

# February Fleet Safety VTM

## Verified Driver Safety Training: Safe Merging & Yield Awareness

### Training Goals & Learning Objectives

By the end of this training, drivers will be able to:

- Understand how distraction during merge and yield situations leads to rear-end crashes
- Identify the specific risk of **looking left to yield while merging right**
- Recognize why assuming another vehicle has already merged is dangerous
- Apply safe scanning and spacing techniques when merging
- Understand company expectations and accountability related to preventable rear-end collisions

### Agenda & Training Breakdown

#### Introduction & Key Statistics

Merging and yield areas require **full situational awareness**. A common cause of preventable accidents occurs when drivers focus left to check for oncoming traffic while merging right, assume the vehicle ahead has already merged, and then **rear-end that vehicle**.

#### Industry / National Data:

- Rear-end collisions account for nearly **30% of all crashes** nationwide
- Driver inattention is a factor in **over 50% of rear-end collisions**
- Most rear-end crashes occur at **low to moderate speeds**, often during merges or traffic slowdowns
- “Looking but not seeing” is a leading cause of preventable fleet accidents

#### Why This Matters for Us

- Protects our drivers from injury
- Reduces preventable accidents and downtime
- Prevents costly claims, repairs, and subrogation issues
- Improves safety scores and fleet performance metrics
- Reinforces professional driving expectations in high-risk situations

#### Common Accident Scenario: What’s Going Wrong

This accident pattern typically happens when:

- A driver is **merging right**
- The driver looks **left** to check for traffic
- The driver **assumes** the vehicle ahead has already merged
- Traffic ahead slows or stops
- The driver looks forward too late and **rear-ends the vehicle ahead**

Key contributing factors:

- Assumptions instead of confirmation

- Following too closely during merges
- Dividing attention between yield traffic and vehicles ahead

### **What Counts as Unsafe Merging Behavior**

Unsafe behaviors that increase rear-end collision risk include:

- Looking left for an extended period without re-checking forward traffic
- Assuming the vehicle ahead has merged without visual confirmation
- Following too closely in merge or yield lanes
- Accelerating before confirming clear space ahead
- Failing to anticipate sudden stops during congested merges

### **Correct Merging & Yielding Techniques**

Drivers must always:

- Maintain **safe following distance**, even at low speeds
- Use a **continuous scanning pattern**:
  - Forward → Left → Forward → Right → Forward
- Never assume the vehicle ahead has merged — **verify visually**
- Be prepared for sudden stops in merge areas
- Delay acceleration until the path ahead is confirmed clear

Remember: **If you can't see the space in front of you, you can't assume it's clear.**

### **Company Policy & Expectations**

- Drivers must remain attentive to **both yield traffic and vehicles ahead**
- Safe following distance must be maintained at all times
- Assumptions about other drivers' movements are unacceptable
- Rear-end collisions in merge areas are **typically preventable**
- Drivers are expected to slow down and wait if visibility or space is uncertain

### **Consequences of Unsafe Merging**

Internal:

- Coaching assignments
- Disciplinary action for repeated preventable accidents
- \$500 payroll deductions for causing an accident

External:

- Increased liability exposure
- Higher claims and insurance costs

Safety:

- Increased risk of injury to drivers and the public

### **Driver Feedback & Discussion**

Use the following prompts during training:

- “Have you ever looked left at a yield and lost track of the vehicle in front of you?”
- “Why is assuming another vehicle has merged risky?”

- “What can you do if traffic ahead is moving unpredictably during a merge?”
- “How can slowing down by a few seconds prevent a crash?”

### **Key Takeaways**

**Never assume the vehicle ahead has moved.**

**Always confirm the space in front of you before accelerating.**

## Chapter 19 - Personal Protective Equipment

Personal Protective Equipment (PPE) is clothing and devices worn to protect the human body from contact with pesticides or pesticide residues. PPE includes such items as coveralls, footwear, aprons, eyewear, protective suits, gloves, respirators, and headgear. Ordinary clothing such as long-sleeved shirts, pants, and shoes are not considered PPE but may also be required. Labels will have different PPE requirements for various activities, depending on the potential exposure or hazard. More PPE is usually required during the handling of concentrates than during application. **All PPE requirements must be followed for your personal safety and to be in compliance with Federal and State laws.** Remember, a labeling statement is for the minimum level of protection required. You can always be safer!

### Chemical Resistant PPE

Some labeling requires you to wear chemical resistant PPE. A material is considered chemical resistant if a pesticide or other chemical cannot move through the material during normal use. Cotton, leather, canvas, and other absorbent materials are **not** considered chemical resistant even for dry formulations, such as powders and dusts. They can absorb chemicals and hold them against the skin, resulting in higher exposure than on just bare skin. Powders and dusts sometimes move through these materials as quickly as wet formulations and may remain in the fibers even after three launderings. Chemical resistant clothing must be checked regularly. Discard the items when they begin to change color, become soft or spongy, swell, bubble up, dissolve, crack, get holes, or become stiff or brittle.

**All safety equipment is issued to you by the company. Report all worn, damaged, and lost equipment to your manager for immediate replacement.**

### Protecting Your Skin

Your skin is the part of your body that usually gets the most exposure while handling pesticides. PPE is only effective if the product remains on the outside of the material. Once the pesticide touches the skin, the PPE keeps the material next to your skin for as long as it is worn. The label may require you to wear coveralls, a chemical resistant suit, or a chemical resistant apron while handling concentrates or during certain activities.

### Hand and Foot Protection

When mixing or applying pesticides, you are most likely to expose your hands and forearms. Some labeling will require you to wear chemical resistant gloves when handling the pesticide.

## Chapter 19 - Personal Protective Equipment

**As a minimum, it is a company requirement to wear chemical resistant gloves whenever you handle a pesticide concentrate, regardless of what is on the pesticide label!**

Pesticide handlers often get pesticides on their feet. Sturdy shoes and socks are usually sufficient to protect your feet during most pesticide handling activities. You should wear chemical resistant protection when pesticide residues, especially concentrates, may get on your footwear. **Pre-treat Technicians doing soil applications and Lawn Specialists are required to wear chemical resistant footwear when handling, mixing, and applying pesticides!**

Start with gloves and footwear that are new or that you know are freshly cleaned. **DO NOT** use them just because they are handy. They may have pesticides inside of them or be damaged. If pesticides get inside of gloves or shoes, **TAKE THEM OFF RIGHT AWAY**, wash your hands and/or feet and put on a clean pair. **Do not wear these items again until they are thoroughly cleaned.** To keep pesticides from running down into your footwear, place your pant legs outside of the footwear. Wear your sleeves inside or outside of your gloves depending upon the activity being performed to minimize the chance of pesticides flowing inside your gloves.

### Eye Protection

When labeling requires you to wear protective eyewear, use goggles or safety glasses. **Always wear protective eyewear when handling pesticide concentrates.** If you wear prescription eyeglasses and are required to wear eye protection on the job, the regular glasses are **NOT ENOUGH!** You must wear prescription shielded safety glasses, prescription goggles, or goggles that can be worn over prescription glasses.

### Maintaining PPE

Remove your PPE right away after you are finished using it. Wash the outside of your gloves **before** you remove them. Wash all other PPE that have been exposed before you remove it.

### Laundering Work Clothes

If you apply pesticides, your clothing may contain residues from spills, splash-back or drift. **Change all contaminated clothing as soon after contamination as possible.** Check the product label to see whether the clothes need to be discarded or washed. Place clothes to be cleaned in a bag or hamper away from your other personal clothes or from the family laundry. Do not allow children or pets to come in contact with the contaminated articles.

## Chapter 19 - Personal Protective Equipment

**DO NOT allow contaminated clothing or articles to be washed in streams, ditches, ponds, or other bodies of water!**

If you wash your own work clothes, follow these guidelines:

1. Wash them as soon as possible. Don't let them sit for long periods without washing.
2. Isolate work clothes from other family laundry.
3. Pre-rinse (soak) clothes before washing. Use a pre-wash spray on any pesticide stains.
4. Wash only a few soiled articles at a time, with as much water in the machine as possible.
5. Use hot water and the normal cycle. Do not use water saver cycles.
6. Use a heavy duty liquid detergent (with phosphates, if available) at 1.25 to 1.5 times the recommended rate.
7. Line dry clothes whenever possible.
8. Apply starch to washed clothes. Starch acts as a pesticide trap and helps in pesticide removal.
9. Rinse the washing machine by running an empty load of hot water and detergent if the clothing had been heavily contaminated.

If you spill a liquid **concentrate** on your clothing, wear chemical resistant gloves when handling them. Check the pesticide label. It may require you to dispose of the article of clothing. If not, wash clothing 2 or 3 times consecutively. After washing, rinse the washing machine by running an empty load using hot water and detergent. If clothing is **saturated** with concentrate, dispose of contaminated clothing regardless of what the label says.

## Chapter 19 - Personal Protective Equipment

### TEST

1. You must wear PPE when
  - a. Your supervisor wears them
  - b. You treat in attics for carpenter ants
  - c. The label says to wear them
  - d. Applying any spray mixtures
  
2. Which of the following items are considered PPE?
  - a. Long pants
  - b. Long-sleeved shirts
  - c. Shoes
  - d. Safety goggles
  - e. All of the above
  
3. Chemical resistant materials
  - a. Must always be worn
  - b. Include cotton gloves and shoes
  - c. Should be discarded when they become brittle
  - d. None of the above
  
4. If you wear prescription eyeglasses
  - a. You need not wear any other eye protection when loading and mixing concentrates
  - b. You must wear safety covering for eyeglasses or prescription safety goggles when mixing and loading concentrates
  - c. You should take off the eyeglasses and place on normal safety goggles only when mixing and loading
  - d. None of the above
  
5. PPE should be washed
  - a. Immediately after you remove the contaminated items
  - b. At any convenient time following use
  - c. At the end of the day or the next morning when you clean out your truck
  - d. Before you remove them

## Subterranean termites

All termites are eusocial insects. Eusocial insects (ants, termites and some bees and wasps) live in colonies which includes members of the group in various stages of development (overlapping generations), with each member of the colony having a specific function (caste system) within the colony regarding care of the young (cooperative care of the brood) and a queen(s) responsible for producing offspring (reproductive division of labor). There are 2 main groups of termites; subterranean and non-subterranean. This VTM will focus on subterranean termites their biology, identification and behaviors.

All termites undergo gradual metamorphosis (egg, nymph, adult). Within gradual metamorphosis the nymphal stage is the immature stage. Termites have 2 immature forms due to the caste system within the colony. Each caste has a very specific appearance and job function and the efforts of all the individuals of the colony are directed at the success of the colony as a whole. For subterranean termites the castes include workers, soldiers and reproductives.

### *Worker Caste*

The worker caste comprises the majority of the colony. Workers maintain the colony by foraging for food, caring for the young, construction and repair of nests and shelter tubes and feeding other castes within the colony. Workers have chewing mouthparts and are responsible for damage caused by a termite colony. They are white/cream colored, soft bodied and are blind.



Termite worker

### *Soldier Caste*

The soldier caste is blind, wingless and white in color with large orange-brown heads and mandibles. They do not do damage to wood or cellulose items and rely on the worker caste to feed them. The primary function of soldiers is the defense of the colony. Soldiers in a native subterranean termite colony make up a small portion of the population (1%-2%) and are timid. Soldiers in a Formosan subterranean termite colony are much more numerous (10%-15% of the colony) and more aggressive.



Subterranean termite soldiers

## Reproductives

There are 2 forms of reproductives in a typical termite colony: primary and neotenic (supplemental) reproductives. Primary reproductives are the original king and queen of the colony that perform the main reproductive functions. A king and queen will mate for life and have been known to live up to 30 years.

A mature native subterranean queen will lay approximately 150 eggs/day while a Formosan subterranean queen can lay up to 1000 eggs/day. Neotenic or supplemental reproductives do not develop wings and will not leave the colony.

Development of these neotenic is influenced by the primary queen of the colony. Several reproductives may develop at the same time, which increases the colonies reproductive capabilities. They help with the reproductive duties of the colony and in the event that something happens to the queen, will continue to carry on these reproductive duties.



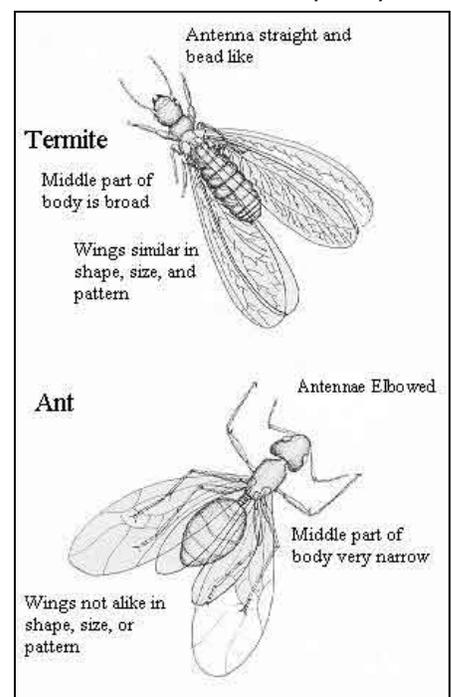
Subterranean termite queen and soldier

## The Termite Colony

As a termite colony matures, the queen will influence the development of winged reproductives, also known as alates or swarmers. Depending on the species of subterranean termite, alates will be black to light brown (native subterranean termites) or medium to dark brown (Formosan subterranean termites). All subterranean alates, regardless of species possess compound eyes and 2 pairs of equal sized wings that are twice the length of their bodies. When the alates are ready, they swarm from the colony in search of a place to begin a new colony. Once a new place is found, the female attracts the male, they drop their wings and burrow into the ground or rotten wood. Once established in this new area, the female, now the queen, will begin laying eggs to start the new colony. Development of a new colony progresses slowly over the first few years. During the first year or 2 after initiation of colony, only workers are produced.

Termite alates are often confused with ant alates. Both species can swarm at the same time of the year. It is important to be able to distinguish the difference between the 2 species. There are 3 ways to distinguish the difference between termite alates and ant alates.

1. Termites have 2 pair of equal sized wings that are twice as long as the body. Ants have 2 pair of wings that are unequal in size and are just slightly longer than their bodies.
2. Termites have a broad abdomen or waist, while ants have a pinched waist
3. Termite have straight, beaded antennae and ants possess antenna that are elbowed or bent.



### Species of Subterranean Termites

All subterranean termites typically live and build their nests in the soil. They attack wood and other cellulose material in, on or above the ground. Because they are soft-bodied insects, they cannot simply crawl directly from the ground to the above ground food sources. If the moisture content is high enough in the wood above the ground, they can survive and reproduce without ever having to back to the soil for moisture. This is known as a suspended or aerial colony.

There are 2 types of subterranean termites:

1. Formosan subterranean – *Coptotermes formosanus*
2. Native subterranean – there are 3 species
  - a. Eastern subterranean termites – *Reticulitermes flavipes*
  - b. Dark Southeastern subterranean termites – *Reticulitermes virginicus*
  - c. Light Southeastern subterranean termites - *Reticulitermes hageni*

To distinguish the difference between Formosan and native subterranean termites, you will need to examine the soldier caste. There is no way to distinguish between species by looking at a worker termites. Formosan subterranean termite soldiers have a teardrop shaped head while a native subterranean soldier has a more rectangular/oblong shaped head. The inside area of the mandibles for both species is smooth. Also, the Formosan subterranean soldier, when it attempts to grab with its mandibles will exude a sticky, white milky fluid from the top of its head. Native subterranean soldiers do not exhibit this behavior.



Native subterranean soldiers. Note the large, oblong/rectangular shaped head.



Formosan subterranean soldier. Note the teardrop shaped head

You must also be able to distinguish between Formosan alates and native alates. There are several differences between the two groups, but the easiest way to examine a wing of the alate under magnification. All subterranean termites have 2 main veins along the top margin of the wing. In addition to the 2 main veins, Formosan subterranean alate wings are covered in hair. Native subterranean alate

wings are not. Also, Formosan subterranean termite alates are light brown in color while native subterranean alates are black in color, with exception to *R. hageni*, which is light brown.



Left: Native subterranean alate wing. Subterranean termite alate wings are distinguished by the 2 prominent veins along the top margin of the wing. Right: a Formosan subterranean alate wing. It also has 2 main veins along the top margin, but is covered in small hairs. Native subterranean alate wings lack hairs.

### Subterranean Termite Colonies

Subterranean termites are the most destructive and frequently encountered species of termites in the southeastern United States. Colonies can be small or large, sometimes reaching populations within the colony of over a million. Colonies can occupy multiple nesting sites interconnected by an extensive network of underground tunnels. Research has shown that in the southeastern United States there are 12-14 colonies on average for every acre and there can be multiple colonies around any given structure.

### Subterranean Termite Foraging

Subterranean termites blindly and systematically tunnel through soil until they find a food source. Once a food source is located, they alert other termites to the area by laying down pheromone trails that are secreted from a gland in their abdomen. The more termites recruited to the food source, the stronger the pheromone trail becomes. The intensity of the pheromone trail is influenced by soil temperature, quality and size of the food source and moisture in the area.

Three things that are most influential to termites foraging for food are temperature, moisture and guidelines.

1. Temperature – Termites do not forage for food in areas where the soil is too hot or too cold. They will modify their foraging to seek out temperature suitable to them. They are able to detect slight temperature changes in the soil and seek out thermal shadows. Thermal shadows are created by objects on top of the ground such as concrete slabs, stepping stones, mulch and vegetation.
2. Moisture – Moisture is critical to termite survival and is the most significant factor that influences the foraging of subterranean termites. Areas with higher moisture content; areas that are covered in mulch or watered by irrigation, are more conducive to termite activity. Termites will forage above ground for food. If the moisture in above ground wood is optimal, subterranean termites can survive without contact with the soil.

3. Guidelines – When termites are tunneling through the soil, they will bump into and travel along edges of objects. Foraging termites prefer to tunnel along guidelines such as roots, stones, below ground objects and structural items such as pipes, foundations, expansion joints, cracks in mortar, etc.

### Mud Tubes

Subterranean termites are vulnerable to extreme temperature, predators and lack of humidity. Mud tubes or shelter tubes allow subterranean termites to stay protected while foraging for food sources that are above ground. To construct these tubes, they will use particles of soil and fecal material. Subterranean termites travel back and forth inside these tunnels all the while keeping the moisture constant within the area and protected from predators.



### Identifying Subterranean Termite Damage

When subterranean termites attack wood, they will feed with the grain and only on the softer spring wood. The harder summer wood is left intact. This creates a layered look to the damage, often referred to as feeding galleries. Depending on the species of subterranean termite that has damaged the wood, dirt can be left behind inside the feeding galleries (native subterranean termites) or the galleries can be clean of any debris (Formosan subterranean termites). Because termites are cryptic creatures, damaged wood will often go unnoticed because they will usually leave the exterior of the wood intact to keep predators out and to help contain the moisture level.



Native subterranean termite damage. Notice the layered look to the wood with dirt present. Formosan subterranean damage also has the layered look to the feeding galleries, but it is cleaner with no dirt present.

Formosan subterranean termites have the ability to create carton nests consisting of chewed wood, termite fecal material and soil. Structurally, they are usually found wall voids but have been observed inside bookcases and drawers. Outside they are usually underground but since Formosan subterranean termites will attack live trees, they have been found inside tree trunks. Native subterranean termites do not construct carton nests and do not attack living plants.

Subterranean termites are the most often encountered termite species in the southeastern United States and do more damage than all other natural disasters combined. Proper identification is the first step in managing these pests. Being able to correctly identify the termite species you are dealing with, having an understanding of their biology and behavior and identifying the things that influence termite foraging and being able to recognize these areas while inspecting or treating a structure will make Inspectors and Technicians more effective and efficient at what they do.

## Carpenter Bees, *Xylocopa* spp.

The following excerpts are edited from the UF IFAS Featured Creatures article on carpenter bees of the southeast. The article explains that *Xylocopa* generally resemble bumble bees in size and somewhat in color, being black, metallic bluish or greenish black, or purplish blue. Some males have yellowish areas on the face. Both sexes may have pale or yellowish pubescence on the thorax, legs, or abdomen, but these hairs are not as abundant or as intensely colored as in bumble bees. Large carpenter bees are readily distinguished from bumblebees primarily by the absence of fuzz on the top of the abdomen. The two species of *Xylocopa* which occur in Florida are the only species in the eastern United States, namely *X. micans* Lepeletier and *X. virginica* (Linnaeus).



*Xylocopa* adult

## Biology

***Xylocopa micans*:** Little is known of the life history of this species. Hurd (1958) pictured a nest constructed in a dead *Ligustrum* branch. According to his report it was a sound twig with a diameter of 2.5 cm or more. The nest entrance was about 1 m above the ground, but entrances in other twigs were as low as 15 cm. The senior author found *X. micans* actively nesting in a red maple branch similar to the one reported by Hurd (1958).

***Xylocopa virginica*:** Much has been written about this species. Many reports indicate the use of dry, structural coniferous woods as nesting sites, including cedar, cypress and pine. *X. virginica* selects nesting sites in well-lighted areas where the wood is not painted or covered with bark. In general, these bees tended to nest in the same areas for generations.

Old nests were refurbished, but new nests were also started. In new nests, female bees chewed their way into the wood, excavating a burrow about 15 mm in diameter. Boring proceeded more slowly against the grain (about 15 mm a day) than with the grain. The direction of galleries in the wood appeared to depend on the direction of the grain. If the grain were oriented vertically, the nests were vertical; if horizontally, then the nests were horizontal with respect to the ground. Galleries extended about 30 to 45 cm in newly completed nests. New tunnels were smooth and uniform throughout, but older galleries showed evidence of less uniformity with random depressions and irregularities. These older galleries were believed to have been used by several generations of bees. After excavating the gallery, female bees gathered pollen, which was mixed with regurgitated nectar. The pollen mass was

placed at the end of a gallery (or bottom if the nest were vertical), an egg was laid, and the female placed a partition or cap over the cell composed of chewed wood pulp. This process was repeated until a linear complement of six to eight end-to-end cells was completed. Females apparently constructed only one nest per year in the North; bees emerged in the late summer and overwintered as adults with mating taking place in the spring. In Florida, however, Hubbard (in Howard 1892) reported at least two generations per year with broods in February-March and during the summer. Bees were active from November to January and from April to summer."

## Economic Importance

Four types of damage have been reported for carpenter bees: weakening of structural timbers, gallery excavation in wooden water tanks (especially in arid western areas), defecation streaking on houses or painted structures, and human annoyance. The last point is included since carpenter bee females may sting (rarely), and male bees may hover or dart at humans who venture into the nesting area. In general, carpenter bees are not much of a problem.

Carpenter bees rarely attack painted or varnished wood. While natural wood may be attractive, if there is a problem with carpenter bees, you may have to apply a finish to the wood. These bees often cause problems on structures by boring into the surface of the wood that is the back face of the trim under the eaves, as this surface is usually not painted. A buzzing or drilling sound is heard when the bee is boring into the wood. If the hole is not visible, often the case when the bee is boring into the backside of trim, look for sawdust on the ground under the hole.



entry hole



internal damage

## Management

If problems do arise, use a small amount of insecticide that is labeled for bees and wasps: this can be dust, wettable powders, microencapsulated products, or aerosols. Dusting with the prescribed dust for crack and crevice use will force bees out of the holes. They will



buzz to the ground and will soon die. The bees should all exit within 20 minutes. The holes should then be plugged with hard wood putty, or similar substance. The wood should then be primed and painted within a day or two or bees can re-enter the wood. The bees will gnaw back through caulk, so hard putty is necessary. If not primed completely, which means sometimes multiple prime coats, and then painted or stained, the bees will bore back into the wood soon after. Make sure to give the customer Massey's Fast Facts which explains this.

Although priming and painting usually keeps bees from entering the wood for a few years, carpenter bees can also be attracted away from the damaged area by hanging an old aged untreated 18-inch piece of 4x4 wood with about 20 ½-inch holes each drilled in about ½ inch. Place the trap near the damage area to lure bees away. Once bees fill this wood trap the trap can be removed, treated and replaced until it is full again.

Custom aluminum covers can be molded exactly and screwed over the soffit areas being attacked. This is a permanent non-toxic way of sealing out the bees forever. The drawback is that the painted metal may closely resemble wood but may not have the same beautiful textured look of the real wood. Plastic pheromone traps for carpenter bees are also being marketed but have not been tested.



## WEEKLY TRAINING SESSION



### February Application Procedures

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 1.5

**Objectives:** This lesson is designed to teach our Application Procedures for February.

**Length of lesson:** Approx 1 Hour and 30 minutes.

#### Materials needed:

- Training Guideline
- February Applications Training Document and What We Apply – What We Expect document located in the G: Drive\Shared\Quality Assurance\GreenUp Reference Materials\GreenUp Protocols\Monthly Applications Information\2026\February.
- **6 pounds** of 12-0-14 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and post-tests.

#### Training Guidelines:

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test.
- Distribute and review the training materials on February Application Procedures
  - Allow the Team Members to complete the Pre-test as the application information is discussed.
- Use the Training outline as a guide for key points.
  - Encourage active participation from all Team Members
  - Ask probing questions to discuss key points.
  - Read and answer questions from the test and have the Specialists write in their answers.
  - Encourage group reading.
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
  - Collect the pre-test and discard.
- Hand out the Post-tests. When complete, have each Specialist pass their test to another Specialist for grading.
- Grade the tests as a group and discuss the answers.
- Collect the tests.
- Take all Specialists to the pre-measured shrub bed area. Apply the **6** pounds of 12-0-14 to the shrub bed area so they get an idea of how much fertilizer is being applied to all new shrub care services.
- End the training session.
- Record the post test scores on the VTRF for each Team Member.
- Place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly VTM's through Workday.



## WEEKLY TRAINING SESSION



### February Application Procedures

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

- The fertilizer applied to St. Augustine starts is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 0-0-3 Straight at 5 pounds.
  - 20-0-6 with Barricade at 4 pounds
  - 0-0-3 with Barricade at 5 pounds
  - Any of the above depending on the geographical location
- T or F Bifenthrin is applied as a liquid broadcast insecticide application for all new lawn care services of any grass type.
- The fertilizer applied to St. Augustine regulars is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 20-0-6 with .92% Atrazine at 5
  - 0-0-3 with Atrazine at 5
  - 20-0-6 with 1.15% Atrazine at 4
  - 0-0-3 Straight at 5
  - Any of the above depending on the geographical location
- T or F Imidacloprid is applied when chinch bugs are present at the time of regular service.
- Broadleaf weeds in a St. Augustine lawn are treated with \_\_\_\_\_ per gallon of water.
  - SBM1 at 2 ounces plus Auguzine at 3 ounces
  - SBM2 at 2 ounces plus Auguzine at 3 ounces
  - Change Up
  - Either a or b depending on geographical location
- T or F 20-0-6+Atrazine is used on Zoysia lawns.
- New customers (except in Alachua County) with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 33-0-16 at 1.25 pounds plus 18 ounces of 0-0-1
  - 20-0-6 with Barricade at 4 pounds
  - 0-0-3 with Barricade at 5 pounds
  - Either b or c depending on the geographical location



## WEEKLY TRAINING SESSION



### February Application Procedures

8. Regular customers with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
- 20-0-6 + Sulfur Straight at 5 pounds
  - 20-0-6 Straight at 4 pounds
  - 0-0-3 Straight at 5 pounds
  - Any of the above depending on the geographical location
9. T or F     SBM1 or SBM2 can be mixed with Sedge Hammer.
10. T or F     No insecticide is applied to regular lawn care services of any grass type unless insect problems are found.
11. Annual and new aerations are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
- 0-0-3 at 5 pounds
  - Granular Sulfur at 4 pounds
  - Either a or b depending on the soil pH
12. New shrub care services are fertilized with 12-0-14 at \_\_\_\_\_ pounds per 1000 sq. ft.
- 8
  - 6
  - 4
  - 12.5
13. T or F     Every shrub on the property should be sprayed with the I&D Slurry.
14. T or F     Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed.



## WEEKLY TRAINING SESSION



### February Application Procedures

#### PRE & POST TEST ANSWER KEY

- The fertilizer applied to St. Augustine starts is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 0-0-3 Straight at 5 pounds.
  - 20-0-6 with Barricade at 4 pounds
  - 0-0-3 with Barricade at 5 pounds
  - Any of the above depending on the geographical location
- T or  F Bifenthrin is applied as a liquid broadcast insecticide application for all new lawn care services of any grass type.
- The fertilizer applied to St. Augustine regulars is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 20-0-6 with .92% Atrazine at 5
  - 0-0-3 with Atrazine at 5
  - 20-0-6 with 1.15% Atrazine at 4
  - 0-0-3 straight at 5
  - Any of the above depending on the geographical location
- T or  F Imidacloprid is applied when chinch bugs are present at the time of regular service.
- Broadleaf weeds in a St. Augustine lawn are treated with \_\_\_\_\_ per gallon of water.
  - SBM1 at 2 ounces plus Auguzine at 3 ounces
  - SBM2 at 2 ounces plus Auguzine at 3 ounces
  - Change Up
  - Either a or b depending on geographical location
- T or  F 20-0-6+Atrazine is used on Zoysia lawns.
- New customers (except in Orange County) with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - 33-0-16 at 1.25 pounds plus 18 ounces of 0-0-1
  - 20-0-6 with Barricade at 4 pounds
  - 0-0-3 with Barricade at 5 pounds
  - Either b or c depending on the geographical location



## WEEKLY TRAINING SESSION



### February Application Procedures

8. Regular customers with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
- 20-0-6 + Sulfur Straight at 5 pounds
  - 20-0-6 Straight at 4 pounds
  - 0-0-3 Straight at 5 pounds
  - a or c depending on the geographical location
9. T or  F SBM1 or SBM2 can be mixed with Sedge Hammer.
10.  T or F No insecticide is applied to regular lawn care services of any grass type unless insect problems are found.
11. Annual and new aerations are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
- 0-0-3 at 5 pounds
  - Granular Sulfur at 4 pounds
  - Either a or b depending on the soil pH
12. New shrub care services are fertilized with 12-0-14 at \_\_\_\_\_ pounds per 1000 sq. ft.
- 8
  - 6
  - 4
  - 12.5
13. T or  F Every shrub on the property should be sprayed with the I&D Slurry.
14.  T or F Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

**Geographical Areas Defined: "South" - Sarasota to Vero and South of this line. "Central" - Clearwater, Tampa, Odessa, Leesburg, Volusia and South of this Line to Sarasota and Vero - "North" - Brooksville, Ocala, to Palm Coast and North of this Line - "Tallahassee and Baton Rouge" – Tallahassee and Baton Rouge.**

#### Lawn Care Accounts

1. St. Augustine
  - a. New Customers – North, South, and Central Service Centers (including Nitrogen Blackout Areas and **Orange County**)  
Apply **4** pounds of 20-0-6 with **Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - b. Regular Customers – South and Central Service Centers (including Nitrogen Blackout Areas and **Orange County**)  
Apply **5** pounds of 20-0-6 with **0.92% Atrazine** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - c. Regular Customers - North Service Centers  
Apply **4** pounds of 20-0-6 with **1.15% Atrazine** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - d. New Customers – **Alachua County**, Tallahassee, and Baton Rouge  
Apply **5** pounds of 0-0-3 with **Barricade** per 1000 sq. ft.
  - e. Regular Customers – **Hernando and Alachua Counties**, Tallahassee, and Baton Rouge  
Apply **5** pounds of 0-0-3 with **Atrazine** per 1000 sq. ft.
  - f. New Customers – **Hernando County**  
Apply **5** pounds of 0-0-3 with **Straight** per 1000 sq. ft.

All broadleaf weeds in St. Augustine lawns, except southern service centers, must be spot treated with the **\*\*SBM1** Slurry at **2** ounces of pre-mixed material plus **3** ounces of Auguzine per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip. These materials should be mixed in the following manner: Add half of the measured water into the backpack sprayer. Measure the SBM1 add it to the water and agitate. Measure the Auguzine, add it to the water and agitate. Add the other half of the measured water and agitate. Do not allow concentrate SBM1 to touch the concentrate Auguzine or the two materials will coagulate.

In South Service Centers, all broadleaf weeds in St. Augustine lawns must be spot treated with the **SBM2** Slurry at **2** ounces and Auguzine at **3** ounces per gallon of water per 1000 sq. ft., using a backpack sprayer and the 11010-spray tip. **Do not use SBM2 on Bahiagrass! SBM2 will KILL Bahia.**

2. Zoysia
  - a. New Customers – South and Central Service Centers (including Nitrogen Blackout Areas)  
Apply **4** pounds of 20-0-6 **with Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

- b. New Customers – **The Villages**, North, Tallahassee, Baton Rouge, and **Alachua** County  
Apply 5 pounds of 0-0-3 **with Barricade** per 1000 sq. ft.
  - c. Regular Customers – North, Tallahassee, Baton Rouge, and **Alachua** County.  
New and Regular Customers – **Hernando** County  
Apply 5 pounds of 0-0-3 **Straight** per 1000 sq. ft.
  - d. New Customers – **Orange** County  
Apply 5 pounds of 20-0-6 **+Sulfur with Barricade** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - e. Regular Customers – South, and Central Service Centers (including Nitrogen Blackout) and **The Villages and Orange** County  
Apply 5 pounds of 20-0-6 **+Sulfur Straight** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
3. Bermuda
- a. New Customers - All Service Centers (except Orange, Alachua, and Hernando Counties)  
Apply 4 pounds of 20-0-6 **with Barricade** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - b. Regular Customers - All Service Centers (except Orange, Alachua, and Hernando Counties)  
Apply 5 pounds of 20-0-6 **Straight** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - c. New Customers – **Orange** County  
Apply 5 pounds of 20-0-6 **+Sulfur with Barricade** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - d. New Customers – **Alachua** County  
Apply 5 pounds of 0-0-3 **with Barricade** per 1000 sq. ft.
  - e. Regular Customers – **Alachua** County  
New and Regular Customers – **Hernando** County  
Apply 5 pounds of 0-0-3 **Straight** per 1000 sq. ft.
  - f. Regular Customers – **Orange** County  
Apply 5 pounds of 20-0-6 **+Sulfur Straight** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
4. Centipede - All Service Centers
- a. New Customers  
Apply 5 pounds of 0-0-3 with **Barricade** per 1000 sq. ft.
  - b. Regular Customers  
Apply 1.75 ounces of Talaris (Transom) and 18 ounces of 0-0-1 per 1000 sq. ft.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

Broadleaf weeds in **Bermuda, Zoysia, and Centipede** are spot treated with **0.75 ounces of Change Up Herbicide** per gallon of water, using the backpack sprayer and the 11010-spray tip. Do not use on St. Augustine grass or damage will occur. Use a separate backpack dedicated for this use. This does not control Grassy Weeds.

5. **Bahia** - All Service Centers
  - a. New Customers  
Apply **5** pounds of 0-0-3 with **Barricade** per 1000 sq. ft.
  - b. Regular Customers  
Apply **5** pounds of 0-0-3 **Straight** per 1000 sq. ft.

Broadleaf weeds in **Bahia** are spot treated with **0.9 ounces of Change Up Herbicide** per gallon of water, using the backpack sprayer and the 11010-spray tip. Do not use on St. Augustine grass or damage will occur. Use a separate backpack dedicated for this use.

**Active Large Patch fungus in any grass type is treated with Affirm** at **1.6** ounces by volume in a fluid ounce measuring cup **plus** Pillar SC at **1** ounce per 1000 sq. ft. Better control will be achieved when applied at 5 gallons of water per 1000 sq. ft. via the drop tank or watered in lightly when using a backpack sprayer. A proactive treatment will need to be done 30 days later using Pillar G at 3 pounds per 1000 sq. ft. See the GreenUP Protocol for Large Patch Fungus if you are not completely familiar with this protocol.

6. **Annual and New Aeration**  
Apply 0-0-3 (Straight) or Granular Sulfur (depending on the soil pH) at **5** or **4** pounds respectively per 1000 sq. ft.; typically, this will be setting 15, for sulfur, with the Lesco Calibration tool. See the Aeration Service Protocol for complete details.

**All new lawn care customers receive the above application protocols for New Customer Services.** A *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed. Aeration plus the 0-0-3 or Granular Sulfur application is performed the month following the initial treatment.

**Keep any Atrazine fertilizer away from the shrub beds. Use great care! Make sure to use your sidewalk guard properly around shrub beds. Do not use Atrazine fertilizers on Zoysia, Bermuda, or Bahia.**

Make sure to use your sidewalk guard properly around roadways, driveways, sidewalks, and bodies of water. Maintain a 3-foot ring of responsibility near all waterbodies. Remember blowing off the roadways, sidewalks, and driveways is required after all granular fertilizer applications. Blow the material back into the turf areas. Do not allow any fertilizer to go into a storm sewer. Blow off any landscape curbing as well to avoid staining. **Barricade on the fertilizer will stain concrete surfaces.**

**Do not apply Barricade fertilizer to newly installed sod or plugs; the roots will not establish properly, and damage can occur.**



## **FEBRUARY 2026 LANDSCAPE APPLICATIONS**

**Inspect all lawns very carefully for chinch bug activity. Good inspections, proper treatment and proper proactive treatments must be done.** If chinch bugs are found, spot treat the affected area and at least a 5-foot border around the area with Bifenthrin from a backpack sprayer using the 8010E spray tip. 1 gallon should cover 1000 sq. ft. If activity is noted in many areas of the lawn or if instructed by a manager, treat the entire lawn. Perform proactive inspections for any chinch bug problem 10 to 14 days after treatment to ensure they are dead. If there is no further activity, do not perform any additional treatment.

### **Shrub Service**

Certain shrubs (see the list below) are treated on a preventative basis for insect and disease. Most shrubs are treated on an as needed basis only. Do not treat every shrub on the property. This is not necessary or beneficial.

- A. New customers ONLY (All Service Centers except Hernando and Alachua Counties)  
Apply 12-0-14 at **6** pounds per 1000 sq. ft. 8-0-12 is used in beds containing small palms and Sagos at **8** pounds per 1000 sq. ft. Keep this material off concrete surfaces.  
Perform insect and disease treatment as prescribed below.
- B. New customers ONLY (Hernando and Alachua Counties)  
Apply 0-0-3 at **6** pounds per 1000 sq. ft. per 1000 sq. ft. Keep this material off concrete surfaces.  
Perform insect and disease treatment as prescribed below.
- C. New and Regular Customers (All Service Centers)  
Treat shrubs that are prone to insect or disease problems.
  - Apply **16** ounces of Horticultural Oil and **1.8** ounces of Kalmor in a fluid ounce measuring cup (1.6 ounces by weight) per 10 gallons of water.

Shrubs that are treated on a preventative basis with **every** initial and regular service include:

- Loropetalum (through the winter months)
- Viburnum (especially the Awabuki and Suspensum, through the winter months)
- Azalea
- Camellia
- Gardenia
- Sago
- Pittosporum
- Indian Hawthorne
- Holly
- Knock-Out Roses
- Ficus (South FL)
- Duranta (through the winter months)

The list above may be expanded depending on the geographical location and specific concerns in the Service Center.

Loropetalum have an affinity for copper as a nutrient. Kalmor will provide copper and control fungal and bacterial leaf spots.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

Kalmor can be corrosive and can have some staining issues. Direct the spray away from buildings and do not allow the drift to contact metal surfaces. Eye protection is required PPE for Kalmor applications.

Treat all viburnum for the prevention of downy mildew.

Horticultural oil will control many soft bodied shrub damaging insects as well as spider mites. It is strictly contact, so you must ensure good coverage of the top and bottom sides of the leaves.

**Do not allow pesticides of any kind to contact bodies of water or fish ponds. Many of the materials we use can be deadly to fish.**

Set proactive treatments that are necessary to control insect or disease problems that threaten the life of the plant. Make sure to treat the top and bottom sides of the leaf. Inspect all shrubs thoroughly!!

### **Specimen Palm Quarterly Injection Service**

Treatment for disease prevention is performed in December, January, or February using Phospho-jet. Dilute Phospho-jet at one-part Phospho-jet to 2 parts distilled water and apply the diluted material at 5 milliliters per inch of trunk diameter. If insect or nutrition is a concern for a new customer, either Palm-jet, Ace-jet or Ima-jet may also be performed at the time of initial service. See GreenUP Protocol – Specimen Palm Quarterly Injection Service for complete details.

**Do a quality job on every application. Thorough inspections and perfect applications, always being mindful of the 5 key principles and great communication with the customer to provide long-term sustainable solutions as well as perfect measuring, perfect calibration and perfect walking speed is what is needed to keep our customers happy and to prevent cancellations and claims.**

**Begin to identify customer needs this month and lay the foundation for leads in preparation for the Spring Sales Blitz!**

**What We Do and What to Expect – February 2026 Landscape Applications**

**Watering instructions for all new and regular LAWN CARE services are: Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”**

<b><u>New Lawn Care Services</u></b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
<p><u>St. Augustine, Zoysia, and Bermuda in Southern and Central and Service Centers-</u> Dry fertilizer application with pre-emergence weed control.</p>	<p>This application will provide a substantial amount of nitrogen, potassium and minor elements. In Southern and Central Service Centers, 65% of the nitrogen is Slow Release.</p>	<p>The improvement of growth and color may be achieved slower at this time of the year if the temperatures remain cool. As the weather warms, we will begin to achieve our initial spring green-up.</p>	<p>“This fertilizer application will help achieve good spring green-up. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”</u></p>
<p><u>Bahia and Centipede in All Service Centers as well as St. Augustine grass in Northern, Tallahassee and Baton Rouge Service Centers-</u> Potassium/Magnesium Source with pre-emergent.</p>	<p>A Potassium and Magnesium source is applied maintain turf hardiness for cold tolerance.</p>	<p>This application will help maintain turf hardiness for cold tolerance and will not stimulate tender new leaf growth.</p>	<p>“This application will help maintain turf hardiness for cold tolerance and will not stimulate tender new leaf growth.” <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”</u></p>
<p>Spot treatment of insecticide for chinch bugs (St. Augustine Only).</p>	<p>Chinch bugs are a very common and damaging pest of St. Augustinegrass. This treatment is performed to control existing infestations if they are present.</p>	<p>If chinch bugs are already at damaging levels, expect the damage in the lawn to get a little worse before it gets better. Control is achieved slowly and may take up to 14 days.</p>	<p>“This application is for the control of chinch bugs. Chinch bug feeding will cease immediately, but it could take up to a week or two for the chinch bugs to die. The damage may look like it is getting a little worse for a week or so, but that response is normal due to the feeding and damage that has already been done.”</p>
<p>Pre-Emergence Weed Control (All grass types, all Service Centers)</p>	<p>All grass types are treated for the prevention of annual weeds.</p>	<p>This application will help prevent annual broadleaf weeds and crabgrass.</p>	<p>“This application will help prevent annual broadleaf weeds and spring emergence of crabgrass.”</p>
<p>Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.</p>	<p>We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.</p>	<p>The weed control materials are a combination of slow and quick acting materials. Noticeable results will take 5 to 7 days. Control is achieved within 3 to 4 weeks.</p>	<p>“The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”</p>

**What We Do and What to Expect – February 2026 Landscape Applications**

<b>Regular Lawn Care Services – All Grass Types</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Southern, Central and Northern Service Centers - Dry fertilizer application	This application will provide a substantial amount of nitrogen, potassium and minor elements. In Southern and Central Service Centers, 65% of the nitrogen source is slow release. In Northern Service Centers, 100% of the nitrogen Source is slow release.	The improvement of growth and color may be achieved slower at this time of the year if the temperatures remain cool. As the weather warms, we will begin to achieve our initial spring green-up.	“This fertilizer application will help achieve good spring green-up. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u> ”
<u>Bahiagrass in All Service Centers as well as St. Augustine grass in Tallahassee and Baton Rouge Service Centers-</u> Potassium/Magnesium Source	A Potassium and Magnesium source is applied to maintain turf hardiness for cold tolerance.	This application will help maintain turf hardiness for cold tolerance and will not stimulate tender new leaf growth.	“This application will help maintain turf hardiness for cold tolerance and will not stimulate tender new leaf growth.” <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u> ”
Pre and Post Emergence Weed Control (St. Augustinegrass)	St. Augustinegrass is treated for the prevention and control of annual weeds.	This application will help prevent and control annual broadleaf weeds and crabgrass.	“This application will help prevent and control annual broadleaf weeds and spring emergence of crabgrass.”
Inspection for lawn damaging insects	All properties are inspected for lawn damaging insects such as chinch bugs, grubs and mole crickets.	Lawn damaging insects are treated on an as needed basis only.	“Your lawn was inspected for lawn damaging insects such as chinch bugs, mole crickets and grubs. Any problems found are treated on an as needed basis. At this time of year, preventative treatments are not necessary or beneficial”
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	The weed control materials we use are a combination of slow and quick acting materials. Affects to the weeds can be seen in about 5 to 7 days. Complete control is achieved within 3 - 4 weeks.	“The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”
Preventive fungicide application and micro-nutrients are applied to Centipede grass	Reduction in the occurrence of brown patch fungus and provide micro-nutrients to enhance spring green-up.	Reduced incidence of brown patch fungus in centipede lawns as well as an enhanced color as the centipede comes out of dormancy.	“Your lawn was treated for the prevention of lawn damaging diseases and a micro-nutrient blend was added to enhance the color of the lawn during spring green-up.”



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – February 2026 Landscape Applications

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their regular lawn care treatment in February via the printed Service Report: “Today, I provided a granular application of nutrients with pre-emergence weed control materials to improve the hardiness of your lawn and to prevent broadleaf and grassy weeds from becoming a problem. I also inspected and treated for any existing lawn damaging insects, broadleaf weeds and diseases as needed. This treatment will need to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.”

<b>Annual and New Aeration Services</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Core aeration	Aeration is the most beneficial service we perform. It stimulates root growth, helps break down thatch, and allows water and air to get to the root system.	Increased root growth, better soil structure, and an improvement in the overall health of the plant. Leaf tissue will look better in the long run but there will not be a visible change in the short term.	“The aeration will help create healthy plant roots and improve the vigor and heartiness of the lawn.”
Depending on the soil pH at the customer’s home, a broadcast application of a potassium and magnesium source or sulfur to lower soil pH according to our Annual Aeration Protocol.	<p>The potassium application will aid in development of a hearty root system to enhance drought and stress tolerance.</p> <p>Proper soil pH is essential for the availability of soil nutrients. The application of granular sulfur will lower the soil pH when it is too high for the particular turf type.</p>	<p>Improved root growth as well as enhanced cold, drought and stress tolerance.</p> <p>If the soil pH is higher than what required for a particular turf type, the application of sulfur will lower the soil pH and allow bound nutrients to become available to the turf resulting in healthier turf with a darker green color.</p>	<p>“The application of potassium works very well in conjunction with aeration to enhance root growth and improve cold, drought and stress tolerance. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u>”</p> <p>“The application of granular sulfur will lower the soil pH to enhance the availability of soil nutrients. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u>”</p>

## What We Do and What to Expect – February 2026 Landscape Applications

<u>Shrub Care Customers</u>			
What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Broadcast application of dry fertilizer (New Customers in all Service Centers and Regular Customers in Nitrogen Blackout areas)	This application will provide a light amount of nitrogen, potassium and minor elements to help achieve good root development.	Visual results of this application will be minimal. The primary benefit at this time is root development.	“This fertilizer application will help stimulate good root development of your shrubs. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u> ”
Foliage application (as needed) of liquid insect and disease control materials. (New and Regular Customers)	The insect and disease control materials provide control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf spots will be suppressed. Keep in mind that leaves that have been damaged by insects or disease do not turn green after control has been achieved. Damaged leaves will need to be trimmed off to achieve visual benefits.	“This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems.”

### Primary Landscape Issues in February

In Northern, Southern, and Central Service Centers, the fertilizer we are applying for regular service in St. Augustine or Bermuda turf is a granular 20-0-6. 65% of the total nitrogen source is slow release. At the rate we use, 1 pound of nitrogen and 0.3 pounds of potassium will be applied per 1000 sq. ft. This application will improve the color and growth of the lawn.

For Bahia grass, as well as our turf in Tallahassee, Baton Rouge, and Service Centers with a Cool Season Nitrogen Blackout, the fertilizer we are applying for regular service in St. Augustine turf is a granular 0-0-3. The potassium and organic source applied will help to maintain turf hardness and avoid stimulating new growth that would be easily damaged by freezing temperatures. At the rate we apply 0.8 pounds of potassium will be applied per 1000 sq. ft.

Zoysia grass will be coming out of dormancy in Central and South Regions at the end of this month, and will begin to green up in most areas of our state. The fertilizer application this month is important to begin to stimulate new growth. **Scalping away any cold damaged areas in zoysia is crucial as damaged areas can be very slow to recover.**

Chinch bug activity and damage can still be found in untreated properties. However, in properties where chinch bugs have been controlled up to this point, it is unlikely that a new infestation will occur before our April preventative applications. Since we are not treating our regular serviced lawns on a preventative basis

## What We Do and What to Expect – February 2026 Landscape Applications

this month, good inspections to identify low level chinch bug infestations are essential to preventing turf damage.

Mole cricket activity in February is variable depending on the evening temperatures. They may begin their dispersal flights if the weather is warm. Homeowners may be concerned over seeing the swarming mole crickets flying at night around streetlights or into pools. However, the swarming mole crickets will not be in great enough number to cause turf injury. Swarming mole crickets die after laying eggs. Eggs hatch in late May, June, and July. Treatments performed later in the year will kill the young as they hatch from the egg. Control is typically not necessary at this time.

Broadleaf weed problems will be on the rise beginning in February. Our pre-emergent weed control applications will be a big help in suppressing this problem; however, an increase in service calls for weeds and weed control applications should be expected.

In most of our market areas (other than the extreme Southern Markets), crabgrass and wild Bermuda grass will continue to be dormant. The Lawn Specialists and Sales Inspectors will need to inform customers of large areas of grassy weeds that need to be renovated. Good communication on this issue is very important. This is especially important for new customers. ***Do not use Finale unless you are sure of which areas to treat and that the customer knows resodding will be necessary. The areas needing to be sodded must be documented on an Inspection Graph and the customer must sign to indicate they know we are going to kill the area.***

***Special Note: If Bermuda grass or other grassy weeds is in a dormant or semi-dormant state, this is not a good time to attempt control. Weeds that are in a dormant state will not absorb the herbicide and will not die. If this is the case, renovation should be delayed until later in the spring.***

Large patch fungus will continue to be a problem this month. Look for circular patches of damaged turf with yellow, orange or purple grass blades on the outside border of the patch. The base of the blade will be rotten and will slide out easily when pulled. Re-growth in the center of the circular patch may give the damaged area a "doughnut" like appearance. Fungicide applications will be necessary to stop the spread of the disease and allow the turf to recover.

Turf on the north side of the home or any structure will remain in decline this month. As the earth tilts toward the north (in the winter) and the sun appears to move south, the shade line on the north side of any structure begins to extend. This problem can cause turf decline and an increase in winter annual broadleaf weeds and dollar weeds. Mowing high and not over watering will help this area survive until spring. Sunlight will begin to return to these areas now.

Excessive soil moisture can be a big problem this time of year. Soil does not dry as quickly with the cool temperatures and plant demands for moisture are much less. Watering once a week is generally sufficient. Address this situation carefully with the customer. Do not assume the customer is over watering. Some areas just hold too much moisture and stay excessively wet without additional irrigation from the customer. **Never place blame on the customer for over watering. Do not tell customers that they are over watering.** Simply inform them that generally, watering once a week will be sufficient at this time of year. The lawn does not need to be watered at all if the soil is already moist.



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – February 2026 Landscape Applications

Piercing- sucking insects on shrubbery continue to be a problem in February. Look for sooty mold to be an indicator. The black mold which feeds on honeydew from the insects can be seen from a distance, informing the observant salesman and Lawn Specialist to inspect closer for aphids, scales or mealy bugs.

Temperatures near freezing can cause the grass blades to show red coloration. This happens when the cool temperatures damage the green chlorophyll in the leaves. When the green pigment is damaged, the red pigment, which is normally covered by the green pigment, shows. This may cause customer concern, but it is natural. Nothing needs to be applied to address the issue. This is not a nutritional deficiency so additional nutrients are not beneficial. Allow the grass to grow at its natural pace and the red tips will be mowed off (if a frost does not turn them brown first).

Frost and freeze damage has occurred in many of our market areas. Turf will brown from the tips of the blade downward. *Recovering* damage in thick St. Augustine may appear as burn spots throughout the yard about 6 inches in diameter. Often it is confused with dollar spot fungus, but no leaf spot lesions will be found. Inform customers of turf areas or plant material that has been permanently damaged by frost or freeze. If turf or plant material has been permanently damaged, documentation will be crucial to avoid future claims and customer cancellations. **Make sure you thoroughly document this damage.**

Laurel and Live Oaks drop their leaves at this time of year. This is a normal process and is not cause for alarm. New leaf growth will be produced quickly after this has occurred.

Make February a success by constantly looking for problems, offering solutions and asking for the business.

People need our help. Find those in need, solve their problems and **SELL, SELL, SELL AND SERVICE, SERVICE, SERVICE!**



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach the basics of Downy Mildew identification, conducive conditions and control.

**Length of lesson:** Approx 30 minutes.

**Materials needed:**

- Training Guideline
- GreenUP Protocol – Downy Mildew
- Collect samples of Downy Mildew from the field, if available.
- Pre- and Post- tests.

**Training Guidelines:**

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Begin the meeting by defining the training topic and handing out the Pre-test
  - Allow a few minutes for Team Members to complete the Pre-test.
  - Collect the pre-test and hand out the Verifiable Training Record Form (VTRF)
- Distribute and review the training materials on Downy Mildew
- Use the Training outline as a guide for key points.
  - Encourage active participation from all Team Members
  - Ask probing questions to develop key points
  - Encourage group reading
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
- Hand out the Post-tests. When complete, grade the tests and record the score on the VTRF.
- Collect tests and place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly Training VTM's through Massey University.



## WEEKLY TRAINING SESSION

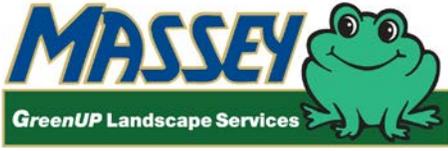


### Downy Mildew on Viburnum

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

1. T or F Downy Mildew and Powdery Mildew are the same fungus.
2. T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3. T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
4. T or F Irrigation contact to leaf tissue is a common occurrence when downy mildew is active.
5. T or F Leaves damaged by downy mildew that drop from the plant should be removed to prevent re-infestation.
6. T or F Our regular I&D mixture will sufficiently control downy mildew.
7. T or F The best control for downy mildew is a combination of Kocide 3000 and Aliette.
8. T or F Kocide 3000 and Aliette should never be mixed together.
9. T or F Eye protection must be worn when using Kocide 3000 or Aliette.
10. T or F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

#### PRE & POST TEST ANSWER KEY

1. T of  F Downy Mildew and Powdery Mildew are the same fungus.
2.  T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3.  T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
4.  T or F Irrigation contact to leaf tissue is a common occurrence when downy mildew is active.
5.  T or F Leaves damaged by downy mildew that drop from the plant should be removed to prevent re-infestation.
6. T of  F Our regular I&D mixture will sufficiently control downy mildew.
7. T of  F The best control for downy mildew is a combination of Kocide 3000 and Aliette.
8.  T or F Kocide 3000 and Aliette should never be mixed together.
9.  T or F Eye protection must be worn when using Kocide 3000 or Aliette.
10. T of  F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.

## Downy Mildew

### Downy Mildew

Downy Mildew is a common disease of many Viburnum species from late winter through spring.

#### Pathogen

Downy mildew on viburnum is caused by the fungus, *Plasmopara viburni*.

#### Symptoms

Initially, this disease appears as light green spots on the upper leaf surfaces. The spots enlarge to form angular patches between the leaf veins. On the lower leaf surfaces downy grayish white fungal growth appears.

Downy mildew disease is different from powdery mildew in that the fungal growth is observed on the lower rather than on the upper leaf surface. The infected areas redden and then turn brown as the leaf tissue dies.

#### Conducive Conditions

This foliar disease occurs and spreads rapidly during cool to warm weather conditions coupled with periods of extended leaf wetness. Infections of the foliage in the spring can result from splashing spores produced by the diseased foliage remaining on the ground from the previous year.

#### Prevention & Control

As with other foliar diseases, downy mildew can be prevented by keeping the foliage as dry as possible.

- It is very common to find that downy mildew is a concern where irrigation water is coming in contact with the plant foliage. Recommend drip irrigation to the customer.
- Ensure that watering occurs at a time that does not extend the naturally wet period by beginning the watering after the dew forms and ending the watering at or before sunrise.





## GREENUP SERVICE PROTOCOLS

### Downy Mildew

- Ensure good air movement for the leaves to dry quickly. Installation should allow for proper spacing between plants. Prune back adjacent shrubs or overhanging tree limbs.
- Rake up and destroy infected fallen leaves.

When fungicides are necessary, Kalmor (Copper Hydroxide) should be used as a foliar spray with adequate coverage to the upper and lower leaf surfaces. Read the product label for usage precautions.

- Do not mix Aliette with Kalmor or any other copper fungicide.
- Do not use Aliette when visible residues of Kalmor are present on the leaf surfaces.
- Do not use Kalmor when visible residues of Aliette are present on the leaf surfaces.
- Both of these products require the use of eye protective equipment.
- Kalmor applications must be repeated in 7 to 10 days.

The usage rate for Kalmor is equivalent to 16 ounces by weight per 50 gallons of water or 1 level tablespoon per gallon of water if a backpack sprayer is being used.



## WEEKLY TRAINING SESSION



### February Application Procedures

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 1.5

**Objectives:** This lesson is designed to teach our Application Procedures for February.

**Length of lesson:** Approx 1 Hour and 30 minutes.

**Materials needed:**

- Training Guideline
- February Applications Training Document and What We Apply – What We Expect document located in the G: Drive\Shared\GreenUp Reference Materials\GreenUp Protocols\Monthly Applications Information\2026\Georgia\February.
- Pre- and Post-tests.

**Training Guidelines:**

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test
- Distribute and review the training materials on February Application Procedures
  - Allow the Team Members to complete the Pre-test as the application information is discussed.
  - Encourage active participation from all Team Members
  - Ask probing questions to discuss key points.
  - Read and answer questions from the test and have the Specialists write in their answers.
  - Encourage group reading.
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
  - Collect the pre-test and discard.
- Hand out the Post-tests. When complete, have each Specialist pass their test to another Specialist for grading.
- Grade the tests as a group and discuss the answers.
- Collect the tests.
- Take all Specialists to the pre-measured shrub bed area. Apply the 6 pounds of 12-2-14 to the shrub bed area so they get an idea of how much fertilizer is being applied to all new shrub care services.
- End the training session.
- Record the post test scores on the VTRF for each Team Member.
- Place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly VTM's through Workday.



## WEEKLY TRAINING SESSION



### February Application Procedures

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

1. T or F The applications to Warm Season turf include nitrogen.
2. T or F Shrub fertilizer is applied to new Monthly Landscape services in February.
3. T or F Shrub care service is performed for regular Monthly Landscape services with Cool Season Turf.
4. The materials applied to all regular customers with Warm Season turf is \_\_\_\_\_ per 1000 sq. ft.
  - a. 0-5-5 with Barricade at 5 pounds
  - b. 25-0-10 with Dimension at 4 pounds
  - c. 32-5-7 with Pendimethalin at 4 pounds
  - d. 0-0-20 with Pendimethalin at 5 pounds
5. The fertilizer applied to all regular customers with Tall Fescue is \_\_\_\_\_ at \_\_\_\_\_ ounces per 1000 sq. ft.
  - a. Resolute at 0.4 ounces and Princep at 1 ounce
  - b. 25-0-10 with Dimension at 4 pounds
  - c. 32-5-7 with Pendimethalin at 4 pounds
  - d. 0-0-20 with Pendimethalin at 5 pounds
6. The weed control materials applied to warm season grasses to control broadleaf and grassy weeds is \_\_\_\_\_ per 1000 sq. ft.
  - a. Drive XLR6 at 1.33 ounces and MSO at 1 ounce,
  - b. .33 ounces of Revolver and 1 ounce of Cool Power
  - c. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces,
  - d. Cool Power at 1 ounce
7. T or F Shrub care is the service performed for regular Monthly Landscape Customers with Warm Season Turf.
8. T or F Sedge can be treated in any grass type with Sedgehammer slurry.



## WEEKLY TRAINING SESSION



### February Application Procedures

9. T or F Grassy weeds can be treated in Bermuda, Zoysia and Tall Fescue with Drive XLR8 plus Methylated Seed Oil.
10. T or F Every shrub on the property should be sprayed with the I&D Slurry.
11. T or F Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular lawn care protocol for the month in which the regular service is performed.



## WEEKLY TRAINING SESSION



### February Application Procedures

#### PRE & POST TEST ANSWER KEY

1. T of  F The applications to Warm Season turf include nitrogen.
2. T of  F Shrub fertilizer is applied to new Monthly Landscape services in February.
3. T of  F Shrub care service is performed for regular Monthly Landscape services with Cool Season Turf.
4. The materials applied to all regular customers with Warm Season turf is \_\_\_\_\_ per 1000 sq. ft.
  - a. 0-5-5 with Barricade at 5 pounds
  - b. 25-0-10 with Dimension at 4 pounds
  - c. 32-5-7 with Pendimethalin at 4 pounds
  - d. 0-0-20 with Pendimethalin at 5 pounds
5. The fertilizer applied to all regular customers with Tall Fescue is \_\_\_\_\_ at \_\_\_\_\_ ounces per 1000 sq. ft.
  - a. Resolute at 0.4 ounces and Princep at 1 ounce
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  - c. 32-5-7 with Pendimethalin at 4 pounds
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  - a. Drive XLR6 at 1.33 ounces and MSO at 1 ounce,
  - b. .33 ounces of Revolver and 1 ounce of Cool Power
  - c. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces,
  - d. Cool Power at 1 ounce
7. T of  F Shrub care is the service performed for regular Monthly Landscape Customers with Warm Season Turf.
8.  T or F Sedge can be treated in any grass type with Sedgehammer slurry.
9.  T or F Grassy weeds in Warm Season turf are treated with Revolver.
10. T of  F Every shrub on the property should be sprayed with the I&D Slurry.



## WEEKLY TRAINING SESSION



### February Application Procedures

- 11  T or F Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular lawn care protocol for the month in which the regular service is performed.



## GREENUP SERVICE PROTOCOLS NORTH GEORGIA

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

#### Monthly Landscape Customers

1. Warm Season Grasses - New and Regular Customers  
Apply **5** pounds of 0-5-5 with **Barricade**, per 1000 sq. ft. typically this will be setting 16 with the Lesco Calibration tool.
2. Cool Season Grasses - New and Regular Customers  
Apply **4** pounds of 25-0-10 with **Dimension** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco calibration tool.

#### Every Other Month Customers

1. Warm Season Grasses - New and Regular Customers  
Apply **5** pounds of 0-5-5 with **Barricade**, per 1000 sq. ft. typically this will be setting 16 with the Lesco Calibration tool.
2. Cool Season Grasses
  - a. New Customers  
Apply Limelight ProCal at **5** pounds per 1000 sq. ft.; typically, this will be setting 16 with the Lesco calibration tool.
  - b. Regular Customers  
Apply 25-0-10 with Dimension at **4** pounds per 1000 sq. ft.; typically, this will be setting 15 with the Lesco calibration tool. Do not apply 25-0-10 with Dimension to New Every Other Month Customers. This application will be performed next month for these customers.

Broadleaf and grassy weeds in Warm Season Turf are treated with **.33** ounces of Revolver and **1** ounce of Cool Power per 1000 sq. ft. **Do not use Revolver on cool season turf!**

Broadleaf weeds in Cool Season turf are treated with **1** ounce of Cool Power per 1000 sq. ft.

Make sure to use your sidewalk guard properly around roadways, driveways and sidewalks. Remember blowing off the roadways, sidewalks and driveways is required after all granular fertilizer applications. Blow the material back into the turf areas. Do not allow any fertilizer to go into a storm sewer. Blow off any landscape curbing as well to avoid staining.

All pre-emergence herbicide applications need to be made perfectly. Pre-emergence herbicides will cause root injury if over applied, or poor weed control if under applied or areas are missed.

**Do not apply Barricade fertilizer to newly installed sod or plugs; the roots will not establish properly, and damage can occur.**



## GREENUP SERVICE PROTOCOLS NORTH GEORGIA

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

All new lawn care customers receive the above application protocols for New Customer Services. A *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed. Aeration and Limelight ProCal application is performed March through August for Warm Season grasses or September and October for Cool Season grasses.

3. Shrub Care – is not performed at this time.

Use **16** ounces of Horticultural Oil and **1.8** ounces of Kalmor in a fluid ounce measuring cup (1.6 ounces by weight) per 10 gallons of water, on an as needed basis only. **Do not treat every shrub on the property**, this is not necessary or beneficial.

Shrubs that are good to inspect with initial and regular service this time of year include:

- \*\*Azalea
- \*\*Camellia
- \*\*Gardenia
- Pittosporum
- \*\*Indian Hawthorne
- Holly (all varieties)
- Laurels (all varieties)
- \*\*Knock-Out Roses
- Loropetalum

The list above may be expanded as needed.

\*\*For the protection of pollinating insects, do not spray the foliage of shrubs that are in full bloom or if pollinators are in the area. If insect problems exist or if preventive insect applications are necessary and pollinators are in the area, perform a drench of the root system with the I&D mixture rather than spraying the foliage. The shrub gun can be used for this purpose; adjust the gun to course spray and treat the ground in the root zone area until puddling occurs.

Loropetalum have an affinity for copper as a nutrient. Kalmor will provide copper and control fungal and bacterial leaf spots. Treat all viburnum for the prevention of downy mildew.

Horticultural oil will control many soft bodied shrub damaging insects as well as spider mites. It is strictly contact, so you must ensure good coverage of the top and bottom sides of the leaves.

Kalmor can be corrosive and can have some staining issues. Direct the spray away from buildings and do not allow the drift to contact metal surfaces. **Eye protection is required PPE for Kalmor applications.**

Inspect all landscapes very carefully for insect and disease activity. Good inspections, proper treatment and proper proactive treatments must be done.



## GREENUP SERVICE PROTOCOLS NORTH GEORGIA

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

**Do a quality job on every application. Perform perfect applications with perfect measuring, perfect calibration and perfect walking speed. Always be mindful of the 5 key principles. Provide thorough inspections and great customer communication with the goal of providing long-term sustainable solutions. This is what is needed to keep our customers happy, to prevent cancellations and claims. Identify customer needs and discuss them with the customer now, lay the groundwork for leads, it's almost sales Blitz time!**



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – February 2026 Landscape Applications

**Watering instructions for all new and regular LAWN CARE services are: Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”**

New and Regular Monthly Landscape and Regular Every Other Month Customers			
What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Warm Season Turf- Granular Fertilizer with pre-emergence weed control.	This application will improve the cold hardiness of the turf and prevent the emergence of annual weeds.	This application will improve the cold hardiness of the turf and prevent the emergence of annual weeds.	“This application will improve the cold hardiness of the turf and prevent the emergence of annual weeds. . <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”</u>
Cool Season Turf – Granular Fertilizer with pre-emergence weed control.	This application will provide a substantial amount of nitrogen, potassium and minor elements. 25% of the nitrogen is slow release. This application is performed for the prevention of annual broadleaf and grassy weeds	A noticeable improvement in the color and growth in about 2 weeks and far fewer weeds will emerge in a turf that has been treated with a pre-emergence herbicide as opposed to one that has not been treated.	“This application will provide a noticeable improvement in the color and growth in about 2 weeks and will help prevent annual broadleaf weeds and spring emergence of crabgrass.”
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	Noticeable results will take 5 to 7 days. Control is achieved within 3 to 4 weeks.	“The weed control material applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”
Inspection for lawn damaging insects and diseases	Lawn damaging insects and diseases can be devastating to turf. Frequent inspection and treatment as needed is crucial in the prevention of turf damage.	Lawn damaging insects and diseases are treated on an as needed basis.	“Your lawn was inspected for lawn damaging insects and diseases. Any problems found are treated on an as needed basis.”

Shrub Care – New Monthly Landscape Customers			
What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Shrub foliage application of liquid insect and disease control materials.	The insect and disease control materials provide both contact and system control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf spots will be suppressed. Keep in mind that leaves that have been damaged by insects or disease do not turn green after control has been achieved. Damaged leaves will need to be removed to achieve visual benefits.	“This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems.”



### What We Do and What to Expect – February 2026 Landscape Applications

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their treatment in February via the printed Service Report. This information applies to all customers with **Warm Season Turf**: “Today, I performed a granular broadcast application fertilizer with pre-emergence weed control. In addition to improving cold heartiness, this application will help prevent annual broadleaf weeds and crabgrass. I also inspected for any existing broadleaf, sedge or grassy weeds as well as insects and diseases and treated those as needed. This treatment will need remain dry for 2 to 24 hours.”

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their treatment in February via the printed Service Report. This information applies to all customers with **Cool Season Turf**: “Today, I performed a granular broadcast application fertilizer with pre-emergence weed control. In addition to promoting good color and growth, this application will help prevent annual broadleaf weeds and crabgrass. I also inspected for any existing broadleaf, sedge or grassy weeds as well as insects and diseases and treated those as needed. This treatment will need remain dry for 2 to 24 hours.”

### Primary Landscape Issues in February

The material we apply to all customers with Bermuda or Zoysia is 0-5-5 with Barricade (pre-emergence herbicide). This treatment will prevent annual broadleaf weeds, annual bluegrass and crabgrass. Applications need to be made with great precision to ensure even coverage.

Granular broadcast applications of fertilizer with pre-emergence weed control are performed for all customers with cool season turf. This application will provide control an improvement in color and growth as well as prevention of annual broadleaf weeds and crabgrass.

The pre-emergence applications performed this month are extremely important. These applications will prevent many service calls and extra treatments for broadleaf weeds and crabgrass, which would otherwise be a problem throughout the spring and summer.

Bermuda and Zoysia lawns are in a dormant state in February. Warm season turf should have a uniform brown appearance. Fescue lawns should look very good in February.

Large patch fungus can be a problem this month. Look for circular patches of damaged turf with yellow, orange or purple grass blades on the outside border of the patch. The base of the blade will be rotten and will slide out easily when pulled. Re-growth in the center of the circular patch may give the damaged area a "doughnut" like appearance. Fungicide applications will be necessary to stop the spread of the disease and allow the turf to recover.

The need for supplemental irrigation is very little in February. In the absence of rainfall, supplemental watering may be needed every other week.



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – February 2026 Landscape Applications

Piercing- sucking insects on shrubbery continue to be a problem in February. Look for sooty mold to be an indicator. The black mold which feeds on honeydew from the insects can be seen from a distance, informing the observant Inspector and Lawn Specialist to inspect closer for aphids, scales or mealy bugs.

Pruning of trees and shrubs should not occur in February. Pruning or trimming at this time can stimulate new growth, which would be damaged by cold weather.

Make February a success by constantly looking for opportunities, offering solutions and asking for the business. Landscape sales should be rocking in February. Every lawn is a lead. People need our help. Find those in need, solve their problems and **SELL, SELL, SELL & SERVICE, SERVICE, SERVICE!** Remember Sales Blitz is right around the corner start finding our customers' needs and setting leads!



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach the basics of Downy Mildew identification, conducive conditions and control.

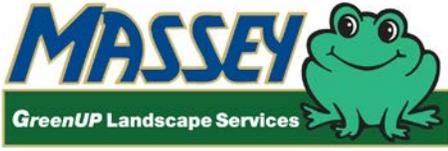
**Length of lesson:** Approx 30 minutes.

**Materials needed:**

- Training Guideline
- GreenUP Protocol – Downy Mildew
- Collect samples of Downy Mildew from the field, if available.
- Pre- and Post- tests.

**Training Guidelines:**

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Begin the meeting by defining the training topic and handing out the Pre-test
  - Allow a few minutes for Team Members to complete the Pre-test.
  - Collect the pre-test and hand out the Verifiable Training Record Form (VTRF)
- Distribute and review the training materials on Downy Mildew
- Use the Training outline as a guide for key points.
  - Encourage active participation from all Team Members
  - Ask probing questions to develop key points
  - Encourage group reading
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
- Hand out the Post-tests. When complete, grade the tests and record the score on the VTRF.
- Collect tests and place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly Training VTM's through Massey University.



## WEEKLY TRAINING SESSION

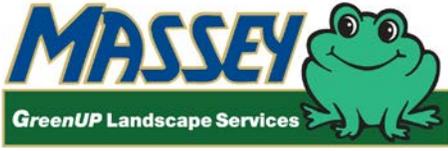


### Downy Mildew on Viburnum

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

1. T or F Downy Mildew and Powdery Mildew are the same fungus.
2. T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3. T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
4. T or F Irrigation contact to leaf tissue is a common occurrence when downy mildew is active.
5. T or F Leaves damaged by downy mildew that drop from the plant should be removed to prevent re-infestation.
6. T or F Our regular I&D mixture will sufficiently control downy mildew.
7. T or F The best control for downy mildew is a combination of Kocide 3000 and Aliette.
8. T or F Kocide 3000 and Aliette should never be mixed together.
9. T or F Eye protection must be worn when using Kocide 3000 or Aliette.
10. T or F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

#### PRE & POST TEST ANSWER KEY

1. T of  F Downy Mildew and Powdery Mildew are the same fungus.
2.  T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3.  T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
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10. T of  F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.

## Downy Mildew

### Downy Mildew

Downy Mildew is a common disease of many Viburnum species from late winter through spring.

#### Pathogen

Downy mildew on viburnum is caused by the fungus, *Plasmopara viburni*.

#### Symptoms

Initially, this disease appears as light green spots on the upper leaf surfaces. The spots enlarge to form angular patches between the leaf veins. On the lower leaf surfaces downy grayish white fungal growth appears.

Downy mildew disease is different from powdery mildew in that the fungal growth is observed on the lower rather than on the upper leaf surface. The infected areas redden and then turn brown as the leaf tissue dies.

#### Conducive Conditions

This foliar disease occurs and spreads rapidly during cool to warm weather conditions coupled with periods of extended leaf wetness. Infections of the foliage in the spring can result from splashing spores produced by the diseased foliage remaining on the ground from the previous year.

#### Prevention & Control

As with other foliar diseases, downy mildew can be prevented by keeping the foliage as dry as possible.

- It is very common to find that downy mildew is a concern where irrigation water is coming in contact with the plant foliage. Recommend drip irrigation to the customer.
- Ensure that watering occurs at a time that does not extend the naturally wet period by beginning the watering after the dew forms and ending the watering at or before sunrise.





## GREENUP SERVICE PROTOCOLS

### Downy Mildew

- Ensure good air movement for the leaves to dry quickly. Installation should allow for proper spacing between plants. Prune back adjacent shrubs or overhanging tree limbs.
- Rake up and destroy infected fallen leaves.

When fungicides are necessary, Kalmor (Copper Hydroxide) should be used as a foliar spray with adequate coverage to the upper and lower leaf surfaces. Read the product label for usage precautions.

- Do not mix Aliette with Kalmor or any other copper fungicide.
- Do not use Aliette when visible residues of Kalmor are present on the leaf surfaces.
- Do not use Kalmor when visible residues of Aliette are present on the leaf surfaces.
- Both of these products require the use of eye protective equipment.
- Kalmor applications must be repeated in 7 to 10 days.

The usage rate for Kalmor is equivalent to 16 ounces by weight per 50 gallons of water or 1 level tablespoon per gallon of water if a backpack sprayer is being used.



## WEEKLY TRAINING SESSION



### February Application Procedures

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 1.5

**Objectives:** This lesson is designed to teach our Application Procedures for February.

**Length of lesson:** Approx. 1 Hour and 30 minutes.

**Materials needed:**

- Training Guideline
- February Applications Training Document and What We Apply – What We Expect document located in the G: Drive Shared\GreenUp Reference Materials\GreenUp Protocols\Monthly Applications Information\2026\February.
- **8 pounds** of 12-4-8 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and Post- tests.

**Training Guidelines:**

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test
- Distribute and review the training materials on February Application Procedures
  - Allow the Team Members to complete the Pre-test as the application information is discussed.
  - Encourage active participation from all Team Members
  - Ask probing questions to discuss key points.
  - Read and answer questions from the test and have the Specialists write in their answers.
  - Encourage group reading
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
  - Collect the pre-test and discard.
- Hand out the Post-tests. When complete, have each Specialist pass their test to another Specialist for grading.
- Grade the tests as a group and discuss the answers.
- Collect the tests
- Take all Specialists to the pre-measured shrub bed area. Apply the **6** pounds of 12-4-8 to the shrub bed area so they get an idea of how much fertilizer is being applied to all regular shrub care services.
- End the training session.
- Record the post test scores on the VTRF for each Team Member.
- Place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly VTM's through Workday.



## WEEKLY TRAINING SESSION



### February Application Procedures

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

1. The material applied all new EOM St. Augustine customers is the
  - a. 33-0-16 at 1 lb. with 0-0-1 at 18 ounces per 1000 sq. ft.
  - b. 0-5-5 Straight at 4 pounds per 1000 sq. ft.
  - c. 0-5-5 Barricade at 4 pounds per 1000 sq. ft.
  - d. 33-0-16 at 1.36 lbs. with 0-0-1 at 18 ounces per 1000 sq. ft.
2. T or F Pillar SC is used as a liquid broadcast disease prevention application for all new and regular customers in all grass types.
3. T or F Broadleaf in a St. Augustine lawn are treated with
  - a. 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
  - b. 2 ounces of SBM1 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
  - c. 0.8 grams of Certainty per gallon of water per 1000 sq. ft.
  - d. 0.11 ounces of Celsius and .28 ounce of Dismiss South per gallon of water per 1000 sq. ft.
4. T or F Grassy weeds in Zoysia or Bermuda lawns are treated with
  - a. .9 grams of Certainty with .5 oz. of wetting agent per gallon of water per 1000 sq. ft.
  - b. 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
  - c. 0.75 ounces of Change Up per gallon of water per 1000 sq. ft.
  - d. 0.11 ounces of Celsius and 0.28 ounces Dismiss South per gallon of water per 1000 sq. ft.
5. T or F SBM1 can be mixed with Sedge Hammer.
6. T or F Insecticide is applied to all grass types even if no insect problems are found.
7. T or F Annual aerations are fertilized with either 0-0-3 straight, Limelight ProCal, or granular sulfur depending on the soil pH.
8. T or F Fertilizer is applied to all new and regular shrub care services.
9. T or F Every shrub on the property should be sprayed with the I&D Slurry.
10. T or F Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular lawn care protocol for the month in which the regular service is performed.



## WEEKLY TRAINING SESSION



### February Application Procedures

#### PRE & POST TEST ANSWER KEY

- The material applied all new EOM St. Augustine customers is the
  - 33-0-16 at 1 lb. with 0-0-1 at 18 ounces per 1000 sq. ft.
  - 0-5-5 Straight at 4 pounds per 1000 sq. ft.
  - 0-5-5 Barricade at 4 pounds per 1000 sq. ft.
  - 33-0-16 at 1.36 lbs. with 0-0-1 at 18 ounces per 1000 sq. ft.
- T or  Pillar SC is used as a liquid broadcast disease prevention application for all new and regular customers in all grass types.
- T or F Broadleaf weeds in a St. Augustine lawn are treated with
  - 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
  - 2 ounces of SBM1 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
  - 0.8 grams of Certainty per gallon of water per 1000 sq. ft.
  - 0.11 ounces of Celsius and .28 ounce of Dismiss South per gallon of water per 1000 sq. ft.
- T or F Grassy weeds and Doveweed in Zoysia or Bermuda lawns are treated with
  - .9 grams of Certainty with .5 oz. of wetting agent per gallon of water per 1000 sq. ft.
  - 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
  - 0.75 ounces of Change Up per gallon of water per 1000 sq. ft.
  - 0.11 ounces of Celsius and 0.28 ounces Dismiss South per gallon of water per 1000 sq. ft.
- T or  SBM1 can be mixed with Sedge Hammer.
- T or  Insecticide is applied to all grass types even if no insect problems are found.
- or F Annual aerations are fertilized with either 0-0-3 straight, Limelight ProCal, or granular sulfur depending on the soil pH.
- T or  Fertilizer is applied to all new and regular shrub care services.
- T or  F Every shrub on the property should be sprayed with the I&D Slurry.
- or F Following the initial lawn care treatment, a *complete* Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular lawn care protocol for the month in which the regular service is performed.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

#### Lawn Care Accounts

1. St. Augustine
  - a. New and Regular Monthly Landscape Customers **Frisco**  
Apply 5 pounds of 0-5-5 with Barricade, per 1000 sq. ft.
  - b. Regular Monthly Landscape Customers **The Woodlands**  
Apply 4 pounds of 0-5-5 with Atrazine, per 1000 sq. ft.
  - c. New Monthly Landscape Customers **The Woodlands**  
Apply 5 pounds of 0-5-5 with Barricade, per 1000 sq. ft.
  - d. New and Regular EOM Customers **All Service Centers**  
Apply 5 pounds of 0-5-5 with Barricade, per 1000 sq. ft.

**If chinch bugs are found at the time of new or regular service, spot treat them with Imidacloprid Chinch Bug spot treat slurry using the backpack sprayer using the 8010E spray tip.**

All broadleaf weeds in St. Augustine lawns must be spot treated with the SBM1 slurry at 2 ounces of pre-mixed material and 3 ounces of Auguzine per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip.

2. Zoysia
  - a. New and Regular Monthly Landscape Customers **Frisco**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.
  - b. Regular Monthly Landscape Customers **The Woodlands**  
Apply 4 pounds of 0-5-5 Straight, per 1000 sq. ft.
  - c. New Monthly Landscape Customers **The Woodlands**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.
  - d. New and Regular EOM Customers **All Service Centers**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.
3. Bermuda
  - a. New and Regular Monthly Landscape Customers **Frisco**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.
  - b. Regular Monthly Landscape Customers **The Woodlands**  
Apply 4 pounds of 0-5-5 Straight, per 1000 sq. ft.
  - c. New Monthly Landscape Customers **The Woodlands**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

- d. New and Regular EOM Customers **All Service Centers**  
Apply 5 pounds of 0-5-5 Barricade, per 1000 sq. ft.

All broadleaf weeds in Zoysia or Bermudagrass must be treated with Cool Power at 1 ounce per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip. Do not use on St. Augustine severe injury or death will occur. Use a separate backpack dedicated for this use.

Grassy weeds in all turf types must be spot treated with Certainty at .8 grams and .5 ounces of wetting agent per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip.

4. Annual and New Aeration  
Apply 0-0-3 (Straight) or Granular Sulfur (depending on the soil pH) at 5 or 4 pounds respectively per 1000 sq. ft.; typically, this will be setting 15 for sulfur with the Lesco Calibration tool. See the Aeration Service Protocol for complete details.

All new lawn care customers receive the above application protocols for New Customer Services. A complete Regular Service lawn care application is done (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed. Aeration plus the 0-0-3 or Sulfur application is performed the month following the initial treatment.

Keep any Atrazine fertilizer away from the shrub beds. Make sure to use your sidewalk guard properly around roadways, driveways, sidewalks, and bodies of water. Maintain a 3 foot ring of responsibility near all waterbodies. Remember blowing off the roadways, sidewalks, and driveways is **required** after all granular fertilizer applications. Blow the material back into the turf areas. Do not allow any fertilizer to go into a storm sewer. Blow off any landscape curbing as well to avoid staining.

### Shrub Service

Certain shrubs (see the list below) are treated with the I&D materials on a preventative basis each visit for insect and disease. Most shrubs are treated on an as needed basis only. Do not treat every shrub on the property. This is not necessary or beneficial.

- a. New and Regular Customers (All Service Centers)  
Use 2 ounces of our Insect and Disease Slurry (with Talaris/T-Storm/Transom) per 10 gallons of water.
- b. Add 16 ounces of horticultural oil per 1000 sq. ft. for difficult to control insects such as spider mites and scales.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### FEBRUARY 2026 LANDSCAPE APPLICATIONS

Shrubs that are treated on a preventative basis with **every** initial and regular service include:

- Viburnum
- \*\*Azalea
- Crape myrtle
- Camellia
- \*\*Gardenia
- Sago
- Pittosporum
- Indian Hawthorne
- Holly
- \*\*Knock-Out Roses

The list above may be expanded depending on the geographical location and specific concerns in the Service Center.

\*\*For the protection of pollinating insects, do not spray the foliage of shrubs that are in full bloom or if pollinators are in the area.

**Do not allow pesticides of any kind to contact bodies of water or fishponds. Many of the materials we use can be deadly to fish.**

Set proactive treatments that are necessary to control insect or disease problems that threaten the life of the plant. Make sure to treat the top and bottom sides of the leaf. Inspect all shrubs thoroughly!!

### **Specimen Palm Quarterly Injection Service**

Treatment for disease prevention is performed in December, January, or February using Phospho-jet. Dilute Phospho-jet at one-part Phospho-jet to 2 parts distilled water and apply the diluted material at 5 milliliters per inch of trunk diameter. If insect or nutrition is a concern for a new customer, either Palm-jet, Ace-jet, or Ima-jet may also be performed at the time of initial service. See GreenUP Protocol – Specimen Palm Quarterly Injection Service for complete details. **Do not** mix Palm-jet in the same container with any of the afore mentioned products, it will coagulate/crystalize.

**Do a quality job on every application. Do thorough inspections and perfect applications. Always being mindful of the 5 key principles and great communication with our customers to provide long-term sustainable solutions. Perfect measuring, perfect calibration, and perfect walking speed is what is needed for proper applications. Perform walking speed tests weekly. (40 feet in 10 seconds) All of the above will keep our customers happy to prevent service calls, cancellations, and claims.**



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – FEBRUARY 2026 Landscape

Watering instructions for all new and regular LAWN CARE services are: Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”

<b>Liquid Applications – Varying types of grass Existing Customers and New Customers</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Broadcast application of post-emergent weed control materials	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	Affects to the weeds can be seen in about 5 to 7 days. Control is achieved within 3 - 4 weeks.	“The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks.”
Liquid Broadcast application for the prevention and control of lawn weeds.	This application is performed for the prevention of annual broadleaf and grassy weeds.	Far fewer weeds will emerge in a turf that has been treated with a pre-emergence herbicide as opposed to one that has not been treated.	“This application will help prevent annual broadleaf weeds and spring emergence of crabgrass.” <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”</u>
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	The weed control materials we use are a combination of slow and quick acting materials. Affects to the weeds can be seen in about 5 to 7 days. Control is achieved within 3 - 4 weeks.	“The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”

Lawn Specialist script for liquid applications to inform the customer of what we are going to do (or what we did) for their lawn care treatment in February: “Today, I performed a liquid broadcast application for the control and prevention of broadleaf weeds. I also inspected for sedge or grassy weeds as well as insects and diseases and treated those as needed. This treatment will need remain dry for 2 to 24 hours.”

<b>Granular Applications with Atrazine – St. Augustine varying programs Existing Customers and New Customers</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Dry fertilizer application with pre-emergence weed control.	This application will improve the cold hardiness of the turf and reduce the emergence of annual weeds.	This application will improve the cold hardiness of the turf and reduce the emergence of annual weeds.	“This application will improve the cold hardiness of the turf and reduce the emergence of annual weeds. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.”</u>
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	The weed control materials are a combination of slow and quick acting materials. Noticeable results will take 5 to 7 days. Control is achieved within 3 to 4 weeks.	“The weed control material applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their regular lawn care treatment in February via the printed Service Report: “Today, I provided a granular application of nutrients with pre-emergence weed control materials to improve the hardiness of your lawn and to prevent broadleaf weeds from becoming a problem. I also inspected and treated for any existing lawn damaging insects, broadleaf weeds and diseases as needed. This treatment will need to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.”



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – FEBRUARY 2026 Landscape

<b>Granular Applications – Zoysia and Bermuda varying programs Existing Customers and New Customers</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Dry fertilizer application	A Potassium and Magnesium source is applied to enhance cold tolerance.	This application will help create a hardier grass to withstand the cooler weather and will not stimulate tender new leaf growth.	“This application will help create a hardier grass to withstand the cooler weather and will not stimulate tender new leaf growth.”
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	The weed control materials are a combination of slow and quick acting materials. Noticeable results will take 5 to 7 days. Control is achieved within 3 to 4 weeks.	“The weed control material applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases.”

Lawn Specialist script for informing a new customer with Bermuda/Zoysia of what we are going to do (or what we did) for their lawn care treatment in December: “I will be applying a broadcast granular application of phosphorus and potassium to improve turf cold hardiness. I will also be treating any existing broadleaf, sedge, or grassy weeds and will be inspecting your lawn for insects and diseases and treating those as needed. This treatment will need to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.”

<b>Annual and New Aeration Services</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Core aeration	Aeration is the most beneficial service we perform. It stimulates root growth, helps break down thatch, and allows water and air to get to the root system.	Increased root growth, better soil structure, and an improvement in the overall health of the plant. Leaf tissue will look better in the long run but there will not be a visible change in the short term.	“The aeration will help create healthy plant roots and improve the vigor and heartiness of the lawn.”
Depending on the soil pH at the customer’s home, a broadcast application of a potassium and magnesium source or sulfur to lower soil pH according to our Annual Aeration Protocol.	The potassium application will aid in development of a hearty root system to enhance drought and stress tolerance.  Proper soil pH is essential for the availability of soil nutrients. The application of granular sulfur will lower the soil pH when it is too high for the particular turf type.	Improved root growth as well as enhanced cold, drought and stress tolerance.  If the soil pH is higher than what required for a particular turf type, the application of sulfur will lower the soil pH and allow bound nutrients to become available to the turf resulting in healthier turf with a darker green color.	“The application of potassium works very well in conjunction with aeration to enhance root growth and improve heat, drought and stress tolerance. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u> ”  “The application of granular sulfur will lower the soil pH to enhance the availability of soil nutrients. <u>Please irrigate with ¼ inch of water if there</u>



**What We Do and What to Expect – FEBRUARY 2026 Landscape**

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their Aeration Service via the printed Service Report: “Today, I inspected your irrigation system, aerated your lawn and took a soil sample to test the soil pH. I also provided a broadcast application of granular potassium and magnesium (or sulfur to lower the pH). This treatment will need to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.”

<b>Shrub Care Customers</b>			
<b>What We Use</b>	<b>Benefit of the Service</b>	<b>What To Expect</b>	<b>What to Tell the Customer</b>
Foliage application (as needed) of liquid insect and disease control materials. (New and Regular Customers all Service Centers)	The insect and disease control materials provide both contact and system control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf	“This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems.”

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their new shrub care treatment in FEBRUARY via the printed Service Report: “Today, I provided a granular application of fertilizer to enhance and maintain the color and cold hardiness of your landscape shrubbery. I also inspected and treated any existing shrub damaging insects and diseases. Additionally, I inspected all turf areas for weeds, insects and diseases. This treatment will need to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.

**Primary Landscape Issues in FEBRUARY**

Large Patch fungus can potentially be a problem this month, especially the closer you get to the coast. Remember to focus on the conducive conditions for the disease and educate our customers on the best management practices to reduce outbreaks. Look for circular patches of damaged turf with yellow, orange, or purple grass blades on the outside border of the patch. The base of the blade will be rotten and will slide out easily when pulled. Re-growth in the center of the circular patch may give the damaged area a "doughnut" like appearance.

The need for supplemental irrigation is very little in February. In the absence of rainfall, supplemental watering may be needed every other week.

Pruning of trees and shrubs should not occur in February. Pruning or trimming at this time can stimulate new growth, which would be damaged by cold weather.

The pre-emergence applications performed this month are extremely important. These applications will prevent many service calls and extra treatments for broadleaf weeds and crabgrass, which would otherwise be a problem throughout the spring and summer.

Piercing- sucking insects on shrubbery may continue to be a problem in. Look for sooty mold to be an indicator. The black mold which feeds on honeydew from the insects can be seen from a distance, informing the observant Inspector and Lawn Specialist to inspect closer for aphids, scales, or mealy bugs.



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – FEBRUARY 2026 Landscape

**Do a quality job on every application. Perform perfect applications with perfect measuring, perfect calibration, and perfect walking speed. Always be mindful of the 5 key principles. Provide thorough inspections and great customer communication with the goal of providing long-term sustainable solutions. This is what is needed to keep our customers happy, to prevent service calls, cancellations, and claims.**



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach the basics of Downy Mildew identification, conducive conditions and control.

**Length of lesson:** Approx 30 minutes.

**Materials needed:**

- Training Guideline
- GreenUP Protocol – Downy Mildew
- Collect samples of Downy Mildew from the field, if available.
- Pre- and Post- tests.

**Training Guidelines:**

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Begin the meeting by defining the training topic and handing out the Pre-test
  - Allow a few minutes for Team Members to complete the Pre-test.
  - Collect the pre-test and hand out the Verifiable Training Record Form (VTRF)
- Distribute and review the training materials on Downy Mildew
- Use the Training outline as a guide for key points.
  - Encourage active participation from all Team Members
  - Ask probing questions to develop key points
  - Encourage group reading
- After reading and reviewing all materials, ask questions to verify the lesson has been understood.
- Hand out the Post-tests. When complete, grade the tests and record the score on the VTRF.
- Collect tests and place with the verifiable materials in the Service Center Verifiable Training File.
- Make copies of the VTRF and place in each Team Member's training file.
- Complete all Weekly Training VTM's through Massey University.



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

Name \_\_\_\_\_ Date \_\_\_\_\_

#### PRE & POST TEST

1. T or F Downy Mildew and Powdery Mildew are the same fungus.
2. T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3. T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
4. T or F Irrigation contact to leaf tissue is a common occurrence when downy mildew is active.
5. T or F Leaves damaged by downy mildew that drop from the plant should be removed to prevent re-infestation.
6. T or F Our regular I&D mixture will sufficiently control downy mildew.
7. T or F The best control for downy mildew is a combination of Kocide 3000 and Aliette.
8. T or F Kocide 3000 and Aliette should never be mixed together.
9. T or F Eye protection must be worn when using Kocide 3000 or Aliette.
10. T or F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.



## WEEKLY TRAINING SESSION



### Downy Mildew on Viburnum

#### PRE & POST TEST ANSWER KEY

1. T of  F Downy Mildew and Powdery Mildew are the same fungus.
2.  T or F Downy Mildew is a common leaf spotting disease of many viburnum species.
3.  T or F The occurrence of Downy Mildew is favored by cool to warm temperatures combined with high moisture and leaf wetness.
4.  T or F Irrigation contact to leaf tissue is a common occurrence when downy mildew is active.
5.  T or F Leaves damaged by downy mildew that drop from the plant should be removed to prevent re-infestation.
6. T of  F Our regular I&D mixture will sufficiently control downy mildew.
7. T of  F The best control for downy mildew is a combination of Kocide 3000 and Aliette.
8.  T or F Kocide 3000 and Aliette should never be mixed together.
9.  T or F Eye protection must be worn when using Kocide 3000 or Aliette.
10. T of  F One application of either Kocide 3000 or Aliette will be sufficient to provide control for downy mildew.

## Downy Mildew

### Downy Mildew

Downy Mildew is a common disease of many Viburnum species from late winter through spring.

#### Pathogen

Downy mildew on viburnum is caused by the fungus, *Plasmopara viburni*.

#### Symptoms

Initially, this disease appears as light green spots on the upper leaf surfaces. The spots enlarge to form angular patches between the leaf veins. On the lower leaf surfaces downy grayish white fungal growth appears.

Downy mildew disease is different from powdery mildew in that the fungal growth is observed on the lower rather than on the upper leaf surface. The infected areas redden and then turn brown as the leaf tissue dies.

#### Conducive Conditions

This foliar disease occurs and spreads rapidly during cool to warm weather conditions coupled with periods of extended leaf wetness. Infections of the foliage in the spring can result from splashing spores produced by the diseased foliage remaining on the ground from the previous year.

#### Prevention & Control

As with other foliar diseases, downy mildew can be prevented by keeping the foliage as dry as possible.

- It is very common to find that downy mildew is a concern where irrigation water is coming in contact with the plant foliage. Recommend drip irrigation to the customer.
- Ensure that watering occurs at a time that does not extend the naturally wet period by beginning the watering after the dew forms and ending the watering at or before sunrise.





## GREENUP SERVICE PROTOCOLS

### Downy Mildew

- Ensure good air movement for the leaves to dry quickly. Installation should allow for proper spacing between plants. Prune back adjacent shrubs or overhanging tree limbs.
- Rake up and destroy infected fallen leaves.

When fungicides are necessary, Kalmor (Copper Hydroxide) should be used as a foliar spray with adequate coverage to the upper and lower leaf surfaces. Read the product label for usage precautions.

- Do not mix Aliette with Kalmor or any other copper fungicide.
- Do not use Aliette when visible residues of Kalmor are present on the leaf surfaces.
- Do not use Kalmor when visible residues of Aliette are present on the leaf surfaces.
- Both of these products require the use of eye protective equipment.
- Kalmor applications must be repeated in 7 to 10 days.

The usage rate for Kalmor is equivalent to 16 ounces by weight per 50 gallons of water or 1 level tablespoon per gallon of water if a backpack sprayer is being used.