



# THE NEWSLETTER

June 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.

## President's Message

Dear fellow GCSANE members:

We're still on the front nine of the 2015 season and hopefully this message finds you all well. Needless to say it's been an interesting season thus far given the heat, drought, and now more heat we've encountered following on the heels of an epic winter here in the northeast.

Your board of directors met recently at Golf House in Norton, Mass to conduct association business and there are a couple takeaway items to communicate. First off, the bylaws committee presented their first draft of the proposed bylaw changes and I must say everything has been well thought out and executed thus far. The next step will include board review and comments, followed by review by counsel, and finally, review by GCSAA for conformance with their bylaws. Once these steps have taken place, the entire proposed by-law package will be forwarded to you, the GCSANE membership, for final comment and review. If necessary, we will hold a formal review and comment session, perhaps at the December meeting. If everything remains intact on our timeline, we'll ask for a vote to adopt the proposed changes at the next annual meeting. Right now we've identified Fenway Park, our 2015 annual meeting site, as a potential site for the 2016 annual meeting. It's obviously quite a ways off yet and we'll update you as the date gets closer.

On the regulatory front, some important fertilizer regulations have been enacted effective June 5, 2015. I'd suggest you become immediately familiar with the new regulations as they pertain to our businesses. Additionally, there are many friend and affiliate members of our association who have been on the forefront of these changes and can assist with compliance and implementation. You'll be receiving a separate communication from our government relations chairman, Peter Rappoccio, regarding these changes. Thanks to Peter for staying on top of these changes and communicating them in a timely manner.

We've been fortunate to have played some fantastic golf courses thus far in 2015. The May joint meeting with RIGCSA was hosted by John LeClair, CGCS at Warwick CC and fortunately for everyone there wasn't a breath of wind for the most part. We enjoyed a fantastic day with approximately 70 attendees for the meeting. Congratulations to John LeClair and his staff for hosting the event on a premier golf course which was in top form for the event.

The 2015 Bear Cup was hosted at the Black Rock Country Club in Hingham, MA with approximately 70 attendees. Superintendent Chuck Welch and his staff had the course in top shape for the event and I'd like to pass along a big high five to the folks at Black Rock for hosting us this year as it was a real treat to play there.

Coming up this month is our next scheduled meeting at Cyprian Keyes on June 29<sup>th</sup>. Our hosts will be Jason Paradise and a long time GCSANE member Dick Zepp, who is past president of our association. Cyprian Keyes has long been considered one of the premier golf destinations in our area and we're fortunate to have it on our list of venues for 2015.

That's it for this edition and I hope to see many of you at one (or all) of our upcoming events. ❖

Best Regards,

Michael D. Luccini, CGCS  
GCSANE President

**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.

We would like to offer sincere thanks to the companies and their Affiliate Members who have supported the GCSA of New England through their participation in the Partner Participation Program (PPP). Please consider these companies and their support when deciding your product selections this year.

**PLATINUM PARTNERS**

Hartney Greymont  
LaCorte Equipment/John Deere Golf  
MTE – Turf Equipment Solutions  
Turf Products Corp

**GOLD PARTNER**

Northeast Golf & Turf Supply

**SILVER PARTNERS**

Atlantic Golf & Turf  
Maltby and Company  
New England Specialty Soils

**PATRON PARTNERS**

Allen’s Seed Co.  
Bayer  
Cavicchio Greenhouses, Inc.  
Chas. C. Hart Seed Co.  
Colonial DryJect & Turf Services  
Country Club Enterprises  
Harrell’s  
Hillcrest Turf Services  
John Deere Landscapes  
Larchmont Engineering, Inc.  
Lazaro’s Golf Course Supplies  
Mayer Tree Service  
Read Custom Soils  
Syngenta  
Tartan Farms  
The Cardinals  
WinField

# Government Relations Update

## ***Courtesy of the National Association of Landscape Contractors and Massachusetts Association of Landscape Professionals***

EPA and the US Army Corps of Engineers released the final Clean Water Act Rule: Waters of the United States. The rule is substantially similar to the proposed rule that NALP has been actively opposing since its release early last year. The rule redefines which waters are subject to federal CWA regulation. In the past, only navigable waters were subject to the CWA. Now, in addition to large water bodies, the CWA's regulatory jurisdiction includes many irrigation ditches, man-made water bodies or areas that have flowing water during heavy storms. The rule defines many ditches as tributaries, which are now subject to regulation. It also subjects to CWA requirements any water body deemed to have a "significant nexus" to a larger body. Under the rule, regulators have a great deal of discretion to determine if a "significant nexus" exists.

The GIA asked for support of support H.R 1732 - an alternative to the controversial Waters of the US rule which would redefine navigable waterways throughout the country. Enough House members supported H.R.1732 to pass it. The EPA and Army Corps of Engineers issued a final rule that is very similar to the Waters of the US rule. It is in contrast to the H.R. 1732. Now the US Senate has it's opportunity to oppose this final EPA ruling and stand in alliance with the US House. Passage of S. 1140 , the Senate version of HR 1732, was heard on May 19 and will be up for a vote in the near future. [S.1140 - 114th Congress \(2015-2016\): Federal Water Quality Protection Act | Congress.gov | Library of Congress](#) The best chance to defeat the Waters of the US ruling is to ask Senators Markey and Warren to vote in favor of S 1140. Below are two links to the rule and an easy way for you to contact Senators Markey and Warren.

### **What Can I Do to Fight These New Requirements?**

The rule will take effect in about 60 days. The only way to change the new requirements is through Congressional action. On May 12, the House passed legislation (H.R. 1732) to require the agencies to withdraw the rule and work with stakeholders to develop a new rule. The Senate Environment and Public Works Committee held a hearing on similar legislation (S. 1140) on May 19. The committee is expected to address the legislation further this summer. NALP continues to advocate for these bills, but we need your help. Please do the following:

- Send a letter to your senators through our advocacy website asking them to support S. 1140.
- Tweet your concerns about the new rule using #landscapeadvocacy, #4CWAclarity and #ditchtherule.
- Tweet at your members of Congress and senators and @EPAWater.
- Find your senator and representative by going to the [Legislative Action Center](#) and using your address in the search bar to find your elected officials.

### **Some suggested tweets include:**

1. Let's stop the overreach of the EPA. Support S. 1140. #landscapeadvocacy #4CWAclarity #ditchtherule
2. Protect landscape professionals from costly new regulation. Support S. 1140. #landscapeadvocacy #4CWAclarity #ditchtherule
3. Do I really need a CWA permit to plant a tree? #landscapeadvocacy #4CWAclarity #ditchtherule

**If you have not already done so, please register for the National Association of Landscape Professionals [Legislative Day on the Hill](#), July 20-21, and make your voice heard in Washington, DC.**

[S.1140 - 114th Congress \(2015-2016\): Federal Water Quality Protection Act | Congress.gov | Library o...](#)

Summary of S.1140 - 114th Congress (2015-2016): Federal Water Quality Protection Act

View on [www.congress.gov](http://www.congress.gov)

**The rule itself can be found at: [http://www2.epa.gov/sites/production/files/2015-05/documents/rule\\_preamble\\_web\\_version.pdf](http://www2.epa.gov/sites/production/files/2015-05/documents/rule_preamble_web_version.pdf)**

# Thoughts From Your Association Manager



(center) Superintendent Eric Whitmore

(left) Director of Golf Peter Doherty

The New England Golf Course Owners Association hosted their 14<sup>th</sup> Annual Golf Outing May 12, at the Atkinson Resort & Country Club in Atkinson, NH. The club is the recipient of the 2015 National Course of the Year honor and this created an additional incentive to view the facility.

In addition to golf, attendees were treated to a tour of the club's teaching facility, golf maintenance and clubhouse operations. Golf Professional Peter Doherty lead a group through the Willowcreek Golf Academy teaching facility and described the learning opportunities offered at Atkinson. Superintendent Eric Whitmore explained the intricacies of turf maintenance and the types of equipment needed to maintain golf turf. Food and Beverage Manager, Walter Heinrich led an informative tour of the clubhouse facilities.

Recently there was an article in the Boston Globe written by Michael Whitmer, the Globe's golf writer. The article focused on the less than ideal growing and recovery conditions many superintendents have faced this spring. I've included a link to the article and it can be viewed by clicking [Boston Globe Article](#).

May 18, was the date of the joint meeting with the Rhode Island GCSA held at Warwick Country Club in Warwick, RI. It was a beautiful day on a beautiful golf course maintained by Superintendent John LeClair, CGCS and his hard working staff. This year's event was hosted by the Rhode Island Association and they did all they could to make the members of our Association feel welcome. Everyone had a great time and enjoyed meeting with our friends from Rhode Island. A joint meeting is a nice way to stay in touch with others in our business, compare notes and talk about course conditions in the area and get to know more people.



Our Host:  
John LeClair, CGCS

How about a "Thank You" to the companies and their representatives who support you, our profession and our Association. I'm always trying to get a feel and a sense of what the Association can do to support the companies who support the Association. Usually, when I ask commercial representatives for their thoughts, I'm told they would like to have more support and understanding of their role. This is totally reasonable. These representatives should be treated as resources, not cretins trying to hustle a sale. Yes, some may show up without advance notice because they just hap-

pened to be in the area – a weak excuse, but maybe, with an explanation, it could be true. Some may just walk in because they don't have the good sense or courtesy to call ahead. A soft and good-natured reminder of your protocol should end this behavior. And some, very few, might be interested solely in a sale. Regardless of motive, when you agree to meet with a representative, make sure you're there at the agreed upon time. Everyone's time is valuable and every minute lost is lost forever. Your time is no more valuable or important than someone else's.

We all like to think we get a deal when we make a purchase. How about the deal you got when you purchased your new car. What about the head of lettuce you saved a few pennies on. Or the great deal you were able to negotiate for the case of fungicide you were looking to purchase. We can think of many deals we've gotten over the years and in some cases the price may have been high to begin with. In others, we may have received a deal because someone wanted to get their foot in the door. There's nothing wrong with an introductory offer. Keep in mind though that

*continued on page 7*



**BASF**  
The Chemical Company

**Xzemplar** fungicide   **Pylex** herbicide   **Lexicon** intrinsic brand fungicide

**Pete Jacobson—919-530-9062**  
**[peter.jacobson@basf.com](mailto:peter.jacobson@basf.com)**  
**[www.betterturf.basf.us](http://www.betterturf.basf.us)**



JohnDeere.com/Golf

# There has never been a better time to get on the green.

Call us to demo our full-line of equipment, including our A Model mowers!

Now is the perfect time to see how John Deere Golf can take your course maintenance to a whole new level. From tee to green, we have the machines that have set the benchmark for excellence in the industry. And that's only part of what we have to offer. So call us today for a demo and see firsthand how we can make a difference on your course.



Some of the lightest mowers in their class, our SL PrecisionCut™ and E-Cut Hybrid walk-behinds allow effortless turning and better engagement with the turf.



Our rough, trim and surrounds mowers greatly increase efficiency and trimming capability. From reels to rotary decks, we have you covered in the rough and surrounds.



Our new A-Model PrecisionCut and E-Cut Hybrid Fairway Mowers give you more control and better results, thanks to our revolutionary TechControl display.



[www.LaCorteEquipment.com](http://www.LaCorteEquipment.com)

LaCorte Equipment

522 Edwards Ave / Calverton NY

800-560-3373

# Kevin Doyle - GCSAA Updates



I always enjoy visiting members at their facilities. The passion they utilize on the job always shows through. While I think the members appreciate my taking the time to visit them, I really enjoy doing so. I always learn a lot and often get the opportunity to share that information with other members, in newsletters or on my blog.



One such visit occurred recently and offered some insights into one member's efforts to grow the game. 15 year GCSAA member Mark Prieur at Trafalgar Golf Club in Milton, Ontario has undertaken several initiatives. I learned quickly that my visit took place on Ladies Day. Flag sticks were wrapped in pink VinylGuard with correlating cup liners. This simple set-up is enjoyed by the members, and was inexpensive to accomplish.

Another area of the course has seen quite the buzz lately too. Prieur has had past experience with bee keeping and has resurrected the practice at Trafalgar. While this is not unique to golf facilities, it was my first up-close experience with a hive. The hive will help pollinate the club's small vegetable garden and is located next to an adjoining farm. Prieur explained that the hive should produce nearly 100 pounds of honey at some point in the fall.

Growing the game long term begins with engaging children. Prieur and the staff have developed a six-hole loop that is tailored perfectly for children. The loop includes a "road hole" finish, at a grueling twenty nine yards long! The loop utilizes unused space adjacent to the first tee. The pins are cut down to approximately 5 feet tall and sunk into cups into the middle of push mowed greens. Tees are marked using old rope-stakes with hole yardage stenciled on the side. Prieur stated the space is packed on weekends, with member's children and grandchildren utilizing the course. The users need to be shorter than the flagsticks and often are slightly taller than the fescue areas that surround the fairways. Maintenance takes very little time and labor, and the returns have been great.



If you have any questions feel free to reach out. I can connect you with Prieur. If you have successful ideas or initiatives that others might enjoy, let me know that too and I will do my best to share.



*continued on page 9*

**N.E.S.S.**



**Ed Downing**  
Cell: 978-230-2300  
email: [ed@nesoils.com](mailto: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**

someone has to pay for your good deal. An important part of the deal is service after the fact and the level of expertise and willingness of the company representative to stand behind the product you bought. Keep this in mind when thinking about the deal you got.

Many companies that support our Association also directly support you by offering educational opportunities to let you know about the products they offer, how these products can help you and, just as important, how the representatives can help you make decisions and offer their expertise to make your job a bit easier. Sure, selling their product is a motivator, but so isn't sharing knowledge. In my almost forty years as a practicing superintendent I shared many phone calls with sales representatives trying to gain insight on products and techniques I was considering. Some I implemented based on the input from those phone calls.

So the next time you consider a purchase, consider the support you'll receive from the company and consider the support the company provides to you, your course and your Association. And – how about a “thank you” once in a while.

---

Our host for the Ninth Annual Bear Cup Tournament was the GCSA of Cape Cod. The event was played at Black Rock Country Club in Hingham. Black Rock is the site of this year's Massachusetts Open Championship and Superintendent Chuck Welch and his staff had the course in wonderful condition for this year's event. The Cape Association won the Bear Cup for the fourth consecutive year. While we would have liked to break the Cape's winning streak, everyone was a winner. The course, the weather and the hospitality at Black Rock made for a beautiful day! The Bear Cup is played in memory of Gary Luccini, long time Superintendent at Franklin Country Club and the father of Mike and Brian Luccini. Mike succeeded his dad as Superintendent at Franklin and Brian is a sales representative for the Tom Irwin company.



**left to right: Paul Doherty, President of the GCSACC; Chuck Welch, Host Superintendent; Mike Luccini, President of the GCSA of New England**

---

The next meeting of the Association will be the Member-Guest, which will be held at the Cyprian Keyes Golf Club in Boylston, MA, June 29. Cyprian was developed by the Frem family. David Frem is the General Manager and is currently the President of the New England Golf Course Owners Association (NEGCOA). How did Cyprian Keyes Golf Club come to be and how was the name determined? The following is a brief history of the evolution of the property:

*Like much of New England, there is a colorful story to this site. The club opened in 1997, but recorded history of the property dates back to 1718 when an early settler, Thomas Keyes, bought several lots in what was then the north precinct of Shrewsbury. In 1734, his son, Cyprian, built his home here, a house that was called Spring Garden. Besides being one of the first settlers in what was to become the city of Boylston, Cyprian Keyes was also a deacon of the Congregational Church and an ardent patriot.*

*After Cyprian Keyes died in 1802 at age 95, the land went through many hands and was finally purchased by industrialist George Sumner Barton, and his wife, Elizabeth Trumbull Lincoln. They renamed the land Barlin Acres—“Bar” from Barton, and “lin” from Lincoln. The Bartons made many additions to Cyprian Keyes' home, including adding a music room in 1939. This room was originally built in 19th century England, disassembled, and reassembled as part of the Barlin Acres Mansion.*

*Eventually, the land became the property of the Worcester diocese of the Catholic Church and then was sold to founders of our golf club. The first tree was cut down on November 1, 1995, and the first green was seeded during the week of Labor Day in 1996. Cyprian Keyes Golf Club was opened to the public on August 11, 1997.*

*When the land for the golf club was purchased from the diocese, the Barlin Acres Mansion still existed. Unfortunately, the only portion of the original house that could be saved was the Music Room.*

*However, the original flooring from Cyprian Keyes' home was used in the 1734 foyer of the new clubhouse, which connects the Spring Garden Ballroom and the Hall of Fame Room. Also, the front entry from the Barlin Acres Mansion now graces the entry between the Ballroom and the 1734 foyer.*

*The design of the clubhouse for Cyprian Keyes Golf Club not only incorporates parts of the original structures, it also reflects the history, heritage and ambiance of colonial Boylston.*

*The same approach was taken with the golf course. Every hole is unique and is carved out of beautiful woodlands. The wetland areas integrated into the course add a natural beauty to the design, and the rolling terrain provides for scenic panoramas. Mark Twain certainly would have loved to take a good walk around Cyprian Keyes.*

*The logo of the course represents the marbled salamander, an endangered species for which there are 22 acres of wetlands set aside on the championship course. During colonial days, the salamander was also a sign of welcome and friendship. ❖*

---

By Don Hearn

# HARTNEY GREYMONT

*...for properties that deserve  
the finest tree, landscaping  
and lawn care.*



*Excellence in arboriculture and  
horticulture since 1938.*

[www.hartney.com](http://www.hartney.com) 781.444.1227



a DAVEY company



## GCSAA Resources and Deadlines

you **G**et **C**ool **S**tuff from your **A**ssociation **A**lready:

### Help GCSAA educate you!

You can help get the education tools you want! If you have a suggestion for a topic, or would like to present a webcast, please contact [Lisa Wick](#), senior manager of e-learning programs.

### WOTUS final rule reached; learn how it may impact your facility

The final Clean Water Rule was announced May 27 by the EPA and Army Corps of Engineers and will be effective 60 days after publication in the Federal Register. GCSAA is currently reviewing the rule for its impact to golf courses. The Clean Water Rule significantly expands the definition of "waters of the U.S." under Clean Water Act jurisdiction and we believe the final rule will likely have a negative impact on golf courses due to increased permitting requirements.

### Help recruit new members, get rewarded

GCSAA's new Member-Get-A-Member program provides members with the opportunity to receive gift certificates for each new member that they recruit. Members will also receive one entry into the grand prize drawing for an all-expenses-paid trip to the 2016 Golf Industry Show in San Diego. Learn more about the program at [www.gcsaa.org/member-get-a-member](http://www.gcsaa.org/member-get-a-member).

### Upcoming FREE webcasts:

- [July 22: 360 Degree Teamwork and Leadership - Equipment Management Series](#)
- [Aug. 5: Poa annua Control and Resistance Management in Warm-Season Turf](#)

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

Kevin Doyle  
GCSAA Field Staff  
[kdoyle@gcsaa.org](mailto:kdoyle@gcsaa.org)  
Follow me on Twitter @GCSAA\_NE

ESTABLISHED IN 1982

DECADES OF EXPERIENCE

## Northeast Golf & Turf Supply

- FAC 79 Approved
- custom seed blending
- complete irrigation system
- athletic field supplies
- professional grade tools & materials

please include us in your next bid!

SEE OUR COMPLETE LINE-UP OF PRODUCTS @ [www.northeastnursery/turf](http://www.northeastnursery/turf)

6 Dearborn Road, Peabody MA 01960 • 978 - 854 - 4414 • [northeastnursery.com](http://northeastnursery.com)

# The Image of our Industry

By Greg Cormier, CGCS

Many of you know that the image of golf is not always positive in many people's eyes. Our industry is often viewed as a luxurious activity for the rich and famous, and a detriment to the environment. Our industry associations have been working hard to change that image and tell the story of what benefits golf brings to the environment, the economy, charities and the general well-being of people. Initiatives such as "We Are Golf" have been very successful at communicating our story to government officials in Washington D.C. and to the general public. GCSAA has an ambassador program that connects a golf course superintendent to each legislator in the House of Representatives and the Senate. The superintendent reaches out to their assigned legislator and just simply starts a relationship, educates the legislator and becomes a resource. For those of you who are familiar with the term "Grassroots effort" this is a prime example. To change the image of an entire industry across the world takes a strong effort on many levels.

You are hopefully thinking right now; "What can I do to help this effort". If you feel compelled to help, here is one way you can start.

1. Find out who your state representative or senator is and contact their office. (Make sure this person is in the district of where you live and vote, not where you work)
2. You will likely hear back from an aide or an intern, and it may be an automated reply at first. Express your desire to meet the legislator.
3. Arrange a meeting at your golf course.
4. Develop a list of 5 things you want to show the legislator on the tour that will either be examples of how you help the environment or the community. Examples would be; water management and the use of rain sensors and moisture meters, soil testing and applying fertilizers without phosphorous, charity golf events and hiring students during the summer.
5. Set a date and time and meet the legislator at the club. Hand them your list / agenda and tour the course for 45 minutes to an hour. Chances are they are busy so keep it short and meaningful. If they play golf, you could offer to play a round with them in advance. If free lunch in the clubhouse is an option, you may add this in as well.



I recently reached out to Representative Cory Atkins and followed this exact procedure. We spent about an hour together and she left the course completely amazed at what we do for the environment and the community. It was very simple, I just showed her a few things that we do every day, and she was amazed at the science and art behind turf management. She had originally thought that golf courses pollute the environment, now she knows we help the environment and the community. I made a point to say that I am not trying to get her to vote for or against any bills, I am just simply here to act as a resource. She was very appreciative of this gesture because she said that it was a rare occurrence.

I would encourage all of our members, including associates and industry partners to initiate this process. Maybe you could wait until September when things calm down. You can even get a couple superintendents and a company representative to gather at a course and work together to give a tour. A little effort goes a long way. Completing an online form email in 5 seconds and sending it off with several thousand others may help a little, but hosting someone at the facility you manage will have a much larger impact. If we can all make an effort it will positively impact our careers for the foreseeable future. ❖

## GCSANE Upcoming Events

**July 15, 2015**

*UMass Field Day*  
South Deerfield, MA

**August 10, 2015**

*Individual Championship and Qualifier for New England Supt. Championship*  
Wayland Country Club  
Wayland, MA

**September 14, 2015**

*Scholarship and Benevolence Tournament*  
Vesper Country Club  
Tyngsborough, MA

**October 5, 2015**

*Member-Member*  
Tedesco Country Club  
Marblehead, MA

**November 2, 2015**

*Nine-Hole Meeting*  
Long Meadow Golf Club  
Lowell, MA

Please visit [www.gcsane.org](http://www.gcsane.org) for complete list.

# 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](mailto:partsdept@turfproductscorp.com)*  
**SERVICE DIRECT: (800) 442-9910**  
*Email: [servicedept@turfproductscorp.com](mailto:servicedept@turfproductscorp.com)*  
**MAIN OFFICE: (800) 243-4355**  
**[www.turfproductscorp.com](http://www.turfproductscorp.com)**

# How to Make Introductions

“May I introduce. . .”

Many people think that introducing themselves or introducing others is so complicated that they tend to avoid doing it altogether. While that might have been the case years ago, today the process is much simpler. It all boils down to **speaking to the person you wish to honor first**. For example, you’d like to introduce your college roommate to your grandmother. Turn to her and say, “Grandmother, I’d like you to meet my roommate, Stan Foster.” Then turn to Stan and say, “Stan, this is my grandmother, Mrs. Duran.”

Here’s a handy chart of who might come first:

| Speak to this person FIRST...   | ...and this person SECOND FIRST...         |
|---|--|
| <b>Social Situations</b>  |  |
| Your grandparents, parents, or anyone older than you  | Your contemporary (or younger)             |
| Your friend   | Another family member                      |
| An adult  | A child                                    |
| A woman   | A man                                      |
| Someone with a title: Senator, Mayor, Judge, Colonel, nobility, Bishop, Reverend, Professor, Doctor; anyone senior in rank to you (boss, CEO) | Your contemporary (or younger)             |
| Your guest of honor   | Others attending the event                 |
| <b>Business Situations</b>  |  |
| A client  | Anyone in your company, including your CEO |
| Your boss, or a higher-up   | A person of lower rank in the company      |

## Tips for Making a Great Introduction

**Look at the person** you are speaking to first, then turn to the other person as you complete the introduction.

**Speak clearly.** Mumbling defeats the purpose of the introduction.

**Use courteous language.** “I’d like to introduce...,” “May I introduce...,” “I’d like you to meet...” are all good options.

**Use preferred names and titles.**

In more formal situations, or when there’s an obvious age difference it’s best to use courtesy titles and last names: “Mrs. Stimpson, I’d like you to meet Mr. Jacobs.” This lets Mrs. Stimpson invite Mr. Jacobs to use her first name, or not. Even in informal situations or with contemporaries, it’s helpful to use first and last names: “Judy, this is Sam Jacobs. Sam, this is Judy Stimpson.” You can use a nickname if you know the person prefers it.

**Teach children to use adults’ titles**, unless an adult specifically requests using his or her first name:

“Mrs. Fredericks, this is my nephew, Benji Rose. Benji, this is Mrs. Fredericks.”

**It’s fine to skip last names when introducing your spouse and children**, unless they have a different last name than yours.

**Introduce other family members by their full names**, unless they request otherwise. It’s also a good idea to mention the family relationship: “Uncle Arthur, may I introduce Mark Weston. Mark, this is my great-uncle, Arthur Pearson.”

**When introducing someone to a small group**, it’s practical to name the group members first, primarily to get their attention: “Sara, Kathy, Dan, I’d like to introduce Curtis Tyler. Curtis, I’d like you to meet Sara Rocher, Kathy Henley, and Dan Quinn.”

**Start a conversation.** Try to find some topic the two people have in common: “Jeff, I think you and Eric share a passion for California wine. Eric might enjoy hearing about your wine tour in California.” ❖

By Don Hearn

## Friend of the Association Profile- LaCorte Equipment

Together with John Deere Golf, LaCorte Equipment is proud to be a good standing member of the Golf Course Superintendents Association of New England. It is a great honor to serve the many excellent courses in one of the best superintendent’s associations in America. We have learned much from the great courses and fine people we work with and our goal is to be the first people that you think of as friends in the equipment business. Our goals for the future are to provide you with the best parts, service, sales, and equipment in the industry. We have come a long way and we are not through making progress. We have been a full service John Deere dealer since 1999, originally serving Long Island exclusively. We have since become a John Deere Golf dealership for parts of NY and NJ, CT, MA, VT, NH, ME, and RI. Nothing runs like a Deere and nobody knows that better than the good folks at LaCorte Equipment. Please visit our website, [www.lacorteequipment.com](http://www.lacorteequipment.com), to see all we have to offer.



**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](http://www.mte.us.com)**

# Developing a Drought-Emergency Plan

A step-by-step guide to help your golf facility prepare for mandatory water restrictions.

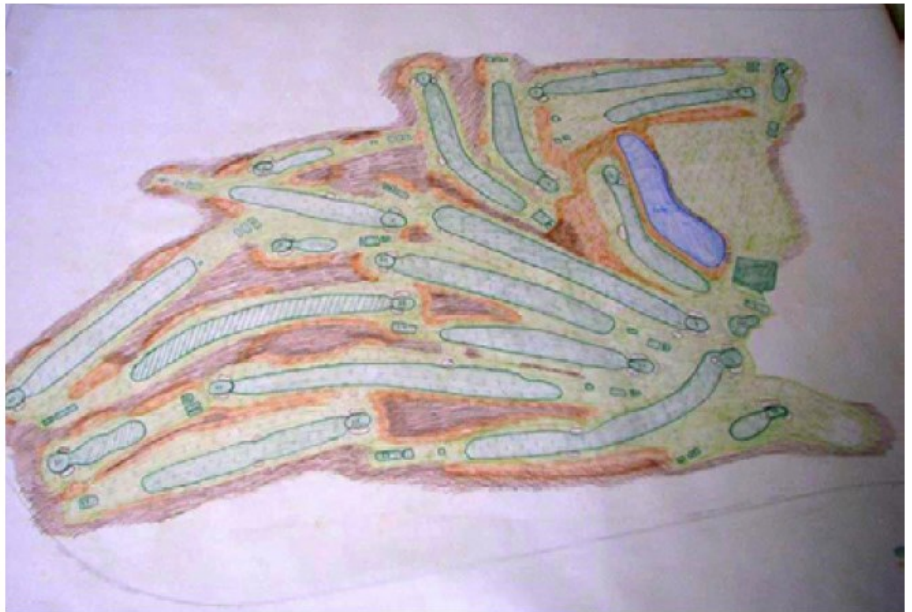
BY PATRICK GROSS

It's 100°F outside and you just received notice that water delivery to the golf course will be reduced by 30 percent in the coming weeks. What are you going to do now? Like it or not, drought emergencies and mandatory water cutbacks are a recurring situation at many golf facilities, even in relatively high rainfall areas of the United States. In some parts of the country, lack of rain for six to eight weeks can put significant pressure on water supplies and trigger a drought emergency. Planning for a drought emergency is not a pleasant situation for golf facility owners, superintendents, or golfers. Effectively preparing for the situation is best done well in advance when you are not in the middle of an emergency, which allows for more effective planning and communication between course officials and golfers.

Water regulations and drought-emergency ordinances are often written so they can be applied broadly to all customers. This often comes in the form of a percentage water reduction that is imposed on customers. Typically, this is done in a phased approach mandating customers to cut back 10, 20, 30, 40 percent or greater as subsequent drought emergency levels are reached. The concept of developing a drought-emergency plan is to determine in advance precisely how much water needs to be reduced to satisfy the 10, 20, 30, or >40 percent mandate and develop a strategy to accomplish these goals.

There are different approaches to planning for a drought emergency, but all have the following baseline factors in common:

- Precise knowledge of golf course acreage and the size of greens, teeing grounds, fairways, rough, and landscape areas.
- Knowledge of monthly water use for the various golf course areas such as greens, teeing grounds, fairways, rough, and landscape areas.



A simple color-coded map of the golf course is an effective communication tool to show golfers where water will be reduced in case of a drought emergency.



An accurate map of the golf course property is an essential starting point for developing a drought-emergency plan so that various areas can be measured and documented. (Image courtesy of Todd Eckenrode, Origins Golf Design.)



*During a drought emergency, putting green complexes and teeing grounds typically receive the highest priority for irrigation, while the rough receives the lowest priority.*

- Intimate understanding of the irrigation system and its output, operation, and capabilities.
- An understanding of high-priority areas that need to be maintained to preserve acceptable playing quality and customer satisfaction.

The following five-step plan outlines a process that golf course personnel can use to develop a customized drought-emergency plan.

### STEP 1

#### Secure an accurate map of the property.

A current and accurate map of the entire golf course property is an essential starting point for developing the drought-emergency plan. This forms the basis for measuring and analyzing the irrigated acreage. An

AutoCAD map that includes an overlay of the irrigation system is best because boundaries of all irrigated areas can be accurately measured. There are other tools available for this purpose, including:

**Commercially available services:** Customized GPS and GIS mapping products are available, such as [Course Vision™](#), [Google Earth Pro](#), and others, that provide accurate measurements of the golf course property. Such products often include tools such as an aerial photograph, property map, measurement data, area calculator, and features for measuring, documenting, and calculating the size and area of the golf course.

**Online tools:** Area-calculator tools and planimeters are available for free on the Internet. Many of these tools

use satellite imagery that is ground normalized to allow the user to obtain measurements of the property and various course features. Examples include [Google Maps Area Calculator Tool](#) and [Google Planimeter](#).

### STEP 2

#### Determine the size of turf and landscape areas.

Using the map, determine the square footage and/or acreage of the entire property and then break it down into specific use areas. The list must be based on irrigation zones and the ability of the control system to irrigate each area separately. This is much easier for a system with individual irrigation head control versus a block system (one valve controlling two or more irrigation heads) where a single

**Table 1**  
Sample area calculation for various use areas of the golf course

| Area description                      | Total area (sq. ft.)     | Total area (acres) | Percentage of total area |
|---------------------------------------|--------------------------|--------------------|--------------------------|
| Green complexes                       | 178,596                  | 4.1                | 4%                       |
| Teeing grounds                        | 152,460                  | 3.5                | 3%                       |
| Fairways                              | 901,692                  | 20.7               | 20%                      |
| Primary rough                         | 2,025,540                | 46.5               | 44%                      |
| Secondary rough/<br>out-of-play areas | 797,148                  | 18.3               | 17%                      |
| Practice range                        | 453,024                  | 10.4               | 10%                      |
| Landscape areas                       | 104,544                  | 2.4                | 2%                       |
| <b>Total</b>                          | <b>4,613,004 sq. ft.</b> | <b>105.9 acres</b> | <b>100%</b>              |

valve may be covering both fairway and rough areas. The list may vary from course to course based on site-specific features but will generally include the following zones:

- Putting green complexes (greens, approaches, and green banks)
- Teeing grounds
- Fairways
- Primary rough
- Secondary rough/out-of-play areas
- Practice range
- Landscape areas

Once accurate measurements are determined, calculate the percentage of each area compared to the total property (see sample Table 1).

### STEP 3

#### Determine how much water is used annually to irrigate the golf course.

Historical water-use data can be obtained from a variety of sources, including:

- Billing records from the local water agency.
- Daily logs from the irrigation pumping system.
- Data from golf course accounting or maintenance records.

Water use is reported in different ways, such as acre feet (1 acre foot = 325,851 gallons), 1,000 gallon units, or hundred cubic feet (HCF, which equals 748 gallons.) It is best to use the same terminology as the water agency to avoid confusion.

Water use obviously varies from month to month; therefore it is important to list historical water-use data in a

**Table 2**  
Sample historical average water use by month

| Month     | Previous 3- to 5-year average water use (gallons) |
|-----------|---|
| January   | 2,020,258   |
| February  | 2,737,123   |
| March     | 5,050,644   |
| April     | 6,354,036   |
| May       | 7,575,966   |
| June      | 8,309,124   |
| July      | 8,081,030   |
| August    | 7,575,966   |
| September | 6,354,036   |
| October   | 4,545,580   |
| November  | 2,932,632   |
| December  | 2,020,258   |

**Table 3**  
Sample average water use by section of the golf course in a single month (July)

| Area description                      | Percentage of total area | Average water use for July |
|---------------------------------------|--------------------------|----------------------------|
| Green complexes                       | 4%                       | 323,242 gal.               |
| Teeing grounds                        | 3%                       | 242,430 gal.               |
| Fairways                              | 20%                      | 1,616,206 gal.             |
| Primary rough                         | 44%                      | 3,555,654 gal.             |
| Secondary rough/<br>out-of-play areas | 17%                      | 1,373,775 gal.             |
| Practice range                        | 10%                      | 808,103 gal.               |
| Landscape areas                       | 2%                       | 161,620 gal.               |
| <b>Total</b>                          | <b>100%</b>              | <b>8,081,030 gal.</b>      |

monthly format. The reported water use will preferably reflect an average of the past three to five years (see sample Table 2).

Next, determine how much water is typically used in each area of the golf course by taking the total amount of water used and multiply by the percentage of the total area of the golf course assigned in Step 2 (see sample Table 3). Repeat this step for each month.

At this point, it is important to note that actual water use may be different for each area of the golf course. For example, *Poa annua* putting greens may use more water than these calculations suggest, and bermudagrass fairways may use less. Keep in mind that this is a theoretical exercise to understand the general scope of how much water is applied to various areas of the property.

### STEP 4

#### Develop a prioritized list for irrigation scheduling.

Next, develop a list of which areas will receive the highest priority for irrigation and which areas will be progressively cut back in case of a drought emergency. Some areas of the golf course, such as greens complexes, are obviously more important than others when it comes to playability and will receive the highest priority. Developing the priority list is best done as a collaborative effort between the superintendent, manager, golf professional, owner, and key committee members/course officials. Everyone needs to



**Table 4**  
**Sample water-use priority list**  
**Level 1 = Highest priority**  
**Level 7 = Lowest priority**

| Priority level | Golf course area                      |
|----------------|---------------------------------------|
| 1              | Green complexes                       |
| 2              | Fairways                              |
| 3              | Teeing grounds                        |
| 4              | Primary rough                         |
| 5              | Landscape areas                       |
| 6              | Practice range                        |
| 7              | Secondary rough/<br>out-of-play areas |

agree to the concept at this stage so any disagreements and second-guessing can be avoided when a drought emergency is declared. The following is a sample priority list for irrigation scheduling. Please note that priorities and the level of detail may be different for each course based on business needs and site requirements (see sample Table 4).

### STEP 5

**Determine how much water must be reduced for each drought-emergency level and where the reductions will be applied.**

At this stage, all the homework has been done and it is just a matter of manipulating the numbers developed in Step 3 (historical monthly water use) based on the priorities established in Step 4 (water-use priority list). As an example, if a second-stage drought emergency is declared and a 20-percent water reduction is mandated, where should cutbacks be made? The following points describe how it is done:

- Using the monthly water-use data from Step 3, calculate the total amount of water that must be reduced based on the percentage required by the drought-emergency level (see sample Table 5).
- Using the monthly water-use data, reduce the percentage of water applied to various use areas of the property based on the priority list developed in Step 4. Manipulate the percentages for the various use areas until the necessary water



*Putting green complexes typically encompass 4 to 6 percent of the total golf course area, and continuing to irrigate these areas helps to maintain acceptable playing quality while using relatively little water. (Photo by Jim Moore, USGA.)*

**Table 5**  
**Sample monthly calculation for a 20-percent water reduction**

| Month     | Historical average water use (gallons) | Amount of water reduction at the 20 percent level (gallons) |
|-----------|--|---|
| January   | 2,020,258                              | 404,051   |
| February  | 2,737,123                              | 547,424   |
| March     | 5,050,644                              | 1,010,128   |
| April     | 6,354,036                              | 1,270,807   |
| May       | 7,575,966                              | 1,515,193   |
| June      | 8,309,124                              | 1,661,824   |
| July      | 8,081,030                              | 1,616,206   |
| August    | 7,575,966                              | 1,515,193   |
| September | 6,354,036                              | 1,269,007   |
| October   | 4,545,580                              | 909,166   |
| November  | 2,932,632                              | 586,526   |
| December  | 2,020,258                              | 404,051   |



*During a drought emergency, the greatest amount of water saving will be achieved by reducing water applications on larger areas of the property, such as the rough.*

**Table 6**

**Sample worksheet to calculate a total 20-percent water reduction in July**

| Area description                      | Priority level | Avg. water use (gal.) in July | Percent Reduction              | Water saved (gal.) |
|---------------------------------------|----------------|-------------------------------|--------------------------------|--------------------|
| Green complexes                       | 1              | 323,242                       | 0 %                            | —                  |
| Teeing grounds                        | 3              | 242,430                       | 0 %                            | —                  |
| Fairways                              | 2              | 1,616,206                     | 0 %                            | —                  |
| Primary rough                         | 4              | 3,555,654                     | 22 %                           | 782,243            |
| Secondary rough/<br>out-of-play areas | 7              | 1,373,775                     | 45 %                           | 618,198            |
| Practice range                        | 6              | 808,103                       | 35 %                           | 282,836            |
| Landscape areas                       | 5              | 161,620                       | 30 %                           | 14,545             |
| <b>Total</b>                          |                | <b>8,081,030</b>              | <b>(target:<br/>1,616,206)</b> | <b>1,697,882</b>   |

reduction is achieved. Note that the greatest amount of water savings will be achieved by reducing water applications on larger areas of the property, such as the rough. Repeat the calculations for each month the drought emergency is expected to be in effect (see sample Table 6).

- Verify that irrigation programming can achieve the desired goal by making the adjustments on the central irrigation computer and performing a projected run cycle. Make further adjustments to the irrigation program as necessary until the projected water use meets the reduction goal.
- Repeat these steps for each drought-emergency level.

### COMMUNICATING THE PLAN

The exercise of developing a drought-contingency plan is not only helpful for determining irrigation priorities, it is a useful communication tool to share with water agencies, owners, green committees, and golfers. Sharing the plan can be done in different ways:

- Post a brief article on the bulletin board or golf facility website describing the goals of the drought-emergency plan and how it will be implemented on the golf course.
- Display a color-coded map or satellite image of the property showing where water will be reduced in case of a drought emergency. The map can be placed in multiple locations, such as the clubhouse, golf shop, restaurant, and locker rooms.
- Consider placing informational signs on the golf course showing where

water reductions will be made as part of the drought-emergency plan.

- Invite course officials, water-agency personnel, and interested golfers on a tour of the golf course to show precisely where water will be reduced. In addition to discussing the details of the plan, the tour also provides an opportunity to demonstrate the operation of the irrigation system and point out any deficiencies or potential difficulties with implementing the plan.

### CONCLUSION

The process of developing a drought-emergency plan takes time and effort, but the exercise is very beneficial for several reasons. First, it requires superintendents and course officials to compile data about their property and irrigation practices. Some may find it surprising how much water is actually used on different areas of the golf course. Second, the data provide an

objective baseline of information to make rational decisions in advance of a crisis situation. Third, the drought-emergency plan can be used as an essential communication tool to share with golfers, water regulators, and the community.

Some may wonder why it is necessary to go to such lengths to meet water-reduction goals. Why not just adjust the irrigation computer and cut 20 percent across the board to all areas of the golf course? Although such an approach would be relatively easy, the results are unlikely to be satisfactory and will end up damaging critical areas such as greens and fairways far more than non-critical areas such as the rough or out-of-play zones. The overall idea is to make targeted reductions while preserving playing quality to the extent possible. Given the state of water supplies, the likelihood of experiencing a drought emergency is not a matter of "if" but a matter of "when." It is always better to be prepared with a solid plan.

### ACKNOWLEDGEMENTS

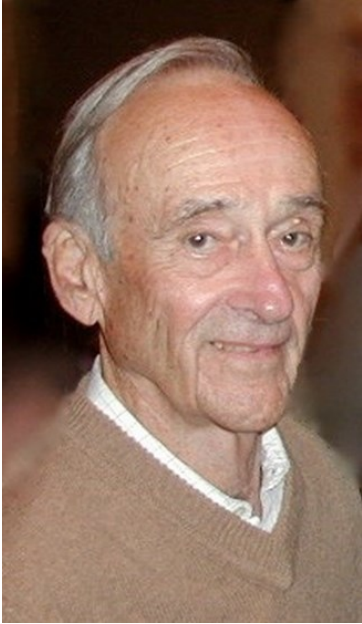
The author wishes to thank Travis Moore, superintendent at Ridgewood Country Club, Waco, Texas, and Brent Harvey, irrigation consultant and landscape architect based in Ramona, Calif., for their contributions to this article.

**PAT GROSS** is director of the Southwest Region of the USGA Green Section, where drought and water-use efficiency are primary concerns facing golf facilities.



*The practice range landing zone at this golf course receives very little water during a drought emergency, while the practice tee is watered regularly to preserve playing quality. Painting the target greens provides great contrast to the drought-stressed bermudagrass. (Photo by Travis Moore, GCS, Ridgewood CC, Waco, Texas.)*

# Dr. Joseph Troll



*Dr. Joe Troll 1920 - 2015*

Dr. Joe Troll passed away June 16, 2015. He was a mentor, friend, teacher, advisor, researcher, husband, father, grandfather and many other titles to those who knew him.

Joe and his wonderful wife, Lonnie, were married for 71 years. They married when Joe was in the U.S. Navy where he enlisted when he was 17 years old. He was stationed in the North Atlantic and rose to the rank of Chief Petty Officer.

He was a fifty-year member of the GCSA of New England and the recipient of the Association's Distinguished Service Award. The Canadian Golf Course Superintendents Association also awarded him their Distinguished Service Award. His importance to the industry was further acknowledged by the United States Golf Association when they awarded him their Green Section Award, one of the most prestigious awards in golf. He was inducted into the Western Massachusetts Golf Hall of fame in 2013.

He had many accomplishments as a professor of Agronomy at the University of Massachusetts, but his biggest thrill and proudest moments came from teaching students. He was so proud of the students that went on to careers in the green industry. And in conversation would remark how someone who had just received some notoriety was one of his students at UMass. As former student Al Wilson said, "No matter who you were, he was the teacher that could find something good in what you were doing."

Joe was a prime mover for turf research at UMass and was the driving force behind the research facility established in South Deerfield, MA. The facility was named in his honor and Joe was very proud of what his untiring efforts had accomplished.

Joe influenced how golf courses were maintained and he had an effect on the world of golf course maintenance. As Tom Alex, a former student, now a superintendent in Florida, said about Dr. Troll, "He was one of those pioneers that created the conditions of the way we do business today."

I first met Joe when I was a student at the UMass Winter School in 1968. I had heard about Joe and his influence in the world of golf course maintenance and was excited to meet him. He was every bit all I had heard about him, and then some. He was an inspiring individual, a wonderful person - a giant! Someone I'll never forget.

Russ Held, sports writer for the Springfield Republican and long-time reporter of the western Massachusetts golf scene wrote a nice article about Dr. Troll and there are quotes from those who knew him well that added to the level of affection and esteem at which Joe was held. To read this article, [Click here to view article](#).



*from left: Cleve Willis, UMass Dean; Joe Troll; Steve Goodwin, Dean of the College of Natural Sciences*

In lieu of flowers Dr. Troll's family has asked that memorial donations in Dr. Troll's name be made to the Troll Turfgrass Fund.

Checks should be made out to the University of Massachusetts and sent to:  
UMass Amherst  
Records & Gift Processing  
Memorial Hall  
134 Hicks Way  
Amherst, MA 01003-9270

Mass will be July 7th at St Marks the Evangelist Roman Catholic Church, 7081 SE Hwy 42, Summerfield, Florida. There will be a repass after the service in a separate building behind the church. ❖

*By Don Hearn*

## **ANNOUNCEMENTS**

### **Welcome New Member**

- Connor Kuehl, Second Assistant, Kernwood Country Club

Meeting location change - August 10 meeting will be at Wayland Country Club, not Stow Acres.

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.

## **2015 UMass Turf Research Field Day**

**Event date/time: Wednesday, July 15, 2015 -  
8:00am to 1:00pm**

**Place: UMass Joseph Troll Turf Research Center**

Research Field Day is our 'open house', when we invite turf managers and their associates to visit the UMass Joseph Troll Turf Research Center. Participants will have the opportunity to meet and speak with UMass Turf Program staff and to view projects underway. Current turf research includes studies on the biology and integrated management of turf-damaging diseases and insects, short- and long-term weed management, fertility, wear tolerance and drought management, as well as a range of National Turfgrass Evaluation Program fine turf trials. Field Day will also feature a trade show with displays and demonstrations from turf industry exhibitors. Continental breakfast and a hearty barbecue lunch will be served.

Support the UMass Turf Program with your presence at Field Day 2015! For more general information, including photos and video, [visit our Field Day page](#).

### **Registration**

**Attendees:** Registration for up to 2 attendees from a particular company is \$55 each. Additional attendees from the same company are \$45 each. \$15 additional charge for on-site registration July 15. Continental breakfast & full lunch are included with registration.

**Exhibitors:** \$200 registration fee covers 2 individuals (includes 2 breakfast/lunch, table, and 2 chairs). Additional staff are \$35 each.

### **Pesticide & Professional Certification Credits**

- 2 Massachusetts pesticide re-certification contact hours have been approved for this program for categories 32, 37, 49 and 00 (Applicator's License). These contact hours are valid for equivalent categories in all New England states.
- 2 New York pesticide credits have been approved for categories 3a and 3b.
- 1 MNLA MCH credit has been approved.
- 2 MLP MCLP education credits have been approved.
- 4 NOFA AOLCP credits have been approved.
- 0.25 GCSAA CGCS education points have been approved.

**STMA CSFM CEUs have been requested.  
Contact**

For more information, contact Jason Lanier at 413-545-2965, Mary Owen at 508-892-0382 or e-mail [fieldday@umassturf.org](mailto:fieldday@umassturf.org). Sponsorship opportunities are available, please inquire.



## **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 Kris Armando  
at 508-745-8555 or [karmando8@gmail.com](mailto:karmando8@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](http://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](http://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

## **Asphalt Services, Inc**

210 New Boston Street, Woburn, MA 01801  
(781) 938-6800  
[www.pavewithasi.com](http://www.pavewithasi.com)  
Providing asphalt paving for golf car paths, walkways and parking lots. We also specialize in drainage, seal coating, crack sealing and line painting.

## **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](mailto:peter.jacobson@basf.com)

## **BACKED by BAYER**

Building on an already solid foundation of proven products to help you succeed. Brian Giblin (508) 439-9809 [brian.giblin@bayer.com](mailto:brian.giblin@bayer.com)  
John Bresnahan (413) 374-4102 [john.bresnahan@bayer.com](mailto:john.bresnahan@bayer.com)  
[www.backedbybayer.com](http://www.backedbybayer.com)

## **Beals and Thomas, Inc.**

144 Turnpike Road, Southborough, MA 01772 and  
32 Court Street, Plymouth, MA 02360  
Civil Engineers - Landscape Architects - Land Surveyors - Planners - Environmental Specialists Contact: Sarah Stearns, 508-366-0560, [sstearns@bealsandthomas.com](mailto:sstearns@bealsandthomas.com)  
Beals and Thomas specializes in golf course site design services including irrigation pond analysis and design, drainage and utility improvements, permitting, hydrogeologic evaluations, construction administration, boundary and topographic surveys, master planning and project design.

## **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  
Chris Bengtson (401) 474-4110

## **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](mailto:james.pritchard@cpsagu.com)  
Glenn Larrabee (401) 258-3762 [glenn.larrabee@cpsagu.com](mailto:glenn.larrabee@cpsagu.com)  
[www.cpsagu.com](http://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](http://www.dgmsystems.com)  
Office (401) 647-0550  
Manny Mihailides (401) 524-8999  
David Mihailides (401) 742-1177

## **ezLocator**

115 Lordvale Boulevard, North Grafton, MA 01536  
A New Course Everyday!  
Steve Boucini, Representative 508-561-4079  
[sboucini@gmail.com](mailto:sboucini@gmail.com) [www.ezlocator.com](http://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](http://www.garyfialkoskylawnsprinklers.com)

## **Harrell's LLC**

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

## **Hartney Greymont**

433 Chestnut Street, Needham, MA 02492 [www.hartney.com](http://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](http://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  
Eric Berg (516) 473-3321  
Call or visit our website at [www.lacorteequipment.com](http://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](mailto: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 for all your of golf course supplies. Par Aide, Standard, Eagle One, turf and ornamentals, aquatics, turf marking paint, safety items, adjuvants Joe Lazaro - cell: (617) 285-8670;  
Fax: (781) 647-0787 Email: [jlazaro698@aol.com](mailto:jlazaro698@aol.com)

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

## **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

## **MAS Golf Course Construction LLC**

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

## **Mayer Tree Service**

9 Scots Way, Essex, MA 01929  
Providing a full range of tree service including plant health care, stump grinding, and compost tea. We can also provide loam, mulch, and mobil debris grinding. Jeff Thomas (978) 500-4921

## **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](mailto:info@mcgolfdesign.com)  
Contact: Mark A. Mungeam, ASGCA  
[www.mcgolfdesign.com](http://www.mcgolfdesign.com)

## **New England Specialty Soils**

435 Lancaster, Street, Leominster, MA 01453  
1mm. Top Dressing Sand, High Density Bunker Sand, Rootzone Mixes, Tee Blends, Divot Mixes, Bridging Stone, Cart Path Mix, Infield Mixes, Inorganic Amendments, SLOPE LOCK Soil.  
Ed Downing (978) 230-2300 Bob Doran (978) 230-2244  
[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;  
Mike Brown (508) 272-1827 [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 & 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;  
Jeff Brown (508) 868-8495; Dan Ricker (978) 317-7320

*continued on next page*

# *Please Patronize these FRIENDS of the ASSOCIATION*

## **North Shore Hydroseeding**

20 Wenham St., Danvers, MA 01923  
Hydroseeding and erosion control services.  
Brian King (978) 762-8737 [www.nshydro.com](http://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](http://www.on-coursegolf.com)

## **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](http://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 Craigmere 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

## **Winterberry Irrigation**

2070 West Street, Southington, CT 06489  
Irrigation and Pump Installation and Service  
Visit [www.winterberryirrigation.com](http://www.winterberryirrigation.com)  
Matt Faherty 860-681-8982 [mfaherty@winterberrygarden.com](mailto:mfaherty@winterberrygarden.com)

# 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<br>Rate                   | 4 Times<br>Per Yr.<br>(Save 5%)    | 6 Times<br>Per Yr.<br>(Save 10%)   | 8 Times<br>Per Yr.<br>(Save 10%)   | Annual<br>Rate<br>(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