



THE NEWSLETTER

January 2015

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.

Kevin Osgood The 2015 Distinguished Service Award Winner

by Jeff Urquhart

“Even though my roles have changed, I’m still honored to say that my profession will always be that of a golf course superintendent.”

Kevin’s career started as a caddy slash soda machine filler slash golf cart washer slash pro shop helper and finally on the grounds crew at Claremont CC in New Hampshire. The superintendent saw Kevin’s interest and pointed him in the direction of turf school, which he then pursued once he graduated high school. Before entering Stockbridge School of Agriculture, he spent time at Woodstock CC in Vermont and then during college he chose travel to New Jersey to Howell Park and Hominy Hills GC for placement positions.

After Kevin graduated he was approached by his former boss in New Jersey that was pursuing the head superintendent position at Newton Commonwealth to get back in the Boston area. He asked if he’d like to be his assistant but shortly there after Steve found out that Newton Commonwealth wasn’t financially stable so he backed out of the position, and after only one season as the Assistant, Kevin was offered the Head position by then manager, Kenny Campbell.

Kevin’s passion was also in the business end of things. He stated, “My first jump into business was with good friend Scott Reynolds, now superintendent at Charter Oak.” Does anyone remember the company “Modern Aeration”? Kevin and Scott formed a hydroject service company that lasted 4 years. They found it wasn’t worth the time and the revenue just wasn’t what they had hoped. Kevin learned a lot from that experience and grew from it.

Kevin mentioned, “After fourteen years honing my skills as a superintendent, and having been thrown into many other aspects of the business management side of running the golf course, I liked the idea of owning my own business, so started up Sterling Golf Management, and started bidding on golf course leases.” He now manages 7 courses; which include The Shattuck GC, Newton Commonwealth GC, Chelmsford CC, Norwood CC, Maynard GC, Rockland GC and Fore Kicks GC. one of which he owns. Like most of us,

his day starts early and ends late, he works weekends, he hates being in the office where the piles never seem to go away and enjoys driving or walking the course to jot down ideas to make the property better.

Kevin has served 12 years on our Board, working with Paul Miller, Steve Chiavoroli, Chip Brearley, Bob DiRico, Don Hearn and Bob Ruzala. He mentioned that entering the Board was one of the best experiences he has had. He truly enjoyed meeting new people in the business. Soon after leaving his service with us he was asked to join the board for the NE Golf Course Owners Association and has been with them since 2002 serving as President from 2009 to 2010. In 2012 Kevin was nominated to the MGA Board and is always finding ways to contribute. I asked Kevin if he had any advice for the next generation. He quickly replied, “Get involved, volunteer your time!”

When I asked Kevin if he had any mentors in the turf industry, my pen couldn’t keep up. Alan Niblick of Claremont CC, Dick Blake of Woodstock CC, Steve Fennimore of Hominy Hills and Dave Pease of Howell Park GC. He ended with, “I owe a lot of gratitude to Dick Blake, from my time with him at Woodstock Country Club, he ran a very organized “tight ship” operation, and his direction got me off on a good foot in the industry.”

Lastly, Kevin resides in Westford MA with his wife Carolyn and Will who is a freshman in high school. He has two other sons, Alexander who is wrapping up at Northeastern University and a freshman at UMass Amherst named Benjamin. ❖



L-R: Jeff Urquhart with Kevin and Carolyn Osgood

GCSANE BOARD OF DIRECTORS

PRESIDENT

Michael Luccini, CGCS
Franklin Country Club
672 E. Central Street, Franklin, MA 02038
508-528-6110 Fax: 508-528-1885
Email: Mluccini@franklincc.com

VICE PRESIDENT

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

TREASURER

Jason VanBuskirk
Stow Acres Country Club
58 Randall Road, Stow, MA 01775
978-568-1100 ext. 121
Email: jvanbuskirk@stowacres.com

SECRETARY

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

TRUSTEE - Membership

Kris Armando
Sassamon Trace Golf Course
233 South Main Street, Natick, MA 01760
508-745-8555
Email: karmando8@gmail.com

TRUSTEE - Scholarship & Benevolence

David Stowe, CGCS
Newton Commonwealth Golf Club
212 Kenrick Street, Newton, MA 02458
617-789-4631
Email: Newtonmaint@aol.com

TRUSTEE - Government Relations

Peter J. Rappocci, CGCS
Concord Country Club
246 ORNAC, Concord, MA 01742
978-371-1089 Fax: 978-369-7231
Email: gcs@concordcc.org

TRUSTEE - Affiliate

Ed Downing
New England Specialty Soils
435 Lancaster Street, Leominster, MA 01453
978-230-2300
Email: eddowning@me.com

FINANCE CHAIRMAN

Donald D'Errico
Spring Valley Country Club
25 Tiot Street, Sharon, MA 02067
508-530-2113
Email: donny@springvalleycountryclub.com

GOLF CHAIRMAN

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

EDUCATION CHAIRMAN

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

NEWSLETTER CHAIRMAN

Greg Cormier, CGCS
Nashawtuc Country Club
1861 Sudbury Road, Concord, MA 01742
978-369-5704
Email: gcormier@nashawtuc.com

PAST PRESIDENT

Mark Gagne
Walpole Country Club
233 Baker Street, Walpole, MA 02081
508-294-5326 Fax: 508-668-9969
Email: Mgagne@walpolecc.org

ASSOCIATION MANAGER

Donald E. Hearn, CGCS
300 Arnold Palmer Blvd., Norton, MA 02766
774-430-9040
Email: donhearn@gcsane.org

BUSINESS MANAGER, THE NEWSLETTER

Julie Heston Phone: (401) 934-7660 Email: jheston@verizon.net

GCSANE Headquarters
300 Arnold Palmer Blvd., Norton, MA 02766
Tel: (774) 430-9040 Fax: (774) 430-9101
Web Site: www.gcsane.org

Any opinions expressed in this publication are those of the author and/or person quoted, and may not represent the position of GCSANE. Information contained in this publication may be used freely, in whole or in part, without special permission as long as the true context is maintained. We would appreciate a credit line.

From the Editor...

I am happy to now be serving on the Board of our association as the Newsletter Editor. I am looking forward to contributing and helping out with all that GCSANE does for our members. I hope to bring interesting content to our Newsletter and I am always open to suggestions on what our members may want to hear more about. If you have any ideas please feel free to bring them to my attention.

One of the new sections I hope to add to each month is a "Friend of the Association Profile" this will help our members learn more about the companies who help sponsor our association as well as any other company who wishes to be featured in one of the Newsletters. We often know who sells what, but it is sometimes nice to learn more about the company and what they bring to the table.

I am looking forward to this opportunity and working with the group of talented and dedicated professionals who make up our Board. ❖

Greg Cormier, CGCS

N.E.S.S.
New England
Specialty Soils

Ed Downing
Cell: 978-230-2300
email: ed@nesoils.com
Office: 978-466-1844
Fax: 978-466-1882

1mm. & 2mm. Top Dressing Sand
Rootzone Mixes • HD & Buff Bunker Sand
Divot Blends • Tee Mixes
Bridging Stone • Cart Path Mix • Soil Blend

We will customize blends to meet your specific needs!

435 Lancaster Street, Leominster, MA 01453

GCSANE Annual Meeting 2015

The Annual Meeting for GCSANE was held in the EMC Club at Fenway Park. It was a great day with over 140 people in attendance. The meeting was more than just business. Kevin Osgood received his own framed Red Sox jersey as a gift for the Distinguished Service Award. We had a great presentation from Steve Keating with the Toro Company. He spoke about 360 degree Leadership and shared many tips and insights on how to become a better leader. I would be surprised if everyone who attended didn't leave with at least one new idea on how they can be a better leader. The food was impressive and the view of the park was one that never got old. All three World Series trophies were on display and Wally the Green Monster even stopped by for a little while. Many attendees took a tour of the park after the meeting and all comments were positive. The Board is making an effort this year to try and boost attendance at meetings and create more value and interest within our association. This event was a great way to kick off the New Year and set us off on the right track. ❖

by Greg Cormier, CGCS



Thoughts From Your Association Manager

Congratulations to Tom Ackley and Bob Cullen. Tom retired January 1st as the long time Superintendent at Juniper Hill Golf Course in Northboro, MA and Bob has been promoted from Assistant to Superintendent. Good luck and success to Tom and Bob.

If you haven't been receiving electronic communications from the Association please let me know. Over the last month the NEWSLETTER, job openings, meeting notices and other mailings have been sent. If you've changed your email address and/or haven't been receiving the documents mentioned send an email to me at donhearn@gcsane.org. Include your updated email address in the body of the email. More of the Association's correspondence will be sent electronically so an up to date email address is necessary for it to be delivered to your in box.

The Massachusetts Golf Association and the New England Golf Association have published their 2015 Championship schedules and I've listed sites where GCSA of New England members are responsible for providing excellent playing conditions for these events.

MGA FOUR-BALL CHAMPIONSHIP May 12-13
George Wright Golf Course, Hyde Park
William J. Devine Golf Course, Dorchester - Russ Heller, CGCS, Supt.

MGA AMATEUR CHAMPIONSHIP July 13-17
Oak Hill Country Club, Fitchburg – Scott Lagana, CGCS, Supt.

MGA BOYS JUNIOR AMATEUR CHAMPIONSHIP July 30
Norfolk Golf Club, Westwood – Jon Zolkowski, Supt.

MGA FATHER & DAUGHTER CHAMPIONSHIP August 19
LeBaron Hills Country Club, Lakeville – Mark Klimm, Supt.

MGA MID-AMATEUR CHAMPIONSHIP September 8-10
Marlborough Country Club, Marlborough – Ken Crimmings, CGCS, Supt.

MGA SUPER SENIOR AMATEUR CHAMPIONSHIP September 21-22
Bass Rocks Golf Club, Gloucester – Chris Donato, Supt.

TRI-STATE MATCHES October 20-21
TPC Boston, Norton – Tom Brodeur, Supt. ❖

by Don Hearn

maltby and company natural tree & LAWN CARE

Massachusetts Certified Arborists

- Tree Pruning, Removal & Planting
- On-site Wood & Leaf Grinding
- Plant Healthcare
- Integrated Pest Management
- Mulch Products
- Air Spading

ACCREDITED TREE CARE INDUSTRY ASSOCIATION CONFIDENCE

maltbytree.com (781) 344-3900

WINFIELD

WinField is more than just a distributor. Our team provides customized solutions for your business using our industry-leading insights tools. When you team up with WinField, you can be confident you're maximizing your potential. Because we deliver service, solutions and insights designed to help you win.

Jim Favreau
Massachusetts
(978) 815-9810
JLFavreau@landolakes.com

Chris Bengtson
SE Massachusetts & Rhode Island
(978) 360-0981
CRBengtson@landolakes.com

WinField is a trademark of WinField Solutions, LLC. ©WinField Solutions, LLC, 2014.

How to Handle Yourself in Casual Conversation

There are times when you are asked to attend a function at the club or course and this could be a time to shine or fade like a shooting star. Striking up a conversation or chit chatting at an event doesn't have to be dreaded, intimidating or boring.

It is necessary to engage in casual conversation, which is often referred to as chit chat or small talk, in many social situations. This can happen with a friend, acquaintance, club member or stranger at a corporate event, birthday party, restaurant or at the club. While chit chatting with an individual you do not know well can be uncomfortable, following some simple tips can help you to engage in natural, interesting conversation at your next event.

Here are a few ideas:

- **INITIATE CONVERSATION**

Greet the person you are about to engage in conversation with a smile. Introduce yourself and ask the other person how he or she is doing. This helps to break the ice and assess whether the other person is interested in having a conversation.

If the event is at the club, most people will know who you are. One of your challenges is to remember who they are! I've noticed during my time in the business that many are interested in what is happening on the course, but there's not a lot more they seem to be interested in talking about. I believe that's because they think there's not much more you are interested in talking about. Just because someone you meet is a golfer doesn't mean they don't have other interests in life. Yes, golf and the club is a large part of their life, but other diversions might also be of mutual interest. I've met a painter, an author, a professional photographer, a racecar driver, a wine lover (a few of them), a mountain climber and others. It's nice to talk with those who have a zest for life and I've found they are very willing to talk about what they love to do.

- **COMPLIMENT THE OTHER PERSON SINCERELY**

This will help the person feel comfortable with you. Be ready for the inevitable question of "What do you do in the winter?" You know how to answer that.

- **FIND COMMON GROUND THROUGH CASUAL TOPICS**

Family, work, mutual friends and diversions as mentioned above are good starting points. This will help you to relate to one another and allows the conversation to flow more easily.

- **ASK QUESTIONS**

Open-ended questions, as opposed to yes and no questions, provide the opportunity for you to learn more about the other person and discover more things you may have in common. Just make sure what you tell someone about yourself you don't regret later. Keep in mind you're not a member. Even though you might be told "You're part of the family" that will end sometime.

- **SHOW CURIOSITY AND INTEREST**

Demonstrate this through your body language, such as nodding and making eye contact. A positive reaction from the other person is more likely if you display genuine attentiveness.

- **MAKE A POLITE EXIT**

Once you sense that the chat is coming to a close, simply state that you enjoyed meeting the person and exchange handshakes. ❖

by Don Hearn

GCSANE Survey

Please take a moment to take a brief survey about the 2014 season by entering the address below in your browser. The results will appear in the February Newsletter.

GCSANE Survey for 2014 review

<https://www.surveymonkey.com/s/Z9R3DQ9>



**WE'RE HERE
TO SERVE YOU!**



JACOBSEN

**WORKING TO BE THE
NORTHEAST'S PREMIER
TURF EQUIPMENT DEALER.**

Hello from MTE Turf Equipment solutions, your local Jacobsen dealer. With locations in the greater Rochester, Albany and Boston areas, we proudly service turf equipment customers throughout the Northeast. Alongside our Jacobsen product line, we offer the full lines of Ventrac, Smithco, Turfco, Mahindra and others to service all of your turf equipment needs.

To become the **premier turf equipment dealer** in the region, we are working with Jacobsen in three key areas:

- 1 PARTS** – keeping you up and running is our number one priority, so we now have more parts in stock than ever.
- 2 SERVICE** – expect your MTE service experience to be world-class every time.
- 3 RELATIONSHIPS** – we continue to strengthen relationships with local associations, trade groups and allied partners.

At MTE Turf Equipment Solutions, we sincerely appreciate your business and look forward to working with you. If you have any questions, please contact **Toby Christoun** at **(978) 857-3726**.



33 Thruway Park Drive
West Henrietta, NY 14586

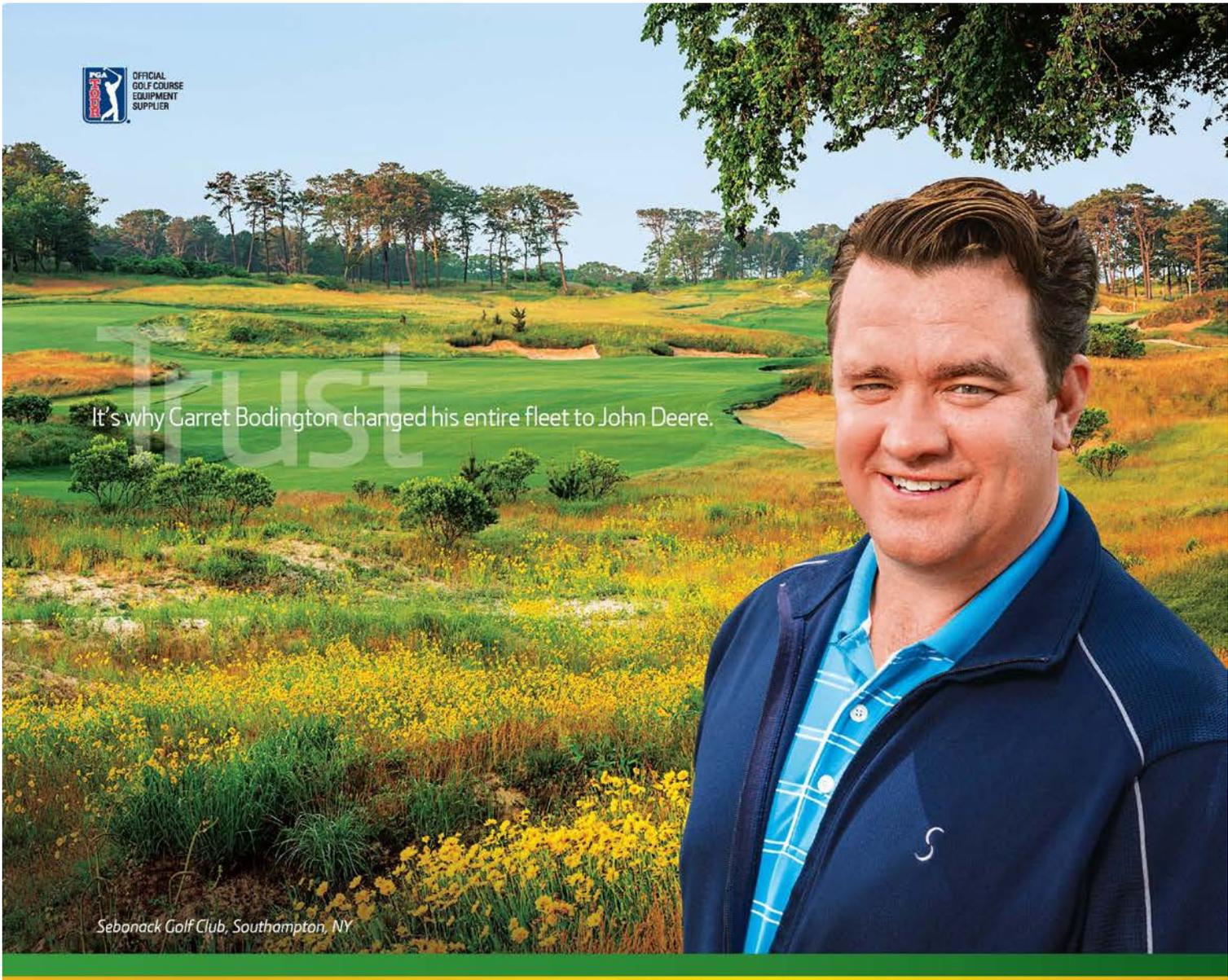
10 Green Mountain Drive
Cohoes, NY 12047

118 Lumber Lane
Tewksbury, MA 01876



www.mte.us.com

©2014 Jacobsen, A Teleton Company/Teleton Innovations Inc. All rights reserved.



It's why Garret Bodington changed his entire fleet to John Deere.

Sebonack Golf Club, Southampton, NY

With the US Women's Open coming to Sebonack in 2013, Garret Bodington made the decision to go with John Deere. Why? "John Deere gave us tremendous support for the Women's Open, from existing equipment to loaners. Also, the E-Cut™ Hybrid technology was a big selling point. We use E-Cuts on every fairway and every green." From E-Cut Hybrid technology to heavy-duty utility vehicles, Garret trusts his entire course to John Deere. To see the difference we can make on your course and call your John Deere Golf distributor today.

Trusted by the best courses on Earth.

58220



JohnDeere.com/Golf



(800) 560-3373 • LacorteEquipment.com

Friend of the Association Profile

Rain Bird Golf Irrigation has a new home in New England at Northeast Golf & Turf, a division of Northeast Nursery, Inc.

Previously distributed by Boston Irrigation Supply Co. (BISCO), the Rain Bird move comes as a result of John Deere Landscaping's acquisition of the former in early October, 2014. Due to the non-transferability of the Rain Bird agreement with BISCO, the sale resulted in a competitive application period by numerous companies seeking the privilege of representing the Rain Bird Golf Irrigation line.

After thorough research and an intensive investigative process, Northeast Golf & Irrigation Supply was chosen by Rain Bird to represent and distribute their premium golf irrigation line. Citing solid company structure, previously established strongholds throughout New England, and a willingness to fully embrace and grow this new market through personnel and infrastructure investments, Rain Bird saw a natural fit for both sides.

In an effort to create as seamless a transition as possible for current Rain Bird customers, Northeast Golf and turf has hired essential BISCO team members throughout New England:

Bill Stinson, Golf Irrigation Manager: Bill will also be the direct sales contact for Worcester County and the four Western counties in Massachusetts.

Jeff Brown, Sales: Jeff will be the sales contact in Vermont, New Hampshire, Maine, and Essex and Middlesex counties in Massachusetts.

Dan Fuller, Sales: Dan will be the contact in Rhode Island, Southeastern MA and Cape Cod.

Greg Hennessy & Tom Hoffer, Service: Greg & Tom will continue to provide service across New England.

The Northeast Turf & Irrigation team looks forward to continued service of current Rain Bird customers in addition to helping new customers with their unique irrigation needs.

Located in Peabody, Ma, parent company Northeast Nursery has been servicing green industry professionals for over 32 years. With significant investments in their turf and irrigation segment in recent years through the acquisition of premium products and industry expertise, Northeast Nursery is poised to offer premium services to customers in the golf irrigation field. With a new facility opened in Londonderry, NH and plans to expand with other locations in the coming years, Northeast continues to position itself to fully service the New England market. ❖



Save the Date: April 20th, 2015
The 11th Annual Joseph Troll Turf Classic
TPC River Highlands Golf Club, Cromwell, CT
Tom DeGrandi Hosting
Honoring Dr. William Dest, Professor Emeritus University of Connecticut



TPC River Highlands is a private golf club located in Cromwell, Connecticut, which is a part of the Tournament Players Club network operated by the PGA Tour. The club was founded in 1928 as Middletown Golf Club and became Edgewood Country Club in 1934. In the early 1980s it was bought by the PGA Tour. The golf course was redesigned to TPC standards by renowned golf course architect Pete Dye, and reopened as the "TPC of Connecticut" in 1984. The course underwent further remodeling in 1989, this time by Bobby Weed in consultation with tour pros Howard Twitty and Roger Maltbie, and renamed the "TPC at River Highlands".

Size Matters.

Smaller micron. Faster absorption. Big difference.

SMALLER MICRON SIZE | SAME APPLICATION RATES AS SUBDUE MAXX®
LOW ODOR, WATER-BASED FORMULATION | HIGH SUSPENSION VISCOSITY
CONTROLS PYTHIUM, PHYTOPHTHORA SPP., DOWNY MILDEW AND MORE

NEW FROM SELECT SOURCE. BE SELECTIVE.

Call Mike Blatt at 814.440.7658 or visit www.selectsourceinc.net.



Follow us  

©2014 Select Source, LLC. Subdue Maxx is a registered trademark of Syngenta Group Company. Always read and follow label directions.



Total Solutions

For over 40 years, Turf Products continues to be the single source supplier for all your irrigation and turf management equipment, delivering superior quality and unmatched customer service to the golf industry.



turf products



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

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



MTE is your source for all of your turf equipment needs!



When Performance Matters.



For these and more, visit or call us:

118 Lumber Lane

Tewksbury, MA 01876

(978) 654-4240

www.mte.us.com

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

ANNOUNCEMENTS

Our condolences are extended to the Sanders Family on the recent passing of Al "Sandy" Sanders. Sandy was the retired and long time superintendent of Juniper Hill Golf Course in Northborough, MA.

Our condolences are extended to Wayne Zoppo and family on the passing of Wayne's sister, Elaine Swenson, on January 7, 2015.

Nor'Easter Ski Day 2015

The Nor'easter Ski Committee has things up and ready to go for the 2015 Nor'easter Ski Day on March 5th at Killington Ski Resort. All the information and registration links can be found on the front page of the VTGCSA's webpage at <http://www.vtgcsa.com/>. You can register anytime starting now!

There are rooms available at several locations at Killington, so make sure you lock in a room before they're all taken. Space is on a first come basis and certain room blocks will be released after February 6th. Last year we had over 100 participants and we're sure to grow from there.

We hope that everyone has a safe holiday season and we hope to see you in a few months at Killington Resort!!

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.

Press Release:

Mary Armstrong, formerly of New Hampshire, of Armstrong Golf Architects is pleased to announce that she has been recognized as a "TOP 20 SUSTAINABLE GOLF COURSE DESIGN PRACTITIONER" in the world by the internationally recognized Green Planet Architects.

In his email to Ms. Armstrong, Roy E. den Hoed, President Green Planet Architects wrote, "it is my privilege to announce that you have been elected to our elite TOP 20 AWARDS of Sustainable Golf Course Architects for 2014. This prestigious award is addressed to a select number of Golf Course Architects who have established a sterling reputation as practitioners of Sustainable Golf Course Architecture. We consider your practice as one of the most visionary in Sustainable Golf Course Architecture."

Ms. Armstrong has completed design work in all areas of the U.S. and internationally, but was particularly active in the Northeast. She stated, "In all, I've designed new courses or renovations for over 120 courses world-wide. While I am semi-retired in New Mexico, I still have a passion for those projects, large or small, that stir my imagination or challenge my problem solving – particularly those in New England." "I am very pleased to be recognized in what I consider to be one of the most relevant and noteworthy areas of my practice. Early in my career, I worked for the U.S. Fish and Wildlife Service and the U.S. Army Corps of Engineers. In large part, I owe my proficiency in this regard to the experience and knowledge I gained in those positions. I also would like to recognize the Landscape Architecture Department at Iowa State University and the emphasis they placed on stewardship in my education there many years ago."

You can reach Ms. Armstrong at 603-547-3132 or via her website at www.golfarchitect.com.



**GCSANE Offers
Website Banner advertising at
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**

Please Patronize these FRIENDS of the ASSOCIATION

Page 1

Agresource, Inc.

100 Main St., Amesbury, MA 01913
Quality Compost, Soil & Mulch.
Dave Harding office: (978) 388-5110 cell: (978) 904-1203
www.agresourceinc.com

Allen's Seed

693 S. County Trail, Exeter, RI 02822
Specializing in quality seed, fertilizer, chemicals, and related golf course maintenance supplies.
Peter Lund (401) 474-8171
www.allensseed.com

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, Scott Mackintosh CPAg (774) 551-6083, Michelle Maltais (401) 835-0287

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

Arysta Life Science

15401 Weston Parkway Suite 150, Cary, NC 27513
Products for the industry.
Jeff Tweedy jeff.tweedy@arysta.com

Barenbrug USA

Great in Grass
10549 Hammond Hill Road, East Otto, NY 14729
Bruce Chapman, Territory Manager (401) 578-2300

BASF Turf & Ornamental

PO Box 111, West Dennis, MA 02670
"We don't make the turf. We make it better."
Pete Jacobson (919) 530-9062 peter.jacobson@basf.com

BACKED by BAYER

Building on an already solid foundation of proven products to help you succeed. Brian Giblin (508) 439-9809 brian@bayer.com
www.backedbybayer.com

The Cardinals, Inc.

166 River Rd., PO Box 520, Unionville, CT 06085
Golf course and landscape supplies.
John Callahan (860) 916-3947, Dennis Friel (617) 755-6558

Cavicchio Greenhouses, Inc.

110 Codjer Lane, Sudbury, MA 01776
Annuals, perennials, garden mums, ground covers, loam, & mulch.
Darren Young (978) 443-7177

Charles C. Hart Seed Co., Inc.

304 Main St., Wethersfield, CT 06109
Authorized distributor for Bayer, Syngenta, Grigg Brothers foliar fertilizers, and Aquatrols. Specializing in custom seed blends.
Robin Hayes (508) 237-2642 Dick Gurski (413) 531-2906
Mike Carignan (603) 540-2562

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

Crop Protection Services

Suppliers of Chemicals, Fertilizer, and Grass Seed
Jim Pritchard (401) 258-5472 james.pritchard@cpsagu.com
Glenn Larrabee (401) 258-3762 glenn.larrabee@cpsagu.com
www.cpsagu.com

DAF Services, Inc.

20 Lawnacre Rd., Windsor Locks, CT 06096
Custom pumping solutions. Custom pump controls. Complete pump service. Serving all of New England.
Dick Young (860) 623-5207

DGM Systems

153A Foster Center Road, Foster, RI 02825
Golf and Sports Turf Specialty Products and Services
Visit www.dgmsystems.com
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

ezLocator

115 Lordvale Boulevard, North Grafton, MA 01536
A New Course Everyday!
Steve Boucini, Representative 508-561-4079
sboucini@gmail.com www.ezlocator.com

Five Star Golf Cars & Utility Vehicles

724 MacArthur Boulevard, Pocasset, MA 02559
E-Z GO Golf Cars, Cushman Utility Vehicles
Doug Hopper (401) 787-0514

G. Fialkosky Lawn Sprinklers

PO Box 600645., Newton, MA 02460
Irrigation services to golf courses throughout New England.
Gary Fialkosky (617) 293-8632
www.garyfialkoskylawnsprinklers.com

Harrell's LLC

19 Technology Drive, Auburn, MA 01501
Turf & Ornamental supplies. John Bresnahan (413) 374-4102, Chuck Bramhall (508) 400-0600, Jim Cohen (978) 337-0222.
Mike Kroian (401) 265-5353, Mike Nagle (508) 380-1668

Hartney Greymont

433 Chestnut Street, Needham, MA 02492 www.hartney.com
Hartney Greymont is a company that specializes in tree care, landscape services, strategic woodland management and plant healthcare. Michael Colman (781) 727-7025

continued on next page

Please Patronize these *FRIENDS* of the ASSOCIATION

Helena Chemical Company

101 Elm Street, Hatfield, MA 01038 www.helenachemical.com
National distributors of all your turf chemicals and fertilizers.
Extensive line of Helena Branded wetting agents, foliar, micronutrients and adjuvants.
Louis Bettencourt, CGCS (978) 580-8166
Chris Leonard (339) 793-3705

Hillcrest Turf Services

P.O. Box 767, Medfield, MA 02052
Mike Parks (617) 852-0479
Providing specialty cultural services to golf courses and sports turf.

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 Landscapes

Offering our customers the most complete line of products, service and expertise in the industry. Ron Tumiski (800) 321-5325 x6219

Ken Jones Tire, Inc.

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

LaCorte Equipment

LaCorte Equipment is your premier John Deere Golf Distributor in the Northeast.
John Winskowicz (978) 471-8351
Bill Rockwell (508) 789-5293
Dan Paradise (978) 853-2916
Call or visit our website at www.lacorteequipment.com

Larchmont Engineering & Irrigation

11 Larchmont Lane, Lexington, MA 02420
Offering a full range of inventory for irrigation drainage, pumps, fountains and landscape lighting products and services for all of your residential and commercial needs.
(781) 862-2550 Susan Tropeano,
Tim Fitzgerald tim@larchmont-eng.com

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
Well drilling, pump service and well maintenance
Peter Maher cell: (781) 953-8167 or (978) 664-WELL (9355)
Fax (978) 664-9356 www.maherserv.com

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 services. 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

McNulty Construction Corp.

P. O. Box 3218, Framingham, MA 01705
Asphalt paving of cart paths, walkways, parking areas; imprinted asphalt. John McNulty (508) 879-8875

MTE, Inc. – Turf Equipment Solutions

118 Lumber Lane, Tewksbury, MA 01864
New England's source for equipment sales, service and parts. New and pre-owned mowers, tractors, attachments and much more from: Jacobsen, Turfco, Smithco, Ventrac, Redexim, Neary Grinders, Ryan, Buffalo Turbine, Mahindra, Husqvarna, Gravely, Standard, Par-Aide and others. Office: (978) 654-4240.
Mark Casey: (617) 990-2427. Matt Lapinski: (978) 551-0093

Mungeam Cornish Golf Design, Inc.

195 SW Main Street, Douglas, MA 01516
Golf course architects
Office: (508) 476-5630
Cell: (508) 873-0103
Email: info@mcgolfdesign.com
Contact: Mark A. Mungeam, ASGCA
www.mcgolfdesign.com

New England Specialty Soils

435 Lancaster, Street, Leominster, MA 01453
1mm. Top Dressing Sand, High Density Bunker Sand, Rootzone Mixes, Tee Blends, Divot Mixes, Bridging Stone, Cart Path Mix, Infield Mixes, Inorganic Amendments, SLOPE LOCK Soil.
Ed Downing (978) 230-2300, Dave Harding (978) 230-2244
www.nesoils.com

New England Turf

P.O. Box 777, West Kingston, RI 02892
Phone: (800) 451-2900 or Ernie Ketchum (508) 364-4428;
Mike Brown (508) 272-1827 www.newenglandturf.com

NMP Golf Construction Corp.

25 Bishop Ave., Ste. A-2, Williston, VT 05495
Golf course construction. Mario Poirier (888) 707-0787

Northeast Golf & Turf Supply

6 Dearborn Road, Peabody, MA 01960
Complete line of Golf Course, Landscape & Lawn Care Construction and Maintenance Supplies
Tom Rowell (978) 317-0673
Bill Stinson (413) 668-7943

North Shore Hydroseeding

20 Wenham St., Danvers, MA 01923
Hydroseeding and erosion control services.
Brian King (978) 762-8737 www.nshydro.com

On-Course Golf Inc., Design/Build

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

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 (508) 435-3090

Read Custom Soils

5 Pond Park Road, Suite 1, Hingham, MA 02043
Custom soil blending, top dressing sands, Root zone blends, "early green" black sand, divot & cart path mixes.
Terry Driscoll, Garrett Whitney (888) 475-5526

Saturated Solutions

18 Evergreen Road, Northford, CT 06472
Greg Moore (203) 980-1301
Saturated Solutions is the sole distributor of the Air2G2 Machine for sales and contracted services. Replenish your soils with oxygen when it needs it most in any conditions with no disruption.
saturatedsolutionsllc.com

Select Source

3208 Peach Street, Erie, PA 16508
National, full line manufacturer and wholesaler of turf, ornamental and specialty chemical products.
Mike Blatt, Northeast Territory Manager (814) 440-7658

Slater Farms (Holliston Sand Products)

P. O. Box 1168, Tift 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. 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

Tartan Farms, LLC

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

Tom Irwin Inc.

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

Tree Tech, Inc.

6 Springbrook Rd., Foxboro, MA 02035
Foxboro, Wellesley, Fall River Andy Felix (508) 543-5644
Full service tree service specializing in zero impact tree removal, stump grinding, tree pruning and tree risk assessments by our team of Certified Arborists.

Tuckahoe Turf Farms, Inc.

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

Turf Products Corp.

157 Moody Rd., Enfield, CT 06082
Distributors of Toro irrigation & maintenance equipment and other golf-related products. Nat Binns (332) 351-5189,
Tim Berge (860) 490-2787, Andy Melone (508) 561-0364

Valley Green

14 Copper Beech Drive, Kingston, MA 02364
Phone: (413) 533-0726 Fax: (413) 533-0792
"Wholesale distributor of turf products"
Doug Dondero (508) 944-3262, Jon Targett (978) 855-0932,
Joe Trosky (860) 508-9875

Winding Brook Turf Farm

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

WinField

29 Gilmore Drive - Unit C, Sutton, MA 01590
Using industry-leading insights to provide you with the products that help you win.
Jim Favreau (978) 815-9810

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

THE NEWSLETTER 2015 DISPLAY ADVERTISING ORDER FORM

Company Name: _____ Phone # _____

Address: _____

Contact Name: _____ Email _____

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%) |
|---|-----------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep) | <input type="checkbox"/> \$ 90.00 | <input type="checkbox"/> \$ 342.00 | <input type="checkbox"/> \$ 486.00 | <input type="checkbox"/> \$ 648.00 | <input type="checkbox"/> \$ 918.00 |
| <input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep) | <input type="checkbox"/> \$150.00 | <input type="checkbox"/> \$ 570.00 | <input type="checkbox"/> \$ 810.00 | <input type="checkbox"/> \$1080.00 | <input type="checkbox"/> \$1530.00 |
| <input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep) | <input type="checkbox"/> \$200.00 | <input type="checkbox"/> \$ 760.00 | <input type="checkbox"/> \$1080.00 | <input type="checkbox"/> \$1440.00 | <input type="checkbox"/> \$2040.00 |

Non-Member Rates: *All payments must be received in full before the ad appears in The Newsletter.

| | | | | | |
|---|-----------------------------------|-----------------------------------|------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep) | <input type="checkbox"/> \$120.00 | <input type="checkbox"/> \$456.00 | <input type="checkbox"/> \$648.00 | <input type="checkbox"/> \$ 864.00 | <input type="checkbox"/> \$1224.00 |
| <input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep) | <input type="checkbox"/> \$180.00 | <input type="checkbox"/> \$684.00 | <input type="checkbox"/> \$972.00 | <input type="checkbox"/> \$1296.00 | <input type="checkbox"/> \$1836.00 |
| <input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep) | <input type="checkbox"/> \$240.00 | <input type="checkbox"/> \$912.00 | <input type="checkbox"/> \$1296.00 | <input type="checkbox"/> \$1728.00 | <input type="checkbox"/> \$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
Phone: 401-934-7660 / Fax: 401-934-9901
jheston@verizon.net