

Turf Star to Sponsor Joint Meeting

for West Star in May of 1985 as the commercial sales rep for the Solano, Sonoma, Napa, and north counties. While he enjoyed his work in the Ag market, his love of the game of golf brought him to West Star. By focusing on customer service through the years, Mitch has been able to create many relationships that extend beyond work.

Kevin Castle - Turf Equipment - Newark - Kevin is the commercial sales rep for the San Francisco peninsula and east bay region. He originally started working for West Star in 1997 as our "El Nino" irrigation representative. After a brief time away from this industry, however, he realized how much he missed the relationships and enjoyment of this business. We are happy to welcome him back to the Bay Area golf scene.

Marc Barrientos - Turf Equipment - Salinas - Marc is a single guy from out of state - his reasons for coming in - the weather in California is incredible and the golf courses speak for themselves. Marc has been in the Turf business for 10 plus years. His background includes managing a lawn and garden store for two years, then selling fertilizer, seeds, and chemicals in Indiana for 3 years. Taking on the big city in Chicago, Marc was a turf rep for Jake, Ransome, Cushman, and Ryan.

Michael Ginelli - Irrigation Sales Manager - Martinez - Mike started working on golf courses while still in high school, learning how to water with a quick coupler system on moonless nights. While going to school at Cal Poly in SLO, he had a great summer job at Avila

Beach on the golf course. That led to full time work and part time school. After graduation, a short stint at Pleasant Hill GC was followed by a few years with Ewing Irrigation. Mike joined West Star in March of 1983 and still finds that golf irrigation is the most challenging and enjoyable aspect of golf operations.

Kevin Eppich - Irrigation Sales - Alamo - Kevin's experience on golf courses is also varied and lengthy. Prior to joining Turf Star, Kevin had worked as an assistant superintendent, aquatic specialist, and fertigation representative. He has been with Turf Star for 3 years and seen tremendous improvement in his golf game and his territory. Kevin's success in working with golf course superintendents earned him Toro's 2000 Irrigation Rookie of the Year award.

Bob Sylvester - Irrigation Sales - Sacramento - Bob has also been with Turf Star for close to three years. While now specializing in irrigation, Bob's first golf course work was as a subcontractor during construction on projects such as Silver Creek GC and Paradise Valley GC. Bob's territory takes him from the south end of the San Joaquin Valley to Reno north to the Oregon border.

With an experience level in the golf business that averages over 13 years per person, Turf Star provides our customers with sale representation based on hands-on experience. We bring an understanding of the opportunities you face every day to make your golf course better. So while our technology makes your job easier, our hope is that our people make it more enjoyable. /



Hosts Jim McPhilomy and Joel Erickson with David Karp



GCSANC Members enjoy the evening at Cordevalle

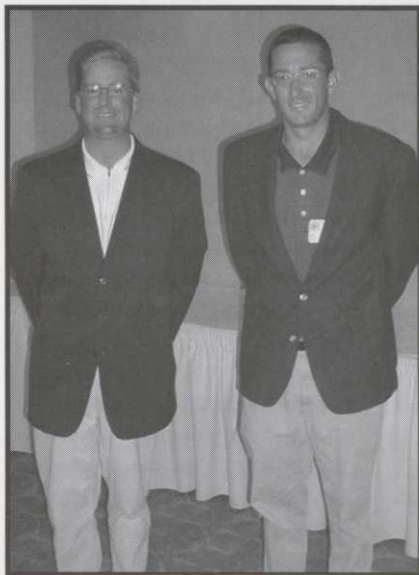
Condolences To the Lavine Family

The young son of Rich Lavine, CGCS, of Peacock Gap GC tragically fell from a second story window recently. The accident happened in a house the Lavine's were vacationing at near Donner Lake. The boy suffered severe head injuries and is fighting for his life at a hospital in Reno. Rich and his wife have been staying at the Ronald McDonald house near the hospital. We are sending our prayers and wish the family the best during this time of crisis.

If you would like to send a card, the address of the Ronald McDonald house is 323 Main St. Reno, NV 89502. They may also be reached there by phone at (775) 982-4680.



Scholarship Tournament - Cordevalle Golf Club



2001 GCSANC Scholarship winners
John Smurthwaite and David Karp.



Roberts & Robarge won the gross flight at Cordevalle.



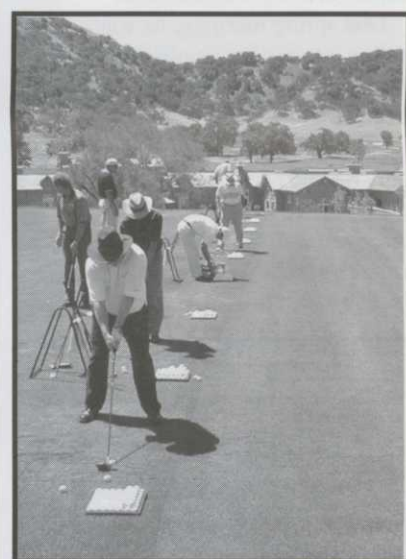
Jim Lipari won the net flight
with Jess Pifferini (not shown).



Affiliate Reps Rex Gentry and Andy Slack



Brownlie draws for a winner



Warming up on the range



Speedy Lipari working the crowd at
the auction



Members checking in at the sign in desk



From An Old Friend of the GCSANC

Over twenty years ago, a fresh young sales representative for an irrigation and landscape distributor dreamed of the chance to call on golf course superintendents. Being new to the distribution industry, his boss initially made him responsible for calling on cities, contractors and park districts. Being an avid golfer, his natural interest led him to read about the trials, tribulations and successes of the golf course superintendent with their day-to-day challenges of keeping the grass healthy and green. The articles he read drew him closer to his desire to one day be a part of the golf course superintendent's association.

One spring morning, he was called into his boss's office to be informed that the company was expanding and the need for golf representative was needed. Not only had he been chosen to fill the position, but his boss also informed him that one of the key responsibilities was to join

the regional golf course superintendent's chapter and to attend each and every meeting. His dream had come true. About a month later, he attended his first meeting. Not knowing what to expect, he anticipated the group of superintendents that would be attending the meeting to be hard nosed, arrogant and egotistical professionals boasting of knowledge, pride and righteousness. As entering the room, he immediately found that his assumption was somewhat correct. The only difference was that the majority of the individuals in the room were not golf course superintendents, but other vendors just like him.

In all seriousness, his first meeting exceeded every expectation about what golf course superintendents and the people who service this trade are all about. Everyone whom he met that day, even his competitors, accepted his ignorance, curiosity, desire and willingness to be part of the local group. He was able to play a great golf course that

day and even was suckered into the skins game. He could not have been more impressed and enthused about the association he was now a part of.

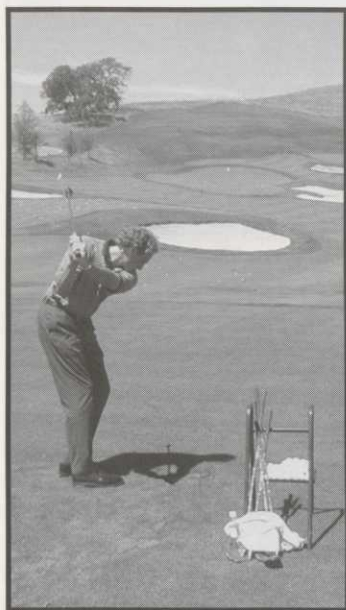
As the years went by and his duties and job responsibilities changed, he graciously had the opportunity to join other chapters in the state. He became more involved with various boards of directors and assisted whenever possible with different committees and events. He always looked forward to the next meeting followed by a round of golf with his fellow colleagues, competitors and most of all his friends.

One day, he decided to accept a position with another company. He was informed that his responsibilities did not include working with the superintendents association. At first, it appeared to be no big deal. Several months later while reading a chapter newsletter which featured a scholarship tournament, he realized how at

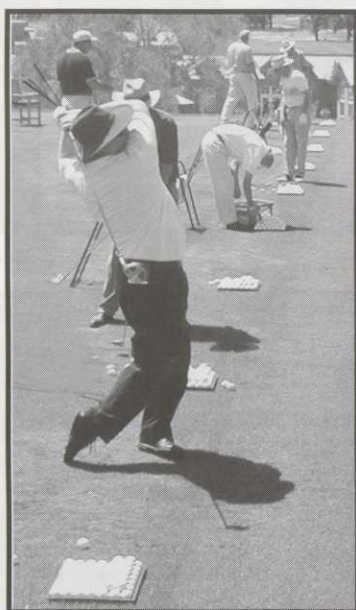
one time, he was extremely lucky to be part of such a wonderful family. He missed the camaraderie, laughs, teamwork, education and energy that each and every meeting he had attended in the past represented. Once again, he dreamed of being part of the golf course superintendent's association. This memo is not intended to be part of a membership drive or meeting attendance builder. It is to simply say thank you for accepting one another at your meetings and for the professional attitude and the desire to become better as individuals and as a group. You have proven to me that there is no better group of people in the green industry. One day I hope to be back and I will graciously give up my five-dollar skin money to you sharks I consider my friends.

Sincerely,

An anonymous friend /



Mike Hill working his wedge



Ross Brownlie's finish



Check in at Cordeville



Office Notes (Cont'd)

date information. I will be suggesting revisions regarding the process to the Board of Directors. Your suggestions regarding YOUR DIRECTORY should be expressed! Please call me or call a board member.

Please inform the office of any changes in your information. The longer you wait the more likely your information will be inaccurate. The longer you wait the more likely you will miss the cutoff deadline. The longer you wait, the longer it will take to get other mailed information to you, i.e. newsletters, California Fairways, etc. This process reminds me of Russian dolls. A large doll begins the process and is actually a "container" for the others hidden within. Each opening reveals a smaller doll. Each doll is progressively smaller and rests inside the one before. You can't get to the final doll without following each step along the way.

Looking forward to rain!

Barb

A's Family Day Planned for September

Are you looking for an opportunity to relax with your family after a long summer in the trenches? Well the GCSANC September meeting might just be the ticket as we move off the golf course and into the Networks Associates Coliseum to watch two of baseball best, the Oakland A's and Seattle Mariners.

Here is your invitation to join your association members and their families, on Saturday, September 22nd at 1:05 pm and relax in the September sun.

With the assistance of Clay Wood,

The Head Groundskeeper at the Coliseum and a friend to many NorCal Superintendents and Affiliates, a block of tickets has been reserved on the first level and can be purchased through the GCSANC for \$12.00. Tickets will be available on game day at Will Call.

Please feel free to bring your family and join us, in what promises to be a day of camaraderie, family fun and great baseball - these guys are good.

Seating is limited at this special price so don't delay! Contact the GCSANC office for more details.



Left: Mitch Frasier shows off his prize (a putter).



At left: Patrick O'fee with a new driver.

At right: Patrick O'fee won big at Cordevalle

