Chapter 14 - Heat

When the body is unable to cool itself through sweating, serious heat illness may occur. The most severe heat-induced illnesses are heat exhaustion and heat stroke. If left untreated, heat exhaustion could progress to heat stroke and possible death.

Below are the symptoms of heat exhaustion and heat stroke and what actions to take when these symptoms are present. These symptoms may occur to yourself or to someone you are with. You must know what to do when these symptoms present themselves to protect yourself from serious injury or to aid someone else in need.

Heat Exhaustion

The symptoms of heat exhaustion are:

- Headaches
- Dizziness or lightheadedness
- Weakness
- Mood changes such as irritability
- Confusion or the inability to think straight
- Upset stomach
- Vomiting
- Decreased or dark-colored urine
- Fainting or passing out
- Pale, clammy skin

What to do if you are experiencing the symptoms of heat exhaustion:

- Act immediately. If not treated, heat exhaustion may advance to heat stroke or death.
- Move to a cool, shaded area to rest. You should not be alone. If possible have someone stay with you. If symptoms include dizziness or lightheadedness, lay on your back and raise your legs 6 to 8 inches. If symptoms include nausea or upset stomach, lay on your side.
- Loosen and remove any heavy clothing.
- Drink cool water (about a cup every 15 minutes) unless you are sick to to the stomach.
- Cool your body by fanning and spraying with a cool mist of water or applying a wet cloth to your skin.
- Call 911 and seek emergency help if you do not feel better in a few minutes.`

Chapter 14 - Heat

Heat Stroke – A Medical Emergency

The symptoms of heat stroke are:

- Dry, pale skin with no sweating
- Hot, red skin that looks sunburned
- Mood changes such as irritability, confusion, or the inability to think straight
- Seizures or fits
- Unconsciousness with no response

What to do when symptoms of heat stroke are present:

- Call 911 for emergency help immediately.
- Move yourself or the victim to a cool, shaded area. Lay the victim on their back. Move any nearby objects away from the person if symptoms include seizures or fits. If symptoms include nausea or upset stomach, lay yourself or the victim on their side.
- Loosen and remove heavy clothing.
- Drink or have the person drink cool water (about a cup every 15 minutes) if they are alert enough to drink something, unless sick to the stomach.
- Cool the body by fanning and spraying with a cool mist of water or wiping the victim with a wet cloth or covering him or her with a wet sheet.
- Place ice packs under the armpits and groin area.

How to protect yourself and your coworkers:

- Learn the signs and symptoms of heat-induced illnesses and how to respond.
- Make sure your coworkers are trained about heat-induced illnesses.
- Whenever possible, do the heaviest work or work in areas of high heat (e.g. attics) during the coolest part of the day.
- In the beginning, if you are not used to working in high heat, build up tolerance to heat and the work activity slowly. This usually takes about 2 weeks.
- Drink plenty of cool water, about a cup every 15 to 20 minutes.
- Wear light, loose-fitting clothing.
- During exceptionally hot weather, take frequent, short breaks in cool shaded areas to allow the body to cool down.
- Avoid eating large meals before working in hot environments.
- Avoid alcohol or beverages with caffeine. These make the body lose water and increase the risk of heat illness.

Chapter 14 - Heat

Factors that put you at an increased risk:

- Taking certain medications. Check with your health-care provider or pharmacist to see if any medicines you are taking affect you when working in hot environments.
- Having a previous heat-induced illness.
- Wearing personal protective equipment such as a respirator or protective suit. This does not mean that you should not wear your PPE in hot environments, but you should be aware of heat illness symptoms and react quickly if symptoms present themselves.

Chapter 1 - Worker Safety and Health

The personal safety and health of each Massey Service's team member is of primary importance!

In the U.S., millions of workers will be injured or become ill on the job each year. Thousands will die. Motor vehicle deaths lead the way, then homicides, falls, and being struck by objects.

The Bureau of Labor Statistics reports that, on average, 6.1% of private sector employees suffer 5.7 million workplace injuries yearly. Almost 46% of those injuries required days away from work or restricted work activity. Businesses spend $170.9 billion a year on costs associated with occupational injuries and illnesses.

Persons 18-19 years old had the highest injury rates for men and woman, according to the National Institute for Occupational Safety and Health (NIOSH). Injury rates decreased with increasing age. Men under 25 years old had more than double the average injury rate than the average of all men as a group. Men 45 years or older had a significant lower rate.

Nearly all of these injuries, illnesses, and deaths can be ***prevented*** through:

- ✓ **Training**
- ✓ **Safety Programs**
- ✓ **Upgraded equipment maintenance**
- ✓ **Proper supervision**

Workplace injuries can have a critical impact on your *quality of life.* Your personal income can be affected. The lost income can create financial hardship and you may have to dip into your savings or borrow money. Injury can affect your family's well-being and create stress and conflict. Some family members may have to leave their jobs to care for the injured person or they may have to work more hours to compensate for the reduced household income. Mental health can be affected, especially for workers out of work for an extended period. There can be a sense of vulnerability, sadness, anger, humiliation, or stress.

When there is a workplace injury the affected worker suffers the most, but ***the business suffers as well!***

- ➢ There is lost production from the injured team member
- ➢ Other team members may have to work overtime to help make up the lost production
- ➢ There can be heavy costs for overtime or for hiring new workers to cover their routes
- ➢ Company morale suffers
- ➢ Management spends time on reports, paperwork, etc.

- Worker's compensation premiums increase
- There can be unhappy customers
- Massey Services may be fined or sued

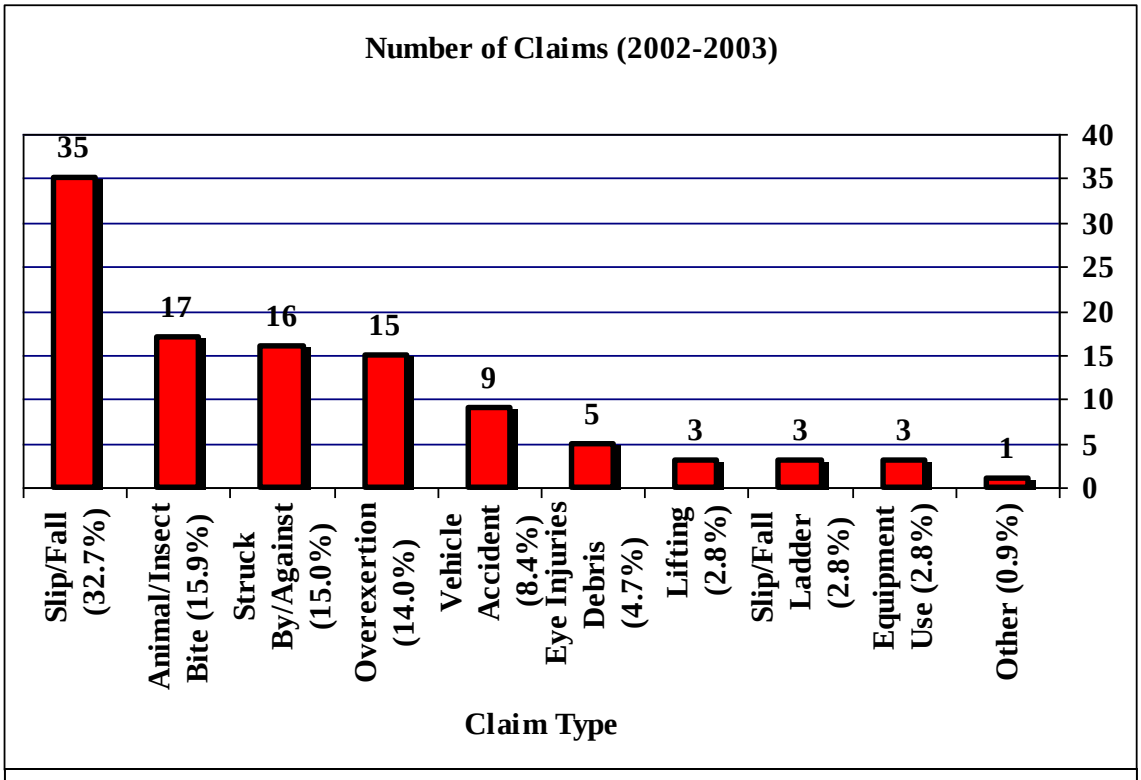
All these costs come right off the bottom line, out of the company profit!

The Impact of Good Safety Practices

- ✓ Reduced injury in the workplace
- ✓ Added value to your life and the business
- ✓ Team members are more satisfied and productive
- ✓ Promotes emotional, physiological, and behavioral health in employees
- ✓ Team members are less likely to change jobs
- ✓ Team members are more likely to produce a higher quality service
- ✓ Often speeds up a team member's return to work following an injury

Breakdown of Claims

The following chart shows the breakdown of the number of claims for a one year period (2002-2003) sorted by type of claim



- **Overexertion – can not determine an exact cause**
- **Struck By/Against – walking into something (i.e. walked into a tree, banged head on a piece of equipment, or something flies at them or hits them)**

Chapter 1 - Worker Safety and Health

The following are excerpts from actual claim reports:

- ‘Slipped on wooden floor and hit toe on baseboard’
- ‘When he slipped he put his hand in an ant pile to steady himself’
- ‘Hurt his wrist trying to catch himself when he fell into some bushes’
- ‘Got bit by a stray dog when returning to his truck’
- ‘Hurt his finger and shoulder when he fell off a ladder’
- ‘Strained his back replacing equipment in the back of his truck’
- ‘Laceration to head – cut his head on edge of a hose hanger’
- ‘Laceration on leg after he slipped and fell over a sea wall onto a barnacle’
- ‘Strained his knee when he slipped getting out of his van’
- ‘Got bit by a dog approaching a customer holding the dog’
- ‘Struck on top of his foot with spray gun’
- ‘Twisted his knee when he slipped on leaves’
- ‘Got debris in his eye while sweeping spider webs’
- ‘Cut his finger while cutting slits into a pail of ant bait’
- ‘Slipped on ice at a loading dock and twisted his foot’
- ‘While spraying for roaches, some product splashed into his eyes’
- ‘Broken wrist after ladder bent and he fell’
- ‘Hurt ankle when he fell off a ladder while turning around’
- ‘Neck pain after carrying a bag of fertilizer’
- ‘Twisted knee and back after stepping in a hole’
- ‘Lost footing and twisted ankle’

After reviewing the breakdown of claims, what do all of these reports have in common?

In almost every case, the accident was PREVENTABLE!

Active and aggressive attention to workplace safety can dramatically reduce injuries, improve morale, performance, and productivity!

In the following chapters, you will learn safety practices for all areas of our business. Always practice good safety habits. Help your fellow team members practice good safety habits and do not hesitate to inform your manager of an unsafe workplace situation. Remember, always think...

SAFETY FIRST!

August – Mosquito Bulletin

Thermacell LIV Platform: LIV 1.5 vs. 2.0

Last month, we discussed common mosquito-borne diseases and focused on our mosquito treatment programs. The residual treatment, consisting of a mixture of Fendona CS and NyGuard, along with the use of biological control devices, is included in all of our mosquito programs, including the Standard, Deluxe, and Premium packages.

The Deluxe Program includes the addition of Dynatrap technology. The Premium Program builds upon the Deluxe Program by adding Thermacell LIV in addition to the Dynatrap system, providing an enhanced level of mosquito protection and customer convenience.

We also offer the Thermacell LIV system as a stand-alone treatment option for customers who want to enjoy their backyard for several hours each day without being bothered by mosquitoes. This month's we will go over how the Thermacell program works and its benefits.

Preface:

Thermacell introduced LIV 2.0 in 2026 as the next generation of the LIV platform. While both LIV 1.5 and LIV 2.0 operate on the same core repellent technology, LIV 2.0 significantly increases coverage, flexibility, and functionality.

LIV 2.0 substantially expands protection capabilities, offering up to 3,140 square feet of coverage, support for up to 10 repellers per hub, enhanced installation flexibility, and protection against both mosquitoes and no-see-ums. These improvements make LIV 2.0 the preferred solution for larger residential properties and commercial outdoor environments.

Thermacell LIV 1.5 vs. LIV 2.0

Feature	LIV 1.5	LIV 2.0
Primary Target Pest	Mosquitoes	Mosquitoes + No-See-Ums and biting midges
Maximum Repellers per Hub	6	10
Maximum Coverage per Hub	Approximately 1,800 sq. ft.	Up to 3,140 sq. ft.
System Configuration	Linear daisy-chain design	More flexible branching layouts
Smart App Control	Yes	Yes
Refill Monitoring	Basic	Enhanced refill-level monitoring
Voice Assistant Support	Yes	Yes
Commercial Applicability	Limited	Residential and Commercial
Installation Flexibility	Moderate	High

Hub firmware update:

LIV 2.0 repellers are compatible only with the IS-HUB2F (Hub). If an installation is using an IS-HUB2, the hub firmware must be updated before any LIV 2.0 repellers can be connected. If the customer is using the online app, the firmware update will occur automatically. Otherwise, the update must be performed manually.

August – Mosquito Bulletin

Thermacell LIV Platform: LIV 1.5 vs. 2.0

Coverage by System Configuration

LIV 1.5 Coverage		LIV 2.0 Coverage	
Configuration	**Coverage**	**Configuration**	**Coverage**
3 Repellers	Approximately 940 sq. ft.	3 Repellers	Approximately 940 sq. ft.
4 Repellers	Approximately 1,260 sq. ft.	4 Repellers	Approximately 1,260 sq. ft.
6 Repellers	Approximately 1,800 sq. ft.	10 Repellers	Up to 3,140 sq. ft.

Mosquito Penetration

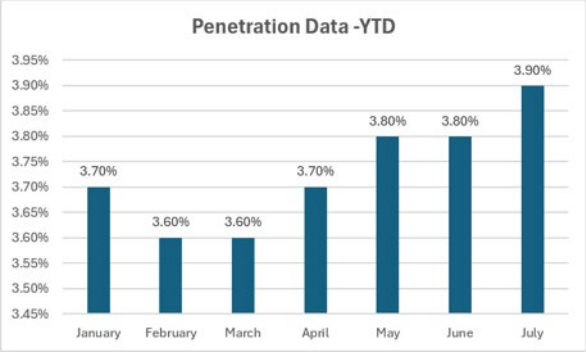
Are you inspecting for conducive conditions that could lead to mosquito breeding sites on your customers' properties? Are you identifying any active breeding sites during your inspections? Are customers mentioning mosquito activity when they are trying to enjoy their backyards?

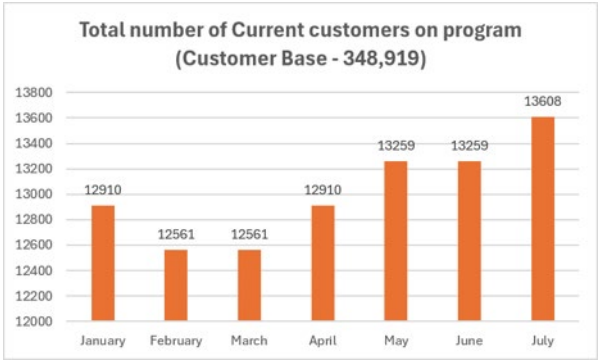
Are you offering mosquito services to your customers?

Our mosquito penetration data shows that only 3.6% to 3.9% of our regular pest customers currently have mosquito service. This represents a significant growth opportunity. Penetration increased by 0.1% in July compared to May and June data. Total number of our existing customers on our Mosquito programs is trending in the right direction after a dip in February compared to January, holding steady March. From February to July, we have added a total of 1,047 customers.

Please make it a priority to discuss mosquito services with every customer at the conclusion of each service visit. Just one mosquito sale per week can help you achieve your weekly sales goals.

There is no better opportunity to generate mosquito sales than from your existing Pest, Termite, and Greenup customers. These customers already know and trust Massey Services, making it easier to introduce additional services while increasing your overall productivity and revenue. Consistently presenting the benefits of mosquito control to your existing customer base can help improve service penetration and create additional value for both the customer and the company.





Multicolored Asian Lady Beetle, *Harmonia axyridis* Pallas (Insecta: Coleoptera: Coccinellidae)[1]

Russell F. Mizell III[2]

Introduction

The multicolored Asian lady beetle *Harmonia axyridis* Pallas was introduced from Asia both purposefully for classical biological control of arthropod pests and accidently into the United States many times during the twentieth century. It finally became established and quickly spread over the entire United States sometime in the late 1980s and early 1990s.

Distribution

By 1994, *Harmonia axyridis* had colonized the United States from Florida to Canada and from coast to coast.

Description

H. axyridis adults occur in several color patterns or "morphs" varying from solid orange, orange with black spots to red with black spots. They should not be mistaken for another introduced ladybird from Europe, the sevenspotted lady beetle, *Coccinella septempunctata* Linnaeus, that is often found feeding on the same insect hosts and plants.

Figure 1. Plain orange morph of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

Figure 2. Spotted orange morth of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

1. This document is EENY204, one of a series of the Entomology and Nematology Department, UF/IFAS Extension. Original publication date March 2001. Revised August 2009. Reviewed August 2015. Visit the EDIS website at http://edis.ifas.ufl.edu.

2. Russell F. Mizell III, professor, Entomology and Nematology Department, North Florida Research and Education Center; UF/IFAS Extension, Gainesville, FL 32611.

Figure 3. Spotted red morph of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

Figure 4. The sevenspotted lady beetle, *Coccinella septempunctata* Linnaeus.
Credits: Russell F. Mizell, University of Florida

Life Cycle

H. axyridis oviposit in or near prey infestations. The larvae are larger than most native ladybird larvae and are especially fond of crapemyrtle aphids, *Tinocallis kahawaluokalani* (Kirkaldy), found only on crape myrtle, *Lagerstroemia indica* L. Crapemyrtle aphids also originate from Southeast Asia, home of *H. axyridis*. Many native beneficials also feed on crapemyrtle aphids. It is suspected that *H. axyridis* may be responsible for reduction in the numbers of native beneficial insects including other ladybird species through cannibalism and by elimination of scarce prey. This supposition remains to be proven scientifically.

Use in Classical Biological Control

H. axyridis is a voracious predator of arthropod pests such as aphids, mites, thrips, scale, and Lepidoptera eggs. As a predator, it is beneficial for most of the year and has contributed to a decrease in pesticide use in a myriad of orchard and other crops. Both *H. axyridis* larvae and adults feed on pests and quickly build up to large numbers locally.

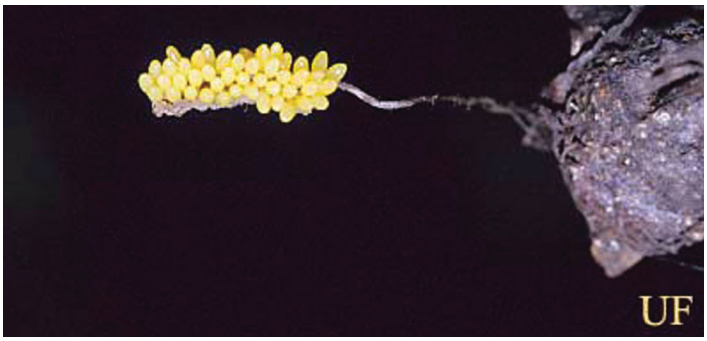


Figure 5. Eggs of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

Figure 6. Larva of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

Figure 7. Pupa of the multicolored Asian lady beetle, *Harmonia axyridis* Pallas.
Credits: Russell F. Mizell, University of Florida

Status as an Overwintering Pest

Unfortunately, like many of our native ladybird species, *H. axyridis* adults aggregate in high numbers to overwinter. In Japan, *H. axyridis* overwinter en masse in rocky outcrops on the sides of mountains and in other structures similar to the behavior of the convergent lady beetle [1 April 2013], Guérin- Méneville, in the U.S. However, unlike other ladybirds in the U.S., *H. axyridis* is attracted to light colored dwellings and other manmade objects, which it uses as overwintering sites. As a result of this behavior, *H. axyridis* enters dwellings it is attracted to through cracks, crevices

and other small openings around windows, doors and roofs.

Flight to overwintering quarters is triggered by the onset of cold weather and scarcity of prey, occurs at different times from year to year, and occurs progressively later from northern to southern latitudes: October in Michigan and November-January in north Florida. These mass migrations to overwintering sites proceed over a period of a few days in the north to a few weeks or more in the southern United States, again dependent on local weather. During the overwintering phenomena, the ladybirds respond to and aggregate in large numbers on dwellings, which usually are white, beige or tan, although occasionally darker colored buildings also are used. Usually these dwellings have walls facing in the general directions of south to west, which in the fall months due to the sun's lower azimuth are highly reflective of sunlight. These bright reflective surfaces shine intensely and are visible and attractive to the ladybirds from long distances. This is especially true for areas of the United States and Canada, which are hilly or mountainous, e.g., Tennessee and New York, where light colored dwellings in the mountains or higher elevations may be visible for miles.

As a result of this overwintering behavior, *H. axyridis* are a nuisance during and after the flight periods as they aggregate in the walls and other parts of dwellings. *H. axyridis* may enter houses in large numbers, 15,000 to 20,000 is not uncommon. Inside the walls, floors, attics, crawl spaces, etc., of dwellings, they crawl around looking for cool places to spend the winter. With large numbers of ladybirds, this annoying movement can be heard from inside the house. Moreover, the interior walls of the dwellings are often warmer than the ladybirds require for dormancy. Therefore, they continue to crawl around and often exit the dwelling walls into the interior over the course of the winter or in spring. Once in the warm interior, they fly around and land on walls, drapes, furniture, etc., causing much general annoyance to the human inhabitants. The ladybirds are of special consternation to inhabitants that are entomophobic (fear of insects). *H. axyridis* also produces a yellow viscous, foul-smelling defensive compound when it is disturbed that may soil whatever it contacts. Therefore, when people disturb them or try to remove them by sweeping, with vacuum cleaners or with other tools, the foul odor spoils the air and yellow spots on people, expensive furniture, and drapes result.

This phenomenon of large aggregations of overwintering *H. axyridis* is all too common now across the United States and Canada. The ladybirds often return to the same buildings year after year. In addition to the problem for affected homeowners, the situation is a black eye on classical biological control, which in most cases is a highly touted and effective alternative to the use of chemical pesticides.

Figure 8. Large number of multicolored Asian lady beetle, *Harmonia axyridis* Pallas, collected from a building.
Credits: Ronald F. Billings, Texas Forest Service, www.forestryimages.org

Management

Recommendations for protecting buildings from overwintering *H. axyridis* have not been fully developed. All buildings infested by these ladybirds should have any cracks, crevices, or holes in the exterior walls and especially around windows and doors sealed or caulked to prevent entry. The ladybirds often enter attics and can accumulate in large numbers in these spaces over the years. Once the ladybirds are inside a building there are several options for removal. The best option is to purchase a black light trap and use it in rooms where ladybirds are observed as soon as they are seen. The light traps when operated at night are very effective.

Use of a vacuum cleaner or other cleaning tools that handle the beetles roughly, while effective, will result in production of the defensive compound by the ladybirds with its unwanted side effects as previously described. Despite their overwintering behavior, *H. axyridis* are very valuable as natural enemies of many insect pests and should be tolerated and conserved when possible.

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[excerpts from UF EDIS Collembola]

Springtails : Collembola

Photo by J. Castner UF

Springtails are minute insects without wings. They occur in moist soil and can be found in homes with high humidity, organic debris, or mold. Homeowners sometimes discover these insects in large numbers in swimming pools, potted plants, or in moist soil and mulch. They feed on decaying, damp vegetation causing organic material and other nutrients to return to the soil which are later used by plants. Occasionally, springtails attack young seedlings and may damage the roots and stems.

Biology and Description

The Order Collembola has two suborders easily distinguished by their body shape. One appears linear (while the other appears globular). These suborders are further divided into families which contain the separate species. Only seven families include the 650 species in North America. Worldwide, 3600 species have been discovered. Springtails range in length from 0.25 to 6 millimeters, but are normally about 1 millimeter long. Colors range from white to yellow, gray, or blue-gray. Attached to the tip of the abdomen is a forked appendage resembling a lever and called the furcula. At rest, a clasp, called the tenaculum, holds the furcula to the abdomen. When disturbed, the clasp releases the furcula, which strikes the ground, causing the insect to spring into the air. They are capable of springing up to about 4 inches, into the air. The name "springtail" originated from this action. Breeding can be year round. Time from egg to adult may take from five to 11 weeks. Springtails have no metamorphosis. Adults are wingless, and the only difference between them and the immature nymphs is body size. Both adults and nymphs live and feed in the same habitat.

Problems

Springtails are pests due to their large numbers. They do not bite nor transmit diseases. They can easily climb the sides of houses and are attracted to lights. They can also be brought into homes in the soil of potted plants. Overwatering encourages springtail propagation.

Bob Belmont
Residential Pest Technical and Training Director

Technical and Training Department
January 2008

Weekly Training Topic Springtails

[excerpts from UF EDIS Collembola]

Homeowners may first encounter springtails inside the home. The insects invade buildings in times of dry weather or heavy rains. They may also breed indoors with high levels of humidity that occur near leaks and cracks to the exterior. Because of their attraction to lights, they may enter homes lured by light shining through cracks under doors and windows.

Springtail populations have also been found floating in swimming pools. Normally, they live in surrounding soil and mulch and accidentally spring into the pool while in search of food. Leaving the pool lights on at night may also attract them to the pool.

Some species of springtails may damage plants by chewing on the roots and stems of healthy seedlings. The plants attacked normally are found in overly wet and acidic soil. The seedlings may appear wilted and, if too young, may die. Damage occurs as minute, rounded pits on young roots.

Control

Indoors

Springtails cause no problems inside the house. They are so small that they can't really be removed with a dustpan and broom. Sometimes, springtails are brought into the house on potted plants. Check plants for springtail activity before bringing them into the house. If springtails are active, let the soil dry outside for several days before bringing the plant indoors. Do not overwater plants inside the house.

Sometimes, springtails enter the house through small cracks and crevices, under doors, or through windows. Seal cracks and crevices with caulk. Weather strip around doors and windows. This will not only seal access of springtails from the outside but will also keep humidity and moisture out of the house. This all will help control springtails.

Insecticides can be applied for control of springtails. They can be applied as crack and crevice or spot treatments to infested areas where springtails occur in the house. Read and follow all label directions to assure that the pest and location of application are on the label. Keep children and pets off sprayed areas until dry.

Outdoors

A large indoor population of springtails may be an indication that large numbers are surrounding the structure. Removal of breeding sites will aid in control. Compost piles and decaying vegetation should be removed from areas close to the house. Mulch should only be 2-4 inches deep so it remains dry most of the time. Do not overwater mulched landscape plants and let the soil dry between watering plants.

Bob Belmont
Residential Pest Technical and Training Director
Technical and Training Department
January 2008

Weekly Training Topic Springtails

[excerpts from UF EDIS Collembola]

If springtails enter swimming pools, they will drown because they cannot tolerate chlorinated water for long. Management can also be achieved by preventing the soil from becoming overly moist and reducing the soil acidity by liming. Natural enemies, such as naturally occurring predaceous mites, may also help control springtails without the application of pesticides. Mix 1.5 oz Lemon Joy dishwashing liquid per full 3-gallon backpack of residual material and apply over soil or mulch where springtails occur. Contacted springtails will be forced out rapidly to die over the soapy solution.

Treatments can be made as either barrier treatments to prevent springtails from entering the house or as broadcast treatments to control springtails in infested areas of the landscape. Barrier treatments are usually applied to the walls and soil immediately surrounding the house. It is typical to make barrier applications 3 feet up the wall and 6 feet out, depending on the label. Additionally, treatments should concentrate on steps and damp areas. It may also be necessary to treat mulched flowerbeds and the base of shrubbery. Broadcast treatments may also be applied to infested areas of the landscape. Proper scheduling of applications may increase the efficiency of control. Applications should be made in the afternoon or early evening because springtails will be most active then. Because of the moist conditions and high organic matter in areas of treatment, it is usually necessary to apply treatments at regular intervals to maintain control. Be sure to read and follow all directions on the label. When infestations persist it may be necessary to rake away all leaf litter in the garden areas prior to treatment or rake mulched areas back and forth while treating to allow deeper coverage.

Bob Belmont
Residential Pest Technical and Training Director

Technical and Training Department
January 2008

Weekly Training Topic — Springtails

[excerpts from UF EDIS Collembola]

Name:_____ Date:_____

Pre/Post Test

1. Springtails feed on :
    a) Mulch
    b) Turf
    c) Decaying vegetation and seedlings
    d) Tiny soil-dwelling insects

2. Springtails jump by means of an apparatus on their abdomens called the:
    a) Fibula
    b) Funicle
    c) Furcula
    d) Rostrum

3. Springtails are pests because:
    a) They bite
    b) They have a foul odor
    c) They can enter in large numbers
    d) They often infest food in the pantry
    e) All of the above

4. Indoor prevention for springtails includes:
    a) baiting wall voids, cracks and crevices
    b) residual application of Tempo Ultra WP
    c) raking mulch in outside garden areas
    d) making sure gaps under entryways are well sealed

5. Outdoor prevention of springtails includes:
    a) changing light bulbs to the amber “bug” bulbs
    b) raking and applying residual materials within and below mulch
    c) drying out bedded areas near the home
    d) using some Lemon Joy with a residual liquid on heavy outside populations
    e) all of the above
    f) none of the above

Bob Belmont
Residential Pest Technical and Training Director

Technical and Training Department
January 2008

[excerpts from UF EDIS Collembola]

Answers: 1- c 2- c 3- c 4- d 5- e

Bob Belmont
Residential Pest Technical and Training Director

Technical and Training Department
January 2008

FL/LA

WEEKLY TRAINING SESSION

September Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

Length of lesson: Approx 1 Hour and 30 minutes.

Materials needed:

- Training Guideline
- September 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\September
- **8 pounds** of 12-0-14 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and Post-tests.

Training Guidelines:

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test
- Distribute and review the training materials on September 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 **8** pounds of 12-0-14 to the shrub bed area so they get an idea of how much fertilizer is being applied to all new and 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.

FL/LA

WEEKLY TRAINING SESSION

September Application Procedures

Name _____ Date _____

PRE & POST TEST

1. The fertilizer applied to all new St. Augustine grass customers is.
    a. TerraCentrle at 0.09 ounces plus 0-0-1 at 18 ounces per 1000 sq. ft.
    b. 4 pounds of 20-0-6+Pendimethalin
    c. 0-0-1 at 18 ounces per 1000 sq. ft.
    d. A or C are true depending on the geographic area and nitrogen backout ordinances.

2. T or F Imidacloprid and Bifenthrin are used as liquid broadcast insecticide applications for all new and regular St. Augustine grass customers.

3. T or F Doveweed in a St. Augustine lawn is treated with 3 ounces of Auguzine added to 2 ounces of SBM2 per 1000 sq. ft.

4. The fertilizer applied to Zoysia starts is
    a. 14-0-14 Straight at 4 pounds per 1000 sq. ft.
    b. 14-2-14 Straight at 4 pounds per 1000 sq. ft.
    c. 0-0-1 at 18 ounces per 1000 sq. ft.
    d. Any of the above are true depending on the geographic area and nitrogen backout ordinances.

5. T or F SBM2 can be mixed with Sedge Hammer.
6. T or F When nitrogen blackout ordinances are not in affect, 8-0-12 is applied to small palms and sagos when performing a shrub fertilization service.

7. Annual aerations are fertilized with?
    a. 0-0-20 at 4 pounds per 1000 sq. ft.
    b. Granular Sulfur at 4 pounds per 1000 sq. ft.
    c. Either 0-0-3 or Granular Sulfur (depending on the soil pH).
    d. None of the above.

8. Doveweed in Bermuda and Zoysia grass is treated with

    a. Drive XLR8 plus MSO
    b. Celsius plus Dismiss South
    c. Change Up
    d. SBM2 plus Auguzine

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 monthly lawn care protocol for the month in which the regular service is performed.

FL/LA

WEEKLY TRAINING SESSION

September Application Procedures

PRE & POST TEST ANSWER KEY

1. The fertilizer applied to all new St. Augustinegrass customers is
   a. TerraCentrle at 0.09 ounces plus 0-0-1 at 18 ounces per 1000 sq. ft.
   b. 4 pounds of 20-0-6+Pendimethalin
   c. 0-0-1 at 18 ounces per 1000 sq. ft.
   d. A or C are true depending on the geographic area and nitrogen backout ordinances.

2. T or F Imidacloprid and Bifenthrin are used as liquid broadcast insecticide applications for all new and regular St. Augustine grass customers.
3. T or F Doveweed in a St. Augustine lawn is treated with 3 ounces of Auguzine added to 2 ounces of SBM2 per 1000 sq. ft.

4. The fertilizer applied to Zoysia starts is
   a. 14-0-14 Straight at 4 pounds per 1000 sq. ft.
   b. 14-2-14 Straight at 4 pounds per 1000 sq. ft.
   c. 0-0-1 at 18 ounces per 1000 sq. ft.
   d. Any of the above are true depending on the geographic area and nitrogen backout ordinances.

5. T or F SBM2 can be mixed with Sedge Hammer.
6. T or F When nitrogen blackout ordinances are not in affect, 8-0-12 is applied to small palms and sagos when performing a shrub fertilization service.

7. Annual aerations are fertilized with
   a. 0-0-20 at 4 pounds per 1000 sq. ft.
   b. Granular Sulfur at 4 pounds per 1000 sq. ft.
   c. Either 0-0-3 or Granular Sulfur (depending on the soil pH).
   d. None of the above.

8. Doveweed in Bermuda and Zoysia grass is treated with
   a. Drive XLR8 plus MSO.
   b. Celsius plus Dismiss South
   c. Change Up
   d. SBM2 plus Auguzine
9. T or F Every shrub on the property should be sprayed with the I&D Slurry.
   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.

FL/LA

GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

SEPTEMBER 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 Service Centers except Alachua County)
      Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, **0.33** ounces of NIS 80/20, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

   b. New and Regular Customers (Alachua County)
      Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, **0.33** ounces of NIS 80/20, **0.09** ounces of TerraCentrle, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

If chinch bugs are found at the time of a tree/shrub service, request, or proactive visit, spot treat them with **2** ounces of Arena spot treat slurry and **0.33** ounces of NIS 80/20 per 1000 sq ft, using the backpack sprayer using the 8020E spray tip.

All broadleaf weeds in St. Augustine lawns must be spot treated with the SBM2 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 SBM2 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 SBM2 to touch the concentrate Auguzine or the two materials will coagulate. This combination will control Doveweed. Do not use on Bahia grass! This will **KILL** Bahia.

2. Zoysia
   a. New and Regular Customers (All Service Centers except Alachua and Orange County)
      Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

   b. New and Regular Customers (Orange County)
      Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, **0.09** ounces of TerraCentrle, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

   c. New and Regular Customers (Alachua County)
      Apply **5** pounds of 0-0-3 per 1000 sq. ft.

3. Bermuda
   a. New and Regular Customers (All Service Centers except Orange and Hernando Counties)
      Apply **5** pounds of 0-0-3 per 1000 sq. ft.

   b. New and Regular Customers (Hernando County)
      Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

c. New and Regular Customers (Orange County)
Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, **0.09** ounces of TerraCentrle, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

All broadleaf, sedge and grassy weeds in Zoysia or Bermudagrass must be treated with Celsius at **0.11** ounces and Dismiss South at **0.28** ounces per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip. This mixture does a great job on each of the 3 classifications of weeds including Doveweed. Do not mix this in a slurry. Celsius is not stable in a slurry. Do not use on St. Augustine, Bahia or Seashore Paspalum grass; severe injury or death will occur. Use a separate backpack dedicated for this use.

4. Centipede

a. New Customers (All Service Centers)
Apply **5** pounds of 0-0-3 + Atrazine per 1000 sq. ft.

b. Regular Customers (All Service Centers)
Apply **18** ounces of 0-0-1, **1** ounce of Bifenthrin, **0.32** ounces of PBO-8, and **0.6** ounces of Imidacloprid per 1000 sq. ft.

Broadleaf weeds in **Centipede** are spot treated with **0.75** ounce of Change Up Herbicide per gallon of water, using the backpack sprayer and the 11010-spray tip.

Grassy weeds in **Centipede** are spot treated with **2** ounces of Sethoxydim (Segment) per gallon of water, using the backpack sprayer and the 11010-spray tip.

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.

5. Bahia

a. New and Regular Customers (All Service Centers except Alachua County)
Apply **5** pounds of 0-0-3 Straight per 1000 sq. ft.

Broadleaf weeds in **Bahia** are spot treated with **0.9** ounce of Change Up Herbicide per gallon of water, using the backpack sprayer and the 11010-spray tip.
Do not use Change Up or Sethoxydim on St. Augustine or Seashore Paspalum grass; severe injury or death will occur. Use a separate backpack dedicated for their use.

6. Annual and New Aeration

a. Apply 0-0-3 (Straight) at **5** pounds per 1000 sq. ft. or Granular Sulfur (depending on the soil pH) at **4** pounds 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 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.

GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

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.

Inspect all lawns very carefully for Chinch bug activity. Good inspections, perfect preventive treatment and proper proactive treatment must be done. Perform proactive inspections for any chinch bug problem 7 to 10 days after treatment to ensure they are dead. If there is no further activity, do not do any additional treatment.

Inspect all lawns very carefully for mole cricket activity. Mole crickets will reach a size in September where they can do massive damage. Look for loose soil and tunnels about the size of your finger. If mole crickets are a problem, apply Advion Insect Granular Bait at **1.15** pounds per 1000 sq. ft. using a handheld spreader. When possible, the soil should be moist before treatment and the bait should be applied at the **end of the day**. Rain or irrigation after treatment is **NOT** beneficial and may reduce effectiveness. Follow-up in one week to ensure control has been achieved.

Lawns with a known history of large patch fungus should be identified and treated proactively with Pillar SC at **1** ounce or Pillar G at **3** pounds per 1000 sq. ft. Prevention now will save control measures later in the fall.

If **Tuttle Mealy bugs** are found in zoysia at the time of new or regular service, spot treat them with Permethrin SFR (Tengard SFR) at **0.8** ounces per 1000 sq. ft. with the backpack sprayer using the 8010E spray tip.

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 or use the weed injector using the Sedge Hammer injector slurry. Treat all sedges. 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 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.**

Shrub Service

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

a. New and Regular Customers (All Service Centers)
   Apply at **6** pounds of 0-0-3 per 1000 sq. ft. Keep this material off concrete surfaces.
   Perform insect and disease treatment as prescribed below.

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

b. New and Regular Customers (All Service Centers)
Use **2** ounces of our Insect and Disease Slurry with Armada per 10 gallons of water.

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!! **Treat all Crape Myrtles to prevent aphids**. Treat the lower trunk (4 feet high and down) and drench all crape myrtles. If the height does not exceed 10 feet, treat the foliage as well.

Specimen Palm Quarterly Injection Service

Nutritional treatment is performed in September, October, or November using Palm-jet. **Mix one part Palm-jet to 3 parts water** and inject at label rates.
If insects or disease is a concern for a new customer, either Phospho-jet, Ima-jet, or Ace-jet may also be performed at the time of initial service. **Do not** mix Palm-jet in the same container with any of the afore mentioned products, it will coagulate/crystalize. See GreenUP Protocol – Specimen Palm Quarterly Injection Service for complete details.

Do a quality job on every application. Do thorough inspections and perfect applications for MOLE CRICKETS, CHINCH BUGS, and SOD WEBWORMS. 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. All of the above will keep our customers happy to prevent service calls, cancellations, and claims.

FL/LA

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – September 2026 Landscape Applications

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

New and Regular Lawn Care Services – Varying Grass Types, Liquid Applications			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Liquid Broadcast application of micro-nutrients and TerraCentrle. 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 beneficial microbes, 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. Soil health will also improve over the next 30 days.	"This application will help enhance and maintain good color and growth. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Liquid Broadcast application for the prevention and control of lawn damaging insects.	All St. Augustine grass properties are treated for the prevention and control of lawn damaging insects such as chinch bugs, lawn caterpillars, grubs and mole crickets.	The primary purpose of this application is to prevent lawn damaging insects from becoming a problem. If chinch bugs are present at the time of treatment, they will stop feeding immediately after treatment and control will be achieved over a 10-to-14-day period.	"Your lawn was treated to prevent lawn damaging insects such as chinch bugs, mole crickets and grubs. Preventative treatments are beneficial because they keep the populations of lawn damaging insects low and reduce the need for reactive treatments and lawn damage."
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. Effects 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 number 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 or regular lawn care treatment in September via the printed Service Report in all Service Centers: "Today, I provided a liquid broadcast application of micro-nutrients and insect control materials to enhance and maintain the color and growth of your lawn and to prevent lawn damaging insects from becoming a problem. I also inspected and treated any existing 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 – September 2026 Landscape Applications

New and Regular Lawn Care Services – Varying Grass Types, Granular applications			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Dry fertilizer application (with pre-emergence weed control).	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 color and growth of the lawn should improve in about 10 to 14 days.	"This fertilizer application will provide an improvement in the growth and color of the lawn. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Pre-Emergent Weed Control	For the prevention of annual weeds, which typically emerge later in the fall.	A reduction in annual weeds later in the fall.	"Your lawn was treated to prevent annual weeds, which typically emerge in the fall. This treatment will need to be watered in lightly."
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. Noticeable effects to the weeds will take about 5 to 7 days. Control is achieved within 3 to 4 weeks.	"The weed control materials applied will greatly reduce the number 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 September 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 annual 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 – September 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.	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. Please irrigate with ¼ inch of water if there is no rain within 24 hrs." "The application of granular sulfur will lower the soil pH to enhance the availability of soil nutrients. Please irrigate with ¼ inch of water if there

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 – September 2026 Landscape Applications

Shrub Care Customers

What We Use	Benefit of the	What To Expect	What to Tell the Customer
Broadcast application of dry fertilizer (New and Regular Customers in All Service Centers Customers except Nitrogen Blackout Areas)	This application will provide a good amount of potassium, organic material, and minor elements to help achieve healthy color and growth	The growth and color of the shrubs should improve in 10 to 14 days.	"This fertilizer application will help enhance the color and growth of your shrubs. Please irrigate with ¼ inch of water if there is no rain within 24 hrs.
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."

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 September 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."

What We Do and What to Expect – September 2026 Landscape Applications

Primary Landscape Issues in September

The fertilizer we are applying for regular service in most grass types is the 0-0-1, which contains Humic acid, seaweed extract, magnesium, and chelated iron and manganese. The Humic acid and seaweed extract is proven to enhance rooting. Chelated sources of iron and manganese protect the iron and manganese from becoming insoluble to keep it available to the plant. 33-0-16 is also used for St. Augustine and zoysia grass in non-nitrogen blackout areas with soluble nitrogen at a rate of 0.33 pounds per 1000 sq. ft. Preventative applications for chinch bugs and other lawn damaging insects continue for all new and regular customers with St. Augustine grass.

The primary insect threat we have is chinch bug damage in St. Augustine turf. Our regular service applications are very important to keep the chinch bug populations from getting to levels that will cause turf damage. If the chinch bugs are not controlled at this time, we could have extensive damage and a more difficult time controlling them for the rest of the year. Treatments must be perfect. If activity is found, a pro-active inspection must be set for 7 to 10 days after treatment to ensure the chinch bugs are dead.

Mole crickets are larger and **very** active at this time. Mole cricket activity can be found by feeling for spongy soil by walking on the back of your heels and checking for the tunnels with your fingers.

Tuttle Mealy Bug activity may start to become a problem in zoysia grass at this time of year. Be on the lookout for areas that resemble drought damage/stress. Purpling and reddling leaf tissue is an indicator, as well as the white cottony material withing the leaf sheaths, along with sooty mold. Proper treatment is critical for control. Be mindful that the leaves do not green back up once discolored but will be removed with proper mowing and replaced with healthy new growth once we control the pest.

Sod webworms and other lawn caterpillars are active in many of our service areas. Sod webworms and other lawn caterpillars chew the leaves of the grass and can cause extensive damage in a very short period. Fortunately, the damage is superficial and recovers quickly. Lawn Specialists and Inspectors can look for irregular shaped areas of chewed turf. Part the grass on the edge the damage area and look for bright green fecal pellets and caterpillars resting in the thatch.

Crabgrass and Bermudagrass are growing actively. The Lawn Specialists and Sales Inspectors will need to inform customers of large areas of grassy weeds that need to be renovated. Good communication on this issue is very important. This is especially important for new customers. Do not use any product containing Glufosinate (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.

Large patch fungus may become a problem toward the end of 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. Customers who have had a severe problem with large patch fungus in prior years should be treated proactively for large patch in either September or October with their regular serviced by treating the lawn proactively with Pillar SC or Pillar G.

What We Do and What to Expect – September 2026 Landscape Applications

Summer annual weeds will be problematic in areas that have declined for any reason. Doveweed could become a problem in high moisture areas. Doveweed can be difficult to control and may need special treatment. Investigate and address the reasons for the broadleaf weed problems.

In the very southern markets, SCMV/LVN may be active. There is no treatment or cure for SCMV/LVN, and we need to document the virus when it is encountered on our visits and communicate with our customers about its presence. Remember that SCMV/LVN is most efficiently transmitted by mechanical means. Lawn mowers, line trimmers, and other equipment can transfer clippings and sap containing the virus from lawn to lawn. Areas of infected turf will have a brownish rust colored hue in irregular patches. Upon closer inspection the mosaic pattern of tissue damage will be observed on the leaves.

The need for supplemental irrigation will be high unless afternoon thunderstorms occur. Hot dry weather increases the plant's demand for moisture. In the absence of rain, watering twice a week is typically not sufficient to prevent localized dry spots and potentially damage from drought stress. At a minimum, spot watering of localized dry areas will 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 are a big problem at this time of the year. 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.

September is a great time of year for Landscape, renovation, and irrigation Sales. Opportunity is everywhere. Our customers and potential customers need our help and expertise. Take advantage of the opportunity! Help people have the landscape they always wanted, have fun doing it and make a lot of money. This is a win-win for everyone. So…SELL, SELL, SELL and SERVICE, SERVICE, SERVICE!

GA

WEEKLY TRAINING SESSION

September Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

Length of lesson: Approx 1 Hour and 30 minutes.

Materials needed:

- Training Guideline
- September 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\September
- **6 pounds** of 12-2-14 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and Post- tests.

Training Guidelines:

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test.
- Distribute and review the training materials on September 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.

GA

WEEKLY TRAINING SESSION

September Application Procedures

Name _____ Date _____

PRE & POST TEST

1. The broadcast materials applied to Bermuda or Zoysia new or regular monthly lawn care services are.
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 20-0-6 plus Barricade at 4 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Avalon per 1000 sq. ft.
   d. Urea at 1 pound, Ferromec AC at 3 ounces, and Spectical Flo at 0.0689 ounces per 1000 sq. ft.

2. T or F Shrub care service is also provided to new Monthly Landscape services.
3. T or F Shrub care service is provided to regular Monthly Landscape services with Warm Season Turf.

4. The fertilizer applied to New and Regular Monthly Landscape Customers with Tall Fescue is the
   a. Limelight Pro Cal Lime at 5 pounds per 1000 sq. ft.
   b. Limelight Pro Cal Lime at 4 pounds per 1000 sq. ft.
   c. Granular Iron at 3 pounds per 1000 sq. ft.
   d. Granular Iron at 4 pounds per 1000 sq. ft.

5. T or F Shrub care is the service performed for regular Monthly Landscape Customers with Cool Season Turf.

6. T or F Sedge must be treated in Tall Fescue with ProSedge Slurry.
7. T or F Annual aerations are fertilized with Limelight ProCal or 0-0-3 at 5 pounds per 1000 sq. ft.
8. T or F Crabgrass must be treated in Tall Fescue with Drive XLR8 plus Methylated Seed Oil.

9. Broadleaf, Sedge, and Grassy weeds are treated in Bermuda and Zoysia with
   a. Speed Zone at 1 ounce per 1000 sq. ft.
   b. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces per 1000 sq. ft.
   c. Drive XLR8 at 1.33 ounces, Methylated Seed Oil at 0.5 ounces, ProSedge at 0.9 grams and 1 ounce of Speed Zone per 1000 sq. ft.
   d. Tribute Total at 0.7 ounces per 1000 sq. ft.

10. T or F Every shrub on the property should be sprayed with the I&D Slurry.

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

GA

WEEKLY TRAINING SESSION

September Application Procedures

PRE & POST TEST ANSWER KEY

1. The broadcast materials applied to Bermuda or Zoysia new or regular monthly lawn care services are
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 20-0-6 plus Barricade at 4 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Avalon per 1000 sq. ft.
   d. Urea at 1 pound, Ferromec AC at 3 ounces, and Spectical Flo at 0.0689 ounces per 1000 sq. ft.

2. T or F Shrub care service is also provided to new Monthly Landscape services.
3. T or F Shrub care service is provided to regular Monthly Landscape services with Warm Season Turf.

4. The fertilizer applied to New and Regular Monthly Landscape Customers with Tall Fescue is the
   a. Limelight Pro Cal Lime at 5 pounds per 1000 sq. ft.
   b. Limelight Pro Cal Lime at 4 pounds per 1000 sq. ft.
   c. Granular Iron at 3 pounds per 1000 sq. ft.
   d. Granular Iron at 4 pounds per 1000 sq. ft.

5. T or F Shrub care is the service performed for regular Monthly Landscape Customers with Cool Season Turf.

6. T or F Sedge must be treated in Tall Fescue with ProSedge Slurry.
7. T or F Annual aerations are fertilized with Limelight Pro Cal or 0-0-3 at 5 pounds per 1000 sq. ft.
8. T or F Crabgrass must be treated in Tall Fescue with Drive XLR8 plus Methylated Seed Oil.

9. Broadleaf, Sedge, and Grassy weeds are treated in Bermuda and Zoysia with
   a. Speed Zone at 1 ounce per 1000 sq. ft.
   b. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces per 1000 sq. ft.
   c. Drive XLR8 at 1.33 ounces, Methylated Seed Oil at 0.5 ounces, ProSedge at 0.9 grams and 1 ounce of Speed Zone per 1000 sq. ft.
   d. Tribute Total at 0.7 ounces per 1000 sq. ft.

10. T or F Every shrub on the property should be sprayed with the I&D Slurry.

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

GA

GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

Monthly Landscape Accounts

1. Warm Season Grasses
    a. New and Regular Customers
    Apply **4** pounds of 20-0-6 **Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

2. Cool Season Grasses – New Customers
    a. Apply **5** pounds of Limelight ProCal lime per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.

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

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

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

The list above may be expanded as needed.

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

Drench all Crape Myrtles to prevent aphids. Spray the lower trunk area and drench the ground below. Spraying the foliage of Crape Myrtles will not be necessary when this is done regularly.

GA

GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

Every Other Month Lawn Care Accounts

1. Warm Season Grasses
   a. New Customers
      Apply **1** pound of 46-0-0 Urea, **3** ounces of Ferromec AC, per 1000 sq. ft.
      Be very careful of staining with this mixture!

   b. Regular Customers
      Apply **4** pounds of 20-0-6 **Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

2. Cool Season Turf
   b. New and Regular Customers
      Apply **5** pounds of Limelight ProCal lime per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.

All broadleaf, sedge and grassy weeds in **Warm Season Turf** must be treated with Celsius at **0.11** ounces and Dismiss South at **0.28** ounces per gallon of water per 1000 sq. ft. from the backpack sprayer and the 11010-spray tip. **DO NOT USE ON COOL SEASON TURF**.

All broadleaf and grassy weeds in **Cool Season Turf** must be spot treated with Speed Zone at **1** ounce, Drive XLR8 at **1.32** ounces, and Methylated Seed Oil at **0.5** ounces per gallon of water to cover 1000 sq. ft. using the backpack sprayer and the 11010-spray tip.

Sedge must be treated in Cool Season Turf with Prosedge/Sedgehammer **slurry** at **2** oz. per gallon of water using the backpack sprayer and the 11010-spray tip. A proactive treatment may be needed in 30 days to ensure control.

Annual and New Aeration

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

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

GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

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.

Inspect all landscapes very carefully for insect and disease activity. Good inspections, proper treatment and proper proactive treatment 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 – September 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."

Warm Season Turf – New and Regular Monthly Landscape Customers			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Liquid Broadcast application of micro-nutrients.	This application will provide a substantial amount of micro-nutrients to provide good color without stimulating growth.	An improvement in the color of the lawn will be achieved in about 7 to 10 days.	"This application will provide good color without stimulating excessive growth. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Pre-Emergence Weed Control	Pre-emergence herbicides applied at this time of year will prevent the emergence of cool season annual weeds.	A reduction in the emergence of winter annual broadleaf and grassy weeds.	"Our pre-emergence weed control application will help prevent winter annual broadleaf and grassy weeds."
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."
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. Effects 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 number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

Warm Season Turf – New EOM Lawncare Customers			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Dry fertilizer application (with pre-emergence weed control for new EOM customers).	This application will provide a substantial amount of nitrogen, potassium and minor elements. 65% of the nitrogen will be released slowly while the other 35% can be used right away.	The color and growth of the lawn should improve in about 10 to 14 days.	"This fertilizer application will provide an improvement in the growth and color of the lawn. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Pre-Emergent Weed Control (new EOM customers)	For the prevention of annual weeds, which typically emerge later in the fall.	A reduction in annual weeds later in the fall.	"Your lawn was treated to prevent annual weeds, which typically emerge in the fall. This treatment will need to be watered in lightly."
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. Noticeable effects to the weeds will take about 5 to 7 days. Control is achieved within 3 to 4 weeks.	"The weed control materials applied will greatly reduce the number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

What We Do and What to Expect – September 2026 Landscape Applications

Cool Season Turf – New Monthly Landscape and New and Regular Every Other Month Customers			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Cool Season Turf Granular application of high efficiency lime.	This application will reduce the soil pH and provide calcium and magnesium for better utilization of nitrogen applied later in the year.	Visual results will be limited, but a slight greening response could be seen.	"This application will reduce the soil pH and provide calcium and magnesium for better utilization of nitrogen applied later in the year. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
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 number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."
Inspection for lawn damaging insects and diseases	Lawn damaging insects and diseases can be devastating to turf. Frequent inspection and treatment as needed is crucial in the prevention of turf damage.	Lawn damaging insects and diseases are treated on an as needed basis.	"Your lawn was inspected for lawn damaging insects and diseases. Any problems found are treated on an as needed basis."

Shrub Care – New Monthly Landscape Customers and Regular Monthly Landscape Customers with Cool Season Turf			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Shrub Care Service - Broadcast application of dry fertilizer (New Customers)	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. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Shrub foliage application of liquid insect and disease control materials.	The insect and disease control materials provide both contact and system control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf spots will be suppressed. Keep in mind that leaves that have been damaged by insects or disease do not turn green after control has been achieved. Damaged leaves will need to be removed to achieve visual benefits.	"This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems."

What We Do and What to Expect – September 2026 Landscape Applications

Lawn Specialist script for informing a new or regular Monthly Landscape or Every Other Month customer with Warm Season Turf of what we are going to do (or what we did) for their regular lawn care treatment in September: "I will be applying a broadcast liquid application of fertilizer with micro-nutrients to enhance color and improve turf hardiness and also applying pre-emergence weed control materials for the prevention of winter annual broadleaf and grassy weeds. 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."

Lawn Specialist script for informing a New Monthly Landscape Customer or Every Other Month customer with Cool Season Turf of what we are going to do (or what we did) for their regular lawn care treatment in September: "I will be applying a high efficiency lime material to balance the soil pH, which will allow for enhanced nutrient availability. 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."

Lawn Specialist script for informing a Regular Monthly Landscape customer with Cool Season Turf of what we are going to do (or what we did) for their regular treatment in September: "I will be applying a broadcast granular application of complete fertilizer with micro-nutrients to enhance the color and growth of your shrubbery. I will also be treating selected shrubbery preventatively for insects and diseases, inspecting all shrubbery and treating according to the findings of my inspection. Additionally, I will be inspecting all turf areas for weeds, 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."

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."
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 – September 2026 Landscape Applications

Primary Landscape Issues in September

The fertilizer we apply to regular Monthly Landscape or Every Other Month customers with Bermuda or Zoysia grass provides a large amount of nitrogen as well as micro-nutrients to enhance the dark green color of the turf.

Pre-emergence weed control is also performed for warm season turf in September. This application will greatly reduce the emergence of winter annual broadleaf and grassy weeds.

The fertilizer we apply to New Monthly Landscape and Every Other Month customers with Tall Fescue is a granular high efficiency lime. This application is provided to balance the soil pH, which will allow applied nutrients to better perform.

Regular Monthly Landscape Customers with cool season turf receive shrub fertilization and treatment for weeds, insects, and diseases in September.

Bermuda and Zoysia lawns will be looking very goods in September. Temperatures will remain favorable for warm season grasses. Assuming moisture is sufficient, and fertility levels are proper, these grasses will be looking very good. Leaf growth of warm season grasses will slow somewhat this month.

Lawn caterpillars, mostly Army Worms, are a potential problem in September. Army Worms and other lawn caterpillars chew the leaves of the grass and can cause extensive damage in a very short period. Fortunately, the damage is superficial and recovers quickly. Lawn Specialists and Inspectors can look for irregular shaped areas of chewed turf. Part the grass on the edge the damage area and look for bright green fecal pellets and caterpillars resting in the thatch.

Fescue lawns will start to look a little better toward the end of September providing the temperatures cool off a bit. Cool season turf goes into survival mode in the summer. As the fall comes on, cool season grasses will begin to come out of summer dormancy. This is a very good time of year to begin aerating and over-seeding cool season grasses so they can establish through the fall.

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.

Dollar spot fungus will begin to subside in September. Dollar spot is a turf damaging fungus that is spread by airborne spores. Conditions favorable for the development of dollar spot include leaf moisture from fog, dew or irrigation combined with a turf that is stressed from nutritional deficiencies and/or dry soil. Dollar spot is recognized by small patches of damaged turf the size of a silver dollar or slightly larger with leaf spot lesions on the leaves. The leaf spots are typically about $1/8^{th}$ inch, gray with dark brown margins and on the outer margin of the leaf. Dollar spot does not cause permanent damage but can be esthetically unpleasing. Fertilization alone will often control dollar spot; fungicide may be necessary for severe cases.

What We Do and What to Expect – September 2026 Landscape Applications

The need for supplemental irrigation is less in September as the temperatures begin to cool. In the absence of rainfall, supplemental watering may be needed every other week.

Piercing- sucking insects on shrubbery continue to be a problem in September as many plants continue to produce 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.

The larval and adult stages of various beetles and weevils remain active in September. There are many different species of beetles and weevils that cause damage to plants in Georgia. The most common the Chafers, Japanese Beetles and May and June Beetles. Weevils are beetles with a snout or bill; the most commonly known is the Bill bug. Weevil larvae differ in appearance from beetle larvae in that beetle larvae have three pairs of legs and weevil larvae are legless. The larval stage of both beetles and weevils is known as a grub. Grubs are cream colored, stout worm-like creatures. Most beetle grubs rest in a "C" shaped position. It is common for grubs to cause injury to turfgrass. Turf injury is typically recognized as wilting turf (even though the soil is moist) due to the feeding on the root system. Because the roots have been eaten, turf may pull back easily from the soil and be rolled back like a carpet. Beetle adults will commonly feed on the foliage of ornamental shrubbery. The Japanese beetle is the most voracious of those listed above.

Pruning of trees and shrubs should be limited in September. Many shrubs such as camellias and azaleas will already have flower buds set. Pruning should be limited to removing dead, diseased, or dysfunctional branches. Trimming for shape can be performed lightly assuming that the particular plant does not have flower buds that are about to set or open.

Make September a success by constantly looking for opportunities, offering solutions and asking for the business. Every lawn is a lead. People need our help. Find those in need, solve their problems and SELL, SELL, SELL & SERVICE, SERVICE, SERVICE!

TX

WEEKLY TRAINING SESSION

September Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

Length of lesson: Approx 1 Hour and 30 minutes.

Materials needed:

- Training Guideline
- September 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\September
- **6 pounds** of 12-2-14 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and Post- tests.

Training Guidelines:

- Make copies of the tests and training materials for all Team Members attending.
- Set up the training area in an area of the office that will minimize disruptions.
- Hand out the Verifiable Training Record Form (VTRF)
- Begin the meeting by defining the training topic and handing out the Pre-test.
- Distribute and review the training materials on September 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.

TX

WEEKLY TRAINING SESSION

September Application Procedures

Name _____ Date _____

PRE & POST TEST

1. The broadcast materials applied to Bermuda or Zoysia new or regular monthly lawn care services are.
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 20-0-6 plus Barricade at 4 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Avalon per 1000 sq. ft.
   d. Urea at 1 pound, Ferromec AC at 3 ounces, and Spectical Flo at 0.0689 ounces per 1000 sq. ft.

2. T or F Shrub care service is also provided to new Monthly Landscape services.
3. T or F Shrub care service is provided to regular Monthly Landscape services with Warm Season Turf.

4. The fertilizer applied to New and Regular Monthly Landscape Customers with Tall Fescue is the
   a. Limelight Pro Cal Lime at 5 pounds per 1000 sq. ft.
   b. Limelight Pro Cal Lime at 4 pounds per 1000 sq. ft.
   c. Granular Iron at 3 pounds per 1000 sq. ft.
   d. Granular Iron at 4 pounds per 1000 sq. ft.

5. T or F Shrub care is the service performed for regular Monthly Landscape Customers with Cool Season Turf.

6. T or F Sedge must be treated in Tall Fescue with ProSedge Slurry.
7. T or F Annual aerations are fertilized with Limelight ProCal or 0-0-3 at 5 pounds per 1000 sq. ft.
8. T or F Crabgrass must be treated in Tall Fescue with Drive XLR8 plus Methylated Seed Oil.

9. Broadleaf, Sedge, and Grassy weeds are treated in Bermuda and Zoysia with
   a. Speed Zone at 1 ounce per 1000 sq. ft.
   b. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces per 1000 sq. ft.
   c. Drive XLR8 at 1.33 ounces, Methylated Seed Oil at 0.5 ounces, ProSedge at 0.9 grams and 1 ounce of Speed Zone per 1000 sq. ft.
   d. Tribute Total at 0.7 ounces per 1000 sq. ft.

10. T or F Every shrub on the property should be sprayed with the I&D Slurry.

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

TX

WEEKLY TRAINING SESSION

September Application Procedures

PRE & POST TEST ANSWER KEY

1. The broadcast materials applied to Bermuda or Zoysia new or regular monthly lawn care services are
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 20-0-6 plus Barricade at 4 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Avalon per 1000 sq. ft.
   d. Urea at 1 pound, Ferromec AC at 3 ounces, and Spectical Flo at 0.0689 ounces per 1000 sq. ft.

2. T or F Shrub care service is also provided to new Monthly Landscape services.
3. T or F Shrub care service is provided to regular Monthly Landscape services with Warm Season Turf.

4. The fertilizer applied to New and Regular Monthly Landscape Customers with Tall Fescue is the
   a. Limelight Pro Cal Lime at 5 pounds per 1000 sq. ft.
   b. Limelight Pro Cal Lime at 4 pounds per 1000 sq. ft.
   c. Granular Iron at 3 pounds per 1000 sq. ft.
   d. Granular Iron at 4 pounds per 1000 sq. ft.

5. T or F Shrub care is the service performed for regular Monthly Landscape Customers with Cool Season Turf.

6. T or F Sedge must be treated in Tall Fescue with ProSedge Slurry.
7. T or F Annual aerations are fertilized with Limelight Pro Cal or 0-0-3 at 5 pounds per 1000 sq. ft.
8. T or F Crabgrass must be treated in Tall Fescue with Drive XLR8 plus Methylated Seed Oil.

9. Broadleaf, Sedge, and Grassy weeds are treated in Bermuda and Zoysia with
   a. Speed Zone at 1 ounce per 1000 sq. ft.
   b. Celsius at 0.11 ounces and Dismiss South at 0.28 ounces per 1000 sq. ft.
   c. Drive XLR8 at 1.33 ounces, Methylated Seed Oil at 0.5 ounces, ProSedge at 0.9 grams and 1 ounce of Speed Zone per 1000 sq. ft.
   d. Tribute Total at 0.7 ounces per 1000 sq. ft.

10. T or F Every shrub on the property should be sprayed with the I&D Slurry.

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

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GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

Monthly Landscape Accounts

1. Warm Season Grasses
    a. New and Regular Customers
    Apply **4** pounds of 20-0-6 **Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

2. Cool Season Grasses – New Customers
    a. Apply **5** pounds of Limelight ProCal lime per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.

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

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

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

The list above may be expanded as needed.

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

Drench all Crape Myrtles to prevent aphids. Spray the lower trunk area and drench the ground below. Spraying the foliage of Crape Myrtles will not be necessary when this is done regularly.

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GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

Every Other Month Lawn Care Accounts

1. Warm Season Grasses
   a. New Customers
      Apply **1** pound of 46-0-0 Urea, **3** ounces of Ferromec AC, per 1000 sq. ft.
      Be very careful of staining with this mixture!

   b. Regular Customers
      Apply **4** pounds of 20-0-6 **Barricade** per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

2. Cool Season Turf
   b. New and Regular Customers
      Apply **5** pounds of Limelight ProCal lime per 1000 sq. ft.; typically, this will be setting 16 with the Lesco Calibration tool.

All broadleaf, sedge and grassy weeds in **Warm Season Turf** must be treated with Celsius at **0.11** ounces and Dismiss South at **0.28** ounces per gallon of water per 1000 sq. ft. from the backpack sprayer and the 11010-spray tip. **DO NOT USE ON COOL SEASON TURF**.

All broadleaf and grassy weeds in **Cool Season Turf** must be spot treated with Speed Zone at **1** ounce, Drive XLR8 at **1.32** ounces, and Methylated Seed Oil at **0.5** ounces per gallon of water to cover 1000 sq. ft. using the backpack sprayer and the 11010-spray tip.

Sedge must be treated in Cool Season Turf with Prosedge/Sedgehammer **slurry** at **2** oz. per gallon of water using the backpack sprayer and the 11010-spray tip. A proactive treatment may be needed in 30 days to ensure control.

Annual and New Aeration

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

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

SEPTEMBER 2026 LANDSCAPE APPLICATIONS

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.

Inspect all landscapes very carefully for insect and disease activity. Good inspections, proper treatment and proper proactive treatment 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 – September 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."

Warm Season Turf – New and Regular Monthly Landscape Customers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Liquid Broadcast application of micro-nutrients.	This application will provide a substantial amount of micro-nutrients to provide good color without stimulating growth.	An improvement in the color of the lawn will be achieved in about 7 to 10 days.	"This application will provide good color without stimulating excessive growth. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Pre-Emergence Weed Control	Pre-emergence herbicides applied at this time of year will prevent the emergence of cool season annual weeds.	A reduction in the emergence of winter annual broadleaf and grassy weeds.	"Our pre-emergence weed control application will help prevent winter annual broadleaf and grassy weeds."
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."
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. Effects 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 number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

Warm Season Turf – New EOM Lawncare Customers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Dry fertilizer application (with pre-emergence weed control for new EOM customers).	This application will provide a substantial amount of nitrogen, potassium and minor elements. 65% of the nitrogen will be released slowly while the other 35% can be used right away.	The color and growth of the lawn should improve in about 10 to 14 days.	"This fertilizer application will provide an improvement in the growth and color of the lawn. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Pre-Emergent Weed Control (new EOM customers)	For the prevention of annual weeds, which typically emerge later in the fall.	A reduction in annual weeds later in the fall.	"Your lawn was treated to prevent annual weeds, which typically emerge in the fall. This treatment will need to be watered in lightly."
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. Noticeable effects to the weeds will take about 5 to 7 days. Control is achieved within 3 to 4 weeks.	"The weed control materials applied will greatly reduce the number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

What We Do and What to Expect – September 2026 Landscape Applications

Cool Season Turf – New Monthly Landscape and New and Regular Every Other Month Customers			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Cool Season Turf Granular application of high efficiency lime.	This application will reduce the soil pH and provide calcium and magnesium for better utilization of nitrogen applied later in the year.	Visual results will be limited, but a slight greening response could be seen.	"This application will reduce the soil pH and provide calcium and magnesium for better utilization of nitrogen applied later in the year. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
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 number of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."
Inspection for lawn damaging insects and diseases	Lawn damaging insects and diseases can be devastating to turf. Frequent inspection and treatment as needed is crucial in the prevention of turf damage.	Lawn damaging insects and diseases are treated on an as needed basis.	"Your lawn was inspected for lawn damaging insects and diseases. Any problems found are treated on an as needed basis."

Shrub Care – New Monthly Landscape Customers and Regular Monthly Landscape Customers with Cool Season Turf			
What We Use	**Benefit of the Service**	**What To Expect**	**What to Tell the Customer**
Shrub Care Service - Broadcast application of dry fertilizer (New Customers)	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. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Shrub foliage application of liquid insect and disease control materials.	The insect and disease control materials provide both contact and system control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf spots will be suppressed. Keep in mind that leaves that have been damaged by insects or disease do not turn green after control has been achieved. Damaged leaves will need to be removed to achieve visual benefits.	"This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems."

What We Do and What to Expect – September 2026 Landscape Applications

Lawn Specialist script for informing a new or regular Monthly Landscape or Every Other Month customer with Warm Season Turf of what we are going to do (or what we did) for their regular lawn care treatment in September: "I will be applying a broadcast liquid application of fertilizer with micro-nutrients to enhance color and improve turf hardiness and also applying pre-emergence weed control materials for the prevention of winter annual broadleaf and grassy weeds. 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."

Lawn Specialist script for informing a New Monthly Landscape Customer or Every Other Month customer with Cool Season Turf of what we are going to do (or what we did) for their regular lawn care treatment in September: "I will be applying a high efficiency lime material to balance the soil pH, which will allow for enhanced nutrient availability. 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."

Lawn Specialist script for informing a Regular Monthly Landscape customer with Cool Season Turf of what we are going to do (or what we did) for their regular treatment in September: "I will be applying a broadcast granular application of complete fertilizer with micro-nutrients to enhance the color and growth of your shrubbery. I will also be treating selected shrubbery preventatively for insects and diseases, inspecting all shrubbery and treating according to the findings of my inspection. Additionally, I will be inspecting all turf areas for weeds, 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."

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."
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 – September 2026 Landscape Applications

Primary Landscape Issues in September

The fertilizer we apply to regular Monthly Landscape or Every Other Month customers with Bermuda or Zoysia grass provides a large amount of nitrogen as well as micro-nutrients to enhance the dark green color of the turf.

Pre-emergence weed control is also performed for warm season turf in September. This application will greatly reduce the emergence of winter annual broadleaf and grassy weeds.

The fertilizer we apply to New Monthly Landscape and Every Other Month customers with Tall Fescue is a granular high efficiency lime. This application is provided to balance the soil pH, which will allow applied nutrients to better perform.

Regular Monthly Landscape Customers with cool season turf receive shrub fertilization and treatment for weeds, insects, and diseases in September.

Bermuda and Zoysia lawns will be looking very goods in September. Temperatures will remain favorable for warm season grasses. Assuming moisture is sufficient, and fertility levels are proper, these grasses will be looking very good. Leaf growth of warm season grasses will slow somewhat this month.

Lawn caterpillars, mostly Army Worms, are a potential problem in September. Army Worms and other lawn caterpillars chew the leaves of the grass and can cause extensive damage in a very short period. Fortunately, the damage is superficial and recovers quickly. Lawn Specialists and Inspectors can look for irregular shaped areas of chewed turf. Part the grass on the edge the damage area and look for bright green fecal pellets and caterpillars resting in the thatch.

Fescue lawns will start to look a little better toward the end of September providing the temperatures cool off a bit. Cool season turf goes into survival mode in the summer. As the fall comes on, cool season grasses will begin to come out of summer dormancy. This is a very good time of year to begin aerating and over-seeding cool season grasses so they can establish through the fall.

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.

Dollar spot fungus will begin to subside in September. Dollar spot is a turf damaging fungus that is spread by airborne spores. Conditions favorable for the development of dollar spot include leaf moisture from fog, dew or irrigation combined with a turf that is stressed from nutritional deficiencies and/or dry soil. Dollar spot is recognized by small patches of damaged turf the size of a silver dollar or slightly larger with leaf spot lesions on the leaves. The leaf spots are typically about $1/8^{th}$ inch, gray with dark brown margins and on the outer margin of the leaf. Dollar spot does not cause permanent damage but can be esthetically unpleasing. Fertilization alone will often control dollar spot; fungicide may be necessary for severe cases.

What We Do and What to Expect – September 2026 Landscape Applications

The need for supplemental irrigation is less in September as the temperatures begin to cool. In the absence of rainfall, supplemental watering may be needed every other week.

Piercing- sucking insects on shrubbery continue to be a problem in September as many plants continue to produce 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.

The larval and adult stages of various beetles and weevils remain active in September. There are many different species of beetles and weevils that cause damage to plants in Georgia. The most common the Chafers, Japanese Beetles and May and June Beetles. Weevils are beetles with a snout or bill; the most commonly known is the Bill bug. Weevil larvae differ in appearance from beetle larvae in that beetle larvae have three pairs of legs and weevil larvae are legless. The larval stage of both beetles and weevils is known as a grub. Grubs are cream colored, stout worm-like creatures. Most beetle grubs rest in a "C" shaped position. It is common for grubs to cause injury to turfgrass. Turf injury is typically recognized as wilting turf (even though the soil is moist) due to the feeding on the root system. Because the roots have been eaten, turf may pull back easily from the soil and be rolled back like a carpet. Beetle adults will commonly feed on the foliage of ornamental shrubbery. The Japanese beetle is the most voracious of those listed above.

Pruning of trees and shrubs should be limited in September. Many shrubs such as camellias and azaleas will already have flower buds set. Pruning should be limited to removing dead, diseased, or dysfunctional branches. Trimming for shape can be performed lightly assuming that the particular plant does not have flower buds that are about to set or open.

Make September a success by constantly looking for opportunities, offering solutions and asking for the business. Every lawn is a lead. People need our help. Find those in need, solve their problems and SELL, SELL, SELL & SERVICE, SERVICE, SERVICE!