



# THE NEWSLETTER

November 2011

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.

## Profile of Wampatuck Country Club Superintendent Ed Eardley

By Gary Trask

It was the summer of 1977 and Ed Eardley was at a crossroads.

He was two courses short of a Bachelor of Arts degree at Boston State College, but had been offered a job to take over as superintendent at Wampatuck Country Club in Canton, Mass.

Wampatuck CC was certainly a familiar spot for the then-23-year-old Eardley. He caddied at the club as a kid, played countless rounds of golf with his buddies on the course as a junior member, and worked with the grounds crew to help get himself through college.

Even still, he was torn when the Greens Chairman offered him the job.

"I was apprehensive because I wasn't sure what I wanted to do with my life at that time" Eardley remembers. "But I knew I loved working on a golf course and being around the game of golf. So I figured I'd give it a shot and see what happened."

Thirty-four years later it's still the only job Eardley has ever accepted.

"I figured I'd be here for a year or two until I figured out what I really wanted to do," says the now 57-year-old Eardley, who was born and bred in Canton. "But I developed such a passion for the job the next thing I knew I was hooked. All of a sudden it hit me and I realized that this was the job for me. Now here I am 34 years later."

Wampatuck Country Club drips with rich history. The busy nine-hole course was founded in 1904 and was re-designed by Geoffrey Cornish in the 1950s. The Eardley name has been a big part of the club over the last three decades. Not only has Ed served as head superintendent since making that fateful decision in the late 1970s, but his cousins Arnie (head golf professional) and Steve (club manager) have also reported to work at Wampatuck for more than 30 years.

"Some people think we own the place," Ed says with a

hearty laugh. "That's not the case, but there's a reason why we've all lasted this long. It feels like home to us."

"I've had the same assistant (Mike Bacon) for 30 years and I couldn't have survived without him. I've had hundreds of kids work for me on the crew. Some of them are now members of the club. It's these kind of things that make this place so special."

Eardley, who ended up finishing his college degree at UMass-Boston, may have more than 30 years under his belt at the club, but that doesn't mean he ever rests on his laurels, which may be a primary reason for his permanence.

"I never take anything for granted; you can never get complacent," said Eardley, who graduated from Canton High in 1972 where he captained the golf team. "Every day is still a challenge. You have to respect the history of the course and take pride in the job. That's what we try to do every day."

Times have certainly changed during Eardley's long tenure. He remembers when his crew used to cut the greens every other day and the fairways twice a week with a tractor. He remembers the days before hydraulic machines and high-tech equipment.

"The new stuff makes the job a little easier, but it also raises expectations," he says. "We're still doing the same nuts and bolts, it's just that all the new equipment gives you more precise conditions."

Things have changed at home for Eardley, as well, with both of his children – Pamela, 28, and Greg, 26 – growing up and moving out. But his wife of 32 years, Karen, has been a constant.

"She doesn't know me as anything other than a superintendent," he says. "I started dating her when I was working on a golf course and 34 years later I'm doing the same thing. She understands the job and has always been very supportive."

While he spends countless hours at the club, Eardley still finds time to enjoy himself when he's off the course. He

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## Eardley - continued from page 1

helped coach the Canton High football team for 10 years in the 1980s. He still gets to the gym after work nearly every day and during the offseason he and Karen typically make a trip to a tropical island.

"It's always nice to get away, but I always embrace the job when it's time to come back," says Eardley, who credits Club President Bill Cohen for being a driving force behind the many improvements made at the course over the years. "One of the things I love so much about the club is the people. It's always been a great group of members who really love the game and understand it.

"This isn't a place you come to for swimming or tennis. This is a true 'golf' club in every sense of the word and that's what I love about it. I couldn't imagine having to go anywhere else every day. This is where I want to be." ❖

## Golf Course Superintendents Association of New England

Wednesday, December 14, 2011

Framingham Country Club

Host: Patrick J. Daly, CGCS

Jackets and Ties required at Winter Meetings

**Reservations Required by 12 noon, Monday, December 12, 2011**

**Reservations at 1-800-833-4451 or email Donhearn@gcsane.org**

**Cost: \$40; \$20 for Retirees**

9:30 am: Board Meeting  
10:30 am: Registration  
11:00 am: Meeting  
12:00 pm: Lunch  
12:30 pm: Education - Dr. John C. Inguagiato, Assistant Professor Turfgrass Pathology, UConn



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# GCSANE Proposed Bylaw Amendments

The following proposed Bylaw Amendments are being proposed in accordance with Article XIII of the GCSANE Constitution and Bylaws. These proposed bylaws will be voted on at the next Annual Meeting. They may be passed by a two-thirds vote of the regular members present at that meeting.

Change the following:

Article V – Government

Section 3

The Affiliate Trustee shall be the Affiliate Committee member with the most seniority.

Article VIII – Committee

Sections 2 – Standing Committees

Affiliate/Friends Committee. This Committee will consist of three Affiliate members. The Committee member with the most seniority shall serve as the Affiliate Trustee. One Affiliate member in good standing will be elected to the Committee each year for a three year term.

Respectfully submitted,

Patrick J. Daly, CGCS  
Chairman  
Bylaws Committee

## Call for Nominations for 2012 Distinguished Service Award

The Golf Course Superintendents Association of New England (GCSANE) annually selects an individual or individuals who have made an outstanding contribution to the advancement of the golf course superintendent's profession. This is your chance to nominate a fellow GCSANE member that you feel is worthy of the Distinguished Service Award for the year 2012. The nominee must not have been a recipient of this award in the preceding ten years. The Membership Committee welcomes recommendations for nomination.

To propose a candidate for this program, please submit a letter of recommendation to the Membership Committee Chair. The letter should summarize the candidate's contributions and leadership to the superintendent community both locally and nationally.

The GCSANE membership committee will recommend a recipient to the GCSANE Board of Directors to be awarded at the Annual meeting in January 2012.

**Nominations must be received by December 17, 2010. Submit nominations to:**

Rich Gagnon, Membership Chair, GCSANE  
Segregansett Country Club, 85 Gulliver St., Taunton, MA, 02780  
Or Email: [sccturf@hotmail.com](mailto:sccturf@hotmail.com)

# **GCSANE Slate of Officers for 2012**

The GCSANE Nomination Committee propose the following slate of officers for the Golf Course Superintendents Association of New England for the year 2012:

**President**

Jason Adams

**Vice-President**

Michael Stachowicz

**Secretary**

Michael D. Luccini, CGCS

**Treasurer**

Mark Gagne

**Trustee (Government Relations)**

Michael Rose

**Trustee (Scholarship & Benevolence)**

David Stowe, CGCS

**Trustee (Membership)**

Richard T. Gagnon

**Trustee (Affiliate)**

Mark Casey

**Finance Chairman**

Scott Lagana, CGCS

**Golf Chairman**

Carl Miner

**Education Chairman**

David Johnson

**Newsletter Chairman**

Jeffrey Urquhart

**Past President**

Patrick J. Daly, CGCS

# Joe Sprague, Jr. Elected as 2012 IAGA President

**BROOMALL, Pennsylvania (November 18, 2011) –**



Joe Sprague, Jr., Executive Director of the Massachusetts Golf Association, was elected President of the International Association of Golf Administrators (IAGA) during the 45th IAGA Annual Meeting held at Pinehurst, NC from November 6-9.

Sprague was introduced to the game of golf by his father, Joe Sr., at the age of 5 and began caddying at the age of 10, a job that he continued for ten years. Even while attending Providence College, Sprague was not far from the game,

spending each of his four college summers working on the grounds crew at a local golf course. He graduated with a Bachelor of Arts in English.

After spending two years as a caddy on the PGA Tour, Sprague got his start in the golf administration business when he was hired by the Rhode Island Golf Association in 1992, serving eight years as Tournament Director and seven as Executive Director. Part of his stint at the RIGA was spent working under the tutelage of his father, Joe Sr. Sprague then moved on to the Massachusetts Golf Association, where he has now served five years as Executive Director.

In his first statement as newly elected IAGA President, Sprague spoke of his appreciation for the opportunity to lead the IAGA and never imagined attaining the office when he began working in golf administration. He expressed gratitude for the influence of past IAGA titans and noted that he is looking forward to representing the IAGA in 2012 at various national and regional meetings and championships.

Sprague currently serves on several USGA Committees, including the Regional Associations Committee, the Joe Dey Award Committee, and the Herbert Warren Wind Book Award Committee.



Also elected as IAGA Board members were Vice President Tom Ryan of the Minnesota Golf Association, Secretary Jay Fox of the Arkansas Golf Association, Treasurer Mark Hill of the Kentucky Golf Association, and Members at Large Rob Addington of the Texas Golf Association and Kevin Heaney of the Southern California Golf Association. The Immediate Past President is Robin E. Jervey of the Colorado Women's Golf Association.

## **About the International Association of Golf Administrators (IAGA):**

Originally created in 1968 as a small, informal gathering, the IAGA now includes over 250 golf administrators representing over 3 million golfers. Members are golf administrators of regional amateur golf associations and employees of national and international golf organizations. The IAGA has members from the United States Golf Association, the Royal Canadian Golf Association, Golf Course Superintendents Association of America, the PGA of America, Club Managers Association of America, National Golf Foundation, National Club Association and most of the state and provincial golf associations throughout North America. ❖

For further information please contact:  
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International Association of Golf Administrators  
1974 Sproul Road, Suite 400  
Broomall, PA 19008  
(610) 687-2340, ext. 10  
[jgarber@gapgolf.org](mailto:jgarber@gapgolf.org)

**Source: IAGA Press Release**

**November 9, 2011  
9-Hole Meeting Results  
Needham Golf Club  
Host: Tim Hood**

## **Four man scramble**

**1st place: Chris Donadio, Dave Mucciarone, Garrett Whitney  
2nd place: Jim Cohen, Bob Dembek, Russ Heller, Chris Donato  
3rd place: Joe Farina, Dennis Friel, Joe Piana**

# New England Regional Turfgrass Conference and Show **February 6-9th, 2012 - 15<sup>th</sup> Anniversary!**

**By Gary Sykes, NERTF Executive Director**

As widespread frost begins to blanket our region, finishing late season projects and winter preparations are the common directions given at most facilities. We think of winter as a time to catch up, plan for the future, recharge depleted energy sources (vacations), family time and hopefully trade show considerations among others. The year 2012 will be here soon and with it new challenges and opportunity. The New England Regional Turfgrass Conference and Show had a challenge when it was first scheduled for March 5-8. GCSAA change their early February dates to very late February and early March (2/29 & 3/1) to be able to go to the city of Las Vegas. We have always thought it important to be at least 2 weeks clear of GCSAA. So, in 2012 it was decided to try something different and go into the middle of winter and take the normal GCSAA (first week of February) dates. This is quite a change from our original plan to always keep it in early March. That is where it seems to fit best and everyone is used to it. We hope that you recognized this significant change to your calendar and are preparing to be in Provi-

dence for this year 4 weeks ahead of schedule! Our show dates are **February 6-9<sup>th</sup>** and approaching rapidly!! Here is some information I hope will help you get excited about our show in February.

Feb. 6th, on Monday we have a great list of seminar topics mixed with agronomics, professional management and training:

**Advanced Nitrogen Fertility**  
**Successful Project Management**  
**Managing Shrubs and Ornamentals on the GC**  
**MS Excel**  
**Keeping Your Insect Management on Course**  
**Negotiating For Success**  
**Surface Sealing of Your Greens**

Tuesday, Feb. 7<sup>th</sup>, is an expanded day of education, with a newly added morning Sports Turf Session, along with our normal full day of USGA topics. The day will conclude with a

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keynote speaker who is someone who needs little introduction: **Ray Bourque**, former member of Boston Bruins. We thank Bayer International Science for sponsoring our keynote again this year. Our trade show will open, as is tradition, following Ray and will again include our famous reception on the 2012 Show Floor sponsored by Turf Products and The Anderson's.

Wednesday, Feb. 8<sup>th</sup> is our peak day full of education and activities including 7 hours of trade show, 4 hours of education in 4 different tracts followed by our **8<sup>th</sup> Live Auction** and then a reception in the Westin Hotel Grand Ballroom sponsored by Harrell's and Syngenta!



Thursday, Feb. 9<sup>th</sup> is our final day and is your opportunity to catch your breath, see an exhibitor for some quality time, get your 9 stamps for 'Tour the Show Floor' for prizes, grab some good education and credits and then be on the road early enough to catch up as the kids get home for supper. A new addition to the program is a 2 hour **Professional Development Session**. This is a great chance to hone some new skills that could help individuals pursuing new positions or starting new responsibilities. If you are an assistant this is where you'll want to be! Just a note, keep your ears open in case you win one of our drawing prizes. You can even enter a drawing for a free 2013 full-conference and show registration just by recycling your badge and lanyard!

So, you now know the main-points of our upcoming show. We hope you are starting to get as excited as we are! We think it will be another great event and historical celebration of our past 15 years! We thank everyone for all your support and enjoy recounting what has occurred over the past 15 years, but we are even more excited to consider what the future will hold for our great industry! Please, don't forget to mark your calendar..... 2012 starts here in Providence February 6-9<sup>th</sup>! ❖

## Konzem named GCSAA Chief Operating Officer



**Richard Konzem**, who has more than 30 years of managerial experience, primarily in intercollegiate athletics, has been named chief operating officer for the Golf Course Superintendents Association of America (GCSAA). Konzem officially will begin Oct. 17.

Konzem comes to GCSAA from Rockhurst University, located in Kansas City, Mo., where he has served as director of athletics since November

2007. During his tenure at Rockhurst, Konzem served on the NCAA Division II Men's Golf Regional Advisory Committee and had student-athletes from eight of 11 teams compete in NCAA postseason competition.

"I am pleased and excited to have Richard join the GCSAA team," GCSAA Chief Executive Officer Rhett Evans said. "He has an impressive track record of success supporting and facilitating a performance-driven culture among a

group of diverse and talented individuals. That will serve the association well as he oversees the day-to-day operations of association programs with a focus on serving the GCSAA membership."

Konzem will be responsible for developing, implementing and executing key member programs that support the achievement of the association's mission, vision and operational goals. He will serve on the association's executive team and oversee the professional development; membership; strategic communications; corporate marketing, sales and business development; environmental programs; and events and meeting planning departments. He will also represent GCSAA in a variety of industry and allied association events, programs and activities.

A native of Salina, Kan., Konzem graduated from the University of Kansas in 1980 with a bachelor's degree in

*Continued on page 6*

# North Quincy Superintendent renews professional certification

**James R. Fitzroy, CGCS**, director and superintendent at Presidents Golf Course, North Quincy, Mass., has completed the renewal process for maintaining his status as a Certified Golf Course Superintendent (CGCS) with the Golf Course Superintendents Association of America (GCSAA).

Fitzroy has been at Presidents Golf Course since 1975. A 45-year GCSAA member, he initially achieved his certification in 1976. Fitzroy is currently serving as immediate past president on the GCSAA board of directors. Approximately 1,700 golf course superintendents worldwide currently hold "CGCS" status.

According to GCSAA Chief Executive Officer Rhett Evans, "25 percent of GCSAA's Class A members have elected to earn the highest level of recognition through the professional designation "CGCS" by completion of the GCSAA Certification Program. This program requires their demonstration of a higher set of competencies in golf course management through testing and practical application. Employers can be confident they employ a career professional who will increase their chances of having consistently superior course conditions."

GCSAA was among the first associations to institute a professional certification program, establishing its program in 1971 to recognize outstanding and progressive superintendents. In 2005, GCSAA completed a restructuring of its certification program in order to raise the level of documented

professionalism through comprehensive continuing education. The restructured program was recognized by the National Certification Commission as "one of the most extensive and comprehensive certification programs for any profession."

To qualify for GCSAA's new competency-based certification program, a candidate must have at least three years experience as a golf course superintendent, be employed in that capacity and meet post-secondary educational requirements and/or continuing education points. The candidate's knowledge, skills and abilities are validated through the development of a portfolio consisting of their responses to skill statements, case-study scenarios and submission of work samples; an on-site inspection of their golf facility; and a rigorous six-hour examination covering: equipment, irrigation systems, materials and technology; golf course and grounds; human resources, rules of golf, financial and administrative systems, regulatory and programmatic systems, crisis management, project management and ethics and values.

Maintaining certified status requires renewal every five years after the initial date of certification. To fulfill certification renewal requirements, a candidate must participate in 150 hours of continuing education and professional development.

❖

**Source: GCSAA Press Release**

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## *Konzem - continued from page 5*

business administration and earned a master's in education: athletics administration from the University of Southern California in 1984.

"I am honored to join the GCSAA staff and look forward to working with it, the board of directors and members," Konzem said. "As an avid golfer, I have the utmost respect for the professionals who manage the game's playing field. It is certainly a challenging profession, and one of great value to the industry."

While at USC, Konzem began his career in fundraising and event management in the Trojan athletic department. He returned to his undergraduate alma mater in 1981, serving in a variety of capacities for 23 years. He rose to the position of senior associate athletics director, including a stint as interim athletics director in the summer of 2001. He was a primary sports administrator at KU during six NCAA Final Four appearances in basketball including the 1988 NCAA Championship, three bowl games, and a College World Series in both baseball and softball.

As senior associate athletic director at Kansas, Konzem supervised men's and women's basketball, football, baseball, the Williams Educational Fund (with \$5 million in annual scholarship donations), athletic ticket staff, and the events and facilities staff. He executed national search efforts for coaches, served on a variety of NCAA committees, negoti-

ated contracts, oversaw corporate sponsorships, administered rules compliance, and managed ticket operations among other duties. He also supervised the men's and women's golf teams.

Konzem left the department of intercollegiate athletics to become deputy director of the Robert J. Dole Institute of Politics, also at the University of Kansas, for two years. He supervised all aspects of operations including: staffing, facility operations, events, budgeting, security, fundraising, donor relations, marketing, promotions, community/legislative outreach and recruitment of speakers and programs.

Active in the community, Konzem recently completed terms on the Kansas Sports Hall of Fame Board of Directors, the Sunflower State Games Board of Directors, the United Way of Douglas County and the City of Lawrence Parks and Recreation Advisory Board. He was a member of the Leadership Kansas Class in 2004. Konzem and his wife, Debbie, chaired the 2006 United Way Campaign in Lawrence, raising \$1.65 million. He was also the media coordinator for the Kansas Open Golf Tournament (1991-96).

Konzem has two adult children: a son Scott and a daughter Sally. ❖

**Source: GCSAA Press Release**



**Golf Course Superintendents Association of New England**

## **Holiday Party**

**Saturday, December 3, 2011**

**5:30 pm - 10:30 pm**

**Cambridge Brewing Company  
Cambridge, MA**

The GCSANE Board would like to invite you and a guest to join us for our holiday party. Please join us to sample the wide range of hand crafted, locally made beers of Cambridge Brewing Company. One of the CBC's master brewers will join us to talk about the ales, lagers and more. Select your favorite for dinner and choose from four different entrees as part of the four course meal.

**5:30 - 6:30 pm: Beer tasting and hors d'oeuvres  
(Wine for those who prefer grapes over barley.)**

**6:30 - 8:30 pm: Dinner served with complementing beer**

**Cost is \$35 per person, limited to 52 Guests**

**Parking is adjacent to the courtyard in which CBC is located.  
CBC validates for this garage.**

**RSVP by November 30, 2011 to Don Hearn at 800-833-4451  
Or via e-mail: Donhearn@gcsane.org**

# Do-It-Yourself Research: Simple, Effective DIY Tips to Improve Your Course

*By Kyle Miller, Senior Technical Specialist,  
BASF Professional Turf & Ornamentals*

Every product used to manage a golf course is tested extensively before it ever gets to the maintenance building. But experienced superintendents know that products researched in other locations with different conditions may perform slightly differently on their course. To more completely understand a product's performance on your course, do as the university experts do. Research it.

Do It Yourself (DIY) turf management research doesn't need to be costly or complicated. Simple, scaled-down yet strategic techniques can assure you that you're using the best tools to meet your course's unique needs.

## Common Research

Just about any golf course management technique or tool can be researched. Here is a short list of typical research subjects:

- Turf varieties – What grows best on your fairways, colonial bentgrass, creeping bentgrass or perennial ryegrass? Which variety of Kentucky bluegrass should you use in your roughs? Testing grass varieties side-by-side will help you learn what the top performers are on your course.
- Herbicides, fungicides, insecticides and plant growth regulators – Research can compare different products or one product with varying timing, rates or growing conditions.
- Fertilizers – What kind, when, where and how much?
- Cultural practices and equipment – Testing some of the many methods of aeration, top dressing, mowing, rolling and de-thatching should show you what works best for your course.

## Data Collection Basics

Similar to turf test plots at universities, you should visibly mark trial areas. Extensive mowing schedules make it nearly impossible to come back to your on-course research area two or three days later and know where you applied a fungicide or tried a different setting on an aerator. Identifying plots with marking paint and routinely re-marking them so they can easily be found is crucial. It's also important to keep a written map of all trials.

Another recommendation is to replicate research. Say for instance you want to evaluate Insignia<sup>®</sup> fungicide for summer patch control on fairway turf. Replicating the application two or three times allows you to evaluate the average of the results for a more accurate view of performance.

Always follow label instructions and use products during the same time period you would normally do so, especially for chemical products. The goal of DIY research is to learn how products work under your real-world conditions.

## Location

There are several things to consider when choosing where on your course to conduct research. First and foremost, consider what you're studying and what the worst-case scenario might be. It may not be smart to test a new herbicide on a highly visible area of your course. Would you want to risk discoloring the Hole 18 fairway?

Choose areas representative of your course as a whole in order to fairly evaluate products. When testing fungicides or herbicides, it's better to avoid areas with high or low disease or weed pressure. Utilizing an area that's typical of your course will make positive results easier to replicate on a larger scale when you start using a product in earnest. Similarly, avoid areas that are topographically unique. If only one portion of your course is hilly, for example, you probably don't want to do your testing there.

## Research Partners

Don't let the term "do-it-yourself" limit you. DIY research doesn't have to be done without help. You have limited time and resources, and seemingly unlimited responsibilities so consider working with others – be it university researchers, manufacturing representatives or nearby superintendents. Partnering with others is a great way to continue learning and improve management techniques without being overwhelmed.

Working with university researchers can be particularly beneficial. Collaboration provides another set of trained eyes that can monitor results, provide recommendations and give insights into the latest turf management trends. It also gives university researchers a real-world venue to conduct studies. All the while it improves your course for golfers. Everybody wins.

## Other Tips

- Conduct research on small plots. You don't want to tie up a lot of the course with research plots.
- Communicate results. Post informal research results on your Web site or in your newsletter so members are aware of your efforts to improve the course.
- Beg, borrow and steal research ideas from nearby courses. Introduce yourself to other superintendents in your region and pick their brains about what they're doing on their course. Chances are they're doing something you should try. Invest in – and use – a decent digital camera. Before-and-after and side-by-side photos come in handy when evaluating research results. It's also a great way to show off your work to your board of directors or Greens Committee.

## Keep Improving

DIY research is an excellent way to make your course the best it can be without breaking the bank. It's an efficient way to test new products, equipment and techniques so you know exactly what to expect when you incorporate them full-scale into your course management plan. ❖

*For more information on disease control and healthy plants visit [www.betterturf.basf.us](http://www.betterturf.basf.us), follow our Twitter at [www.twitter.com/basfturf\\_us](https://twitter.com/basfturf_us), or contact Kyle Miller at [kyle.miller@basf.com](mailto:kyle.miller@basf.com).*

*Always Read and Follow Label Directions.*



33 Thruway Park Drive, West Henrietta NY 14586  
888.708.5296

M T E is proud to be part of the turf equipment industry and G.C.S.A.N.E. Our Sales, Service and Parts teams are dedicated professionals ready to earn your business. With full service locations in Rochester, Albany and Boston, Moffett Turf Equipment can deliver quick turnaround on parts and service for our customers. Coming this summer, check out our new "Pre-Owned Equipment" page at WWW.MTE.US.COM.

**NEW ENGLAND SALES TEAM**

**BOB HOBBS - 603.833.0309**

**CHRIS FRANCIS - 413.519.8585**

**MARK CASEY - 617.990.2427**

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# NEW Lower Rates to Help Make Advertising in The Newsletter More Budget Conscious

## THE NEWSLETTER 2011 DISPLAY ADVERTISING ORDER FORM

Company Name: \_\_\_\_\_

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

Contact Name: \_\_\_\_\_ Phone # \_\_\_\_\_

Issues (List month and total number): \_\_\_\_\_

Amount of Check: \_\_\_\_\_ (Made payable to "GCSANE")

<u>Member Rates:</u>	Monthly Rate	4 Times Per Yr. (Save 5%)	6 Times Per Yr. (Save 10%)	8 Times Per Yr. (Save 10%)	Annual Rate (Save 15%)
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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    \$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:** Ads may be sent either by email or by mailing a CD to the address below. Formats preferred are .GIF; .JPG and .PDF. Ads can also be accepted in Microsoft Word or Microsoft Publisher files. Full color is available with all ads.

**Advertising Design Services:** Design services are available by request and consultation and will be billed separately.

**Send all Newsletter ads to:**

Julie Heston

36 Elisha Mathewson Road, N. Scituate, RI 02857

401-934-3677

jheston@verizon.net

## **ANNOUNCEMENTS**

### **Welcome New Members:**

- **P. Kulig IV**, Assistant, Ledges GC, S. Hadley, MA
- **Alan Vadala**, Affiliate, Northeast Nursery
- **Timothy Clapp**, Assistant, Kernwood CC, Salem MA
- **Bart Van Luling**, Assistant, Kernwood CC, Salem, MA.
- **Daniel Read**, Assistant, Walpole CC, Walpole MA

Congratulations to Mike and Nicole Stachowicz who were married over Columbus Day weekend.

Congratulations to Greg and Beth Cormier on the birth of their baby girl earlier this month.

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.

Jeff Urquhart, Editor

## **EDUCATION**

**NHGCSA Education Conference**  
**Wednesday, December 7, 2011**  
**Holiday Inn in Concord, NH**

4.5 NH pesticide credits approved  
GCSAA credits applied for

This year's Education Conference will have a wide variety of speakers covering timely topics important to us all. Be sure

to register before **November 30th** to take advantage of the pre-event price of \$60 for members and \$70 for non-members.

### **Schedule for Day:**

7:55 AM **Welcome:** *Rod Blake, Outgoing NHGCSA President*

8:00 - 8:55 AM **Managing Weeds and Invasive Plants in Golf Course Rough and Naturalized Areas**  
*Randy Prostak, UMASS Extension*

9:00 - 9:55 AM **Integrated Pest Management for Golf**  
*James Skorulski, USGA*

10:15 - 11 AM **RENOVATIONS 101: From Master Planning to Finished Product**  
*Ross Forbes, Forbes Golf Design LLC*

11:05 - Noon **Earthworm Management and Research Update**  
*Stan Swier, Ph.D., UNH Extension*

12 noon - 1:00 pm **Lunch**

1:00 - 2:30 PM **Water Conservation in Turf: Management Strategies & Exploiting Plant Physiological Strategies**  
*Scott Ebdon, Ph.D., UMASS*  
*Michelle DaCosta, Ph. D., UMASS*

2:30 PM **Question and Answer Period**

**For more information, please contact Joy Jaworski at**  
**[NHGCSA@comcast.net](mailto:NHGCSA@comcast.net)**

## **9 Hole Budget Survey**



**If you'd like to be involved in this year's survey, please email**  
**Jeff Urquhart at**  
**[jmartin101@gmail.com](mailto:jmartin101@gmail.com).**



**GCSANE Offers**  
**Website Banner advertising at**  
**[www.gcsane.org](http://www.gcsane.org)**

**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 Jeff Urquhart at 781-828-2953 or [jmartin101@gmail.com](mailto:jmartin101@gmail.com)**

# Please Patronize these **FRIENDS** of the **ASSOCIATION**

Page 1

## **A.A. Will Materials Corp.**

198 Washington St., Stoughton, MA 02072-1748  
Root zone mixes, divot mixes, topdressing blends, bunker sands,  
cart path mixes, bridging stone, & hardscape supplies.  
Charlie Downing, Rob Fitzpatrick - (800) 4-AA-WILL  
[www.aawillmaterials.com](http://www.aawillmaterials.com)

## **A.D. Makepeace Co.**

158 Tihonet Road, Wareham, MA 02571 (508) 322-4092

## **Agresource, Inc.**

100 Main St., Amesbury, MA 01913  
Tim Gould, Guy Travers (800) 313-3320, (978) 388-5110

## **Ahearn Equipment**

460 Main Street, Spencer, MA 01562  
Full service equipment dealer. Kubota tractors, Stihl power  
equipment, Agrimetall, Exmark, ASV. Mike DiRico - (508) 873-4363

## **Allen's Seed Store, Inc.**

693 S. County Trail, Exeter, RI 02822  
Specializing in quality seed and related golf course maintenance  
supplies.  
Gregg Allen - (800) 527-3898 Michelle Maltais - (401) 835-0287

## **The Andersons Technologies, Inc.**

26 Waite Ave., S. Hadley, MA 01075  
Manufacturer of fertilizer & control products.  
Rick Forni - (413) 534-8896

## **Atlantic Golf and Turf**

9 Industrial Boulevard, Turners Falls, MA 01376  
Specializing in agronomy through the distribution of fertilizer, seed  
and chemicals throughout New England.  
Chris Cowan (413) 530-5040, Gregg Mackintosh (508) 525-5142,  
Scott Mackintosh CPAg (774) 551-6083

## **Atlantic Silica, Inc.**

P.O. Box 10, Enfield N.S. B2T 1C6 Canada (902) 883-3020

## **A-OK Turf Equipment Inc.**

1357 Main St., Coventry, RI 02816-8435  
Lastec, Tycrop, Blec, Wiedenmann, Therrien, Graden, Sweep  
& Fill, Baroness, and used equipment.  
Mike Cornicelli - (401) 826-2584

## **Barenbrug USA**

*Great in Grass* 166 Juniper Drive, North Kingstown, RI 02852  
Bruce Chapman, Territory Manager (401) 578-2300

## **BASF Turf & Ornamental**

47 Falmouth Rd., Longmeadow, MA 01106  
"We don't make the turf. We make it better."  
John Bresnahan - (413) 565-5340

## **The Borden Company**

114 Summer St., Maynard, MA 01754  
Bulk limestone dealer. Jack Borden - (978) 897-2571

## **Boston Irrigation Supply Co. (BISCO)**

60 Stergis Way, Dedham, MA 02026  
Distributor, irrigation supplies & accessories, featuring Rain Bird.  
Andrew Langlois, Jay Anderson III, Dan Fuller, Jeff Brown, Greg  
Hennessy, Chris Russo (800) 225-8006

## **The Cardinals, Inc.**

166 River Rd., PO Box 520, Unionville, CT 06085  
Golf course and landscape supplies.  
John Callahan, Dennis Friel - (800) 861-6256

## **Cavicchio Landscape Supply, 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 Bros., Foliar Fer-  
tilizer, & Aquatrols.  
Roy Sibley, Dick Gurski, Robin Hayes - (800) 326-HART

## **Country Club Enterprises**

PO Box 670, 29 Tobey Rd., W. Wareham, MA 02676  
Club Car golf cars, Carryall utility vehicles.  
Dave Farina, Keith Tortorella, Mike Turner (800) 662-2585

## **DAF Services, Inc.**

20 Lawnacre Rd., Windsor Locks, CT 06096  
Irrigation pumps - sales & service; northeast warehouse/distributor  
for ISCO HDPE pipe & fittings. Richard Young - (860) 623-5207

## **DGM Systems**

1 Snagwood Rd., Foster, RI 02825  
Your New England specialty products distributor: Reelcraft, POK,  
Allen, Kenyon, Echo, Carhartt Office - (401) 647-0550  
Manny Mihailides - (401) 524-8999  
David Mihailides - (401) 742-1177

## **DHT Golf Services**

8 Meadow Park Road, Plymouth, MA 02360  
Serving the GCSANE for over 20 years. Planning to proposal to  
completion. Golf construction and irrigation consulting.  
Emergency irrigation repairs. Dahn Tibbett (20 year member),  
Jaime Tibbett 508-746-3222 DHTGOLF.COM

## **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](http://www.garyfialkoskylawnsprinklers.com)

## **GPS New England Mapping**

39 Cedar St., Cohasset, MA 02025  
Precise irrigation & drainage as-builts; wire tracking & electrical  
repairs. Greg Albanese - (781) 789-1166

## **Gustavo Preston Service Company**

10 Kidder Road, Unit 8, Chelmsford, MA 01824  
Flowtronex irrigation pumps - sales and service. Spring start ups,  
winterization and 24 hour emergency service for all irrigation  
pumps. Ed Ceaser (978) 250-3333

## **Harrell's**

19 Technology Drive, Auburn, MA 01501  
Turf & ornamental supplies. Chuck Bramhall, Mike Kroian,  
Mike Nagle, Jim Wierzbicki - (800) 228-6656

continued on next page

# Please Patronize these *FRIENDS* of the ASSOCIATION

## **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, and system evaluation.  
Bob Healey, ASIC, CID - (508) 653-0625

## **John Deere Golf**

Offering our customers the most complete  
line of products, service and expertise in the  
industry. Tom Rowell, Ren Wilkes,  
John Winskowicz - (508) 295-1553  
Ron Tumiski 1-800-321-5325 x6219

## **Ken Jones Tire, Inc.**

71-73 Chandler St., Worcester, MA 01613  
Distributor of tires for lawn & garden, trucks, cars, industrial equip-  
ment, and golf cars. Gerry Jones - (508) 755-5255

## **Larchmont Engineering & Irrigation**

11 Larchmont Lane, Lexington, MA 02420-4483  
Kevin Rudat - (781) 862-2550

## **Lazaro's Golf Course Supplies & Accessories**

dba Hammond Paint and Chemical Co., Inc.  
738 Main St., Suite 223, Waltham, MA 02154  
Complete line of golf course accessories; Standard, Par Aide,  
Eagle One. Joe Lazaro - (781) 647-3361

## **Maher Services**

71 Concord Street, N. Reading, MA 01864  
Specializes in Water well drilling, pump sales, pump repair, well  
redevelopment and preventative maintenance  
Peter Maher (978) 664-WELL (9355) Fax (978) 664-9356

## **MAS Golf Course Construction LLC**

60 Hope Ave., Ste. 107, Waltham, MA 02453  
Fulfilling all your renovation and construction needs.  
www.masgolfconstruction.com Matthew Staffieri (508) 243-2443

## **Maltby & Company**

30 Old Page Street, P.O. Box 364, Stoughton, MA 02072  
Provides expert tree pruning, tree removal and tree planting ser-  
vices. Our two other divisions include Natural Tree & Lawn Care,  
which treats for winter moth caterpillars, ticks and mosquitoes etc.  
Forest Floor recycling manufactures color enhanced mulch and  
natural composted leaf mulch. For more information or to speak  
with one of our arborists please call Bill Maltby at 781-344-3900

## **Mayer Tree Service**

9 Scots Way, Essex, MA 01929  
Your one source tree care company. Our certified arborists special-  
ize in plant health care as well as tree pruning and technical  
removals. Jeff Thomas (978) 768-7232

## **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

## **Miller Golf Construction**

P.O. Box 1008, Essex, MA 01929  
Golf course construction & renovation.  
Jonathon Miller - (978) 768-6600

## **MTE**

87 Concord Street, North Reading, MA 01864  
New and Pre-owned Equipment / Sales / Parts / Service  
JACOBSEN – NEARY TECHNOLOGY – HUSQVARNA – TURFCO  
– SMITHCO – BUFFALO TURBINE – PAR AIDE– REDEXIM –  
TRU TURF – GOLF LIFT – GANDY – SDI – BROYHILL – RYAN –  
PROGRESSIVE  
Office: 978-276-3180 or Mark Casey 617-990-2427

## **Mungeam Cornish Golf Design, Inc.**

207 N. Main St., Uxbridge, MA 01569  
Golf course architects. (508) 278-3407

## **New England Lawn & Golf**

15 Del Prete Drive, Hingham, MA 02043  
Distributor of Express Dual and Anglemaster Speed Roller and  
Converted Organics a liquid compost & fertilizer from food waste  
John Lenhart - (781) 561-5687

## **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 Rick Moulton (978) 230-2244  
[www.nesoils.com](http://www.nesoils.com)

## **New England Turf**

P.O. Box 777, West Kingston, RI 02892  
Phone: 800-451-2900 or Ernie Ketchum 508-364-4428  
Website: [www.newenglandturf.com](http://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 Company**

*Golf Course Architectural/Consultation Services*  
118 Beauchamp Drive, Saunderstown, RI 02874  
Robert McNeil (401) 667-4994

## **North Shore Hydroseeding**

20 Wenham St., Danvers, MA 01923  
Hydroseeding, erosion control, & tree services.  
Brian King - (978) 762-8737

## **On-Course Golf Inc., Design/Build**

16 Maple Street, Acton, MA 01720  
We serve all your remodeling and renovation needs. You can trust  
your project with us! We make you look good!  
Sean Hanley (978) 337-6661 [www.on-coursegolf.com](http://www.on-coursegolf.com)

## **Partac Peat Corporation**

Kelsey Park, Great Meadows, NJ 07838  
Heat treated topdressing, golf hole targets, turf blankets, other  
specialty golf supplies. Jim Kelsey - (800) 247-2326

*continued on next page*

## ***Please Patronize these FRIENDS of the ASSOCIATION***

### **Putnam Pipe Corp.**

90 Elm St., Hopkinton, MA 01748  
Underground water, sewer, & drain pipe and fittings-Erosion and sediment control material. 24-hour service.  
David Putnam, Eli Potty - (508) 435-3090

### **Read Custom Soils**

125 Turnpike St., Canton, MA 02021  
Custom soil blending, top dressing sands, Root zone blends, "early green" black sand, divot & cart path mixes.  
Terry Driscoll, Garrett Whitney – (888) 475-5526

### **Slater Farms (Holliston Sand Products)**

P. O. Box 1168, Tiff Rd., Slatersville, RI 02876  
USGA recommended topdressing, root-zone mixes, compost, pea stone, angular & traditional bunker sand.  
Bob Chalifour, CGCS (Ret.) - (401) 766-5010 Cell: 860-908-7414

### **Sodco Inc.**

P. O. Box 2, Slocum, RI 02877  
Bluegrass/Fescue, Bluegrass/Rye, Bluegrass/Fescue/Rye, Bentgrass. Sean Moran, Pat Hogan - (800) 341-6900

### **Southwest Putting Greens of Boston**

P.O. Box 827, Westford, MA 01886  
Synthetic turf, tee lines, practice greens, outdoor and indoor practice facilities. Douglas Preston - (978) 250-5996

### **Stumps Are Us Inc.**

Manchester, NH  
Professional stump chipping service.  
Brendan McQuade - (603) 625-4165

### **Syngenta Professional Products**

111 Craigemore Circle, Avon, CT 06001  
Melissa Gugliotti (860) 221-5712

### **Tom Irwin Inc.**

11 A St., Burlington, MA 01803  
Turf management products. Paul Skafas, Rob Larson, Chris Petersen, Greg Misodoulakis, Mike DeForge, Brian Luccini, Jeff Houde, Fred Murray (800) 582-5959

### **Tree Tech, Inc.**

6 Springbrook Rd., Foxboro, MA 02035  
Foxboro, Wellesley, Fall River Andy Felix - (508) 543-5644

### **Tuckahoe Turf Farms, Inc.**

P. O. Box 167, Wood River Junction, RI 02894  
Joe Farina (774) 260-0093

### **TurfLinks, Inc.**

29 Gilmore Drive, Sutton, MA 01590  
Distributor of quality fertilizer, grass seed, & control products for the golf course industry.  
Kevin Lyons, Jim Favreau (888) 398-TURF (8873)

### **Turf Products Corp.**

157 Moody Rd., Enfield, CT 06082  
Distributors of Toro irrigation & maintenance equipment and other golf-related products. Tim Berge, Dave Beauvais, Nat Binns, Andy Malone, Tim Stays - (800) 243-4355

### **Valent Professional Products**

294 Archer Street, Fall River, MA 02720  
*Valent Has Turf Covered* Jim Santoro - 508-207-2094

### **Valley Green**

14 Copper Beech Drive, Kingston, MA 02364  
Phone: 413-533-0726 Fax: 413-533-0792  
"Wholesale distributor of turf products"

### **Winding Brook Turf Farm**

Wethersfield, CT 06109  
Scott Wheeler, Mike Krudwig, Sam Morgan - (800) 243-0232

### **Philip Wogan & George F. Sargent, Jr.**

17 Walker Rd., Topsfield, MA 01983  
Golf course architects. (978) 887-3672