

## Chapter 7 - Bloodborne Pathogens

Blood, body fluids, and medical waste have been known to contain pathogens which may cause disease. In hospitals, medical laboratories, nursing homes, and the homes of those under medical care, these bloodborne pathogens can be a serious hazard to those working in the area. In medical facilities, warning signs are often placed on the doors of high-risk areas, but not always.

### Universal Biohazard Sign

The universal biohazard sign is placed on doors and on equipment (such as incubators, freezers, animal cages, and medical waste boxes) to warn you that a room or a piece of equipment may contain a possible human pathogen. If you see this sign, do not open equipment or enter a room unless you have been authorized to do so.



### Blood

Exposure to blood can be hazardous to your health. The infectious pathogens it may contain include human immunodeficiency virus (HIV) which can cause AIDS, and hepatitis B virus which can cause a wide range of liver problems.

You may work in hospitals, nursing homes, dental offices, medical labs, and other facilities where blood, used bandages, contaminated needles, human tissues, and other potentially infectious materials are common place. You may work in housing where blood contaminated needles from illegal drug use are discarded under beds, left in sofas, or even left out in the open. Or you may someday have to give emergency first aid to someone who is injured. In all these cases, you could be exposed to "bloodborne pathogens" that put you at risk.

To protect yourself when working in sites where you might be exposed to bloodborne pathogens, you should:

1. Wear the proper safety equipment for the site. If you might be exposed to bloodborne pathogens, you should wear disposable gloves. If there is any chance that blood or bodily fluids could be splashed or become airborne, you may also need to wear goggles, a respirator, rubber apron, or other personal protective equipment.
2. Avoid needlesticks (being stuck by a needle). Never reach into areas where you cannot see such as trash cans, into cabinets, under sofa cushions or mattresses, etc.
3. Never touch medical waste, bandages, blood, body fluids, or contaminated laundry.
4. If you are unsure whether you should be entering medical or laboratory areas...DON'T.

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5. When giving first aid, avoid contact with blood and wear gloves if possible.

### PPE and Bloodborne Pathogens

In situations where you may need to use personal protective equipment (PPE) to protect yourself from bloodborne pathogens, follow these precautions:

- Remove PPE after it becomes contaminated, and before you leave the work area.
- Wash hands immediately **before**, and then **after**, removal of gloves or other PPE.
- Placed used PPE in appropriate containers for storage, laundering, decontamination, or disposal.
- Wear appropriate gloves when it can be reasonably anticipated that there may be hand contact with blood or other potentially infectious materials. When handling or touching contaminated items or surfaces; replace gloves if torn, punctured, contaminated, or if their ability to function as a barrier is compromised.
- Utility gloves may be cleaned for reuse only if they do not show any signs of cracking, peeling, tearing, puncturing, or deterioration.
- Never wash or decontaminate disposable gloves for reuse.
- Wear appropriate face and eye protection when splashes, sprays, spatters, or droplets of blood or other potentially infectious materials pose a hazard to the eyes, nose, or mouth.
- Remove immediately, or as soon as you can, any garment contaminated by blood or other potentially infectious materials, in such a way as to avoid contact with the garment's outside surface.

### What to Do if Exposed to a Bloodborne Pathogen

If you contact blood or body fluids, take immediate action:

- **If your skin is broken** – vigorously scrub the contaminated area for 15 minutes with an iodine solution and large amounts of water. If an iodine solution is not available, scrub with soap (antibacterial if available) and water for 15 minutes.
- **If your skin is not broken** – vigorously scrub the contaminated area for 15 minutes with soap (antibacterial if available) and water.
- **For eyes and mucous membranes** – irrigate eyes and mucous membranes for 15 minutes with normal saline solution or with clean water.
- **Then** – call your supervisor and seek medical attention within one hour of exposure. Quick medical attention may prevent serious illness.

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### TEST

1. List two major diseases, spread by contact with blood, body fluids, or medical waste.
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
2. It is safe to touch medical waste, bandages, blood or bodily fluids as long as you are wearing a respirator.
  - a. True
  - b. False
3. You could be exposed to bloodborne pathogens if you work in a nursing home.
  - a. True
  - b. False
4. If your clothing is accidentally contaminated with blood or body fluids, you should remove it, but avoid touching the contaminated area.
  - a. True
  - b. False
5. If you accidentally splash blood in your eyes, the first thing you should do is
  - a. Notify your manager
  - b. Flush your eyes with lots of running water
  - c. Remove your clothes
  - d. Put on goggles

# Mosquito Abatement Protocol Using Gas Powered or Manual Backpacks

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## Massey's Mosquito Abatement Program

The Massey Services' Monthly Mosquito Abatement Program has been selected for use in managing mosquitoes for customers who wish to be able to enjoy being outdoors, as well as the ability to protect human health through the reduction of the transmittal of mosquito borne diseases. This program has proven its reliability over the years as long as inspection and maintenance are performed on a recurring monthly basis. The primary reason to visit the property monthly is to evaluate and reapply the material needed to effectively suppress any emerging adult population. This treatment is not effective in controlling no-see-ums or false mosquitoes (midges).

Massey Services also offers a Special Event Mosquito Treatment to customers and is performed 1-2 days prior to the event. The structure, vegetation along the perimeter of the property and the area where the event will be held are treated the same way a monthly treatment is performed. The Special Event Mosquito Treatment also requires the placement of a Mosquito Magnet trap.

## Performing the Service

In order to provide quality mosquito management and prevention, prior to any mosquito service at a customer's home, a thorough inspection of the customer's property is completed, including physical dumping of standing water, when possible. Communicate verbally and in writing the importance of removing standing water and how it aids in mosquito reduction. Note any standing water in such areas as:

- plant pots and plant drain pans not in use
- empty garbage cans
- garbage can lids
- tires
- buckets and kid's toys
- pet dishes
- wheel barrows
- gutters with leaves and debris
- low areas that may hold water for several days
- storm drains and retention ponds (use Altosid briquets)

An application of Altosid Pro-G or similar products may be used to supplement the treatment in these areas to reduce developing mosquito larvae and pupae. Refer to the Massey Services' Mosquito Abatement Program Protocol for pricing and treatment options.



# Mosquito Abatement Protocol Using Gas Powered or Manual Backpacks

## Utilizing the Solo 451 or Stihl BT450 Backpack Mist Blower

One option for making liquid residual applications to adult mosquito resting sites is either the Stihl SR420/SR450 Backpack Mist Blower or the Solo 451 Backpack Mist Blower. Both units are equipped with a 3 gallon tank. The units are powered by a 2 stroke engine, so an appropriate oil-gas fuel mixture must be utilized. Consult the respective Users' Manual for appropriate fuel/oil ratio. Refer to the attached Operator's Manual for use, maintenance and troubleshooting.



Stihl SR450



Solo 451

The Mist Blower provides deep penetration of dense vegetation, allowing for thorough coverage of adult resting sites. It is critical to ensure application to the **UNDERSIDE** of the vegetation as well as surface areas where 'dead' air exists.

Mix Fendona CS at 1 oz./gallon of water for a .25% finished suspension + 2.5 mL Nyguard (Pyriproxifen)/gal. The rate of application is 3 gallons of finished formulation applied onto and into vegetation and surfaces of approximately 1,200 sq.ft. without allowing any runoff. Tempo Ultra WP is not to be used in the gas powered backpacks. A spreader sticker does not have to be added to Fendona.

The nozzle setting should be set at 1 and the application made with a steady, sweeping motion. As an alternate where bees reside or in more sensitive situations, use Mavrik Perimeter at 0.5 fluid ounces per gallon of water + 2.5 mL Nyguard (pyriproxifen) per gallon. Then add a tablespoon of Lesco Spreader Sticker to the solution per gallon. Avoid treating near flowering plants, as pollinators exposed to these products may be affected. Do not make applications if foraging bees are present or when weather conditions favor drift. It is not necessary to apply the finished formulation to the point of runoff.

Keep mist away from eyes, skin and clothes. It is recommended that safety glasses, long sleeves and a dust mask are worn at the time of application. Keep people and pets out of the treated area until the material has dried.



# Mosquito Abatement Protocol Using Gas Powered or Manual Backpacks

## Solo/ Birchmeier Manual Backpack

Another quality option is the Solo, Birchmeier Piston Pump Backpack Sprayer or NPD battery backpacks. They are extremely low maintenance because they do not require gas, oil or engine repairs. They are considerably lighter and equipped with an adjustable cone nozzle that makes pinpoint applications easier to accomplish. They are, however, considerably less effective in treating “dead air” space in dense vegetation and more labor intensive. Consult the attached Operator’s Manual for repairs. Rebuild kits are available for purchase from product suppliers, such as Univar.



Solo Backpack



Birchmeier Backpack

Backpacks need to utilize the 8003E Flat fan tip for mosquito applications.

Fendona CS is prescribed at 1 fluid ounce per gallon of water + 2.5 mL of NyGuard (pyriproxifen)/gallon treated over 1,000 sq.ft. (NO SPREADER STICKER IS NECESSARY WITH FENDONA)

Alternatives can also be :

- Mavrik Perimeter at .5 oz. = 3 teaspoons per gallon + one teaspoon of Lesco Spreader sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.
- Suspend Polyzone at .25 oz.=7.5 ml + 1 teaspoon of Lesco Spreader Sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.
- Tempo Ultra WP at 2 scoops/gal per label directions + 1 tablespoon/gallon of Lesco Spreader Sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.

Especially with Tempo Ultra WP, because its carrier does not dissolve in water, it is important to remember that you will need to agitate the mixture often to keep the product from



# Mosquito Abatement Protocol Using Gas Powered or Manual Backpacks

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settling to the bottom of the tank. Apply to the point of run-off. Treat blooming plants when pollinators are not present. Focus treatment on areas where mosquitoes rest on undersides of leaves and within plant clusters.

## Complete your Documentation on the Service Report:

1. Communicate all areas treated and any issues identified during the service. List any Conditions and Sources conducive to mosquitoes around the structure.
2. Use clear, easy to understand language and neat, legible handwriting.
3. Use positive action statements:
  - **What you've done to suppress or prevent mosquito activity**
  - **What they can expect to occur: ongoing reduction of adult mosquito activity**
4. Indicate what corrective measures the customer should take, such as:
  - **What water should be regularly dumped on the property**
  - **What vegetation should be thinned to reduce current and potential adult mosquito resting spots**
  - **What screens, doors or windows should be repaired to prevent adult mosquito entry**
  - **What neighboring areas are breeding mosquitoes that may influence the mosquito activity on the customer's property**
5. Record the product used, amount used, target pest, all target sites that were treated and method of treatment.
6. Print your name, exact time in/out indicating AM or PM on the service report. Always get the customer's signature if they are home.
7. Ask if there is anyone the customer might know in the neighborhood who may also enjoy mosquito abatement. Mention to your customers that they can further reduce any mosquito activity around their homes if surrounding neighbors also have our service.
8. **POST A YARD TREATMENT SIGN EVERY TIME A TREATMENT IS PERFORMED AT THE MAIN ENTRANCE TO THE PROPERTY.**



# Mosquito Abatement Program

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## Mosquito Identification, Impact & Biology

### Overview

At Massey Services we want to make every Customer a Raving Fan. The following information should help everyone who performs Mosquito Abatement know how to do the job right every single time. As methods, materials, labels and laws change, our service protocols will be updated to continue maintaining state-of-the-art service. Great Service takes more than fancy equipment and materials. It requires constant training and review. This paper addresses mosquito biology, diseases vectored by mosquitoes, treatment protocols for both monthly mosquito abatement service and special event treatments.

### Identification

Mosquitoes are classified in the order Diptera, commonly referred to as flies. Adults of this order have 2 main wings hence the Latin name Diptera, di meaning two and ptera meaning wing. In addition to the two main wings, flies also possess a pair of very tiny wings called halteres that are used to guide the fly in flight. These rudder-like wings allow the insect to perform abrupt maneuvers.

There are dozens of fly species in the order Diptera. Mosquitoes, crane flies, love bugs, fruit flies, house flies, midges, false mosquitoes, no-see-ums and horse flies are all separate families of flies within the order. Mosquitoes are in the Diptera family Culicidae. Important distinguishing characteristics of this family are:

- General size and shape
- Scales on wings of adults
- Long proboscis on adults
- Aquatic larval stages that develop and attach at the surface of the water.

### Health Importance

Mosquitoes “bite” by injecting an anticoagulating saliva that irritates the skin. These bites can hurt, welt up, become red in the immediate area, itch and/or become infected. Some people have allergic reactions to the bites. Diseases obtained from blood meals on other animals can be spread to humans when mosquitoes take a human blood meal. Cases of mosquito borne diseases such as encephalitis and West Nile Virus are currently on the rise and constitute a serious public health threat.

Mosquitoes act as vectors of numerous diseases of man. The following is just a short list of some of the diseases that can be transmitted. The scientific name for the mosquito responsible for transmitting the disease is in parenthesis.

- **Zika Virus:** (*Aedes aegypti* & *Aedes albopictus*)
- **Yellow Fever:** (*Aedes aegypti* & *Aedes albopictus*)
- **Dengue Fever & Chikungunya:** (*Aedes aegypti* & *Aedes albopictus*)
- **Malaria:** (*Anopheles*)
- **Eastern Equine Encephalitis:** (*Coquillettidia* & *Culiseta*)
- **St. Louis Encephalitis:** (*Culex nigripalpus* & other *Culex*)
- **West Nile Virus** (Assumed to have the same mosquito vectors as St. Louis Encephalitis)



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Massey's Fast Facts brochure on West Nile Virus explains the important relevant information regarding this emerging public health threat. Recent information from hospitals nationwide indicates that many of the individuals who survive the initial infection of West Nile Virus acquire permanent nervous system damage.

## Biology

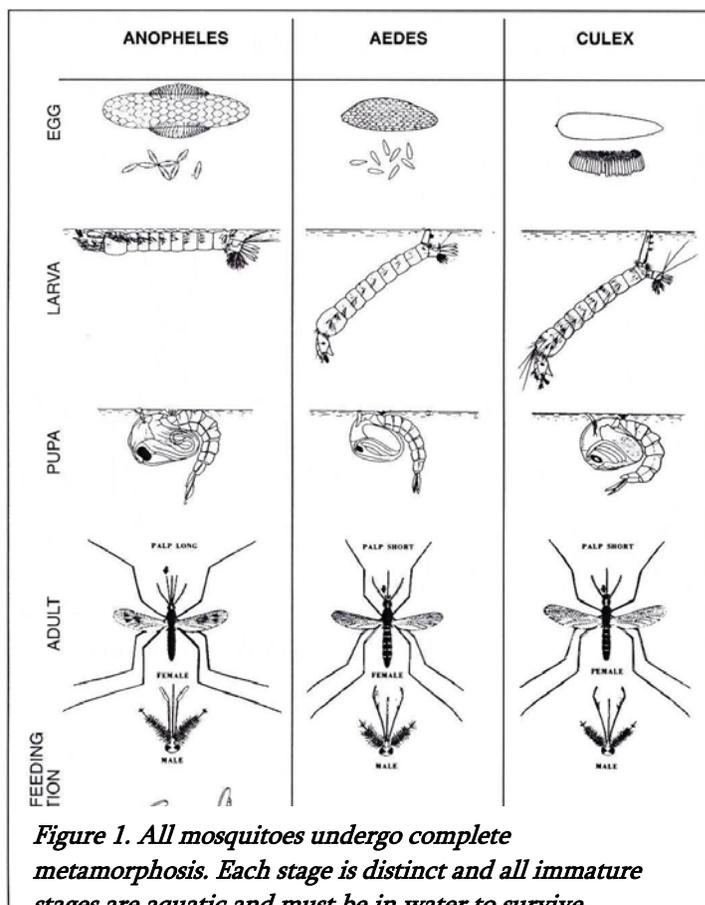
All flies have complete metamorphosis. This means that all mosquitoes develop through the process of egg, larva, pupa and adult. These four stages are depicted in Figure 1. Eggs can be laid singly or in clusters (commonly referred to as rafts), deposited in water, on the sides of containers where water will soon cover them or on soil that will soon be moistened by rain.

Once enough moisture surrounds the egg for a specific period and at a high enough temperature, the egg will hatch into a larva. The larva is strictly aquatic and will feed on very small aquatic animals, other mosquito larvae, algae and organic particles by the brushing action of "mouth brushes". These hair-like combs surround the mouth opening. They are seen in Figure 1 as a tiny dark cluster of hairs on the end of the head. At the other end of the larva is a siphon or breathing tube that just breaks through the top of the water to obtain oxygen. If a larva is disturbed it can rapidly wiggle downward. Typically a larva will molt 4 times before becoming a pupa and take 7-10 days to complete development, but some species may require several months. Most mosquito larvae must breathe air at the surface of the water.

The larva will develop into a non-feeding pupa. The pupa stays at the top of the water breathing through structures on its thorax. These small tubes, respiratory trumpets, can be seen as tiny attachments above the thorax to the top of the water in Figure 1. If the pupa is disturbed it will dive with a tumbling motion and then slowly float to the surface. Generally the pupal stage lasts for 3-4 days, but in some species it can last for just over a month.

The adult mosquito will hatch from the pupa, rest on the floating pupal skin to dry its wings, and fly away. The time from egg to adult varies by species and is influenced by temperature, but can range anywhere from 6 days to 21 days. Regardless of the species it is important to remember that mosquitoes have a rapid rate of development and in just a few weeks a huge population of adults can suddenly appear.

Adult male and female mosquitoes will then mate and the females begin to develop eggs. The antennae of males are generally very feathery (plumose) while female antennae are not as plumose. Female mosquitoes will bite and feed on blood meals from mammals. Adult males do not bite and feed on nectar. Male mosquitoes are short-lived



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with a life span of about a week or less, while females can live much longer, averaging 2-4 weeks.

## Massey's Mosquito Inspection Protocol

### Performing the Mosquito Inspection

In order to provide quality mosquito prevention, prior to the first mosquito treatment at a Customer's home, a thorough inspection of the property and a review of the surrounding neighborhood is necessary. The inspector must first prepare a graph of the property to be treated. This information becomes an important sales tool to help our Customers understand their situation and to illustrate the need for our services.

### Mosquito Inspection Graph

Use the Pest Prevention Graph. When completing your graph, follow these steps:

1. At the top of the form, complete the Customer's name and address.
2. If the Customer wishes a Special Event Treatment, note the area(s) where the main event(s) will occur. The date of the event will be listed on the Agreement.
3. Draw to scale the home **and the areas of trees and shrubs around the home and perimeter of the yard.**  
Calculate the square footage of the area by using the following calculations:
  - a) Outline and measure the perimeter of the home.
  - b) Multiply by 23 (=3 feet up the wall + 20 feet out from the soil/foundation interface) the total linear feet surrounding the home to give total square footage of area to be treated surrounding the home.
  - c) Measure total linear feet surrounding the outer boundary of property and multiply by 6 to determine the total square footage of the outer boundary barrier area.
  - d) Calculate the square footage of any additional clusters of vegetation or structures that may contain stagnant air and need protection for resting mosquitoes.
  - e) If the treatment will be the Special Event Package, then also calculate the entire square footage of the outdoor function.
  - f) Total the sum of all areas to be treated. Refer to the Rate Card to determine if the rate is vegetation square footage number 1, 2, or 3.
4. Record the symbol for any sources of mosquito activity in the appropriate spot on the graph. Next, indicate any conducive conditions in need of attention by transferring the corresponding number of that condition checked onto the appropriate spot on the graph. Use arrows if necessary to help pinpoint the areas. Areas to record should include:
  - a) Semi- permanent areas holding or having the potential to hold standing or stagnant water such as gutters, gutter drain pans, flat roofs, cans, pots or other containers, tires, tree holes etc.
  - b) Permanent bodies of water such as ponds, lakes, bird baths and small unchlorinated wading pools. Check these areas carefully for larval development. Note all bodies of water where larvae are breeding on the property.
  - c) Potential adult mosquito resting sites on the property: This would be any area that is shielded from the wind (i.e. within thick vegetation, behind vegetation on the side of the home, under decking, under or behind tables and barbecues, inside pet houses and under children's outdoor play equipment, etc.)



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- d) Potential adult mosquito entry points to indoors/porch areas: This includes open windows, torn screens, poorly fitting screen doors, bent window screens etc.
5. Write in any notes as to property access, recommended actions that the Customer needs to take to help prevent mosquito infestation and describe and/or indicate areas that will be of regular concern during a monthly treatment program such as: permanent bodies of water, areas needing mowing prior to each service, areas shielded from the wind that will require treatment every time, nearby storm drains and adjacent breeding sites on neighboring properties.
6. Complete the form by printing your name and dating the form. The graph should now be ready to present to the Customer. **Your goal is to produce a graph that presents a clear picture to the Customer of the yard, sources of mosquito activity, and the mosquito-conducive situations.**
7. Have the Customer sign the form after reviewing the graph, and give the Customer the appropriate copy.

## Mosquito Abatement Protocol

### Objective

Massey's Mosquito Abatement Program **reduces** the mosquito population surrounding the treated property. Mosquito treatments are performed on a monthly basis. Depending on where you are located, treatments can be performed throughout the year or only during mosquito season, April-September. A liquid residual treatment is provided to areas of likely adult resting areas such as the structure, landscape, lawn, along fences, vegetation throughout the yard and any other potential resting area. Potential sources of mosquito larvae are eliminated where possible. Permanent and semi-permanent bodies of water on the property are treated with larvicide. This treatment reduces the buildup of mosquitoes outside the home and therefore inside the home. This reduction reduces the threat of mosquito-borne diseases, protecting public health. **NOTE: Treatments DO NOT CONTROL no-see-ums or false mosquitoes (midges).**

### Service Protocol

#### Treatment Prep:

- Wear appropriate PPE per label directions during mixing and application
- Just prior to treatment ensure equipment is clean, leak free and mix material per label directions into application equipment
- Wear an effective insect repellent of your choice if mosquitoes are active at the location

#### Treat Adult Resting Areas:

- Liquid residuals are applied to the point of runoff:
  - Undersides of decks and tables and chairs and slides
  - Up to 8 ft high into trees and hedges on undersides of leaves
  - Within but not on top of ground cover such as weeds, ferns, and tall grass with restricted air flow
  - Up to 3 ft. high (behind and within hedges) on siding above home foundation and around entryways
  - Around and inside dog houses, under bbqs, and on tree trunks up to 8 ft.
  - All around the outer boundary perimeter of the yard as a 6-foot band and deep within all thick and clustered vegetation, especially on the undersides of all leaves

**Hand pump backpacks (Solo or similar) using 8003E Flat Fan tip:**

**Fendona CS at 1 fluid ounce per gallon of water + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft.**



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Alternates:

- Mavrik Perimeter at .5 oz. = 3 teaspoons per gallon + one teaspoon of Lesco Spreader sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.
- Suspend Polyzone at .25 oz=7.5 ml + 1 teaspoon of Lesco Spreader Sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.
- Tempo Ultra WP at 2 scoops/gal per label directions + 1 tablespoon/gallon of Lesco Spreader Sticker + 2.5 mL NyGuard (pyriproxifen)/gal. treated over 1,000 sq.ft. to drip-off.

- **Gas powered backpack/backpack mist blower:**

Massey has a number of different brands of mist blowers. Each has an operations manual that must be reviewed prior to using one.

**Fendona CS** must be mixed at 1 fluid ounce per gallon of water for a .25% finished suspension + 2.5 mL per gallon NyGuard (pyriproxifen). The rate of application is 3 gallons of finished formulation applied onto and into vegetation and surfaces without allowing any runoff. The application should be made with a steady, sweeping motion.

**Alternate material:**

**Mavrik Perimeter** must be mixed at 0.5 fluid ounces per gallon of water + 2.5 mL NyGuard (pyriproxifen) per gallon. Then add a teaspoon of Lesco spreader-sticker to the solution per gallon and applied similarly to Fendona CS.

- **GreenUP 25 gallon drop tank mix:**

In larger yards or along a street route where more than one or two backpack applications is scheduled, then a minimum mix using a JD9-C adjustable spray gun of 4 oz. of Fendona CS + 10 mL NyGuard per 25 gallons of water to agitation can be utilized or this mix rate can be doubled for a full 50 gallons. Each gallon of mix applied just to drip-off in the areas specified above should treat approximately 3,000 square feet of surface area.

**BEE RESPONSIBLE:**

READ YOUR MATERIAL LABEL. IF THE BEE ICON IS PRINTED ON YOUR LABEL, YOU MUST OBEY ALL INSTRUCTIONS ABOUT BEES ON THAT MATERIAL.

- DO NOT TREAT ON ANY BLOSSOMS ANYWHERE IN THE YARD
- TREAT WITHIN BLOSSOMING PLANTS ONLY WHEN NO BEES ARE SEEN IN THE AREA
- DO NOT TREAT ON OR WITHIN ANY BLOSSOMING PLANTS BEING ATTENDED BY BEES



**Treat Larval Breeding Areas:** (Applications with Altosid Pro-G and/or XR Briquets are a separate charge from the liquid residual treatment.)

Apply **Altosid Pro-G** pellets per label rate (~80 pellets = ~1 pinch per gallon of standing water) in all small permanent bodies of water on the property. This means water that will probably be there for at least 3 days. These larval breeding areas include:

- dry drainage ditches
- bird baths
- gutters



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- tree holes
- standing water on a flat roof
- small fish ponds
- unchlorinated, unused pools
- tires
- drain pans under potted plants

Place **Altosid XR Briquets** in larger bodies of water on the Customer's property consistent with the attached label (1 briquet per 100 sq.ft. of ponded water up to 2 ft. deep) to the following areas:

- storm drains within 200 ft. fronting the subject property (This may be along the street or nearby street in one or more spots on county property in front of a neighbor's home)
- oversized ponds/ retention ponds / roadside ditches
- catch basins
- fountains

## **Dump and Drain Standing Water on the Property:**

Turn containers having the potential to hold water upside down to prevent the container from becoming a breeding source for larval mosquitoes. Center your attention on items such as:

- plant pots and plant drain pans not in use
- empty garbage cans
- garbage can lids
- tires
- buckets
- pet dishes
- wheel barrows

## **Make Recommendations:**

1. Discuss and explain all documented areas and issues identified during your inspection. Note on the service report in clear language and neat, legible handwriting, the Conditions and Sources conducive to mosquitoes around the home.
2. Use positive action statements:
  - **What you've done to prevent mosquito activity**
  - **What they can expect to occur: 30 days of reduction of adult mosquito activity**
3. Indicate what corrective measures the Customer should take, such as:
  - **What water should be regularly dumped on the property**
  - **What vegetation should be thinned to reduce attraction for adult mosquito resting spots**
  - **What screens, doors or windows should be repaired to prevent adult mosquito entry**
  - **What neighboring areas are breeding mosquitoes that may influence the mosquito activity on their property**
4. Deliver FAST FACTS brochures on specific and appropriate topics (i.e. West Nile Virus) to better educate the Customer about their mosquitoes and other pests encountered.



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5. Inform the Customer of their next service date.
6. Ask if there is anyone the Customer might know in the neighborhood who may also enjoy mosquito abatement. Mention to your Customers that they can further reduce any mosquito activity around their homes if surrounding neighbors also have our service.
7. **POST SIGNAGE PRIOR TO LEAVING. STATE LAW REQUIRES A CAUTION SIGN BE POSTED BY THE STREET TO WARN OF RECENT TREATMENT. ALL TECHNICIANS PROVIDING MOSQUITO ABATEMENT TREATMENTS MUST CARRY AND BE PREPARED TO PLACE A PREPRINTED MASSEY SIGN ON A PLASTIC STAKE PRIOR TO LEAVING.**

**Follow-up:** Scheduling a Proactive follow-up WHENEVER MOSQUITO ACTIVITY IS MODERATE ON THE SERVICE DAY is the key component to solidifying a great relationship, thus defining **GREAT SERVICE**.

## Massey's Special Event Protocol

### Objective

Massey's Special Event treatment is an outdoor mosquito abatement program that **reduces** the mosquito population surrounding the treated dwelling for a special event. It is performed on a one-time basis, 24-48 hours prior to the event. Sources of larval mosquito infestation are eliminated where possible and liquid residual treatments kill mosquitoes around the outer perimeter of the yard, especially in and around the area where the event will be taking place. Massey's goal is to keep attendees during the event from being bothered by mosquitoes.

**NOTE: Treatments DO NOT CONTROL no-see-ums or false mosquitoes (midges).**

### Agreement

The agreement specifies the area to be treated and is priced according to square footage of area to be protected. A mosquito trap will be left at the residence to collect mosquitoes during the function and will be picked up following the event by Massey Services. The Mosquito Magnet Liberty, Patriot and Independence models are presently used. They attract mosquitoes over an area about ½-1 acre. Refer to the rate card for rate calculation. Customer satisfaction is guaranteed.

### Overview

The Special Event Treatment is performed once, approximately 1-2 days prior to an event. Conditions and Sources around the home are graphed, documented and acted upon. The Special Event Treatment is designed to relieve Customers of heavy influx of mosquitoes during a special event. You will be inspecting to eliminate mosquito colonies as well as remaining Conditions and Sources of mosquito infestation around the entire property that could potentially threaten mosquito invasion over the next 2 days. This zone of influence typically encompasses about 50 feet out surrounding the event. Entrances of the home are also treated. Treatment is identical to Massey's Mosquito Abatement Treatment but includes placement of one Mosquito Magnet trap in advance of the event. The mosquito trap collects and continues to collect adult mosquitoes up to 100 feet in the general area of the event, prior to and during the event. With the exception of the Mosquito Magnet Independence model which runs on batteries, the traps require a power source. All tanks are setup with a propane tank under the trap and a fresh octenol tablet. Following the event the trap setup is removed and brought back to the Service Center.



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Make sure that the lawn will not be mowed between the time of treatment and the end of the event, so that the product will not be mowed off. Schedule accordingly.

## Service Protocol

The treatment protocol for the structure and surrounding vegetation is the same as the monthly treatment protocol described earlier.

### Set Up a Mosquito Magnet:

- You will usually need at least an additional 50 feet of electric cord when using the Liberty or Patriot models. Place the trap strategically to be at least 25 feet away from the event, angled such that mosquitoes are attracted over to the trap and away from the source area, rather than directly between the event and the area of mosquito influx. This trap attracts adult mosquitoes and biting flies the entire time it is on, thus greatly reducing the immediate threat of mosquito attack during the event. Set on constant run.
- Ensure the Magnet is turned on and working and will not get unplugged from its electric source. Should it get unplugged, or if the electricity should go off in the neighborhood for a short duration, it will have to be restarted via the re-start button. Someone who will be there during the event will have to be shown how to do this in case of power outage or if the cord is pulled out. Refer to the Manual for further setup and maintenance instructions.

### Make Recommendations:

Document and discuss all findings and the treatment performed on the Service Report as described in the monthly treatment protocol.

### Follow-up:

- The Mosquito Magnet needs to be picked up the day following the event (usually a Monday). Call the Customer to determine the best time for pick-up. The trap is expensive and the longer the CO<sub>2</sub> discharges, the more it costs Massey. Make sure that the Customer was pleased with the results.
- Yards next to heavy mosquito breeding grounds such as mangrove swamps, lakes, lengthy ditches etc. will most likely encounter mosquitoes year-around in these situations, but Massey's treatment will reduce numbers around the home as new mosquitoes continually land on treated surfaces.
- A Proactive follow-up is the key component to solidifying a great relationship, thus defining **GREAT SERVICE**.

## Mosquito Rate Card & Pricing

### Rate Card and Pricing

Check your rate card for charges concerning ongoing and single Mosquito Abatement Treatments. Always measure off and graph the area to be treated. Then calculate price per the rate card.



# Mosquito Abatement Program

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Special events require placement of the Mosquito Magnet Liberty, Patriot or Independence model. These traps are easily set up. Refer to the instruction manual, which can be found online, for specifics. The minimum **additional** cost to set up this Massey-owned trap, including Massey-provided propane, is listed as an additional cost on the rate card.





## WEEKLY TRAINING SESSION



### March Application Procedures with Shrub Fertilizer Demonstration

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 2.0 Hours

**Objectives:** This lesson is designed to teach our Application Procedures for March **and to demonstrate the proper amount of shrub fertilizer to apply.**

**Length of lesson:** Approximately 1.5 Hours.

**Materials needed:**

- Training Guideline
- March 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\March.
- 12-0-14 Shrub Fertilizer
- 64 ounce and 32 ounce measuring cup (clean and dry)
- Scale to weigh from 1 to 4 pounds if available.
- 2 pieces of cardboard from fertilizer pallets to demonstrate applying a handful of fertilizer to 25 sq. ft.
- 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 March 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.
- **Begin the demonstration portion of the training.**
- **Show** the points of reference for the shrub fertilizer.
  - **Show** 56 ounces of shrub fertilizer in a measuring cup and let them know that this weighs 4 pounds.
  - **Show** that 14 ounces in a measuring cup weighs one pound.
  - Explain that one good sized handful (with gloves on) of shrub fertilizer weighs about 3 ounces.
  - Take 4 good sized handfuls of shrub fertilizer (with gloves on) as if you were fertilizing shrubs and put the 4 handfuls into a container such as a 5-gallon bucket. Transfer the material



## WEEKLY TRAINING SESSION



### March Application Procedures with Shrub Fertilizer Demonstration

into a measuring cup. The amount of fertilizer in the 4 handfuls should look like 10.5 ounces in a measuring cup, which should weigh roughly 12 ounces or 0.75 pounds.

- Take 2 pieces of cardboard from fertilizer pallets and place them on a concrete surface. Explain that this area is roughly 25 square feet. Have each Specialist take a good size handful of shrub fertilizer and scatter it evenly throughout the 25 square foot area as if making a shrub fertilizer application. Make sure we clean up and reuse the material properly.
- 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.
- 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



### March Application Procedures with Shrub Fertilizer Demonstration

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

#### PRE & POST TEST

- The fertilizer applied to St. Augustine starts and regulars is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (Except Orange and Hernando Counties)
  - 33-0-16 at 1.25 pounds plus 18 ounces of 0-0-1
  - 20-0-6 with Barricade at 4 pounds
  - 20-0-6 with Atrazine at 5 pounds
  - Either b or c depending on the geographical location
- T or F Bifenthrin is applied when chinch bugs are present at the time of regular service.
- Broadleaf weeds in a St. Augustine lawn are treated with \_\_\_\_\_ ounces of \_\_\_\_\_ per gallon of water.
  - SBM1 at 2 ounces plus Auguzine at 3 ounces
  - SBM2 at 2 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 with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando for half the month)
  - 20-0-6 + Sulfur Straight at 5
  - 20-0-6 Barricade at 4 pounds
  - 20-0-6 + Sulfur w/Barricade at 5
  - Any of the above depending on the geographical location
- Regular customers with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando for half the month)
  - 20-0-6 + Sulfur Straight at 5
  - 20-0-6 w/ Barricade at 4
  - 20-0-6 + Sulfur w/Barricade at 5
  - Any of the above depending on the geographical location
- T or F SBM1 or SBM2 can be mixed with Sedge Hammer.



## WEEKLY TRAINING SESSION



### March Application Procedures with Shrub Fertilizer Demonstration

8. Broadleaf weeds in Zoysia or Bermuda lawns are treated with \_\_\_\_\_ per gallon of water per 1000 sq. ft.
  - a. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces.
  - b. SBM2 at 2 ounces
  - c. Change Up at 0.75
  - d. Either a or b depending on geographical location
  
9. Broadleaf weeds in Bahia lawns are treated with \_\_\_\_\_ per gallon of water.
  - a. SBM1 at 2 ounces plus Auguzine at 3 ounces
  - b. SBM2 at 2 ounces
  - c. Change Up at 0.9
  - d. Either a or c depending on geographical location
  
10. Annual and new aerations are fertilized with \_\_\_\_\_ or depending on the soil pH \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
  - a. 0-0-3 at 5
  - b. Granular Sulfur at 4
  - c. Either a or b depending on the soil pH
  
11. New and regular shrub care services are fertilized with 12-0-14 at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando County)
  - a. 8
  - b. 6
  - c. 4
  - d. 12.5
  
12. T or F      Every shrub on the property should be sprayed with the I&D Slurry.
  
13. 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.
  
14. T or F      **I have completed the shrub fertilizer demonstration meeting.**



## WEEKLY TRAINING SESSION



### March Application Procedures with Shrub Fertilizer Demonstration

#### PRE & POST TEST ANSWER KEY

- The fertilizer applied to St. Augustine starts and regulars is the \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (Except Orange and Hernando Counties)
  - 33-0-16 at 1.25 pounds plus 18 ounces of 0-0-1
  - 20-0-6 with Barricade at 4 pounds
  - 20-0-6 with Atrazine at 5 pounds
  - Either b or c depending on the geographical location
- T or F Bifenthrin is applied when chinch bugs are present at the time of regular service.
- Broadleaf weeds in a St. Augustine lawn are treated with \_\_\_\_\_ ounces of \_\_\_\_\_ per gallon of water.
  - SBM1 at 2 ounces plus Auguzine at 3 ounces
  - SBM2 at 2 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 with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando for half the month)
  - 20-0-6 + Sulfur Straight at 5
  - 20-0-6 Barricade at 4 pounds
  - 20-0-6 + Sulfur w/Barricade at 5
  - Any of the above depending on the geographical location
- Regular customers with Zoysia lawns are fertilized with \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando for half the month)
  - 20-0-6 + Sulfur Straight at 5
  - 20-0-6 w/ Barricade at 4
  - 20-0-6 + Sulfur w/Barricade at 5
  - Any of the above depending on the geographical location
- T or  F SBM1 or SBM2 can be mixed with Sedge Hammer.
- Broadleaf weeds in Zoysia or Bermuda lawns are treated with \_\_\_\_\_ per gallon of water per 1000 sq. ft.



## WEEKLY TRAINING SESSION



### March Application Procedures with Shrub Fertilizer Demonstration

- a. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces.
  - b. SBM2 at 2 ounces
  - c. Change Up at 0.75
  - d. Either a or c depending on geographical location
9. Broadleaf weeds in Bahia lawns are treated with \_\_\_\_\_ per gallon of water.
- a. SBM1 at 2 ounces plus Auguzine at 3 ounces
  - b. SBM2 at 2 ounces
  - c. Change Up at 0.9
  - d. Either a or b depending on geographical location
10. Annual and new aerations are fertilized with \_\_\_\_\_ or depending on the soil pH \_\_\_\_\_ at \_\_\_\_\_ pounds per 1000 sq. ft.
- a. 0-0-3 at 5
  - b. Granular Sulfur at 4
  - c. Either a or b depending on the soil pH
11. New and regular shrub care services are fertilized with 12-0-14 at \_\_\_\_\_ pounds per 1000 sq. ft. (except Hernando County)
- a. 8
  - b. 6
  - c. 4
  - d. 12.5
12. T or  F Every shrub on the property should be sprayed with the I&D Slurry.
13.  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.
14.  T or F I have completed the shrub fertilizer demonstration meeting



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 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 and Regular Customers (All Customers except Orange and Hernando Counties)  
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.
  - b. New and Regular Customers (Orange County)  
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.
  - c. New and Regular Customers (Hernando County) **March 1<sup>st</sup>-15<sup>th</sup>**  
Apply **5** pounds of 0-0-3 **with 0.92% Atrazine** per 1000 sq. ft
  - d. New and Regular Customers (Hernando County) **March 16<sup>th</sup>-31<sup>st</sup>**  
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.

All Service Centers except Tallahassee and Baton Rouge: All broadleaf weeds in St. Augustine lawns must be spot treated with the **\*\*SBM2** Slurry at **2** ounces per 1000 sq. ft. using the backpack sprayer and the 11010-spray tip. Do not use SBM2 on Bahiagrass!  
**SBM2 will KILL Bahia.**

Tallahassee and Baton Rouge: All broadleaf weeds in St. Augustine lawns 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.

2. Zoysia
  - a. New Customers (All Service Centers except Hernando, Alachua, and Orange Counties)  
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

### MARCH 2026 LANDSCAPE APPLICATIONS

- b. Regular Customers (All Service Centers, except Hernando 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.
  - c. New Customers (Alachua and Orange County)  
Apply **5** pounds of 20-0-6 + **Sulfur with Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - d. New and Regular Customers (Hernando County **March 1<sup>st</sup>-15<sup>th</sup>**)  
Apply **5** pounds of 0-0-3 **Straight** per 1000 sq. ft.
  - e. New and Regular Customers (Hernando County **March 16<sup>th</sup>-31<sup>st</sup>**)  
Apply **4** 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 Alachua, Hernando, and Orange Counties)  
Apply **5** pounds of 20-0-6 + **Sulfur Straight** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - b. Regular Customers (All Service Centers except Alachua, Orange 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 (Alachua and Orange Counties)  
Apply **5** pounds of 20-0-6 + **Sulfur with Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - d. Regular Customers (Alachua and Orange Counties)  
Apply **5** pounds of 20-0-6 + **Sulfur Straight** per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.
  - e. New and Regular Customers (Hernando County **March 1<sup>st</sup>-15<sup>th</sup>**)  
Apply **5** pounds of 0-0-3 **Straight** per 1000 sq. ft.
  - f. New and Regular Customers (Hernando County **March 16<sup>th</sup>-31<sup>st</sup>**)  
Apply **4** pounds of 20-0-6 + **Sulfur Straight** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
4. Centipede - All Service Centers
- a. New Customers  
Apply **5** pounds of 0-0-3 **with Atrazine** per 1000 sq. ft.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

- b. Regular Customers  
Apply **1.75** ounces of T-Storm and **18** ounces of 0-0-1 per 1000 sq. ft.

Broadleaf weeds in **Bermuda, Zoysia, and Centipede** are spot treated with **0.75** ounces of Change Up Herbicide per gallon of water per 1000 sq. ft., 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.

4. **Bahia**
  - a. New Customers (Alachua County)  
Apply **5** pounds of 20-0-6 **with Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.
  - b. New Customers (All Service Centers except Alachua County)  
Apply **5** pounds of 0-0-3 **Straight** per 1000 sq. ft.
  - c. Regular Customers (All Service Centers)  
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 per 1000 sq. ft., 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. 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 Brown Patch Fungus if you are not completely familiar with this protocol.

5. **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. **DO NOT** apply sulfur to turf that has wet leaves. 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.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

**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.

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

Sedge must be treated in Zoysia, St. Augustine, and Bahia with Sedge Hammer **SLURRY** at **2** oz. per gallon of water using the backpack sprayer and the 11010-spray tip. Treat all sedge. A proactive treatment may be needed in 30 days to ensure control. **DO NOT ADD SEDGE HAMMER TO THE SBM2. THIS WILL KILL THE TURF.** Sedge treatments work best when the turf has not been mowed for a few days before treatment and will not be mowed for a couple of days after treatment. In situations where a large amount of kyllinga sedge is present, the customer must be informed that this area will turn brown. If the area is so large and full of sedge that sodding or plugging will be needed after control has been achieved, do not treat the sedge without first communicating with the customer and getting their approval in writing. **Sedge treatments must remain dry for at least 3 hours after application to be successful.**

**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 **1** ounce of Avalon per gallon of water from a backpack sprayer using the 8010E spray tip. 1 gallon should cover 1000 sq. ft. 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 do any additional treatment.

### Shrub Service

- A. New and Regular Customers (All Service Centers, except Hernando County)  
Apply 12-0-14 at **8** pounds per 1000 sq. ft. 8-0-12 is used in beds containing small palms and Sagos at **12.5** pounds per 1000 sq. ft. Keep this material off concrete surfaces.  
Perform insect and disease treatment as prescribed below.
- B. New and Regular Customers (Hernando County)  
Apply **6** pounds of 0-0-3 **Straight** per 1000 sq. ft.  
Perform insect and disease treatment as prescribed below.



## MARCH 2026 LANDSCAPE APPLICATIONS

### C. New and Regular Customers (All Service Centers)

Treat shrubs that are prone to insect or disease problems.

- Apply **2** ounces of the Merit 2F Tree/Shrub Drop tank slurry and **1.8** ounces of Kalmor in a fluid ounce measuring cup (1.6 ounces by weight) per 10 gallons of water.

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

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

- Loropetalum
- Viburnum (especially the Awabuki and Suspensum)
- \*\*Azalea
- Crape myrtle
- \*\*Camellia
- \*\*Gardenia
- Sago
- Pittosporum
- \*\*Indian Hawthorne
- Holly
- \*\*Knock-Out Roses
- Ficus (South FL)

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.

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

Treat **all** viburnum for the prevention of downy mildew.

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.

**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!!



## **MARCH 2026 LANDSCAPE APPLICATIONS**

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

Treatment for Palm Bud Weevil and piercing-sucking insect control is performed in March, April, and May using Ima-jet (undiluted) at a rate of 5 milliliters per inch of trunk diameter. If nutrition or disease is a concern for a new customer, either Phospho-jet or Palm-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.**



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – March 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>
St. Augustine, Zoysia, Bahia and Bermuda in All Service Centers- Dry fertilizer application with pre-emergence weed control.	This application will provide a substantial amount of nitrogen, potassium and minor elements. 65% of the nitrogen will be released slowly while the remainder can be used right away.	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>
Centipede in All Service Centers Potassium/Magnesium Source with pre-emergent weed control.	A Potassium and Magnesium source is applied 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>
Spot treatment of insecticide for chinch bugs (St. Augustine Only).	Chinch bugs are a very common and damaging pest of St. Augustinegrass. This treatment is performed to control existing infestations if they are present.	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.	“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.”
Pre-Emergence Weed Control (All grass types all Service Centers)	All grass types are treated for the prevention of annual weeds.	This application will help prevent annual broadleaf weeds and crabgrass.	“This application 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.	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 new lawn care treatment in March via the printed Service Report in all Service Centers and all grass types: “Today, I provided a granular broadcast application of nutrients and pre-emergence weed control materials to enhance and maintain the color and growth of your lawn and to prevent grassy and broadleaf weed seeds from sprouting. I also inspected and treated 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.”

## What We Do and What to Expect – March 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>
Dry fertilizer application (all grass types except Centipede)	This application will provide a substantial amount of nitrogen, potassium and minor elements. 50% of the nitrogen will be released slowly while the other 50% can be used right away.	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> ”
Pre and Post Emergence Weed Control (St. Augustinegrass only)	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”
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.”
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 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 (all grass types except Centipede) in March via the printed Service Report: “Today, I provided a granular application of nutrients (with pre-emergence weed control in St. Augustinegrass) to enhance the color and growth of your lawn (and to prevent annual weeds from germinating). I also treated any existing broadleaf weeds and inspected your lawn for insects and diseases and treated 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.”

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 (**Centipede grass Only**) in March via the printed Service Report: “Today, I provided a liquid application of disease control materials and micro-nutrients to aid in the prevention of Large Patch Fungus and to enhance the color of your lawn. I also treated any existing broadleaf weeds and inspected your lawn for insects and treated 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.”

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

**Annual and New Aeration Services**

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
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 and organic 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 and organic material 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>

**Shrub Care Customers**

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Broadcast application of dry fertilizer (New and Regular Customers)	This application will provide a substantial amount of nitrogen, potassium and minor elements to help achieve spring green-up.	This application provides nutrients to stimulate our initial spring green-up. Results can be slower if temperatures are cool.	“This fertilizer application will help enhance the color and stimulate new growth 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 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 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.”



### What We Do and What to Expect – March 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 **new or regular** shrub care treatment in March via the printed Service Report: “Today, I provided a granular application of fertilizer to enhance and maintain the color and growth 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 March

The fertilizer we are applying for regular service in St. Augustine, Bahia or Bermuda turf is a granular 20-0-6. 65% of the total nitrogen source is slow release. At the rate we use, 1 to 0.8 pound of nitrogen and 0.30 pounds of potassium will be applied per 1000 sq. ft. This application will improve the color and growth of the lawn.

Zoysia and Bermuda grass will be coming out of dormancy this month and will begin to green up. **Checking and adjusting the pH at this time of year is critical, sulfur applications for alkaline soils will show better results as microbial action increases with the warmer temperatures.** The fertilizer we are applying for Zoysia turf is a granular 20-0-6. 65% of the total nitrogen source is slow release. At the rate we use, 1 to 0.8 pound of nitrogen and 0.30 pounds of potassium will be applied per 1000 sq. ft. The fertilizer application this month is important to begin to stimulate new growth. The Sulfur applications are additionally important to lower the pH to ideal growing conditions for these turf types.

Centipedegrass is treated for the prevention and control of large patch fungus along with micro-nutrients to enhance the color of the turf.

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/May preventive applications. Since we are not treating our regular serviced lawns on a preventative basis this month, good inspections to identify low level chinch bug infestations are essential to preventing turf damage.

Mole crickets continue their dispersal flights in March. 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 March. 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 may still be dormant in the beginning of the month. 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.

## **What We Do and What to Expect – March 2026 Landscape Applications**

*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. Ensure that the soil is well hydrated before any Bermuda grass treatment is performed. When dry Bermuda grass will take up less of the material applied to control it.*

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 may still be 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 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.

The need for supplemental irrigation can be variable in March depending on the temperatures and humidity levels. Watering once a week is still generally sufficient, but spot watering of localized dry areas may be needed. Provide the customer with the information necessary to address this problem and sell our Irrigation Service whenever possible. All customers need this service.

Piercing- sucking insects on shrubbery begin to increase in March as many plants begin to produce more new growth. 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.

Frost and freeze damage has occurred in many of our market areas. Turf will brown from the tips of the blade down. *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.

**Zoysia and Bermudagrass should be scalped at the beginning of spring green-up, if there was any amount of cold injury. This will allow for quicker green-up as the rhizome shoots will reach sunlight sooner. The clippings should be removed with this mowing.**



## GREENUP SERVICE PROTOCOLS

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

Tent caterpillars are active in March. Look for silken webbing wrapped around branch crotches. These caterpillars can be found in Cherry Laurels and Pecan trees. Bifenthrin works well for trees that are sprayable size and a tree injection of Ace-Jet can be performed for trees that are too large to spray.

Oak leaf blister becomes evident at this time of year. Oak leaf blister is caused by a fungus. It mainly affects Laurel Oaks, causing the leaves to have "blister" looking bumps. Unfortunately, fungicide treatments are not effective against this problem.

Oak leaf tier may be a problem in March. Oak leaf tiers are small caterpillars that feed on the new growth of Oaks. These caterpillars hang from silken webs often becoming a tremendous nuisance. If the tree is a sprayable size, it can be treated with Bifenthrin, and a tree injection of Ace-Jet can be performed for trees that are too large to spray. Oak leaf tier is not severely damaging to the tree.

**Identify properties with new sod, or ones we sell, that are in shaded conditions and ensure we are setting them up for the shade protocols in April.**

Make March a success by constantly looking for opportunities, offering solutions and asking for the business. **Our sales Blitz is right around the corner.** It is springtime and time to get the lawns and shrubs growing again and looking good. Landscape and Renovation sales should be rocking in March. Every lawn is a lead. People need our help. Find those in need, solve their problems, and **SELL, SELL, SELL & SERVICE, SERVICE, SERVICE!**



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach our protocol for Sod Installation and Care.

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

**Materials needed:**

- Training Guideline
- Sod Installation and Care Protocol (G:\Shared\GreenUp Reference Materials\GreenUp Protocols\Individual Protocols\Renovation)
- Verifiable Training Record Form
- 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 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 through Massey University.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

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

#### PRE & POST TEST

1. T or F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2. T or F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3. T or F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4. T or F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation
5. T or F Potassium should be applied on top of the newly installed turf.
6. T or F Pendimethalin should be applied on top of the newly installed turf?
7. T or F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8. T or F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9. T or F Primo Maxx is applied to increase leaf growth.
10. T or F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11. T or F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12. T or F Newly installed sod should not be mowed for 4 weeks after installation.
13. T or F Watering frequency should be gradually increased as the sod becomes more established.
14. T or F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation.
15. T or F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

#### PRE & POST TEST ANSWER KEY

1.  T or  F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2.  T or  F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3.  T or  F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4.  T or  F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation (**The day of or the day after**)
5.  T or  F Potassium should be applied on top of the newly installed turf.
6.  T or  F Pendimethalin should be applied on top of the newly installed turf?
7.  T or  F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8.  T or  F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9.  T or  F Primo Maxx is applied to increase leaf growth.
10.  T or  F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11.  T or  F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12.  T or  F Newly installed sod should not be mowed for 4 weeks after installation.
13.  T or  F Watering frequency should be gradually increased as the sod becomes more established.
14.  T or  F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation. (**No nitrogen is applied for 60 days after installation**)
15.  T or  F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

The following treatment protocol must be used to ensure the success of sod installation and establishment.

#### Protocol for Sod Installation and Care of Newly Installed Sod

1. Eliminate the old turf or other vegetation.
  - Roundup QuickPro is used to kill the existing vegetation and be able to remove the existing vegetation within 7 days. See the GreenUp Protocol for Glyphosate Usage and follow all instructions as written.
  - If Bermuda or other grassy weeds that spread through underground plant parts are present, do not rush the vegetation control phase of the renovation. In addition to the Roundup QuickPro or other Glyphosate product, also add Ornamec OTT at 2.5 ounces per gallon of mix. Only add Ornamec if these types of grassy weeds are a concern. Do not apply Ornamec within 10 feet of any body of water or the ordinary high water mark of any body of water.
  - Wait 14 days to ensure the grass is dead. If not completely dead, reapply and wait another 14 days to ensure control. Repeat as needed.
  - It is important to recognize that Glyphosate and Ornamec work only through foliage that is green and actively growing. Dormant or semi-dormant Bermudagrass will not be controlled.
2. Prepare the area for the new sod.
  - Use a sod cutter or rake out the dead plant material.
  - Grade the soil if necessary to ensure an even surface for the new sod. Tilling may be necessary.
  - Test the soil pH. Amend the soil according to the pH Protocol before sod is laid.
3. Lay the sod.
  - Choose sod grown in soils of similar textures as the conditions in which it will be installed. Only sand-grown sod should be installed on sandy soils. Do not install muck-grown sod on sand. If muck grown sod is installed on sandy soils in the shade, it is highly likely that it will die.
  - Ensure the edges of pieces touch but do not overlap. Cut in the edges.
4. If the sod was laid by an outside vendor at our request:
  - The day of or the day immediately following installation, an Inspector or Manager should inspect the area to ensure the quality of the installation and to ensure the right areas have been sodded and that no irrigation heads have been covered by the sod.
5. **Communicate with the customer**
  - Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate (MS-056). Review the instructions for care of the sod in detail as it pertains to watering and mowing. Establishing St. Augustine sod in the shade is extremely difficult; this is especially true in the summer months. Excessive moisture and removing more than 1/3<sup>rd</sup> of the leaf blade with the first mowing can be deadly to newly installed sod. Inform the customer that their watering and mowing practices will be critical to the successful establishment of their lawn.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

**Any time we are dealing with newly installed sod (whether we installed it, had an outside vendor install it for us or if the customer had it installed) ensure the customer is informed of the proper instructions for care and begin from this point forward**

6. Check the pH of the soil (below the new sod) if not done before the sod was installed. Adjust the pH as needed. Lime or sulfur can be applied over the top of the new sod if necessary.
7. Apply potassium (this should be done immediately after installation). **Do not apply nitrogen until the sod has been installed for 60 days and has fully rooted.**
  - Use a spreader to roll the sodded area with 0-0-20 Straight (no Atrazine or Pendimethalin). The application rate is 5 lbs. per 1,000 sq. feet.
  - Use caution when using the spreader. The new sod will be bumpier than an established lawn and the spreader will tip over more easily.
8. Treat proactively for Pythium root rot **if** the sod is muck grown or planted in the shade
  - Apply Subdue Maxx at 1 ounce per 1,000 sq. ft. This treatment will need to be watered in lightly within 24 hours of the application.
9. Apply Primo Maxx plant growth regulator **if** the sod is installed in a shady location during the months of April through September. This is a very important step for turf establishment in shady locations. The growth habit of St. Augustine in the shade changes greatly in the warm season compared to the cool season. Due to the warm temperatures and longer daylight hours, shaded turf in the summer will tend to “stand up” and grow long leaves reaching for the light. The energy required to grow these leaves is provided at the expense of the root system. Primo Maxx slows the leaf growth. As the turf top growth slows, energy is redirected to below-ground plant parts and root production increases.
  - Apply the Primo Maxx Slurry at 2 ounces per 1000 sq. ft. or Primo Maxx concentrate at 0.1 ounces per 1000 sq. ft. Primo works through foliar contact. Delay irrigation for at least 1 hour after application.
10. Treat proactively for Lawn Caterpillars during the months of May – September
  - Apply Acelepryn Slurry to the newly installed area. Lawn Caterpillars can cause permanent damage to newly installed sod, particularly when planted in the shade.

**The Subdue, Primo Maxx and Acelepryn treatments above can be performed at the same time and in the same mix if necessary.**

11. Inform customer of proper watering and mowing procedures.
  - Light watering ( $\frac{1}{4}$  inch -15 to 20 minutes for rotor heads or 5 minutes for sprays) twice a day in the summer or once a day in the cool season for the first week. Water only once a day for turf in the shade. Gradually reduce the water frequency and increase the water volume as the grass begins to take root.
  - Mowing will need to be done when the grass has reached a height where it needs to be mowed. Most St. Augustine varieties will need to be maintained at 3.5 to 4 inches. Seville at 2.5 to 3 inches. When the tallest grass blades are 4 to 4.5 inches (3.5 for Seville), it is time to mow. Delaying the first mowing to a point where more than 1/3<sup>rd</sup> of the leaf surface will be removed can be very damaging to the turf.
12. Schedule the follow-up service.
  - This service must be approximately 14 days after the sod is installed.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

#### Follow-Up Services

1. 14 days after installation
  - This property visit should focus on ensuring the new sod is insect and disease free and growing well. Inspect for root rot diseases and for healthy root growth (tacking down).
  - If Pythium root rot is present, make another application of Subdue Maxx. The rate will be 0.5 oz. per gallon per 1,000 sq. ft. of new sod. This treatment will need to be watered in lightly within 24 hours of the application.
2. 30 days after installation –Inspect and treat as needed. **Do not apply Nitrogen fertilizer.**
  - If needed, Primo Maxx can be reapplied at 4 to 6 week intervals to turf installed in the shade during the months of May – September.
3. 60 days after installation - Proceed with the regular programmed service. If the regular service includes a pre-emergence herbicide application, the pre-emergence should not be applied if the turf is not fully established. If the sod is not fully established, perform the treatment without the pre-emergence herbicide.
4. Stay on the lookout for Gray Leaf Spot and other turf diseases and treat as needed.

#### Be Aware

The sod being installed is not really “new sod”. It is not necessarily insect, disease or weed free. It is turf that was grown in a sod field that was as prone to insect, disease or weed infestation just like any lawn. It had the majority of its roots cut off, was stacked on a pallet and shipped to the customer’s lawn. It now has to establish a new root system in the customer’s location, which may have completely different growing conditions than the conditions in which it had been growing. Proper care and follow-up are essential to ensure successful establishment.



## WEEKLY TRAINING SESSION



### March Application Procedures

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 1.5

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

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

**Materials needed:**

- Training Guideline
- March 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\March.
- 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 March 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 Massey University.



## WEEKLY TRAINING SESSION



### March Application Procedures

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

#### PRE & POST TEST

1. T or F The applications to Warm Season turf include nitrogen.
2. T or F Shrubs are fertilized for new and regular Monthly Landscape customers in March.
3. T or F Shrub care service is performed for regular Monthly Landscape customers with Warm or Cool Season Turf.
4. T or F The material applied to all New Monthly Landscape customers and EOM customers with Warm Season turf is 0-5-5 with Barricade at 5 pounds per 1000 sq. ft.
5. T or F The fertilizer applied to regular EOM customers with Tall Fescue is 25-0-10 at 4 pounds per 1000 sq. ft.
6. T or F The material applied to control broadleaf weeds in Cool Season Turf is Cool Power at 1 ounce per 1000 sq. ft.
7. T or F Sedge is treated in any grass type with ProSedge/Sedgehammer SLURRY.
8. T or F Broadleaf weeds and Annual Bluegrass in Bermuda or Zoysia are treated with Cool Power at 1 ounce and Revolver at 0.33 ounces per gallon of water per 1000 sq. ft.
9. T or F Every shrub on the property, listed on the protocols, should be sprayed with the Kalmor and Horticultural Oil.
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



### March Application Procedures

#### PRE & POST TEST ANSWER KEY

1. T or  F The applications to Warm Season turf include nitrogen.
2.  T or F Shrubs are fertilized for new and regular Monthly Landscape customers in March.
3.  T or F Shrub care service is performed for regular Monthly Landscape customers with Warm or Cool Season Turf.
4.  T or F The material applied to all New Monthly Landscape customers and EOM customers with Warm Season turf is 0-5-5 with Barricade at 5 pounds per 1000 sq. ft.
5.  T or F The fertilizer applied to regular EOM customers with Tall Fescue is 25-0-10 at 4 pounds per 1000 sq. ft.
6.  T or F The material applied to control broadleaf weeds in Cool Season Turf is Cool Power at 1 ounce per 1000 sq. ft.
7.  T or F Sedge is treated in any grass type with ProSedge/Sedgehammer SLURRY.
8.  T or F Broadleaf weeds and Annual Bluegrass in Bermuda or Zoysia are treated with Cool Power at 1 ounce and Revolver at 0.33 ounces per gallon of water per 1000 sq. ft.
9.  T or F Every shrub on the property, listed on the protocols, should be sprayed with the Kalmor and Horticultural Oil.
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.



## GREENUP NORTH GEORGIA SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

#### Monthly Landscape Accounts (Regular customers Shrub care month)

1. Warm Season Grasses - New Customers  
Apply **5** pounds of 0-5-5 with **Barricade**, per 1000 sq. ft.
2. Cool Season Grasses – New Customers  
Apply **4** pounds of 24-2-11 per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

#### Every Other Month Lawn Care Accounts

1. Warm Season Turf
  - a. New Customers  
Apply **5** pounds of 0-5-5 with **Barricade**, per 1000 sq. ft.
  - b. Regular Customers  
Apply **4** pounds of 0-5-5 with **Atrazine**, per 1000 sq. ft.
2. Cool Season Turf
  - a. New Customers  
Apply **5** pounds of Limelight ProCal, per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool. Do not apply 25-0-10 with Dimension. This will be done next month.
  - b. 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.

All broadleaf weeds in Cool Season Turf must be spot treated with Cool Power at **1** ounce per 1000 sq. ft. using the backpack sprayer and the 11010-spray tip.

Broadleaf weeds and Annual Bluegrass in Warm Season turf must be treated with Cool Power at **1** ounce and Revolver at **0.33** ounces per gallon of water using the backpack sprayer and the 11010-spray tip. **Do not use Revolver on Cool Season Turf**, severe damage or death will occur.

Sedge must be treated in all grass types with Sedge Hammer slurry **2** oz per gallon of water using the backpack sprayer and the 11010-spray tip. Treat all sedge. A proactive treatment may be needed in 30 days to ensure control. Sedge treatments work best when the turf has not been mowed for a few days before treatment and will not be mowed for a couple of days after treatment. In situations where a large amount of kyllinga sedge is present, the customer must be informed that this area will turn brown. If the area is so large and full of sedge that sodding or plugging will be needed after control has been achieved, do not treat the sedge without first communicating with the customer and getting their approval in writing. **Sedge treatment must remain dry for at least 3 hours to be successful.**



## GREENUP NORTH GEORGIA SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

#### Monthly Landscape Accounts

2. Shrub Care – New and Regular Customers  
Apply 12-2-14 at **6** pounds per 1000 sq. ft. Keep this material off concrete surfaces. Perform insect and disease treatment using the I&D Slurry on our I&D Slurry as prescribed below.

Certain shrubs (see the list below) are treated on a preventative basis for insect and disease. 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. Most shrubs are treated on an as needed basis only. Do not treat every shrub on the property. This is not necessary or beneficial. Shrubs that are treated on a preventative basis with **every** initial and regular service include:

- \*\*Azalea
  - \*\*Camellia
  - \*\*Gardenia
  - Pittosporum
  - \*\*Indian Hawthorne
  - Holly (all varieties)
  - Laurels (all varieties)
  - \*\*Knock-Out Roses
  - Loropetalum
  - Viburnum (especially the Awabuki and Suspensum)
- The list above may be expanded as needed.

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.**

\*\*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 soil in the root zone area until puddling occurs.

#### **Annual and New Aeration**

Inspect and flag the irrigation heads. Take soil pH samples. Aerate all turf areas. Apply Limelight ProCal or 0-0-3 at **5** pounds per or 1000 sq. ft. (Depending on pH). Typically, this will be setting 16 for Limelight ProCal with the Lesco Calibration tool.



## GREENUP NORTH GEORGIA SERVICE PROTOCOLS

### MARCH 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 Cal-Turf Lime application is performed the month following the initial treatment for Warm Season grasses or in September or October for Cool Season grasses.

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.

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

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

**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.**



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – March 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>Monthly Landscape 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>
<u>New Customers with Warm Season Turf</u> – Granular Fertilier with pre-emergence weed control.	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>
<u>New Customers with Cool Season Turf</u> – Granular Fertilizer <u>without pre-emergence.</u> **Pre-emergence herbicide is applied to these customers next month**	This application will provide a substantial amount of nitrogen, potassium and minor elements. 25% of the nitrogen is slow release.	A noticeable improvement in the color and growth in about 2 weeks. This application does <u>not contain pre-emergence weed control.</u> A slight increase in weed population is possible before our next regular service application.	This application will provide a noticeable improvement in the color and growth in about 2 weeks.
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.”
Regular Monthly Landscape Customers with Warm or Cool Season Turf receive shrub care service as described below. Turf is inspected and treated on an as needed basis only this month.			

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

<b>Shrub Care – New and Regular Monthly Landscape 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>
Shrub Care Service - Broadcast application of dry fertilizer	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> ”
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.”
<b>Every Other Month Lawn Care 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>
<u>Regular Customers with Warm Season Turf</u> – Pre-emergence Weed Control	This is a very important service for the prevention of summer annual broadleaf and grassy weeds.	Seeds of grassy and broadleaf weeds will die at the time of germination. Far fewer weeds will emerge as compared to an untreated property.	“This application will help prevent summer annual broadleaf and grassy weeds”
<u>Regular Customers with Cool Season Turf</u> – Granular Fertilizer with Pre-emergence weed control	This application will provide a substantial amount of nitrogen, potassium and minor elements. 25% of the nitrogen will be released slowly while the other 75% is available for immediate use.	A substantial improvement in the color and growth. Seeds of grassy and broadleaf weeds will die at the time of germination. Far fewer weeds will emerge as compared to an untreated property.	“This fertilizer application will improve the color and growth of your lawn. The pre-emergence application will help prevent annual broadleaf and grassy weeds. <u>Please irrigate with ¼ inch of water if there is no rain within 24 hrs.</u> ”
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. 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 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.”



## GREENUP SERVICE PROTOCOLS

### What We Do and What to Expect – March 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 March via the printed Service Report. This information applies to all **Regular Monthly Landscape** customers: “Today, I applied a granular fertilization to all shrubbery. I also inspected and treated the shrubbery for insects and diseases. Additionally, I inspected the turf for any existing broadleaf, sedge or grassy weeds as well as insects and diseases and treated 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.”

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 March via the printed Service Report. This information applies to all **New Monthly Landscape Customers and Regular Every Other Month Customers with Warm Season Turf:** “Today, I applied a Granular broadcast application of pre-emergence weed control for the prevention of 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 to be irrigated with ¼” of water if rain does not occur within 24 hours of the treatment.”

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 March via the printed Service Report. This information applies to **New Customers with Cool Season Turf:** “Today, I performed a granular broadcast application of fertilizer. This application will promote good color and growth. 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 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.”
Broadcast application of high efficiency lime.	This application will increase the pH of Georgia’s very acidic soils.	Visual results of this treatment may be seen as a slight increase in growth, density and overall health of the turf, but the primary benefit is to raise the soil pH to better utilize nutrients applied with future services.	“Your lawn was treated with a high efficiency lime material to balance the pH of your soil. This application will help your lawn better utilize nutrients applied with future services.

## **What We Do and What to Expect – March 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 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 high efficiency lime. 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 March**

Bermuda and Zoysia grasses will remain in a dormant state for the majority of March. **At the end of the month, these grasses should be mowed about an inch lower than normal to enhance spring green-up.**

Fescue lawns will be looking very good in March. March temperatures are typically perfect for Fescue lawns and applied nutrients achieve great results.

The primary emphasis for turfgrasses in March is the prevention of annual broadleaf and grassy weeds. These applications are extremely important for the prevention of weeds well into the summer months.

Annual Bluegrass and winter annual broadleaf weed problems are common in March. 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.

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.

It is likely that Spring Dead Spot will be noticed toward the end of this month. Spring dead spot (SDS) is a persistent and destructive disease of Bermudagrass in North Georgia. The disease has also been observed in Zoysiagrass, although less frequently. Various fungi responsible for this disease are active mostly in the fall and somewhat in the spring when cool, moist conditions exist. Infection of the turfgrass begins when soil temperatures are less than 70 degrees, but above 50 degrees. The fungi do not kill Bermudagrass directly, but rather make the turfgrass more susceptible to cold and freezing injury by feeding on roots, rhizomes and stolons. Damage is typically noticed when the turf greens up after dormancy. Well-defined circular patches of dead, bleached-out grass are noticeable in the affected areas. Non-infected Bermudagrass resumes growth, accentuating the noticeability of the damaged areas. Recovery from the disease is very slow. Because turfgrass in the affected patches is dead, the primary means of recovery occurs by the spread of rhizomes and stolons into the dead patch. Symptoms can remain visible well into the growing season. If preventive fungicide applications are not performed in the fall when the disease is active, it is likely that these patches will reappear in the same location the following spring. For this reason, customers with Spring Dead Spot need to be flagged and fall fungicide applications will need to be performed.

The need for supplemental irrigation can be variable in March depending on the temperatures and humidity levels. In the absence of rainfall, supplemental watering may be needed every couple of weeks.

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

Piercing- sucking insects on shrubbery begin to increase in March as many plants begin to produce more new growth. 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.

Freeze damage to ornamental shrubbery may be noticed as a cracking and splitting of the bark. Damaged branches may remain green and appear healthy for a few months followed by sudden browning and death of branches or the entire plant. Inform customers of turf areas or plant material that has been permanently damaged by frost or freeze. If plant material has been permanently damaged, documentation will be crucial to avoid future claims and customer cancellations. Make sure you thoroughly document this damage.

This is a good time of year for planting perennial trees and shrubs. Temperatures at this time of year are cool enough to avoid heat stress, yet warm enough to promote good rooting.

March is also a good time of year to prune trees and shrubs. Branches that are dead, diseased or dysfunctional should be removed. Trimming for shape should also be performed assuming that the plant does not have flower buds that are about to open.

Tent caterpillars become active in March and April. Look for silken webbing wrapped around branch crotches. These caterpillars are common in Cherry Laurels and Pecan trees. Bifenthrin works well for trees that are sprayable size and a tree injection of Ace-Jet can be performed for trees that are too large to spray.

Oak leaf tier may be a problem in March. Oak leaf tiers are small caterpillars that feed on the new growth of Oaks. These caterpillars hang from silken webs often becoming a tremendous nuisance. If the tree is sprayable size it can be treated with Bifenthrin and a tree injection of Ac3-Jet can be performed for trees that are too large to spray. Oak leaf tier are not severely damaging to the tree.

Make March a success by constantly looking for opportunities, offering solutions and asking for the business. **Our sales Blitz is right around the corner.** It is springtime and time to get the lawns and shrubs growing again and looking good. Landscape and Renovation sales should be rocking in March. Every lawn is a lead. People

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



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach our protocol for Sod Installation and Care.

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

**Materials needed:**

- Training Guideline
- Sod Installation and Care Protocol (G:\Shared\GreenUp Reference Materials\GreenUp Protocols\Individual Protocols\Renovation)
- Verifiable Training Record Form
- 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 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 through Massey University.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

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

#### PRE & POST TEST

1. T or F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2. T or F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3. T or F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4. T or F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation
5. T or F Potassium should be applied on top of the newly installed turf.
6. T or F Pendimethalin should be applied on top of the newly installed turf?
7. T or F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8. T or F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9. T or F Primo Maxx is applied to increase leaf growth.
10. T or F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11. T or F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12. T or F Newly installed sod should not be mowed for 4 weeks after installation.
13. T or F Watering frequency should be gradually increased as the sod becomes more established.
14. T or F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation.
15. T or F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

#### PRE & POST TEST ANSWER KEY

1.  T or  F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2.  T or  F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3.  T or  F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4.  T or  F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation (**The day of or the day after**)
5.  T or  F Potassium should be applied on top of the newly installed turf.
6.  T or  F Pendimethalin should be applied on top of the newly installed turf?
7.  T or  F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8.  T or  F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9.  T or  F Primo Maxx is applied to increase leaf growth.
10.  T or  F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11.  T or  F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12.  T or  F Newly installed sod should not be mowed for 4 weeks after installation.
13.  T or  F Watering frequency should be gradually increased as the sod becomes more established.
14.  T or  F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation. (**No nitrogen is applied for 60 days after installation**)
15.  T or  F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

The following treatment protocol must be used to ensure the success of sod installation and establishment.

#### Protocol for Sod Installation and Care of Newly Installed Sod

1. Eliminate the old turf or other vegetation.
  - Roundup QuickPro is used to kill the existing vegetation and be able to remove the existing vegetation within 7 days. See the GreenUp Protocol for Glyphosate Usage and follow all instructions as written.
  - If Bermuda or other grassy weeds that spread through underground plant parts are present, do not rush the vegetation control phase of the renovation. In addition to the Roundup QuickPro or other Glyphosate product, also add Ornamec OTT at 2.5 ounces per gallon of mix. Only add Ornamec if these types of grassy weeds are a concern. Do not apply Ornamec within 10 feet of any body of water or the ordinary high water mark of any body of water.
  - Wait 14 days to ensure the grass is dead. If not completely dead, reapply and wait another 14 days to ensure control. Repeat as needed.
  - It is important to recognize that Glyphosate and Ornamec work only through foliage that is green and actively growing. Dormant or semi-dormant Bermudagrass will not be controlled.
2. Prepare the area for the new sod.
  - Use a sod cutter or rake out the dead plant material.
  - Grade the soil if necessary to ensure an even surface for the new sod. Tilling may be necessary.
  - Test the soil pH. Amend the soil according to the pH Protocol before sod is laid.
3. Lay the sod.
  - Choose sod grown in soils of similar textures as the conditions in which it will be installed. Only sand-grown sod should be installed on sandy soils. Do not install muck-grown sod on sand. If muck grown sod is installed on sandy soils in the shade, it is highly likely that it will die.
  - Ensure the edges of pieces touch but do not overlap. Cut in the edges.
4. If the sod was laid by an outside vendor at our request:
  - The day of or the day immediately following installation, an Inspector or Manager should inspect the area to ensure the quality of the installation and to ensure the right areas have been sodded and that no irrigation heads have been covered by the sod.
5. **Communicate with the customer**
  - Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate (MS-056). Review the instructions for care of the sod in detail as it pertains to watering and mowing. Establishing St. Augustine sod in the shade is extremely difficult; this is especially true in the summer months. Excessive moisture and removing more than 1/3<sup>rd</sup> of the leaf blade with the first mowing can be deadly to newly installed sod. Inform the customer that their watering and mowing practices will be critical to the successful establishment of their lawn.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

**Any time we are dealing with newly installed sod (whether we installed it, had an outside vendor install it for us or if the customer had it installed) ensure the customer is informed of the proper instructions for care and begin from this point forward**

6. Check the pH of the soil (below the new sod) if not done before the sod was installed. Adjust the pH as needed. Lime or sulfur can be applied over the top of the new sod if necessary.
7. Apply potassium (this should be done immediately after installation). **Do not apply nitrogen until the sod has been installed for 60 days and has fully rooted.**
  - Use a spreader to roll the sodded area with 0-0-20 Straight (no Atrazine or Pendimethalin). The application rate is 5 lbs. per 1,000 sq. feet.
  - Use caution when using the spreader. The new sod will be bumpier than an established lawn and the spreader will tip over more easily.
8. Treat proactively for Pythium root rot **if** the sod is muck grown or planted in the shade
  - Apply Subdue Maxx at 1 ounce per 1,000 sq. ft. This treatment will need to be watered in lightly within 24 hours of the application.
9. Apply Primo Maxx plant growth regulator **if** the sod is installed in a shady location during the months of April through September. This is a very important step for turf establishment in shady locations. The growth habit of St. Augustine in the shade changes greatly in the warm season compared to the cool season. Due to the warm temperatures and longer daylight hours, shaded turf in the summer will tend to “stand up” and grow long leaves reaching for the light. The energy required to grow these leaves is provided at the expense of the root system. Primo Maxx slows the leaf growth. As the turf top growth slows, energy is redirected to below-ground plant parts and root production increases.
  - Apply the Primo Maxx Slurry at 2 ounces per 1000 sq. ft. or Primo Maxx concentrate at 0.1 ounces per 1000 sq. ft. Primo works through foliar contact. Delay irrigation for at least 1 hour after application.
10. Treat proactively for Lawn Caterpillars during the months of May – September
  - Apply Acelepryn Slurry to the newly installed area. Lawn Caterpillars can cause permanent damage to newly installed sod, particularly when planted in the shade.

**The Subdue, Primo Maxx and Acelepryn treatments above can be performed at the same time and in the same mix if necessary.**

11. Inform customer of proper watering and mowing procedures.
  - Light watering ( $\frac{1}{4}$  inch -15 to 20 minutes for rotor heads or 5 minutes for sprays) twice a day in the summer or once a day in the cool season for the first week. Water only once a day for turf in the shade. Gradually reduce the water frequency and increase the water volume as the grass begins to take root.
  - Mowing will need to be done when the grass has reached a height where it needs to be mowed. Most St. Augustine varieties will need to be maintained at 3.5 to 4 inches. Seville at 2.5 to 3 inches. When the tallest grass blades are 4 to 4.5 inches (3.5 for Seville), it is time to mow. Delaying the first mowing to a point where more than 1/3<sup>rd</sup> of the leaf surface will be removed can be very damaging to the turf.
12. Schedule the follow-up service.
  - This service must be approximately 14 days after the sod is installed.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

#### Follow-Up Services

1. 14 days after installation
  - This property visit should focus on ensuring the new sod is insect and disease free and growing well. Inspect for root rot diseases and for healthy root growth (tacking down).
  - If Pythium root rot is present, make another application of Subdue Maxx. The rate will be 0.5 oz. per gallon per 1,000 sq. ft. of new sod. This treatment will need to be watered in lightly within 24 hours of the application.
2. 30 days after installation –Inspect and treat as needed. **Do not apply Nitrogen fertilizer.**
  - If needed, Primo Maxx can be reapplied at 4 to 6 week intervals to turf installed in the shade during the months of May – September.
3. 60 days after installation - Proceed with the regular programmed service. If the regular service includes a pre-emergence herbicide application, the pre-emergence should not be applied if the turf is not fully established. If the sod is not fully established, perform the treatment without the pre-emergence herbicide.
4. Stay on the lookout for Gray Leaf Spot and other turf diseases and treat as needed.

#### Be Aware

The sod being installed is not really “new sod”. It is not necessarily insect, disease or weed free. It is turf that was grown in a sod field that was as prone to insect, disease or weed infestation just like any lawn. It had the majority of its roots cut off, was stacked on a pallet and shipped to the customer’s lawn. It now has to establish a new root system in the customer’s location, which may have completely different growing conditions than the conditions in which it had been growing. Proper care and follow-up are essential to ensure successful establishment.



## WEEKLY TRAINING SESSION



### March Application Procedures

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 1.5

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

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

**Materials needed:**

- Training Guideline
- March 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\March
- **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 March 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 0-0-20 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 Massey University.



## WEEKLY TRAINING SESSION



### March 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. 20-4-6 Barricade at 5 pounds per 1000 sq. ft.
  - c. 0.415 oz. Resolute WDG and .75 Princep 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 all turf types 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



### March Application Procedures

#### PRE & POST TEST ANSWER KEY

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. 20-4-6 Barricade at 5 pounds per 1000 sq. ft.
  - c. 0.415 oz. Resolute WDG and .75 Princep 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 weeds 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 all turf types 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.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

#### Lawn Care Accounts

1. St. Augustine (Shrub Month for Regular Landscape Customers)
  - a. New Customers **All Service Centers, All Programs**  
Apply 5 pounds of 20-4-6 with Barricade, per 1000 sq. ft. typically this will be setting 16 with the Lesco Calibration tool.
  - b. Regular EOM Customers **All Service Centers**  
Apply 5 pounds of 0-5-5 Straight, 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 (Shrub Month for Regular Landscape Customers)
  - a. New Customers **All Programs, All Service Centers**  
Apply 5 pounds of 20-4-6 with Barricade, per 1000 sq. ft. typically this will be setting 15 with the Lesco Calibration tool.
  - b. Regular EOM Customers **All Service Centers**  
Apply 1.2 pounds of 33-0-16 and 18 ounces of Bio-Blend, per 1000 sq. ft. **Be very careful of staining with this mixture!**
3. Bermuda (Shrub Month for Regular Landscape Customers)
  - a. New Customers **All Programs, All Service Centers**  
Apply 5 pounds of 20-4-6 with Barricade, per 1000 sq. ft. typically this will be setting 16 with the Lesco Calibration tool.
  - b. Regular EOM Customers **All Service Centers**  
Apply 4 pounds of 32-5-7 straight, per 1000 sq. ft. typically this will be setting 15 with the Lesco Calibration tool.

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 and sedge, 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.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 2026 LANDSCAPE APPLICATIONS

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.

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

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.

**Active Large Patch (Brown Patch) fungus in any grass type is treated with Affirm** at 1.6 ounces by volume in a fluid ounce measuring cup per 1000 sq. ft. Better control will be achieved when applied at 5 gallons of water per 1000 sq. ft. or watered in lightly when using a backpack sprayer.

### 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)**  
Apply **6** pounds of 12-4-8 per 1000 sq. ft. Keep this material off concrete surfaces.
- b. Treat shrubs that are prone to insect or disease problems.  
Apply **2** ounces of the Merit 2F Tree/Shrub Drop tank slurry, **8** ounces of Horticultural Oil, and **1.8** ounces of Kalmor in a fluid ounce measuring cup (1.6 ounces by weight) of Kalmor per 10 gallons of water.



## GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

### MARCH 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 Palm Bud Weevil and piercing-sucking insect control is performed in March, April, or May using Ima-jet (undiluted) at a rate of 5 milliliters per inch of trunk diameter. If nutrition or disease is a concern for a new customer, either Phospho-jet or Palm-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. 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 – MARCH 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><u>Liquid Applications</u> – Varying types of grass Existing 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>
Liquid Broadcast application of micro-nutrients.  A light rate of soluble nitrogen is applied in non-nitrogen blackout areas.	This application will provide a potassium and chelated magnesium, manganese and iron to enhance and maintain good color and growth. It also includes Humic acid and kelp extract to enhance root development.	An improvement in the color of the lawn will be achieved in about 2 to 5 days.	“This application will help enhance and maintain good color and growth. <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 March: “Today, I performed a liquid broadcast application to improve the color and growth of your lawn. 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><u>Granular Applications with Pendimethalin</u> – Varying programs Varying Grass Types 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 provide a moderate amount of nitrogen, potassium, and minor elements. 65% of the nitrogen will be released slowly while the other 35% can be used right away This application will reduce the emergence of annual weeds.	The color and growth of the lawn should improve in about 10 to 14 days and reduce the emergence of annual weeds.	“This fertilizer application will provide an improvement in the growth and color of the lawn 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 March via the printed Service Report: “Today, I provided a granular application of nutrients with pre-emergence weed control materials to improve the growth and color 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.”

**What We Do and What to Expect – MARCH 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 is no rain within 24 hrs.</u> ”

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.”

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

<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>
Broadcast application of dry fertilizer (New and Regular Customers)	This application will provide a substantial amount of nitrogen, potassium and minor elements to help achieve spring green-up.	This application provides nutrients to stimulate our initial spring green-up. Results can be slower if temperatures are cool.	“This fertilizer application will help enhance the color and stimulate new growth 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 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 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.”

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 MARCH 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 MARCH

March is primarily a Shrub Fertilization month in preparation for spring growth, while we still treat any lawn issues that may exist, we are not broadcasting fertilizer on the lawns, except for our Bimonthly programs.

Large Patch fungus can potentially be a problem this month, especially as weather warms. 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.

Zoysia grass and Bermuda grass will be coming out of dormancy this month and will begin to green up. **Checking and adjusting the pH at this time of year is critical, sulfur applications for alkaline soils will show better results as microbial action increases with the warmer temperatures.**



## GREENUP SERVICE PROTOCOLS

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

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 will start to become a problem. 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.

Mole crickets begin their dispersal flights in March. 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 March. 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.

**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



### Installation and Care of Newly Installed Sod

**Topic Category:** Lawn

**Recordable Verifiable Training Hours:** 0.5

**Objectives:** This lesson is designed to teach our protocol for Sod Installation and Care.

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

**Materials needed:**

- Training Guideline
- Sod Installation and Care Protocol (G:\Shared\GreenUp Reference Materials\GreenUp Protocols\Individual Protocols\Renovation)
- Verifiable Training Record Form
- 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 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 through Massey University.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

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

#### PRE & POST TEST

1. T or F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2. T or F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3. T or F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4. T or F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation
5. T or F Potassium should be applied on top of the newly installed turf.
6. T or F Pendimethalin should be applied on top of the newly installed turf?
7. T or F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8. T or F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9. T or F Primo Maxx is applied to increase leaf growth.
10. T or F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11. T or F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12. T or F Newly installed sod should not be mowed for 4 weeks after installation.
13. T or F Watering frequency should be gradually increased as the sod becomes more established.
14. T or F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation.
15. T or F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## WEEKLY TRAINING SESSION



### Installation and Care of Newly Installed Sod

#### PRE & POST TEST ANSWER KEY

1.  T or  F If Bermudagrass is present, it will need to be treated with Round-up and Ornamec TTO before removal.
2.  T or  F Dormant Bermudagrass is easily controlled with Glyphosate and Ornamec.
3.  T or  F If the pH of the soil needs to be adjusted, lime or sulfur should be applied after removal of the old sod and before the installation of the new. If the sod has already been installed, lime or sulfur can be applied over the top of the sod.
4.  T or  F If sod was installed by an outside vendor, it should be inspected by a Manager or Inspector one week after installation (**The day of or the day after**)
5.  T or  F Potassium should be applied on top of the newly installed turf.
6.  T or  F Pendimethalin should be applied on top of the newly installed turf?
7.  T or  F If the sod is muck grown and was installed in the shade, it should be treated with Subdue for Pythium Root Rot only if it becomes a problem.
8.  T or  F Primo Maxx is applied to turf installed in shady locations during the months of April through September.
9.  T or  F Primo Maxx is applied to increase leaf growth.
10.  T or  F From May through September, the newly installed turf is treated with Acelepryn for the prevention of lawn caterpillars.
11.  T or  F Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate.
12.  T or  F Newly installed sod should not be mowed for 4 weeks after installation.
13.  T or  F Watering frequency should be gradually increased as the sod becomes more established.
14.  T or  F 12-2-14 should be applied to newly installed sod at 4lbs per 1000 sq. ft. 14 days after the installation. (**No nitrogen is applied for 60 days after installation**)
15.  T or  F Liquid fertilizers are the safest fertilizers to use on newly installed sod.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

The following treatment protocol must be used to ensure the success of sod installation and establishment.

#### Protocol for Sod Installation and Care of Newly Installed Sod

1. Eliminate the old turf or other vegetation.
  - Roundup QuickPro is used to kill the existing vegetation and be able to remove the existing vegetation within 7 days. See the GreenUp Protocol for Glyphosate Usage and follow all instructions as written.
  - If Bermuda or other grassy weeds that spread through underground plant parts are present, do not rush the vegetation control phase of the renovation. In addition to the Roundup QuickPro or other Glyphosate product, also add Ornamec OTT at 2.5 ounces per gallon of mix. Only add Ornamec if these types of grassy weeds are a concern. Do not apply Ornamec within 10 feet of any body of water or the ordinary high water mark of any body of water.
  - Wait 14 days to ensure the grass is dead. If not completely dead, reapply and wait another 14 days to ensure control. Repeat as needed.
  - It is important to recognize that Glyphosate and Ornamec work only through foliage that is green and actively growing. Dormant or semi-dormant Bermudagrass will not be controlled.
2. Prepare the area for the new sod.
  - Use a sod cutter or rake out the dead plant material.
  - Grade the soil if necessary to ensure an even surface for the new sod. Tilling may be necessary.
  - Test the soil pH. Amend the soil according to the pH Protocol before sod is laid.
3. Lay the sod.
  - Choose sod grown in soils of similar textures as the conditions in which it will be installed. Only sand-grown sod should be installed on sandy soils. Do not install muck-grown sod on sand. If muck grown sod is installed on sandy soils in the shade, it is highly likely that it will die.
  - Ensure the edges of pieces touch but do not overlap. Cut in the edges.
4. If the sod was laid by an outside vendor at our request:
  - The day of or the day immediately following installation, an Inspector or Manager should inspect the area to ensure the quality of the installation and to ensure the right areas have been sodded and that no irrigation heads have been covered by the sod.
5. **Communicate with the customer**
  - Upon completion of the sod installation, the Service Manager or General Manager is to inspect the quality of the installation and have the customer sign the Renovation Completion Certificate (MS-056). Review the instructions for care of the sod in detail as it pertains to watering and mowing. Establishing St. Augustine sod in the shade is extremely difficult; this is especially true in the summer months. Excessive moisture and removing more than 1/3<sup>rd</sup> of the leaf blade with the first mowing can be deadly to newly installed sod. Inform the customer that their watering and mowing practices will be critical to the successful establishment of their lawn.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

**Any time we are dealing with newly installed sod (whether we installed it, had an outside vendor install it for us or if the customer had it installed) ensure the customer is informed of the proper instructions for care and begin from this point forward**

6. Check the pH of the soil (below the new sod) if not done before the sod was installed. Adjust the pH as needed. Lime or sulfur can be applied over the top of the new sod if necessary.
7. Apply potassium (this should be done immediately after installation). **Do not apply nitrogen until the sod has been installed for 60 days and has fully rooted.**
  - Use a spreader to roll the sodded area with 0-0-20 Straight (no Atrazine or Pendimethalin). The application rate is 5 lbs. per 1,000 sq. feet.
  - Use caution when using the spreader. The new sod will be bumpier than an established lawn and the spreader will tip over more easily.
8. Treat proactively for Pythium root rot **if** the sod is muck grown or planted in the shade
  - Apply Subdue Maxx at 1 ounce per 1,000 sq. ft. This treatment will need to be watered in lightly within 24 hours of the application.
9. Apply Primo Maxx plant growth regulator **if** the sod is installed in a shady location during the months of April through September. This is a very important step for turf establishment in shady locations. The growth habit of St. Augustine in the shade changes greatly in the warm season compared to the cool season. Due to the warm temperatures and longer daylight hours, shaded turf in the summer will tend to “stand up” and grow long leaves reaching for the light. The energy required to grow these leaves is provided at the expense of the root system. Primo Maxx slows the leaf growth. As the turf top growth slows, energy is redirected to below-ground plant parts and root production increases.
  - Apply the Primo Maxx Slurry at 2 ounces per 1000 sq. ft. or Primo Maxx concentrate at 0.1 ounces per 1000 sq. ft. Primo works through foliar contact. Delay irrigation for at least 1 hour after application.
10. Treat proactively for Lawn Caterpillars during the months of May – September
  - Apply Acelepryn Slurry to the newly installed area. Lawn Caterpillars can cause permanent damage to newly installed sod, particularly when planted in the shade.

**The Subdue, Primo Maxx and Acelepryn treatments above can be performed at the same time and in the same mix if necessary.**

11. Inform customer of proper watering and mowing procedures.
  - Light watering ( $\frac{1}{4}$  inch -15 to 20 minutes for rotor heads or 5 minutes for sprays) twice a day in the summer or once a day in the cool season for the first week. Water only once a day for turf in the shade. Gradually reduce the water frequency and increase the water volume as the grass begins to take root.
  - Mowing will need to be done when the grass has reached a height where it needs to be mowed. Most St. Augustine varieties will need to be maintained at 3.5 to 4 inches. Seville at 2.5 to 3 inches. When the tallest grass blades are 4 to 4.5 inches (3.5 for Seville), it is time to mow. Delaying the first mowing to a point where more than 1/3<sup>rd</sup> of the leaf surface will be removed can be very damaging to the turf.
12. Schedule the follow-up service.
  - This service must be approximately 14 days after the sod is installed.



## GREENUP SERVICE PROTOCOLS

### TURF RENOVATION PROTOCOL

#### Follow-Up Services

1. 14 days after installation
  - This property visit should focus on ensuring the new sod is insect and disease free and growing well. Inspect for root rot diseases and for healthy root growth (tacking down).
  - If Pythium root rot is present, make another application of Subdue Maxx. The rate will be 0.5 oz. per gallon per 1,000 sq. ft. of new sod. This treatment will need to be watered in lightly within 24 hours of the application.
2. 30 days after installation –Inspect and treat as needed. **Do not apply Nitrogen fertilizer.**
  - If needed, Primo Maxx can be reapplied at 4 to 6 week intervals to turf installed in the shade during the months of May – September.
3. 60 days after installation - Proceed with the regular programmed service. If the regular service includes a pre-emergence herbicide application, the pre-emergence should not be applied if the turf is not fully established. If the sod is not fully established, perform the treatment without the pre-emergence herbicide.
4. Stay on the lookout for Gray Leaf Spot and other turf diseases and treat as needed.

#### Be Aware

The sod being installed is not really “new sod”. It is not necessarily insect, disease or weed free. It is turf that was grown in a sod field that was as prone to insect, disease or weed infestation just like any lawn. It had the majority of its roots cut off, was stacked on a pallet and shipped to the customer’s lawn. It now has to establish a new root system in the customer’s location, which may have completely different growing conditions than the conditions in which it had been growing. Proper care and follow-up are essential to ensure successful establishment.



	1	2	3	4	5	6	7	8	9	10	Total #	Units	\$/Unit	\$ TOTALS	Hours/Unit	HOUR TOTALS
Minimum Initial Service Labor - includes 21-Point System Check-up for 6 Zones + Controller & Valve Circuit Electrical Test + Source & Sprinkler Pressure Test												6 zones	\$121.00		0.75	
Additional Zones for Initial Service (over 6 zones)	<b>INCLUDED</b>											per add'l zone	\$ 12.50		0.12	
Valve Locating/Wire Tracing - include in initial if valves not visible												per valve	\$ 95.50		0.63	
<b>DIAGNOSTICS/GENERAL REPAIRS/TRENCHING/PIPE/WIRE</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>Total #</b>	<b>Units</b>	<b>\$/Unit</b>	<b>\$ TOTALS</b>	<b>Hours/Unit</b>	<b>HOUR TOTALS</b>
System Diagnostic Service - <b>1 HOUR MINIMUM</b> (No valve or wire locating included)												60 minutes	\$190.00		1.00	
RAISE or Level Sprinkler - (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	\$ 19.00		0.23	
LOWER Sprinkler - No Move (New sprinkler and Nozzle NOT INCLUDED)												per sprinkler	\$ 23.00		0.28	
Add/Replace Sprinkler Donut												per sprinkler	\$ 6.50		0.10	
Trench and Backfill <b>ROOTS or ROCK</b> - per move of any length												per foot	\$ 16.00		0.12	
Trench and Backfill (no roots or rock) - per move of 1 to 5 feet												per foot	\$ 11.50		0.09	
Trench and Backfill (no roots or rock) - per move of 6 feet or longer												per foot	\$ 8.00		0.08	
PVC Pipe to Move Sprinklers (1/2" to 1 1/4") - in addition to trenching												per foot	\$ 3.00		0.005	
Repair PVC Pipe (1/2" to 1 1/4") - 3 ft. trench w/pipe + SlipFix* included												each	\$ 95.50		0.75	
18 AWG Multi-Conductor Wire Replacement - in addition to trenching												per foot	\$ 2.25		0.01	
14-1 AWG Single Conductor Wire Replacement - in addition to trenching												per foot	\$ 1.25		0.02	
<b>SPRINKLER &amp; NOZZLE REPAIRS/REPLACEMENTS/ADDITIONS</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>Tot Quantity</b>	<b>Units</b>	<b>\$/Unit</b>	<b>\$ TOTALS</b>	<b>Hours/Unit</b>	<b>HOUR TOTALS</b>
<b>Spray Bodies &amp; Accessories</b>																
6" Pro-Spray Body - NO NOZZLE												per sprinkler	\$ 28.50		0.35	
12" Pro-Spray Body - NO NOZZLE												per sprinkler	\$ 39.00		0.38	
Pro-Spray Shrub Adapter (on existing riser) - NO NOZZLE												per sprinkler	\$ 12.00		0.13	
Field Installed Drain Check Valve - HUNTER PRO SPRAY ONLY												per sprinkler	\$ 2.50		0.03	
6" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	\$ 45.00		0.37	
12" Pro-Spray, 30 psi Pressure Regulated (Required in Volusia County)												per sprinkler	\$ 57.50		0.40	
<b>Nozzles for Spray Bodies</b>																
MP Rotator Nozzles												per sprinkler	\$ 25.25		0.12	
Spray Nozzles - Fixed or Adjustable												per sprinkler	\$ 12.75		0.12	
<b>Gear Drive Rotors &amp; Accessories</b>																
4" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	\$ 50.00		0.40	
6" I-20 Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	\$ 63.00		0.40	
12" PGP Ultra Gear Rotor - INCLUDES NOZZLE TREE												per sprinkler	\$ 83.00		0.45	
PGP Ultra Shrub Rotor (on existing riser) - INCLUDES NOZZLE TREE												per sprinkler	\$ 46.00		0.13	
Basket Screen with Drain Check Valve (for PGP Ultra or I-20 ONLY)												per sprinkler	\$ 2.50		0.20	
Change Rotor Nozzle - Per Rotor (to make precipitation rates match)												per sprinkler	\$ 9.00		0.13	
<b>Drip, Micro Sprays and Tubing</b>																
Convert Sprinkler to Drip Connection - per connection (Minimum of 2)												each	\$ 39.00		0.22	
Cap Unused Sprays or Remove Sprinkler and Cap Pipe												each	\$ 13.00		0.23	
Emitter Line or Blank Drip Tubing w/Emitters - <b>Round up to nearest 100 Feet</b>												per 100 feet	\$190.00		0.98	
Pop-up Micro Sprays - Micro pop, 24" tubing, Veri-jet adj. micro spray												each	\$ 25.50		0.13	

Fixed Micro Sprays - Fixed stake, 24" tubing, Veri-jet adj. micro spray													each	\$ 19.00		0.13	
8 Outlet Pressure Regulating Manifold w/Filter for 1/4" tubing - 3/4" FIPT													each	\$ 35.00		0.17	
Drip Emitter on 1/4" Tubing with emitter - per foot													per foot	\$ 1.50		0.05	
<b>Front Page Sub-Total</b>														<b>Sub-Tot</b> <b>\$</b>		<b>Sub-Tot</b> <b>Hrs</b>	



REPAIRS/REPLACEMENTS/ADDITIONS	Quantity	Units	\$/Unit	\$ TOTALS	Hours/Unit	HOUR TOTALS
<b>Controllers, Pump Relays, Sensors and Accessories</b>						
X2-400 X2 4 station, outdoor		each	\$207.00		0.70	
X2-600 X2 6 station, outdoor		each	\$230.00		0.80	
X2 800 X2 8 station, outdoor		each	\$276.00		0.90	
PHC-600 PHC 6 station Wi-Fi enabled outdoor/indoor controller		each	\$495.00		0.80	
PHC-1200 PHC 12 station Wi-Fi enabled outdoor/indoor controller		each	\$627.00		0.90	
PHC-2400 PHC 24 station Wi-Fi enabled outdoor/indoor controller		each	\$992.00		1.00	
PC-4 Pro C Modular - 4 station, outdoor (expandable to 13 stations)		each	\$488.00		0.80	
PCM-300 Module for Pro C - 3 station		each	\$ 75.00		0.23	
PCM-900 Module for Pro C - 9 station		each	\$253.00		0.58	
X2 Wand Wi-Fi Module		each	\$201.00		0.30	
HPC-FP PHC Wi-Fi enabled controller 24 station faceplate conversion pack		each	\$328.00		0.60	
Intermatic 1-station Controller, 240v, with rain sensor terminal		each	\$288.00		0.54	
Hunter ROAM Residential Remote - "thru wall" labor ADDITIONAL		each	\$370.00		0.33	
New/Replace Rain-Clik Wireless Rain Sensor		each	\$205.00		0.62	
Replace Rain-Clik Wired Rain Sensor - REPLACEMENT		each	\$ 96.00		0.30	
Replace Disc Stack - existing rain sensor (for current Massey customers)		each	\$ 30.00		0.22	
<b>Solenoid Valves, Indexing Valves, Valve Boxes</b>						
Rebuild/Replace 1" Solenoid or Anti-Siphon Valve - SINGLE VALVE		each	\$161.00		1.23	
Replace 1" Solenoid Valve - IN MANIFOLD (must replace ALL valves)		per valve	\$190.00		1.04	
Add 1" Drip Zone Valve w/Filter & 40 psi Regulator + PLUS pipe, wire, box		each	\$225.00		1.02	
Rebuild/Replace 1 1/2" Solenoid Valve - SINGLE VALVE		each	\$270.00		1.25	
Replace Solenoid includes 2 Waterproof Splices		each	\$ 63.00		0.17	
Replace/New Waterproof Wire Splices - Per valve (pair of splices)		per valve	\$ 15.00		0.10	
Replace 6" Round Splice Box w/Lid - For replacement or splice ONLY		each	\$ 49.00		0.08	
Replace 12" Round Valve Box w/Lid - MAX 1 valve		each	\$ 60.00		0.08	
Replace 14" x 19" Valve Box w/Lid - MAX 3 valve or 1 drip valve w/filter		each	\$ 85.00		0.10	
Replace Jumbo Valve Box w/Lid - MAX 5 valves		each	\$102.00		0.12	
Replace K-Rain or Fimco 2, 3, or 4 port indexing valve		each	\$271.00		1.08	
Replace K-Rain or Fimco 5, 6, 7, or 8 port indexing valve		each	\$351.00		2.00	

RESIDENTIAL IRRIGATION SYSTEM ON-GOING SERVICE	
<b>The 21-Point Residential Irrigation System Checkup</b>	
1. Record water meter reading (if existing)	12. Identify valve & valve box condition issues
2. Measure water source pressure (if accessible)	13. Identify valve wire & splice issues
3. Observe mainline filtration (if existing)	14. Observe all zones in operation
4. Observe backflow/pump	15. Verify adequate sprinkler coverage
5. Inspect controller/relay enclosure	16. Identify sprinkler condition issues
6. Confirm time & day compliance	17. Realign sprinkler nozzles (as needed)
7. Adjust time of day for time changes	18. Adjust sprinkler arc (as needed)
8. Inspect controller programming	19. Clean sprinkler nozzles/screens (as needed)
9. Test controller battery (if equipped)	20. Identify leaks in piping/tubing (above ground)
10. Test rain sensor	21. Verify component inventory
11. Test operation of all zone valves	

Included with ALL Massey Residential Irrigation Services			
<ul style="list-style-type: none"> <li>• Written report of service</li> <li>• Written quotation of work required to correct conditions (for approval)</li> </ul>			

Number of Sprinklers in the System	Per Visit	Visits/Year <sup>2</sup>	Annual Price
Up to 30 sprinklers	\$ 85.00	4	
Up to 50 sprinklers	\$109.00	4	
Up to 75 sprinklers	\$133.00	4	
Up to 100 sprinklers	\$160.00	4	
Up to 125 sprinklers	\$187.00	4	
Up to 150 sprinklers	\$209.00	4	
Up to 175 sprinklers	\$236.00	4	
Each additional 25 sprinklers	\$ 31.00	4	
Filtration Service	\$ 60.00	per visit	
<b>Annual Residential Irrigation System Reoccurring Service Sub-Total</b>			
5% Pre-Pay Discount			
<b>TOTAL ANNUAL IRRIGATION SERVICE</b>			

**1 - Ongoing service requires an initial inspection and initial service/repair above and beyond the maintenance price to bring all components and conditions up to standard before the service agreement can take effect.**

Rebuild CAM & Internal for K-Rain or Fimco - ANY SIZE		each	\$106.00		0.43	
<b>Filtration</b>						
Netafim Super Disc Filter - 1" (up to 35 gpm) or 1 1/2" (36 to 52 gpm) w/2nd cartridge		each	\$400.00		0.55	
1" VuFlow Tee Filter (Max 25 gpm) w/cartridge - NOT FOR ORGANICS		each	\$200.00		0.48	
1 1/2" VuFlow Tee Filter (Max 50 gpm) w/cartridge - NOT FOR ORGANICS		each	\$292.00		0.55	
1" VuFlow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	\$ 40.00		0.10	
1 1/2" VuFlow Tee Filter Replacement Cartridge - CARTRIDGE ONLY		each	\$ 69.00		0.10	
Vuflow Tee Filter Sun Shield for existing filter - 1" or 1 1/2"		each	\$ 25.00		0.05	
<b>Controller, Sensor, Valve, and Filtration Repairs/Additions Sub-Total (from</b>					<b>Sub-Tot</b>	
<b>Sub-Total from Front Page</b>					<b>Sub-Tot</b>	
<b>TOTAL REPAIRS/ADDITIONS</b>					<b>Tot Hours</b>	
<b>Less: Existing Irrigation Service Customer</b>						
<b>TOTAL REPAIRS/ADDITIONS with</b>					<b>Actual Tot Hrs</b>	

2 - The first service will occur approximately 30 days after initial repair work to make any further adjustments and inspect all work completed during the initial repair.

<b>GRAND TOTAL</b>	
TOTAL REPAIRS/ADDITIONS with Discount	
TOTAL ANNUAL IRRIGATION SERVICE	
<b>GRAND TOTAL ALL SERVICES</b>	

Inspector

General Manager Approval