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Tee To Green

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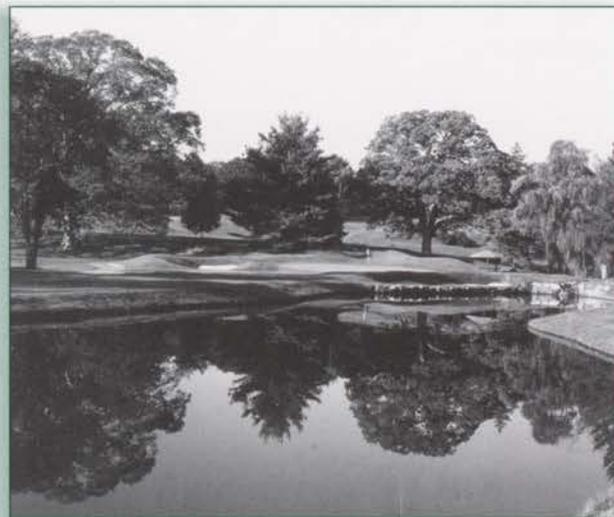
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President's Message

From Summer to the Season's End

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inally, some decent weather! Although this fall has been unusually warm with below-average rainfall, it's provided both the turf and us with a much-needed break and time to recover from the summer's stress. This year, even our fall aerification practice proved to be a challenge. This is the first time I can remember aerifying after Labor Day in 90-plus degree temperatures with very low humidity. You talk about wilt ... let me tell you, I can remember asking myself, "Do you really think this is going to help?" I guess the person who said, "time heals all wounds" was actually a golf course superintendent who aerified under these conditions. Enough is enough.

Lessons Learned

If there's anything good to say about this season, it's that it has provided us with some valuable—though tough—learning experiences. Many of us struggled with—and survived—a litany of diseases, insects, and water supply problems. I could see sharing our lessons learned—what went wrong and what went right—in a roundtable discussion at one of our upcoming meetings. I think this would be a great educational program, and in fact, I wouldn't be surprised if we saw this kind of topic covered this winter at other chapters' educational conferences and seminars.

A Special Thank You

Speaking of our summer, I'd like to thank the numerous Affiliate members who so generously contributed to our Summer Social at Woodway Beach Club. Without their support, we could not have had such



Tim Moore
MetGCSA President

a wonderful event. As a show of thanks, we've listed their names on page 9 of this issue. We encourage you to think of them when a need for their services arises.

I would also like to personally thank our Affiliate representative on the board, Jeff Weld, for his fund-raising efforts. A job well done.

O Come All Ye Faithful

As we've moved through the season, it's nice to see that the attendance at our meetings is up. The Superintendent/Green Chairman tourney at Bedford Golf & Tennis, the assistant's tourney at Greenwich Country Club, and our final golf meeting at Westchester were all exceptionally well attended.

Let's keep the trend going for our annual Christmas party, which has been booked for a repeat performance at Brae Burn County Club on Saturday, December 14. Join fellow supers for an evening of dinner, dancing, and all the usual fun and games—as well as a few surprises that Jeff Wentworth and the Social Committee have cooked up.

continued on page 13

Feature

Getting a Bigger Piece of the Budget Pie

A Formula for Success



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ver wonder why Mr. Extravagant down the road gets everything he asks for while even your most conservative budget proposals get modified beyond recognition?

The problem's usually not so much *what* you ask for but how you state your case.

Here's a step-by-step method that'll help you not only organize your facts and figures, but also present your budget in a way that'll make it seem as though you're doing your club a favor.

Strategy for Success

A winning budget proposal contains five key elements:

1. A shared *objective* statement
2. A *preview* of the proposal
3. A list of key *assumptions*
4. The actual *proposition*
5. An *alternative* strategy

Remember the acronym *OPAPA*, and you'll have the steps memorized.

1. Shared Objective Statement

Begin your proposal by stating what you intend to accomplish and when. Equally, if not more, important: Be sure to link the objectives of your budget request to club goals rather than personal or departmental goals.

Sample Shared Objective Statement . . .

"To provide the membership with fairway conditions that match the excellent conditions of our tees, we plan next year to begin intensively grooming our fairway turf."

2. Preview

You've told management what you'd like to accomplish; now's the time to outline how you plan to go about it. Cover the costs and potential benefits of your plan, but don't get bogged down with too many details at this point.

Sample Preview . . .

"Matching the maintenance intensity—and conditions—of our tees will require that I buy some new equipment. I'll need a new fleet of fairway mowers, which will run about \$100,000, and a new fairway aerator for \$35,000. I've also calculated that I will need to increase my seed, fertilizer, and pesticide budget by about 25 percent and my payroll by 15 percent to cover added labor costs."

3. Key Assumptions

These are the variables outside your control that can affect your ability to achieve your objectives, particularly at the cost you've estimated.

For example . . .

"Improving our fairway turf by purchasing new equipment and upping my payroll and seed, fertilizer, and pesticide budget assumes that the weather will cooperate in providing the conditions necessary for good germination and turf growth."

A statement of key assumptions helps both you and your green committee identify and calculate the risks associated with your strategy.

4. Proposition

Here's where you give the step-by-step plan for achieving the objective you outlined in your preview statement.

To make sure your proposition is as complete as possible, ask yourself these five "whats":

- What *resources* (people, equipment, supplies, etc.) will I need to implement the plan?
- What *steps* or *sequence* of events are necessary to carry it out?
- What is my *timetable*?
- What are the *costs* involved?
- What are the *benefits* to the club?

Sample Proposition . . .

"So to achieve our objective, we'll purchase three new fairway mowers at a cost of \$100,000, a new fairway aerator for \$35,000, and we'll intensify the actual grooming procedures, which will require an additional \$25,000 for seed, fertilizer, and pesticides.

"I could have the equipment by the spring, and we could begin renovating the fairways in the early part of the season.

"The total cost, including additional labor, for carrying out this plan is roughly \$200,000. And within two years, our fairways will look just as good—and play just as well—as our tees, if not better."

At-a-Glance Guide to Presenting Your Budget

Shared Objective Statement

- links your objectives to club goals
- states what you intend to accomplish and when

Preview

- proposed strategy
- cost (an overview)
- benefits to the club

Key Assumptions

- variables outside your control that can affect your ability to achieve your objectives

Proposition

- resources
- steps/sequences
- timetable
- costs (detailed breakdown)
- benefits

Alternative Strategies

- other ways to accomplish the same goals

5. Alternative Strategies

No need for much detail here. The main purpose in presenting alternatives is to show that you've been open-minded and thorough in considering other ways to accomplish the same goals.

Sample Alternative Strategy . . .

"If money is an issue, one alternative would be to lease the equipment, rather than buy it outright. Though in the end the equipment would actually end up costing the club more money, leasing would soften the initial outlay of money.

Beyond the Battle of the Budget

The **OPAPA** strategy works in letters, speeches, policy recommendations—virtually any situation that requires an ounce of persuasion. Its central tenet bears repeating: State clearly what you want and why everyone will benefit from your actions, and chances are good you'll get the backing you need.

Getting What You Budget For

Real-life Budgets From Five Real-life Superintendents

by Glen Dube



We took it upon ourselves to speak to a handful of area superintendents—from traditional private to daily-fee public—about how they not only secure a satisfactory budget, but also how their budget process and implementation actually works. You might just find a few words of wisdom that you can apply to your quest for a bigger and better budget. Here's what they had to say. . .

Arik Carlson, The Patterson Club *Traditional Private Club*

Our calendar year begins when you might expect: January 1. But we begin our budget process in August, with the first draft due the day after Labor Day.

In reality, I sell the budget all year long. We discuss future projects at our monthly meetings, and as the season goes on, the committee ranks them in order of priority.

It's my job to prepare a budget for the golf course and beautification, as well as capital equipment and projects. Also factored in are labor and operating expenses.

Once drafted, the budget is subjected to the scrutiny of our green committee. Then a presentation is made to the finance committee, and the finance committee makes recommendations to the board.

I've found that when you educate your membership and committee with as much information as humanly possible, they're more willing to grant you additional funds. For example, if we have some problem areas on the golf course—poor drainage, for instance—we may discuss that at a meeting. If it's determined to be a

W

After the words "My budget for last year was . . ." and you've got every golf course superintendent's attention. There's nothing more intriguing to turf managers than knowing *how* much money their colleagues have to spend on equipment, maintenance, and labor. The problem is that just knowing that figure won't get you a bigger budget. More helpful is knowing how these supers lobby for—and win—the funds they want and need.

priority, I gather information, showing them the positives and/or negatives, and I determine the cost of the improvement.

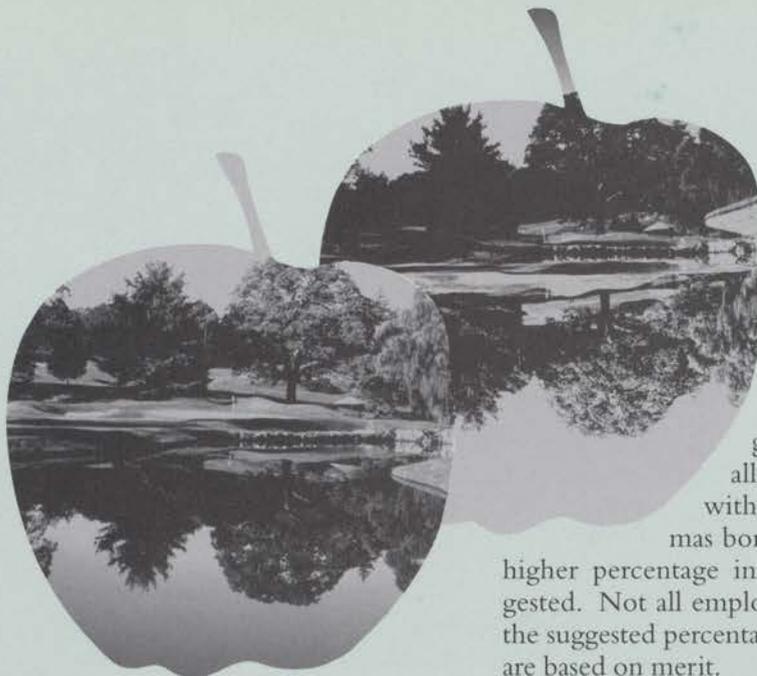
The toughest sell I had to make was our bunker renovation project. It took six years to finally get membership approval. I think what might have finally done the trick was three weeks before the project was up for vote, we began collecting—and displaying by the first tee—the rocks we raked from the bunkers each day. We'd update a sign daily explaining how many day's worth of rocks we'd collected. By the end of the three weeks, we had piled up three cart loads of rocks. Lo and behold, the bunker renovation work passed with flying colors.

We operate from a zero-based condition, which means we assess existing line items and projects as if they were new ones. I have 35 line items for operating expenses and too many for labor—a total of seven: straight time, OT premium, pension, hospitalization/dental, payroll taxes, disability/life insurance, and workers compensation, none of which I can adjust.

Zero-based budgeting is a lengthy process, but it has its advantages. If the committee wants to cut back in a certain area, for instance, you can put the ball in their court to determine what job or project they would like to sacrifice.

I then, in turn, tell them what the decrease will do to the playability or condition of the course. But generally, as long as you explain what it is you need and how it will benefit the membership, they're much less likely to decrease your budget.

Another tool that I find rather useful is surveys. You just have to proceed with caution because when comparing another club's budget to yours, it's not



always apples to apples. Some clubs don't have as many line items, or taxes and benefits may not be included. I also try to point out that each club is different in its expectations, topography, and areas maintained.

**Peter Rappoccio, CGCS
Silver Spring Country Club
Traditional Private Club**

I generally start putting together my budget on October 1, and have it up and running on January 1. We have two separate budgets: a capital budget for equipment and improvements that is funded by initiation fees and an operating budget for the day-to-day maintenance of our facility that is dues based.

My first step is to secure all bids for capital items, such as equipment and property improvements. I put a total operating budget together based on the guidelines and percentage increase set by the finance committee.

Working within those parameters, I propose staff wage and salary increases. I make sure I have complete justification for all the numbers. I survey area clubs for salaries of key people and have those numbers ready when justifying increases I have suggested for our full-time staff.

The finance committee generally suggests a percentage increase for employees—usually not below 4 percent. If an employee has done an

exceptionally good job, I generally reward him with a higher Christmas bonus and a slightly

higher percentage increase than suggested. Not all employees will receive the suggested percentage increase; raises are based on merit.

Surveys from area clubs provide a good baseline. You do, however, have to point out that no two clubs are the same. The makeup of the grounds, the conditions desired by the membership, living expenses for staff in your area can have a huge effect on the bottom line. In the end, you need to present and sell what's right for your membership.

After I've gathered all my numbers, I present them to my green chairman. I make any adjustments or additions he suggests and then present the capital and operating budgets to the GM, finance committee, and the executive committee—in that order.

I have 25 line items in my budget. If a line item is heading over budget, I justify the added expense. As long as the bottom line is at budget, I have some flexibility.

As far as making budget cuts during the season, I've never had to. When these talks have taken place, either during the budget process or the growing season, I have numbers ready for all maintenance procedures. I track all labor hours for each procedure using Golf Course Maintenance software. I present all these figures to the club and ask them to tell me what maintenance procedures they would like to cut. Cuts are their decision and are on record.

If there are certain items that will require major increases in the following year's budget or if there is a new program I'd like to try next year, I let the "important" people know before the

budget goes to committee.

If I can prove that a new program or piece of equipment will improve the facility or is cost effective, I usually get it. It's essential, I've found, to back up your numbers; numbers need to make business sense to business people.

One of the most interesting equipment purchases I had approved was for my greens rollers. I demo'ed a roller unit and rolled the practice green and number one green. Then I parked the roller by the practice green for a few hours. It was amazing how fast the greens were perceived to be that day. Word got around the club, and at budget time, the rollers were an easy sell.

The most valuable lesson I learned? Be prepared with justification for everything, no matter how small the line item is. Remember that there is no such thing as a stupid question from a club committee. Don't try to hide anything. Let the numbers you present speak to the goals you have for the facility.

Jason Ziesmer

Minisceongo Golf Club

Private Club, Single Owner who owns a golf management company that operates Minisceongo and other facilities

My budget process begins in September. My first draft is due by the end of October. Using the format I'm given from upper management, I input my projections for the upcoming year.

Our budget is all-inclusive: operating, equipment, and capital improvements. I prepare the budget and review it with the general manager. Then I present it to the director of operations. From there, it goes to the company finance director for final approval.

The most valuable lesson I learned? Be prepared with justification for everything, no matter how small the line item is.

— Peter Rappoccio

I have 32 line items in my budget. I can always adjust any line item, keeping in mind that the bottom line is the most important number to consider. One of my line items is my labor budget. Across-the-board payroll increases are justified by a cost-of-living increase of 2 to 3 percent. Individual raises are based on performance and reliability.

The main part of my budget is pretty cut and dry. I begin to "sell" desired budget items when deviations are made from the previous year's budget. The best way I have found to "show and sell" my budget is to gather all the necessary facts and figures to support my proposal and secure the general manager's backing.

When I'm asked to cut back on selected budget items, I list a typical month and all the jobs that need to be completed, including labor hours. I then compare the list with budgeted hours and work with the GM to make a decision on what to cut back on.

The biggest challenge I've had relates to the fact that we're a single owner club that is run by a golf management company which operates numerous other clubs.

Not only does this mean we're frequently compared to other clubs in the owner's portfolio, but we're also subject

to the same policies as all the other clubs. So if the company decides to make cutbacks, they're made across the board. Because every golf course is different and has, sometimes, distinctly different agronomic needs, these blanket decisions can prove challenging.

One of the unique needs we have at our club is the pH of our irrigation water. It's 8.2. With a pH that high, our water reduces the efficacy of pesticides and fertilizers, which means we have to apply more materials, more often.

I've suggested to management that we purchase The Aqua S02 Sulfur Burner. In addition to explaining how the burner would benefit course conditions, I detailed how much we would save in fertilizer and pesticide costs and when the burner would actually pay for itself. I'm hoping to get the go-ahead on the burner this year.

In the end, I've found it pays to do your homework and to have clear evidence of your needs. Running demo days or presenting maintenance reports are also practices I've found helpful in budget negotiations.

Blake Halderman

Trump National Golf Club

Private Club, Single Owner

My budget period is the calendar year. I start working on the budget for the next year sometime in October. I do the maintenance budget exclusively. I have 34 line items, including four from the payroll section.

The line items are flexible. I adjust them according to what makes sense for the bottom line. I'm not sure how we are going to incorporate the budgets for the pool, tennis, and housing

The key to success in every budget request is quite simple, really. Provide strong evidence of the need for what you want, and your request will, more likely than not, be tough to refuse.

— Glen Dube

areas, since they're not completed yet.

Because we are a single-owner club, I don't have to make presentations to a board or to committee members. I discuss any issues with the general manager. If I need to "sell" the owner or the GM on a particular idea or product, I do a couple of things.

One tack is to physically take the owner or GM onto the golf course. If I'm walking the course with the owner, I'll bring up the idea I am trying to sell and explain its financial and/or aesthetic benefit. Sometimes I'll get a yes, sometimes a no, and other times the owner will like the idea but will want to wait until the next year.

I also rely on showcasing other area courses' successes to justify an expense. For example, take topdressing fairways. This is a costly process, so it's worth everyone's while—my GM and the owner—to come with me to a course that does this on a consistent basis. That way, they can see firsthand the benefits of this procedure, and they're more likely to approve the expense, if for no other reason than to keep pace with the "competition."

In all this, too, I find it's important to point out how an added expense can benefit them personally. In this case, more topdressing may result in less aerification. That means fewer interruptions in play and fewer complaints by the members to the GM about course conditions. And as an added bonus, the club will be able to dramatically reduce the cost of aerification.

Another technique I use: informal surveys of area clubs. This works for some things and not so well for others. When I'm trying to determine payroll increases, I simply survey other courses in my area to make sure we're competi-

tive. In my sample, I try to include only those that represent the kind of club we are.

Just like comparing real estate prices, the comparisons need to be as similar as possible, taking into consideration such things as the focus of the club, number of rounds, type of turfgrass, acreage of highly maintained vs. natural turf. . . . the list goes on.

The problem I have with comparing budgets is that no two clubs have them set up exactly the same. Someone with an impressive-sounding budget may actually have the same cash available as you do for course maintenance. It's just that their budget may also include such items as irrigation water, electricity, equipment leases, building repairs, and housing costs. I told my GM that I don't care if my budget is \$800,000 or \$2 million. The only thing that matters to me is the amount of money that goes directly toward golf course conditioning.

Glen Dube
Oak Hills Park Golf Course
Public, Daily Fee Course, governed by the Oak Hills Park Authority, which leases the property from the City of Norwalk

I start my budget process around April 1. We operate around the City of Norwalk's fiscal year, which begins on July 1.

Initially, the operations manager sets the budget for the year, which includes 25 line items. Unlike many clubs, payroll, insurance, and workers comp are not part of my line item budget. The operations manager deals with that.

I'm allocated X amount of dollars per year, and as long as I don't exceed the bottom line, I have some latitude to

juggle the line items a bit. If I think my budget is too low, I flash all the necessary data in front of the operations manager to justify why I need additional funds.

From there, the budget goes to the city finance director for a quick check and then to the Authority for final approval. A few months before the new budget period is the time I try to discuss any equipment replacement or capital project. I speak to a few Authority members and confer with the operations manager to try to "sell" the idea to them.

I find it helpful to bring Authority members to the maintenance facility and show them the piece of equipment that needs to be replaced. I might also have on hand a demo piece of equipment to show them precisely how it could improve conditions.

By far the hardest sell I had to make to the Authority was our new irrigation system. The system was literally rotting in the ground. I pleaded for two years to get a new one, explaining just how important it was to course conditions. But it wasn't until I brought the corroded galvanized pipefittings to a meeting one night that I got their attention.

One year later, we installed a new system, and after the summer we had, there's no question in the Authority's mind that they made a good investment.

The key to success in every budget request is quite simple, really. Provide strong evidence of the *need* for what you want, and your request will, more likely than not, be tough to refuse.

Besides being the superintendent at Oak Hills Park Golf Course in Norwalk, CT, Glen Dube is a member of the Tee to Green editorial committee.

Scorecard

Greenwich Country Club Keeps Tradition Rolling

Assistant supers were treated to a perfect day of golf, dinner, and prizes while competing in the Assistants Championship at Greenwich Country Club on October 3.

The exceptionally conditioned course seemed easy on the card but yielded no low scores. The winning team of Chris Donato and Pat Knelly of Silver Spring carded a respectful 78 to take low team gross. Bryan Jansen of Anglebrook was low man by three, edging the field for low gross with an 82.

Special thanks to host Assistant Superintendents Paul Boyd and Josh Satin and Superintendent Greg Wojick for another great event. Many thanks, also, to Outing Director John Stanley and Director of Golf Jerry Coats and their staffs for producing a terrific day.

An extra-special thanks to the Affiliate members who contributed to the success of this event with their tremendously generous contributions: \$3,400 in all. They are: Alpine, The Care of Trees; Metro Turf Specialists/Griffin LLC/Emerald Isle, Ltd.; Westchester Turf Supply; Glenmore Landscape Services; E/T Equipment Company; Wilfred MacDonald, Inc.; Plant Food Company, Inc.; Steven Willand, Inc.; The Cardinals, Inc.; Bayer Corporation; Turf Products Corp./Toro; Simplot Partners; Westchester Tractor; Turf Products Corporation/Buddy Rizzio.

Here are the day's results:

Individual Stroke Play

Low Gross Winners

- 82 Bryan Jansen, *Anglebrook GC*
- 85 David Ryan, *Sunningdale CC*
- 85 Matt Topazio, *The Tuxedo Club*

Low Net Winners

- 69 Anthony Stalter, *St. Andrew's GC*
- 70 John Majchrzak, *Pine Hollow CC*
- 71 Brent Borelli, *Brooklake CC*

Two-Man Better Ball

Low Gross Winners

- 78 Chris Donato, *Silver Spring CC*
Pat Knelly, *Silver Spring CC*
- 80 Scott Zalinsky, *Sivanoy CC*
Nick Learner, *Canyon Club*
- 80 John Majchrzak, *Pine Hollow CC*
Tim Benedict, *The Meadow Brook Club*

- 66 Jeremy Lee, *Trump National GC*
Brian Kishpaugh, *Miniscongo GC*

Longest Drive

- 4 Hermen Van Dunk, *Manhattan Woods CC*
- 17 David Dudones, *Westchester CC*

Closest to the Pin

- 2 Frank Buschini, *Knollwood CC*
- 12 David Ryan, *Sunningdale CC*
- 15 David Dudones, *Westchester CC*

—Eric O'Neill

Low Net Winners

- 64 Joe DeLauter, *Woodway CC*
Jim Schell, *Woodway CC*
- 65 Brent Borelli, *Brooklake CC*
Jennifer Mongeluzo, *Sunningdale CC*

—Tom Leahy

Two-Ball Tourney's Up-to-the-Minute Results

Round Two . . .

Steve Rabideau and Matt Lapinski's combined experience at The Apawamis Club did not factor in their match with Blake Halderman and Glen Dube. They were beat 4 & 3 by the big horses at Apawamis. Rumor has it that Lapinski, who back in the early '90s had honorary membership status at Apawamis, blew up and shot 90, leaving his partner high and dry.

Bill Perlee and Bob Nielsen have found

the right stuff together and are one win away from going to the big dance by beating Tony Girardi and Jim Calladio one up.

The main event match of the second round had Earl Millett and John O'Keefe paired up with Matt Severino and Bob Zaletski. Earl and John squeezed out a one up decision at Ridgeway.

The surprise match was Bob "Woody" DeMarco and Gary Arlio defeating the perennial powerhouse of John Carlone and Les Kennedy one up at Brae Burn.

Meadow Brook Takes Superintendent/Green Chairman Tourney

Was anyone else impressed with the conditions at Bedford Golf & Tennis? Host Super Bob Nielsen and his staff obviously labored long and hard to keep the course in such fine condition through a difficult summer.

Held September 17, the Super/Green Chairman Tourney drew a field of 100 golfers. They enjoyed perfect weather and magnificent hospitality from the Bedford staff.

Here are the winning outcomes—of a winning day. (Congratulations to tourney champs from The Meadow Brook Club!)

Superintendent/Green Chairman Tourney Results

Low Gross Winners

- 73 John Carlone/Ed Westfall
The Meadow Brook Club

Low Net Winners

- 61 Bill Perlee/Dave McCutcheon
The Apawamis Club
- 64 Kevin Quist/Nick Saviano, *Lake Isle CC*

Two-Man Best Ball

Low Net Winners

- 60 Jim McNally, *Rock Spring Club*
John O'Keefe, *Preakness Hills CC*

Closest to the Pin

- Chairman:** Joe Solimire, *Pelham CC* 15'1"
- Superintendent:** Larry Pakkala
Woodway CC 20"

Longest Drive

- Chairman:** Nick Saviano, *Lake Isle CC*
- Superintendent:** Blake Halderman
Trump National GC

Semi-Final Matches . . .

In the semi-finals, Bill Perlee and Bobby Nielsen's Cinderella story came to an end at Hudson National, where they lost to Woody DeMarco and Gary Arlio two up.

Earl Millett and John O'Keefe beat Blake Halderman and Glen Dube on the 17th hole 2 up.

Watch next issue for the results of the final round, which is setting up to be a David-and-Goliath match between the two semi-finalist teams: Earl Millett and John O'Keefe vs. Bob DeMarco and Gary Arlio.

—Sean Cain

New Jersey Repeats at Met Area Team Championship

Celebrating its 23rd year, the annual Met Area Team Championship was held October 7 at Montammy Golf Club in Alpine, NJ. Special thanks to host Superintendent Mike Miner and Assistant Super Jim Swaitlowski for a successful tourney—despite some minor adversity. The club was without power all day, and they were still able to give us a great day of golf and dining.

A total of six associations participated, with the New Jersey team coming in on top, once again, with a combined score of 442. Low gross honors, like last year, went to a contestant from New Jersey, John Farrell, with a 72. Coming in second low gross with a 76 was Les Kennedy, playing this year on the Connecticut team.

Here's the complete rundown on the results:

New Jersey GCSA	442
Connecticut AGCS	460
Philadelphia GCSA	473
Northeastern GCSA	476
MetGCSA	493
Hudson Valley GCSA	496

Closest to the Pin

Doug Larson, *New Jersey GCSA*

Longest Drive

Bill Murray, *New Jersey GCSA*

Representing the Met were the following team members:

Gross Team

Mark Millett, *Old Oaks Country Club*
 Sean Cain, *Sunningdale Country Club*
 Matt Ceplo, *Rockland Country Club*
 Scott Curry, *Scarsdale Golf Club*

Net Team

Dave Mahoney, *Siwanoy Country Club*
 Chuck Denny, *Salem Golf Club*
 Matt Severino, *Scarsdale Golf Club*
 Bob DeMarco, *Powelton Club*

— Sean Cain

Member News

Thumbs Up to Our Sponsors



Many, many thanks to the following Affiliate members who generously agreed to sponsor our Summer Social. We encourage you support them when the need arises—just as they've supported us in making our Summer Social an event to remember.

- Frank Amodio of *Valley View Greenhouses*
- Scott Apgar of *Metro Turf Specialists*
- John Apple of *Westchester Tractor, Inc.*
- Lance Authelet of *D.P. Golf Associates, Inc.*
- Ray Beaudry of *Atlantic Irrigation*
- Bryan Bolehala of *Cleary Chemical*
- John Callahan of *The Cardinals, Inc.*
- Ken Clear of *Alpine, The Care of Trees*
- Kevin Collins of *E/T Equipment Company*
- Gerald Fountain of *United Horticultural Supply*
- Glenn Gallion of *Wilfred MacDonald, Inc.*
- Dave Griffin of *Down to Earth*
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- Glenn Moore of *Glenmore Landscape Services*
- Greg Moran of *Lesco, Inc.*
- Michael Nissman of *PDG Enterprises, Inc.*
- Owen Regan of *AT Sales Associates*
- John Richichi of *Dar Par Sales*
- Joe Stahl III of *Simplot Partners*
- Al Tretera of *Turf Products Corporation*
- Tom Weinert Jr. of *Plant Food Company, Inc.*
- Jeff Weld of *Bayer Environmental Science*
- John Wickes of *Ira Wickes / Arborists*
- Scott Willand of *Steven Willand, Inc.*

New Member

Please join us in welcoming new Class C member **Anthony Stalter** of St. Andrew's Golf Club in Hastings-on-Hudson, NY.

Members on the Move

- **Stephen Rabideau** is the new superintendent at Wheatley Hills Golf Club in East Williston, NY. Former Position: Superintendent at the Hamlet Golf & Country Club in Commack, NY.
- **Ed Walsh** is the new superintendent at Shelter Harbor Golf Club in Westerly, RI. Former position: Superintendent at The Golf Club at Wending Creek Farms in Coudersport, PA.

Births

Congratulations to:

- **Charlie Siemers** of Lesco, Inc. and his wife, Joyce, on the birth of their daughter, Sarah Jean, on August 12.
- Orange County Golf Club Superintendent **George Pierpoint IV** and his wife, Jennifer, on the birth of their son, Ryan Tyler, on September 7. (Congratulations also to the proud grandparents, Met Executive Secretary Ineke Pierpoint and Ardsley Country Club Super George Pierpoint III!)
- Lake Isle Country Club Superintendent **Kevin Quist** and his wife, Lisa, on the birth of their daughter, Gabriela, on September 27.

Well Wishes

Continued well wishes to MetGCSA friend **Gerald Mahoney**, MGA Director of Golf Programs.

In Sympathy

Our deepest sympathy to **John Streeter**, who recently lost his mother. John is superintendent at North Shore Country Club in Glen Head, NY.

Double the Pleasure, Double the Fun

Greenwich Country Club Assistants Paul Boyd and Josh Satin Team Up to Make Assistants Championship a Success

by Greg Wojick, CGCS, and Eric O'Neill

MetGCSA Class C board member Eric O'Neill was busy tending to all the details that go into organizing and running the Annual Assistant's Championship. Held this year on October 3 at the Greenwich Country Club in Greenwich, CT, the event proved to be an overwhelming success thanks to the efforts of Eric and the Greenwich Country Club staff.

Host assistants Paul Boyd and Josh Satin worked behind the scenes to ensure that participants enjoyed the best possible conditions for the event.

(Quick Quiz: Can you guess what Paul Boyd and Josh Satin have in common? Read on for the answer.)

"We scheduled the championship for the Thursday before our annual Autumn Cup weekend, partly because we try to take the course up a notch for this special event," explains Paul Boyd, Greenwich's veteran assistant.

"But then everyday seems to take on a special importance at Greenwich," continues Paul. "We have nearly 106 days of tournament play each year, so preparing specially for almost anything is considered just part of the job."

Josh Satin, Greenwich's second-year assistant and a University of Connecticut graduate, adds, "There's seldom a downtime here; each committee's tournament is considered very important. It's not hard to get up for each day because you know we're subject to the comments of the contestants—whether they're members or guests."

Heavy Hitters

Josh Satin comes from an emerging University of Connecticut turf program as one of its early leaders. "I was the Turf Club's first president, and I've been proudly watching its progress since I've graduated," says Josh.

Paul Boyd's résumé boasts internships at the Broadmoor in Colorado, as well as The Country Club in Brookline, MA. Paul arrived at Greenwich six years ago and holds a B.S. in plant and soil science from the University of Rhode Island.

Both Paul and Josh admit that working at Greenwich is a labor of love. "I'm closely involved in every aspect of the operation, including large capital projects, budgeting, crew management, and green committee interaction," says Paul, adding, "I attend all the green committee meetings and hear, firsthand, all the concerns of our pretty discerning membership."

"I feel like an integral part of everything that goes into our operation," chimes in Josh. "I feel like I'm growing not only grass, but myself as a professional. I'm very quickly getting the picture of all that a superintendent has to deal with."

¿Habla Español?

Both Paul and Josh are becoming increasingly bilingual and enjoy the camaraderie of Greenwich Country Club's predominantly Spanish crew.

"We try to make work important, but just as important, we try to make it fun for the guys," notes Paul. "It can get a bit monotonous here at times, but I think we've mastered morale boosting here at Greenwich."

Most of the Greenwich crew are long-time veterans, with more than 15 years on the job. "It's like a family who has chores to



do," says Josh. "The work is important but the socializing is what can make it really fun."

Question Answered

And now . . . What do Paul and Josh have in common? Lots of stuff, but the biggest is that they both hold a B.S. degree, and they both can frequently be seen BSing with their boss, Greg Wojick.

"Beats the heck out of working," boasts the gruesome twosome.

Greg Wojick, co-editor of the Tee to Green, is superintendent at Greenwich Country Club in Greenwich, CT.

Eric O'Neill, a member of the Tee to Green Editorial Committee, is an assistant superintendent at Scarsdale Golf Club in Hartsdale, NY.



Greenwich Country Club Assistants Josh Satin (left) and Paul Boyd and Superintendent Greg Wojick (right) yuk it up with Bill Murray, actor/comedian of "Caddy Shack" fame.

The Super Behind the Assistants Championship

Greg Wojick Welcomes Met Assistants to Greenwich Country Club

"I'm very proud of both Paul and Josh," says veteran superintendent Greg Wojick of his two assistants. "They are great guys who are serious about their work and know how to interject some fun into it.

"I try to give them every opportunity to improve and grow as individuals, as well as professionals. The job is only a part of it; there's much more to life than growing grass, particularly when you're in your 20s," adds Greg.

"I try to remember when I was younger

and what I liked and didn't like about my experiences in and around the golf course maintenance business," recalls Greg. "I really try to make it a memorable experience for the guys who work for me."

To that end, Greg has traveled with both Josh and Paul for learning and for fun. "We're lucky to be in sync with one another," says Greg. "We enjoy each other's company and can put up with each other's idiosyncrasies. Paul and I just returned from a golf trip to Nantucket, MA, where one of my former assistants, Mark Lucas, is

now superintendent. Last December, Josh and I traveled to Puerto Villarta for Spanish immersion and golf."

On the job, Greg gives both his assistants responsibility for maintenance outcomes. "These guys know firsthand what the membership requires. It's their charge to produce the conditions. I'm here for guidance. Rarely do these guys get off-track."

It Comes With Experience

Greg's ability to offer guidance comes from his 25 years as a golf course superintendent at a variety of types of golf courses, including 15 years at the Greenwich Country Club. "I've worked for a Mom & Pop style operation and a 54-hole facility in Texas," says Greg. "I've worked municipal and private jobs, both mid-market and high end. I've learned from each type of situation and feel comfortable judging what needs to be done both technically and with crew and green committee management."

Greg's father was an accomplished golfer and club member, so early on, Greg was around golf as a caddie. Greg graduated from the University of Connecticut with a B.S. in agronomy from a program that included just a handful of people interested in golf course jobs. "I didn't take a strictly conventional route to Greenwich Country Club, but I have no regrets. I've had a terrific career," says Greg with an assuring nod and a warm smile.

Joe Alonzi Stands Up to the Plate— As Our October Meeting Host

by Glenn Perry, CGCS

Once again, Westchester Country Club Superintendent Joe Alonzi welcomed Met members with open arms... this time for our monthly golf meeting and tournament on October 29.

Open arms? Joe? That's right. To know Joe is to love him. Don't let his quiet, serious exterior—and his brag-worthy accomplishments (past president, SAM Award winner, etc.)—fool you. Joe is the kind of guy who's willing to help anyone who seeks it. He's open and honest—both professionally and personally—and clearly finds sincerity to be the best vehicle for communication with fellow superintendents.

"Joe's President's Messages for the Met were like no other," says *Tee to Green* Managing Editor Pandora Wojick. "In each of them, he had the confidence—and to me, heart-warming ability—to reveal aspects of his personal and professional life that so many can relate to but so few would dare to express. I admire him for that."

Big Business

Superintendent at Westchester for 10 1/2 years, Joe points out that there's much more to Westchester Country Club than the West Course and the Buick Classic. In fact, there's more to Westchester than the South Course, where Met members convened for the tournament. On Joe's list are an executive course, more than 20 tennis courts, seven miles of roads to maintain, a beach club, and the clubhouse grounds.

No small task to manage, but for Joe, it seems to be a labor of love. "I enjoy going to work everyday. In the time I've been here at Westchester, no two days have ever been the same. I'm never quite sure in the morning what the day will bring."

Besides the ever-changing queue of roles and responsibilities, Joe enjoys the work atmosphere at Westchester. "Westchester has an enormous staff, but amazingly, we all work well together," says Joe, who adds that the real key to Westchester's success is the

department heads' great relationship. "We just gel," he says.

South Course Revisited

Like the West Course, Westchester's South Course was built by Walter Travis. It played to 6000 yards until recent renovation work by architect Ken Dye, which brought the course yardage to 6600 from the tips.

At the same time, all the tees were rebuilt and the bunkers renovated, which included removing the short fairway bunkers that are no longer in play in today's game.

Joe characterizes the South Course as a prettier piece of property than the West Course. "This par 71 layout meanders over rolling terrain," says Joe, "and like all golf courses, the key to success is hitting the ball straight and driving it into the fairways."

A Man of Many Accomplishments

From a hands-on superintendent at Huntington Crescent Club and Fenway Golf Club to a man of many hats at Westchester, Joe's résumé includes quite an array of activities. Perhaps his most important contribution to Met superintendents has been his time on the board, which culminated in '95 with a two-year term as president.

Joe has been—and still is—very involved with MetGCSA committees, currently serving on the Nominating Committee, Bylaws Committee, and the Long-Range Planning & Steering Committee.

He also assists the Met by hosting the Winter Seminar each year—every year, in fact, since he's been at Westchester.

Beyond the Met, he's worked on the superintendent's behalf on national and regional levels. A certified golf course superintendent, Joe has served on several GCSAA committees, including Government Relations and the Newsletter Editors



Joe Alonzi

Committee. Since 1985, he's been actively involved in the Westchester County Drought Emergency Task Force, working behind the scenes—particularly this past season—to keep water restrictions fair and reasonable for area golf courses during a drought.

And as if all that is not enough, Joe, along with Centennial Super Will Heintz, is currently serving on the Westchester County Pesticide Management Committee, which is charged with overseeing and monitoring pesticide use on the county's golf courses.

It's no wonder, then, that in 2000 Joe was honored by the MetGCSA with the prestigious Sherwood A. Moore Award, reserved for superintendents who have "advanced the professional image, status, and reputation of the golf course superintendent."

Living and Breathing Turf

Despite Joe's busy professional life, he still managed to summon up the time and energy to help raise a family of four with his wife of 31 years, Judy. His youngest two are students at the University of Connecticut: Allison is majoring in nutrition, and Amanda is majoring in teaching.

Amy, his oldest, earned a master's in forensic psychology and is a student counselor at Green Chimney's in Brewster, NY. Joe's son, Chris, is now superintendent at Woodbridge Country Club in Woodbridge, CT, after paying his dues as Joe's assistant at Westchester Country Club.

When it comes to this profession, it's all in the family. Joe's older brother, Bob, a.k.a. Bubba—is superintendent at Fenway, and Joe's nephew, Rob, is superintendent at St. Andrew's Golf Club.

Can you imagine those family get-togethers?! Instead of talking turkey, the Alonzis are talking turf!

Glenn Perry, co-editor of the Tee to Green, is superintendent at Rolling Hills Country Club in Wilton, CT.

Upcoming Events

2002 MetGCSA Meeting and Social Event

Annual Meeting

Tuesday, November 19

Silver Spring Country Club, Ridgefield, CT

Host: Peter Rappoccio Jr., CGCS

MetGCSA Christmas Party

Saturday, December 14

Brae Burn Country Club, Purchase, NY

Host: Dennis Flynn, CGCS

Conferences and Educational Events

NYSTA Turf and Grounds Exposition

Tuesday – Thursday, November 12 – 14

Convention Center at Oncenter, Syracuse, NY

Cosponsored by Cornell University, the expo is in its 27th year, featuring more than 60 business and technical sessions and an expansive trade show with 350 exhibitor booths.

Call 800-873-8873 or 518-783-1229 for more information.

GCSAA Education Seminar: Integrated Environmental Management

Monday, November 18

8 a.m. – 5 p.m.

Westchester Marriott, Tarrytown, NY

Cosponsored by the MetGCSA, this seminar will discuss ways to integrate sound environmental management practices into daily golf course operations. Ideal for anyone interested in entering into The Audubon Cooperative Sanctuary Program, this seminar will detail individual course environmental planning and offer practical guidelines for setting the plan into action.

For further information or to register, contact GCSAA at 800-478-7878.

New Jersey Turfgrass Expo 2002

Tuesday – Thursday, December 10 – 12

Trump Taj Mahal Resort and Casino, Atlantic City, NJ

Plan now for this three-day conference featuring more than 40 educational presentations and one of the top trade shows in the country.

Watch for further information as the event approaches.

MetGCSA Winter Seminar

Wednesday, January 15

Westchester Country Club, Rye, NY

Host: Joe Alonzi, CGCS

Watch for details.

Calling All Board Nominations

It's that time of year again when the MetGCSA Nominating Committee is looking for new blood on the board.

Anyone interested in serving on the board or nominating a fellow professional for a board position, should contact committee chair Joe Alonzi no later than November 5. You can reach him at Westchester Country Club at 914-798-5360.

President's Message continued from page 1

I guarantee, it will be a night to remember.

Board Bound?

I would like to take this opportunity to thank all of you who support our association and attend our meetings, social functions, and educational programs.

There are other ways you can help as well: Get involved. Volunteer your club for a meeting. Volunteer yourself to serve on a committee. And then there's the ultimate sacrifice: Volunteer yourself to serve on the Board.

Joe Alonzi is the Nomination Committee chairman again this year. Give him a call if you are interested, and get involved. I'm sure you will find it very rewarding. Our elections will be held soon at our Annual Meeting on November 19 at Silver Spring Country Club. So don't delay in sending Joe your nominations.

Note the numerous other educational events listed (left). They're coming fast, so be sure to mark your calendars.

To Be Announced

Watch the upcoming issue of *Tee to Green* for articles announcing the winners of the John Reid Lifetime Achievement Award and the Sherwood A. Moore Award, both to be given out at the Winter Seminar in January.

As always, if you have any comments, suggestions, or concerns, please feel free to give me a call.

Tim Moore

MetGCSA President

Patron Directory

Patrons listed on this page are supporting our association. You are encouraged to support them.

- Action Environmental Group**
Jack Paz/Frank DeGrazia
Pesticides/Herbicides/Waste Oil Disposal
516-781-3000
WEBSITE www.actionhazmat.com
- Al Preston's Garage**
Gary Shashinka
Massey Ferguson Tractors
203-924-1747, FAX 203-924-4594
- Almstead Tree & Shrub Care Company**
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1-800-427-1900
WEBSITE www.almstead.com
- Alpine, the Care of Trees**
Ken Clear, CT: 203-847-1855
Brian Nadriczny, NJ: 201-445-4949
Peter McFarland, NY: 914-345-8733
- Andersons Golf Products**
Steve Hyde: 315-568-6177
Rick Forni: 413-534-8896
- Argento & Sons, Inc.**
Louis Argento
1 Prospect Avenue
White Plains, NY 10607
914-949-1152, FAX 914-948-0255
- AT Sales Associates, LTD**
Owen J. Regan
1787 Louisquisset Pike
Lincoln, RI 02865
401-465-8066
- Atlantic Irrigation Specialties, Inc.**
Tim Marcoux/Ed Santalone
111 Lafayette Avenue
N. White Plains, NY 10603
800-878-8873
- Aventis Environmental Science**
Dave Sylvester
311 Carriage Drive
Kensington, CT 06037
860-828-8905, FAX 860-829-0761
- Bayer Corporation**
Jeff Weld
91 Schofield Road
W. Milford, NJ 07480
973-208-2418
EMAIL jeff.weld.b@bayer.com
- Blue Ridge Peat Farms**
Gene Evans
133 Peat Moss Road
White Haven, PA 18661
570-443-9596
- Central Irrigation Supply, Inc.**
Bernardo Luciano: 914-347-5656
Gordon Holmes: 860-296-4804
EMAIL CentralHartford@aol.com
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Scott Christensen
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- DAR PAR Sales**
John and Dominic Richichi
914-946-1743, FAX 914-946-0796
WEBSITE www.darpgolf.com
- DeBuck's Sod Farm of NY, Inc.**
Leonard/George/Valorie
120 DeBuck's Drive
Pine Island, NY 10969
845-258-4131
- DeLea & Sons Sod Farms**
Vincent Sasso
444 Elwood Road, E. Northport, NY 11731
800-244-7637/631-368-8022
- Down To Earth**
David Griffin
"All Phases of Golf Course Construction"
914-576-7693
- Egypt Farms, Inc.**
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P.O. Box 223, White Marsh, MD 21162
800-899-7645/410-335-3700
- Emerald Isle, Ltd./Milliken Turf Products**
Doug Middleton
2153 Newport Road, Ann Arbor, MI 48103
800-628-4769
- E/T Equipment Co.**
Kevin Collins/Bruce Pye/Dick Neufeld
425 S. Riverside Avenue, Croton, NY 10520
914-271-6126, FAX 914-271-6146
WEBSITE www.etsales@bestweb.net
- Fleet Pump & Service Group, Inc.**
Don Tiedemann
914-835-3801
FAX 914-835-2946
- Forte Landscaping & Tree Service**
Michael Forte/Ralph P. Cosentino
11 East Parkway, Scarsdale, NY 10583
914-723-6632
- Glenmore Landscape Service**
Glenn S. Moore
98 Hack Green Road
Pound Ridge, NY 10576
914-764-4348
- Golftec Int'l, LLC**
Jeff Mazzarelli
Golf Course Construction
1058 Route 146A
Ballston Lake, NY 12019
518-399-7388
- Greenacres Company**
Dave Pijnenburg
Irrigation Contractor
75 Codfish Hill Road, Bethel, CT 06801
203-748-0558
- Hawthorne Bros. Tree Service, Inc.**
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5 Center Street, Bedford Hills, NY 10507
800-235-7035
- Ira Wickes Arborists**
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- Irra-Tech, Inc.**
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Port Chester, NY 10573
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- Leggette, Brashears & Graham, Inc.**
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126 Monroe Turnpike
Trumbull, CT 06611
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EMAIL info@lbgweb.com
- LESCO, Inc.**
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MOBILE 914-391-2216
Charlie Siemers: 914-232-5825
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68 So. Turnpike Road
Wallingford, CT 06492
800-999-8873
- Second Nature Tree and Lawn Care**
Jeff Thrasher
54 Sunnyside Avenue
Stamford, CT 06902
203-327-9456/914-273-1040
- Simplot Partners**
Joe Stahl
795 Route 148, Killingworth, CT 06419
203-209-6951
- Sound Beach Services, Inc.**
White Contractors
P.O. Box 484, Old Greenwich, CT 06870
James E. Morris Jr.: 203-869-8808
- Steven Willand, Inc.**
Gary Mathis
4 Production Drive
Brookfield, CT 06804
203-775-5757
- Surfside Wetting Agents**
Liquid ~ Granular ~ Pellets
ZAP! Defoamer
Robert Oechsle: 800-401-0411
FAX 215-836-2418
- Syngenta Professional Products**
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WEBSITE www.tuckahoeturf.com
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Peter L. McCormick
21 Brandywine Road
Skillman, NJ 08558
800-314-7929
- Turf Products Corp./TORO**
Paul Mazzola, Irrigation
Al Tretera, Equipment
800-243-4355/860-763-3581
The Sprinkler House/Amodios:
914-328-0190
- Turf Products Corporation**
Buddy Rizzio
3379 Route 46, 16-K
Parsippany, NJ 07054
973-263-1234, FAX 973-335-2491
- Valley View Wholesale Greenhouses**
Frank Amodio
229 Smithridge Road
So. Salem, NY 10590
914-533-2526, FAX 914-533-2050
- Venture Vehicles, a division of Turf Products Corp.**
Roger Cohen
205 Pine Street
Contoocook, NH 03229
800-521-3703, CELL 914-805-3751
- Westchester Tractor Inc.**
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Meadow Street
Golden's Bridge, NY 10526
914-232-7746, FAX 914-232-4129
WEBSITE www.wtractor.com
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