



Tee to Green

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Grub Control

Survey

A recent grub control survey circulated to Met GCSA members has been tabulated and yields interesting, but mixed results.

Oftanal Flowable was used at ten courses with all rates being the same: one gallon per acre with no phototoxicity reported. Application times ran from early May through to early September. Eight of the ten courses reported satisfactory or better results with this form of control. Success of the program does not seem to depend on whether the application was followed within 24 hours by natural rain or watering through irrigation.

Oftanal Granular was applied to six courses at 40 pounds per acre from late April through late August. Again, no phototoxicity was reported. Five of the six courses reported fair to good or better results. Both natural rain and irrigation followed applications within 24 hours. *Oftanal Combo* (f/g) was used at four courses from early May through mid-July; each having very good to excellent results.

Interestingly, the three courses reporting unsatisfactory results with *Oftanal* each made multiple applications covering periods of time from two days to 12 days. Finally, three clubs used *Dursban* liquid on fairways and granular on greens and tees. These applications were made only during the month of August; each was followed by irrigated watering. Reported results indicate good control on greens and tees; grubs were found in certain thatch areas of the fairway.

Contact Pat Lucas for more information about survey returns and results. ■

Mel Lucas Receives NYSTA Award



NYSTA President Jack Sloane congratulates Citation of Merit winner Melvin B. Lucas, Jr.

The New York State Turfgrass Association has presented its highest honor, the Citation of Merit, to Melvin B. Lucas, Jr. The award was presented at the Association's recent turfgrass conference and trade show held in Syracuse, NY.

Mel, a graduate of turfgrass curricula at the Pennsylvania State University and the University of Massachusetts, has served on golf courses since 1957. He became a Certified Golf Course Superintendent in 1976 and has held that title since then. Throughout his career, he has been extremely active in professional associations, having served as President of the Golf Course Superintendents Association of America, the NY State Turfgrass Association, the Long Island Golf Course Superintendents Association and the Agriculture Division of Nassau County Cooperative Extension Association.

Further, Mel is a member of the Golf Collectors Association, the USGA Green Section Committee, the Metropolitan Golf Association's Green Committee and the Met GCSA, and has acted as a consultant on golf courses, tennis courts, educational institutions and recreational facilities in this country and in Europe.

Mel is embarking upon a new challenge in 1986 by assuming the responsibilities of Construction Golf Course Superintendent at *Round Hills* near New Bedford, MA. He goes to this position from Piping Rock Club and several other clubs in New York, New Jersey and New England prior to that.

The NY State Turfgrass Association is particularly grateful to Mel for his service as Director and Officer, for during that time the spark was ignited which led that group from a small nucleus of interested turf professionals to its current membership of 850. The first trade show was held during Mel's presidency in 1979, and has grown to 185 trade show booths and 1300 attending in a short six years. In conjunction with the Citation of Merit, Mel has also received a lifetime membership in NYSTA. ■



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Board of Directors' Report –

“Building A Community”

At the recent Met GCSA Annual Meeting this past November, a ByLaw change was approved that created a new ASSOCIATE CLASS of membership. Specifically, the newly authorized membership class has been made available to:

“Any person of good character who is an existing and continuing Class A or Class B member of another GCSA Chapter.”

The new ASSOCIATE CLASS of membership is intended to address one of the unique problems facing the Golf Course Superintendent within the greater New York Metropolitan area – namely, that no one organization represents the interests of the profession.

Some of the advantages to be gained from an effective “umbrella” association would be: a full penetrating mailing list; a more effective survey capability; increased circulation for *Tee To Green* with resulting advertising/sponsorship revenue gains; a more meaningful fund-raising capacity; greater participation, contribution and interaction within educational programs; more significant input to this newsletter; broader based support for all association activities; greater recognition and respect for the profession because of a more visible solidarity; a stronger leadership capability within the local golf community; increased recognition as the leading authority on all matters relating to the world of the Golf Course Superintendent and turf grass management; and finally – a greater potential voting strength within GCSAA electoral forums.

The real test for this “umbrella” concept is being able to put things together without undermining the strength and effectiveness of other local Chapters. It is believed this will be accomplished through the requirement that ASSOCIATE MEMBERSHIP shall only be made available to existing and continuing Class A and Class B members of another Chapter.

To further encourage the building of a district-wide ASSOCIATE MEMBERSHIP: dues will be minimal at \$15.00 annually; and while ASSOCIATE MEMBERS will not be given the right to vote, may not play in tournaments except as a guest and will be asked to pay a price differential when attending functions – they will receive *Tee To Green* regularly along with all Met GCSA mailings, including job notices, and can attend all meetings and educational seminars – again, at moderately higher cost.

Met GCSA ASSOCIATE MEMBERSHIP might be the best buy in America for value returned. A solicitation mailing will be sent to all non-Met GCSA members in the area in early January. Everyone is asked to give their full support to establishing a central organization that will serve the Golf Course Superintendent and the game of golf well – within appropriate norms and along side fellow area golf and membership organizations. ■

Eighteen holes of Match Play will teach you
more about your foe than 19 years of dealing with
him across a desk.

– Grantland Rice

Tree Planning on the Golf Course

Robert Mullane
Alpine Tree Care, Inc.

With the average age of a golf club member generally in excess of 55 years, it is important for stability's sake within a club not only to plant new trees, but to give special attention to existing trees. A good tree plan will accommodate tree planting and tree care. Quite often at a golf course, our firm will recommend trying to stretch the life expectancy of a weak tree so that the club membership will be able to identify with it during their lifetime stay at the club.

One of the most difficult things to impress on club members is that large, old trees do need some assistance. Too often we think of all the trees growing freely in the woods around us – without obvious care. Therefore, the education of members regarding tree care is important. Because most club members are corporate oriented and business sophisticated – a solid presentation on a tree management program is essential.

As a first consideration, any good tree management plan should include an inventory of all present trees on the club property – with comments regarding each tree's overall health and expected longevity.

Second consideration should be given to the care existing trees will need – both immediate and longer term. Finally, a

tree management plan should focus on which trees will need to be replaced through the years – noting their present condition.

Tree plans for a golf course should only be drawn by an authority who is knowledgeable about the game of golf and tree care for the specific region. I absolutely advocate that before an inventory is taken and a tree plan is prepared, the firm selected to do this work should review golf course objectives with the Green Committee, golf professional and golf course superintendent at the club. A meeting of this kind will frequently allow diverse thinking about the golf course within a club to be brought out into the open and dealt with on a common basis.

It is essential that all major considerations regarding the play of the golf course be brought forth before a tree management plan is developed. Each golf course and club are different in their thinking and competitive spirit. Virtually, every club wants to maintain this difference – an important factor for the tree planning firm to always remember.

Sound tree planning will save considerable cost and preserve "La Difference." ■

Signs of Poor Delegation

The following are warning signs of a poor delegator:

YOUR work prevents regular vacations; YOU leave jobs unfinished; YOU have more work than your subordinates; planning is a low priority task for YOU; problems are more common in YOUR job than opportunities; YOU can't name your top three current work goals; YOU frequently issue orders; it's hard for YOU to accept ideas from someone else.

YOUR people refuse to make decisions without consulting with you; they act according to the letter rather than the spirit of the assignment; they do not fill in for you well when you are away; their skill levels remain the same from year to year; they rarely suggest new methods for doing their jobs. ■

Coming Events

January

6-10	CMAA Annual Meeting & Show	San Francisco, CA
8	Met GCSA Winter Seminar	Fairview CC
15	Met GCSA Board Meeting	Westchester CC
24-27	PGA Merchandise Show	Orlando, FL
25	USGA Annual Meeting	Orlando, FL
27-28	GCSAA Golf Championships	Phoenix, AZ
29-2/5	GCSAA International Conference	San Francisco, CA

PERCEPTIONS

You can never
be more than
you perceive
yourself
to be.

GCSAA – NGF Survey

GCSAA and NGF co-sponsored a 1985 Golf Course Maintenance Report that was published earlier this year. A copy of the survey results can be obtained from either sponsoring organization for \$40.00. The survey generated responses from 2,309 golf facilities, or 18.8% of the golf courses across the country. Selected highlight information from this Report follows.

- The average number of rounds played at Northeast courses in 1985 was: 23,272 at private clubs; 45,333 at municipal courses; and 28,036 at daily fee courses.
- Private courses spend 14.6% more on maintenance than municipal courses and 71.6% more than daily fee courses.
- The "average" superintendent is: in his mid-thirties; has at least an associate degree; has 9 to 10 years experience; and has been at present facility for 5 to 6 years.
- Only 21.1% of the private golf courses across the country employ a Certified Superintendent. (13.3% of Met GCSA Class A members are certified.)
- Uniform or uniform allowance provided to crew at 44.1% of private clubs.

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San Francisco Prayer Breakfast

Norman Williams admits he was a wayward Christian – at least before he found himself walled in by flames scorching everyone around him. He was one of the few people to survive the Canary Island crash of two jumbo jets in 1979 in which six hundred died.

Amidst the chaos of the burning aircraft, Williams' head cleared and Bible verses he didn't realize he even knew came to mind. Above the screaming and cursing from burning people which filled the air, Williams shouted: "I stand upon THE WORD." Later from his hospital bed, Williams promised God he would tell his story to anybody who would listen.

Since then, Williams has traveled over 300,000 miles testifying to God's presence in his life to all who would hear. He will be sharing his story with us in San Francisco at our annual Christian Prayer Breakfast at the San Francisco Hilton on Friday, January 31, 1986. Coffee and rolls will be served at 6:30 a.m. with the program from 7:00 to 8:00 a.m. The purpose of the breakfast is to seek God's blessing on the Conference, its affairs, our membership, our directors, our staff, our Nation, and to share God's love. Everyone is welcome.

At his moment of trauma, Norman Williams found Christ at the center of his life. But we don't have to wait for trauma. Christ stands just outside the center of our lives waiting for us to invite him in. If you want to know Christ better, take this opportunity and join us. ■

Cadenelli Nomination

Met GCSA member Steve Cadenelli has been nominated for Director of the Golf Course Superintendents Association of America. Cadenelli, who in June resigned from the Country Club of New Canaan to assume the responsibility for the construction of a new Robert Trent Jones layout in Central New Jersey, is no stranger to the GCSAA scene. He has been active within GCSAA for many years as a member of several committees, including Conference and Show, Editorial, Scholarship and Research, Chapter Relations, Communications and Awards, Tournament and Education. Also, Steve has served as the MGCSA voting delegate to GCSAA for several years. As Steve noted, "The time spent serving on the various committees has been most rewarding and beneficial. The knowledge and awareness of GCSAA gained through my committee work provides me, I believe, with a sound background from which to better serve the members of GCSAA and our profession."

Steve's nomination for GCSAA Director is a very logical step to those who have worked with him over the years. They believe that his extensive involvement with GCSAA coupled with his equally extensive involvement with the Metropolitan and Connecticut associations to be most fitting for a candidate to GCSAA's Board. His past record of involvement and commitment to the turf management profession serve as testimony to his potential as a GCSAA Director. ■

CMAA Golf Car Survey

The Club Managers Association of America recently concluded a 1985 national golf car operational survey, which produced the following highlight information:

- 89% of clubs either own or lease their own golf cars; golf professionals own or lease only 11% of the cars used at clubs.
- Electric cars are used exclusively at 60% of clubs; gasoline exclusively at 26% of the clubs; 14% of the clubs use both gas and electric cars.
- 28% of clubs trade their cars in every 5 years; 21% every 4 years; 15% every 3 years; 10% every 2 years; 2% every year; 24% keep their cars for up to 10 years.
- The general ratio of the number of golf cars at a club to members runs from 1 golf car for every 4 members to one golf car to every 7 members.

In a separate survey, the CMAA indicates that 25% of the golf professionals at clubs are salaried employees; while 22% are pure independent contractors; and 53% work within combined contractual arrangements. Pro Shop stock is owned 70% of the time by golf professionals and 29% of the time by the club. ■

Westchester CC Courses

Our very own Westchester Community College has announced that more than 150 very inexpensive non-credit courses for lifelong learning will be offered this Winter and Spring at its Valhalla campus. Non-credit week-end courses begin on March 1st; weekday (evening) courses begin on March 3rd. A sample listing of the kind of courses that might be of interest to Met GCSA members and their families follows:

* Financial Planning; 7 Monday evenings; \$30. * Home Buying Workshop; 4 Thursday evenings; \$25. * Intro Computers; 8 Wednesday evenings; \$25. * Lotus 1-2-3; 10 Saturday mornings; \$45. * Speaking On Your Feet; 1 Saturday all day; \$25. * Negotiating Skills For Women; 1 Saturday all day; \$25. * Projecting A Positive Image; 1 Saturday all day; \$25. * Writing That Works; 8 Wednesday evenings; \$40. * Coping With Conflict; 1 Saturday all day; \$25. * Leadership Styles and Behavior; 1 Saturday all day; \$25. * Public Relations; 8 Tuesday evenings; \$30. * Making A Successful Career Change; 4 Tuesday mornings; \$10.

For further information and a Course Catalogue call (914) 285-6600. ■

Computer Users' Group

A small group of Met GCSA members has started an informal computer users group that will meet at reasonably regular intervals through the 1986 calendar year.

The first such meeting was held just after Thanksgiving with Ted Horton, Bob Alonzi, Peter Rappoccio, Richie Marcks and others attending. These Superintendents are presently adopting standard data base, word-processing and financial software packages for golf course use and decided to meet to share common experiences and to help each other with innovative approaches to problem solving.

Additional software packages are expected to become available to the Met GCSA Users Group this coming year as participants acquire access to more and more computer programs that can be shared. One such example will be the most current graphics program that can be used to produce 35 mm slide, VCR tapes and paper end-products using full color formats – such as for golf holes and much of the art work seen on television regularly.

Met GCSA members will be kept informed about User Group meetings and will be encouraged to attend. ■

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Met GCSA Board Activity

The Met GCSA Board of Directors last met on December 11th at the Westchester Country Club. The meeting opened with President Peter Rappoccio welcoming newly elected Board members John O'Keefe, Richie Marcks, Rick McGuinness and Ed Walsh to the forum.

With Board approval, President Rappoccio appointed Robert Mullane of Alpine Tree Care, Inc. to be the Class C representative on the Board. John Carlone, the new Golf Course Superintendent at the Middle Bay Country Club, was similarly appointed to be the Class B representative on the Board.

Again with Board approval, the following Committee Chairmanship appointments for 1986 were announced: Membership – Scott Niven; Tournament – Tim O'Neill; Education – Ted Horton and Ed Walsh; Communications – Pat Lucas and John O'Keefe; Scholarship & Research – Rick McGuinness and Ed Walsh; Awards – Chuck Martineau and Rick McGuinness.

Treasurer Larry Pakkala advised that the Chapter would be able to maintain its financial records completely through a personal computer system this year, which will allow for more complete reporting and less work down the road. Recent Treasurer Bob Alonzi introduced the Met GCSA to computer management of its financial records last year.

The Board set the following criteria for election of members to the new Associate Class of membership. Associate members may not vote; may not play in tournaments, except as a guest; may attend meetings and seminars with a price differential; must retain their Class A or Class B membership in another GCSA chapter; will receive regular issues of *Tee To Green* and job notices; and will be charged \$15 dues annually.

The 1986 dues schedule was set and will be the same as for 1985: \$75 for Class A members; \$40 for Class B; \$150 for Class C; and \$25 for Class D. Dues notices will be sent to the membership in early January.

The Board was advised that Class B members had responded to a recent survey and expressed the opinion that they would like to schedule a meeting in the near future to discuss matters of mutual interest. It was anticipated this meeting would be scheduled for mid-January.

Local Joint Meetings

Met GCSA President Peter Rappoccio and Executive Director Jim McLoughlin have recently attended two Fall meetings with local representatives of the Met Club Managers Association, the Met PGA and the Long Island GCSA – for the purpose of identifying mutual problems working toward common solutions.

These meetings were called initially by Met CMA President Eric Caspers and have taken place at the MGA offices in Mamaroneck.

The primary focus of the meetings has been to establish policy so that when any one of the three local professional associations schedules a meeting or golf tournament at a local club – its members will not be treated as a commercial "outing;" rather they will be extended every possible "family" courtesy and every effort will be made to see that expenses are minimized and kept as close to actual cost levels as possible.

Once 1986 schedules are set, each hosting Manager, Superintendent and Golf Professional will be sent a set of guidelines to support the policy guidelines set at these meetings. Future meetings will address common interests in fund raising programs, scheduling and gratuity schedules – among other things. ■

Tim O'Neill listed the developing 1986 Tournament/Meeting schedule as follows: March 26 – Westchester Hills; April 14 or 25 – Nassau; May 13 – Apawamis; June 12 Invitational – Woodway; September 4 – Silver Spring. July and October tournament sites will be announced soon.

Plans are underway to schedule the first official Met GCSA Bill Caputi Memorial Golf Tournament during the coming year. Plans will be announced shortly.

New Co-Chairmen Rick McGuinness and Ed Walsh were asked to thoroughly review the Chapter's Scholarship and Research Program and to make recommendations to the Board when ready. The Board thanked Bob Mullane and Tim O'Neill for the excellent job they did in selling over \$6,000 of S & R raffle chances for the very successful Christmas Party at Fenway.

Members will be encouraged to buy Met GCSA Blazers with pocket emblems this year – to demonstrate pride in their Association. ■

1985 Philadelphia Survey

The accounting firm of Joseph M. Hilger & Co. has just completed its 1985 Operational Survey of 13 of its leading 18-hole client golf and country clubs in the Greater Philadelphia Area. The study indicates: that golf course payroll costs were up 10.3% over the prior year; that golf course operating expenses increased by 6.6% when compared to 1984; and that, overall – golf course maintenance costs rose by 8.9% this year.

Average statistics for the 13 golf courses included in the 1985 study present the following detailed information:

<u>Expense Area</u>	<u>Average Cost</u>	<u>Per Hole Cost</u>
Salary/Wages	\$119,493	\$ 6,639
Taxes/Benefits	21,037	1,169
Equip./Maint.	16,973	943
Supplies/Tress	34,416	1,912
Water/Electricity	6,410	356
Supplies/Misc.	13,117	729
Gas & Oil	8,907	495
Total	\$220,353	\$12,242

It should be noted that similar studies conducted by other accounting firms, such as Pannell Kerr Forster, include additional cost factors (drainage, systems contracts, real estate tax allocations, etc.) with the result that their East Cost cost per hole data exceeds \$15,000.

The same 1985 Hilger Study indicates that the average number of rounds of golf played increased by 540 rounds to 17,622 this year. Similarly, the average number of golf car rounds increased by 411 to 6,115 this season.

The average week-end guest fee to play golf at the surveyed clubs was \$19; the average week-end cost to rent a golf car was also \$19.

Confirmation that many golf and country clubs had a solid 1985 operational year is further indicated in a separate Hilger Restaurant Study:

<u>Cost Ratios</u>	<u>1985</u>	<u>1984</u>
Food Cost to Food Sales	46%	47%
Beverage Cost to Bar Sales	31%	32%
Payroll Costs to Sales	37%	39%
Direct Expenses to Sales	10%	10%
Net Income to Sales	13%	10%

Clubs, obviously, are gradually reducing costs and building income. ■

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