (father Deden Wendell) built the Locust Valley course (Attleboro)



in 1932 and I was cutting greens there when I was 10. So, when I got up to the retiring age, I just thought I'd take a breather. It's been a two-way street through all those years. Golf has been good to me and I've returned the favor."

That Mal Wendell draws raves, respect, and admiration for his knowledge of the game and the twin-professions of home pro and course superintendent stands as a given. And Mal doesn't mince words when it comes to explaining where all his acknowledged expertise comes from.

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Contributing Editor Gerry Finn
Business Manager Robert Ruzala

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"I'm from the school of hard knocks, all right," Mal explained. "I grew up watching how a golf course was groomed and learned by observation. I always made sure, too, that I associated with the right golf people like the [Sam] Mitchell family. Eventually, I complemented all that on-the-job training with education of another kind. I went to every seminar I could find. Heck, at one time I was working on a streak of 28 straight UMass Turf Conferences. I even took things a step further and tried my hand at being a golf pro."

Mal tells it right. He was born to the golf course, growing up on Locust Valley, and honing his superintendent skills there until his family sold the layout in 1955. Incidentally, the sale marked the end of an era for the Locust Valley land. It had been in the Wendell family since the early 1900s when the Wendell Brothers Farm held position as the largest dairy farm in New England.

"When the family got out of the golf business in 1955, I thought I should do the same thing, so I tried my hand at sales (lumber)," Mal disclosed. "But that was only a passing shot. Two years later, while George Paige was leasing Locust Valley, I went back to become the superintendent. Then, in 1960, I made another move. This time it was to Wannamoisett as superintendent and I stayed there until I got another career idea in 1970."

Wendell, who had developed into a scratch golfer exploiting another side of his talents into three New England superintendent championships, got a call to do double duty back in Attleboro at the Highland Country Club. He turned pro and became pro-super, a two-tiered responsibility he held for 11 of the 16 years he spent in what actually was his own back yard.

"That was strictly an economic venture," Mal said. "I doubled my stake in the club as to responsibilities but also doubled my income. But as time wore on I got sick of doing both jobs and went strictly to the superintendent side of the street my last five years."

All the time, Mal was caught up in the technological changes that were slowly turning golf course maintenance into a science. Smartly, he rolled with the modern punches, slapping away at the traditional ways of grooming the fairways and greens and became just as sophisticated in his ways as the young lionish supers coming out of two- and four-year college turf programs.

The Rhode Island Country Club was well aware of Mal's accomplishments and initiated the next and final move in his career in 1986. The club was committed to

hosting the USGA Women's Amateur Championship in 1987 and tapped him for the job of getting the course up to USGA snuff.

"I was 59 years old when they came after me," Mal recalled that it was kind of a surprise to realize his credentials were that attractive. "But I took the job. The course (a second Donald Ross layout over which he displayed a natural ability to groom) responded and everything worked out just fine."

In between all these moves and career advancements, Mal was the driving force and inspiration for the success of his son Neil who followed giant footsteps to his present post as Point Judith Country Club super.

"Which brings me back to square one and the anatomy of my own career," Mal commented. "It's been an 'All in the Family' golf life for the Wendells. What golf courses got from me was the best of two maintenance worlds—the old school I learned from just doing and the new school I digested from listening to Neil and others of his generation. So, I had it going for me both ways. It was quite a career. I have no regrets, only pleasant memories."

GERRY FINN

Calendar

- | | |
|-------------------------|---|
| Feb. 28,
March 1 & 2 | 63rd Massachusetts Turfgrass Conference and 18th Industrial Show
Springfield, Mass.
Info: Dr. Joseph Troll
(413) 549-5295 |
| March 5 | MGA Spring Conference
Newton Marriott,
Newton, Mass. |
| March 7 | GCSANE Monthly Meeting
at Mt. Pleasant C.C.,
Lowell, Mass. |
| March
14, 15, 16 | Maine Turf Conference
Samoset Resort,
Rockport, Maine
Contact: Pat Lewis
(207) 781-5881 |
| April 5 | USGA Regional Seminar
Holiday Inn, Taunton, Mass. |
| April 19 | GCSANE Monthly Meeting
at Pine Ridge C.C.,
Oxford, Mass. |
| May | GCSANE Monthly Meeting
Ipswich C.C., Ipswich, Mass. |
| June
(tentative) | GCSANE Monthly Meeting
Gardner Municipal G.C.,
Gardner, Mass. |

The Super Speaks Out:

This month's question: Continuing to explore the topic of job security, this month the Newsletter looks at the subject through the eyes of the municipal golf course superintendent.

Max Mierzwa, Chicopee Country Club: "I am covered under the civil service system and have been ever since I applied to be and was appointed the second golf course superintendent at Chicopee.

"Civil service appears to be a pretty good form of insuring that I will keep my job just as long as I perform my duties and live up to my responsibilities in a professional manner. Since I've been on the same job for the past 30 years, I guess I'd have to say the system is working.

"Earning civil service status wasn't a handout thing. When it appeared I was in line to get the job, I took a written test, one where I had to do some boning up on the technical side of the profession. However, since my expertise already had been established at other courses, I used my experience to carry me through the exam.

"Civil service is a strong example of solid job protection because it does away with some of the baseless reasons that golf course superintendents lose their positions when working in the private sector. There (country clubs and resort-type courses) you step on somebody's toes and you're gone. No questions asked and no answers to why you were fired given.

"However, the civil service system has its down side. In most instances of civil service protection, high salaries don't go with the program. So, in a way, a superintendent under civil service trades the

opportunity to command a high salary for more job security.

"Here at Chicopee we have five park commissioners who oversee the golf course operation and they are my bosses. I am subject to periodic salary reviews and any raises are awarded on a group basis since I am one of several department heads. The city has set up a retirement program where I allocate money for my pension and it matches that figure.

"I can't really say whether or not my arrangement is the way to go instead of the contract setup of private course superintendents. As I said earlier, it's a tradeoff—more job protection for less money."

Dave Devin, Brockton Country Club (but until recently the Braintree Municipal Course): "I left Braintree for Brockton just last August, so I am very familiar with the private-municipal job package for superintendents.

"I came up from the ranks at Braintree, meaning that I started out as a laborer and kept improving my grasp of the overall administrative aspect of the profession as I went along. Then, when the superintendent's position opened up, I replied to a posting of the job, was regarded as the most qualified of the applicants, and got the appointment.

"My first appointment by the town park commission was for one year; and, after some confusing delays and overlapping of negotiations, I finally came to an agreement at three years. I considered that contract pretty solid job security, although I had to leave civil service status because, according to town by-laws, management type employees weren't eligible to remain under its protection.

"Regardless, this suited me fine just as long as both sides lived up to their ends of the bargain. In the town's case, it provided a pension plan and established a salary improvement plan that leveled off to one based on the cost of living.

"So, why did I leave? Well, I found that my responsibilities ballooned to the point that I was handling practically everything on the course and inside the club while my

salary only inched up. When the Brockton opportunity popped up, I took it both as a challenge to my expertise to right some wrongs there and a chance to try the private side of the profession. So far so good. I'm into a full contract for 1994 with an optional renewal attached."

Dick Drew, Salem Municipal Golf Course: "I'm the first person to be in charge of the Salem course with the title of golf course superintendent and, therefore, do not fall under the protection of civil service.

"Before I came on the scene, the man in control carried the job title of foreman and that position was covered by civil service. Which means that, basically, I have no job protection at all.

"However, I seem to have survived the fact that each year I come up for appointment and my fate rests in the hands of a five-man commission appointed by the city mayor. This arrangement has stood the test of time, somewhat, since I'm in my 11th season.

"My fate rests in the hands of a five-man commission appointed by the city mayor."

**Dick Drew
Salem Municipal Golf Course**

"One of the advantages of that title change was an increase in the salary the superintendent tag brought to the job. It didn't end there, either, because I received a raise every year after my first appointment except for the economy-riddled last three years.

"But even that slight setback is in for a change. Recently, the city surveyed the salary structure for superintendents in my job description area and found that I was eight to nine percent below the average. They voted me a nine percent raise last July. That's the good news. The bad news: They're still trying to fund it. I'm patient, though.

"In other aspects, I'm in pretty good shape. I fall under the city retirement plan, can contribute to it voluntarily, and the city pays 90% of my health insurance. It also pays my New England association dues and I get four weeks' vacation.

"True, there's nothing in writing protecting my job. But I can live with the overall situation. Uh, I have no choice, do I?"

GERRY FINN

"Civil service is a strong example of solid job protection because it does away with some of the baseless reasons golf course superintendents lose their positions when working in the private sector."

**Max Mierzwa
Chicopee Country Club**

A message from the President

It is an honor and a privilege to represent this association for the next two years.



I would like to thank the members of the association for selecting me president. I will regard the responsibility that comes with this position as highly as did my predecessors.

The strength of an association is determined by its members, through support and participation. Evidence of this has been growing every year. A goal of mine this year is to see a continued growth in our membership—to invite supers that have never joined to be a part of our association. A larger representation at our monthly meetings is also very important to our host clubs and supers. Your support of the Research Fund has been very generous. A similar amount of interest is also deserving for the Scholarship and Benevolent fund which was established as a benefit for the members.

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"A goal of mine is to see a continued growth in our membership — to invite supers who have never joined to be a part of our association."

Edward Brearly
GCSANE president

At the recent joint meeting of the GCSANE and NEPGA Board of Directors, the future of both organizations was discussed with respect to communication, education, and support. Although attendees battled snow, sleet, and rain to get to the Newton Marriott, the annual Ouimet Scholarship Banquet was a tremendous success. Connor Fitzgerald, from the Newton Commonwealth Golf Course, received the Joseph Morrill Jr. Award. This award is for a Ouimet Scholar who is attending turfgrass or agronomy school with an intention of a career as a course superintendent.

The Mass Turf Conference, scheduled for February 28 to March 2 in Springfield, has a great program. Any member who can

donate some time at the conference should contact Bob DiRico.

The MGA Spring Conference is on March 5th at the Newton Marriott. Noted speakers will be Ron Dodson, President of New York Audubon Society; Susan Wegrzyn of the National Club Association; and James McLaughlin, Golf Consultant. Walter Uhlein, President of Titleist, will also be a guest speaker and will present the awards of recognition to superintendents hosting the Mass Amateur and Mass Open. Finally, a panel discussion on maximizing playing time will also be held.

I look forward to serving with the new Board of Directors for the next two years and hope that I will be able to continue the forward progress of this association.

EDWARD BREARLY

GCSANE Board of Directors & proposed by-laws for 1994

The 1994 officers of the Golf Course Superintendents Association of New England are:

President Edward Brearly

Vice President . . . Robert DiRico, CGCS

Secretary Kevin Osgood

Treasurer Robert Ruzala

Trustees John Hassett
 Scott Reynolds
 James Fitzroy, CGCS

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 Chairman Richard Duggan, CGCS

Finance
 Chairman Paul Jamrog

Golf
 Chairman Richard Tworig

Newsletter
 Chairman Michael Nagle, CGCS

Past
 President . . Stephen Chiavaroli, CGCS.

New by-law amendments are as follows:

First reading, January 18, 1994. To be placed in next newsletter and voted on at following meeting.

Amendment #1; Article VIII - Committees; Section 2 - Standing Committees; Paragraph 1 - The Standing Committees shall be as follows: a. Membership, b. Finance, c. Educational, d. Golf, e. Newsletter, f. Welfare, g. Employment, h. Publicity, i. Turf Research. ****ADD**** Letter j. Scholarship and Benevolence.

Amendment #2; Article VIII - Committees; Section 3 - Duties and Responsibilities. ****ADD**** Paragraph 10 - Scholarship and Benevolence. This committee shall consist of the President, immediate Past President, the three Trustees of the Welfare Committee, and two Affiliate Members of the Association. The two Affiliate Members shall be appointed by the Board of Directors of the Association for a term of two years. This committee shall represent the Association on all matters pertaining to the awarding of scholarships and the granting of benevolent aid and to the solicitation of funds for these purposes. All grants and scholarships shall be awarded by a majority vote of the Scholarship and Benevolence Committee and shall be approved by a majority vote of the Board of Directors of the Association.

Fitzgerald awarded Morrill Award by Francis Ouimet Scholarship Fund

***Ireland native is a full-time student
at U. of Mass. (Stockbridge)
and assistant course superintendent
at Newton Commonwealth Golf Course***

WESTON, Mass. — Conor Fitzgerald of Brighton has been awarded the Joseph Morrill, Jr. Award by the Francis Ouimet Scholarship Fund. Fitzgerald works on the course superintendent crew at Newton Commonwealth Golf Course and attends the University of Massachusetts at Stockbridge. The Morrill Award is for a Ouimet Scholar who is attending turfgrass or agronomy school with an intention of a career as a course superintendent.

Fitzgerald is studying in the Turfgrass Management program at Stockbridge. He has worked full-time for the past four years as an assistant course superintendent at Newton Commonwealth Golf Course. He is a native of Ireland who has been living in the Boston area since 1988.

The Morrill Award was founded in 1982. It is named after the late Joseph Morrill, Jr., the founder and long-time treasurer of the Bay State Seniors Golf

Association. The Morrill Award is funded by proceeds of the Bay State Seniors Golf Association. Fitzgerald was presented with a plaque by John Perry, Sr., the current President of the Bay State Seniors. A cash scholarship stipend will also be sent to the University of Massachusetts.

A total of 14% of our Ouimet Scholars have worked in course superintendent operations, and the Ouimet Fund is very actively supported by the Golf Course Superintendents Association. The outgoing president of the Golf Course Superintendents Association is Steve Chiavaroli of Tatnuck, who is a Ouimet Alumnus.

The Francis Ouimet Scholarship Fund was founded in 1949. Since that time it has awarded of \$6.4 million in need-based college tuition assistance to 30000 students. Ouimet candidates are required to give three years "service to golf" as caddies or as helpers in pro shop or course superintendent operations. In 1993-94, the Ouimet Fund awarded a record \$370,000 to 240 students who are attending 108 colleges and worked at 105 courses. The Ouimet scholarship is competitive and is considered the official golf charity of Massachusetts.



Accepting the Joseph Morrill, Jr. Award is Conor Fitzgerald of Brighton, Mass. Fitzgerald is studying turfgrass management at the University of Massachusetts in Stockbridge. He has worked full-time for the past four years as an assistant course superintendent at Newton Commonwealth Golf Course. He is a native of Ireland who has been living in the Boston area since 1988. The award is funded by the proceeds of the Bay State Seniors Golf Association. Presenting the award is John Perry, Sr., current president of the Bay State Seniors.

***The Morrill Award is for
a Ouimet scholar attending
turfgrass or agronomy school
with an intention of a career
as a course superintendent.***

***In 1993-94, the Ouimet Fund
awarded a record \$370,000
to 240 students who are
attending 108 colleges and
worked at 105 golf courses.***

From the editor: member input welcome

From the Editor

As I start my second time around as Newsletter Chairman (I did this about nine years ago), I'd like to thank Ron Kirkman, Kip Tyler, and Jim Reinertson for their input with this publication. A number of members have already offered their assistance and support. I appreciate that and will definitely take them up on their offer.

This is your newsletter. If there is something I've missed, anything you'd like to see, or if you have something you feel is interesting or pertinent to the golf business, let me know. You can call 508-853-6574, mail it, or fax it to 508-856-7170.

One area that I do need ideas for is "The Super Speaks Out" column. Although

Gerry Finn and I have a few ideas for upcoming issues, any suggestions would be welcome. Items for "Divot Drift" will be appreciated as well.

With your help, I hope we can make this as informative, interesting, and up-to-date as possible. See you at Mount Pleasant!

MIKE NAGLE

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

POSITIONS AVAILABLE

Assistant Superintendent, Presidents G.C., Quincy, Mass. - Salaried position with full benefits, including health & life insurance, vacation, sick pay, and pension. Position available in March. Send resume to James Fitzroy, CGCS, 357 W. Squantum St., N. Quincy, MA 02171.

Golf Course Superintendent, The Orchards Golf Course, South Hadley, Mass. - Send resume to The Orchards Golf Course, P.O. Box 21, South Hadley, MA 01075, attn. Search Committee. Application deadline is March 1, 1994.

Assistant Superintendent, Stockbridge Golf Club, Stockbridge, Mass. - Minimum qualifications: Associates Degree in Turf or five years experience on golf course. Send resume to Marty Salvatore, P.O. Box 92, Stockbridge, MA 01262. Application deadline is March 7, 1994.

MEMBERSHIP

Proposed for Membership: Douglas Preston, Associate, Bedfordshire.

Welcome New Members: Glen LaChapelle, Assistant, Brae Burn C.C.; Robert LeBlanc, Assistant, Westminster C.C.

INFORMATION

Jim Connolly recently left the USGA Green Section. His replacement in New England will be Jim Skorulski.

Congratulations to Don Hearn, CGCS, Bob St. Thomas, Glen Ackley, and Bob Healey who were awarded 25 year GCSANE pins.

Congratulations to Jim Diorio, CGCS and Bert Frederick on becoming GCSAA Quarter Century Club members.

Paul Jamrog, formerly at The Orchards G.C. in South Hadley, Massachusetts, is the new golf course superintendent at Metacomet C.C. in Rhode Island. Congratulations!

Congratulations to Dave and Diane Farina on the recent birth of twins, David and Alison.

David M. Dwinell of Wollaston Golf Club has become a Certified Golf Course Superintendent. Congratulations!

Recently recertified: Kip Tyler, CGCS of Salem C.C. and Mike Nagle, CGCS of Worcester C.C.

MEETING NOTES

A big "thank you" to Steve Murphy and the entire staff at Larry Gannon G.C. for a great meeting on January 18th.

EXAM SCHEDULE

Exam Schedules for Massachusetts Pesticide Certification/License Program

Cape Cod
Cape Cod Community College
West Barnstable, Mass.

March 15 (snow date, March 16)
Application deadline March 8

August 3
Application deadline August 24

Springfield
Springfield Tech. Community College
Pearl St. Side of Campus

January 20 (snow date, January 21)
Application deadline January 31

June 1 Application deadline May 25

Waltham
240 Beaver St., Waltham, Mass.
Waltham Field Station

February 10 (snow date, February 11)
Application deadline February 3

March 10 (snow date, March 11)
Application deadline March 3

March 31 (snow date, April 1)
Application deadline March 24

April 14 (snow date, April 15)
Application deadline April 7

May 19 Application deadline May 12

August 18 Application deadline Aug. 11

Sept. 22 Application deadline Sept. 15

October 20 (snow date, Oct. 21)
Application deadline Oct. 13

November 17 (snow date, Nov. 18)
Application deadline Nov. 10

December 15 (snow date, Dec. 16)
Application deadline Dec. 8

Quincy
August 12 Application deadline Aug. 5

Reminders: Application must be at Pesticide Bureau by deadline date; Applicator License and Dealer License exams begin at 1 p.m.; bring picture I.D.; bring #2 pencils; snow dates only if the department reschedules exam because of weather. Please note the change of times.

Please Patronize These FRIENDS OF THE ASSOCIATION

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Buy & Sell used turf equipment.
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1-800-4-AAWILL
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Top dressing & bunker sand, loam, decorative
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40 Walker St., Swansea, MA 02777
(508) 379-0092
Reps.: Ray Chadwick, Bob Kinyoun

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(617) 969-5990
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Best Bent Turf, Inc.

P.O. Box 318, Raymond, NH 03077
Rep.: Alan Anderson

The Borden Company

Maynard, MA - (508) 897-2571
Bulk Limestone Dealer, Jack Borden, Rep.

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Caldwell Environmental

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Unionville, CT 06085
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John Callahan - (203) 673-3699

Geoffrey S. Cornish & Brian Silva

Golf Course Architects
Fiddlers Green, Amherst, MA 01002

Country Club Enterprises, Inc.

Club Car Golf Cars, Carryalls/Utility Cars
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(508) 563-2284
Jim Casey, Dave Farina, Ed Maguire

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(508) 520-3629
Distributor of John Deere golf & turf
equipment. Mark Doering, Rep.

Chester Drake & Sons, Inc.

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cars, industrial equipment, and golf carts.
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Friends of the Association profiles

Ken Jones Inc.

"An Old Reliable House"

"An old reliable house"—That's the by-word of this Worcester, Massachusetts tire company. Its founder, Kenneth S. Jones, a manager for the Firestone Tire Company, decided that the time had come to start a business for himself. Thus in 1938 Ken Jones Inc., commonly known today as Ken Jones Tire, started in business.

No sooner had the company begun to operate on a sound footing when World War II broke out. The government imposed tire rationing resulting in a supply shortage for this fledgling company. Needing to find additional tire sources, Mr. Jones, on a return train trip from New York city, stopped in New Haven, Connecticut. A small rubber producer called Armstrong Tire was expanding its passenger tire production. An agreement was reached and in 1942 Armstrong became a major supplier to Ken Jones Inc. This relationship continues today. Ken Jones Tire is Armstrong's largest distributor in New England and its second oldest customer in the United States.

Today the company is run by the son of the founder, Jerry Jones, and his three sons Steve, Brian, and Darren. They service 2000 customers throughout the northeast specializing in tires for the farm, golf course, construction, and recreational

markets. The company has found its niche by stocking tires in sizes and quantities normally found only in manufacturers inventories. It has earned a reputation of being the one to call when in a bind. Jones says that "Today, more than ever before, it is necessary to be a complete distributor. This often means stocking slow-moving and hard-to-find items." Jones also feels that "it is equally important to be able to converse intelligently about a particular tire problem. Such things as correct tread design, load capacity, air pressure, etc. are all part of the service." Tire dealers throughout New England use Ken Jones Tire as their primary source for specialty tires. "It's certainly easier to call our 800 number than try to reach a large manufacturer's order desk."

Because of their direct association with Armstrong, Firestone, Bridgestone, Carlisle, and Dico, the company has a wide range of sources to choose from. This new Friend of the Association may be able to help with your tire needs.

When there is snow to be moved or grass to be cut, it is comfortable to know that you can rely on "an old reliable house".

Sani-Mate Supply, Inc.

Sani-Mate Supply is a distributor of commercial cleaning products that has been in business for over 50 years. Centrally located in Worcester, Mass., Sani-Mate is able to deliver to all of New England in a timely manner. Individual sales representatives cover small regions in order to act quickly and to give our customers the immediate, specific solutions to all types of cleaning problems.

Although Sani-Mate carries a complete inventory of cleaning equipment, supplies, and paper goods, we specifically carry many products for cleaning your machinery. These products include degreasers in bulk and small quantities, hot and cold pressure washers, lubricants, greases, and an assortment of heavy-duty hand cleaners. We also carry an assortment of products for your buildings, such as carpet vacuums and extractors, Johnson's Wax floor finishes and all-purpose cleaners, disinfectants, and shower room cleaners, as well as rest room supplies. A full catalog is available to you at your request at no charge.

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