Chapter 18 - Reading a Pesticide Label, GHS, SDS and "Right to Know"

"Right to Know" and Hazard Communication and GHS

The public has the legal right to know about the chemicals used in or around their workplace or home. All pesticides, including baits, have some sort of hazard associated with their use. A federal law called "The Right to Know Act" ensures that everyone can find out the risks associated with any pesticide product on the market. Any hazards of non-routine tasks shall be the General Managers responsibility to inform all team members prior to the job start.

As an employee, you have the "right to know":

You have the right to:

1. Know the characteristics of the listed toxic substances in your workplace.

2. Obtain a copy of the Safety Data Sheet (SDS) for each listed toxic substance to which you are, have been, or may be exposed in your workplace.

3. Refuse to work with a listed toxic substance, under specific circumstances, if you are not provided a copy of the SDS for that substance.

4. Instruction, within the first 30 days of employment and at least annually thereafter, on the adverse health effects of each listed toxic substance used in your workplace. Also, instruction on how each substance is used and procedures in the event of an emergency.

5. Further information about the properties and hazards of listed toxic substances from the manufacturer, your state poison control center, and in an emergency, INFOTRAC (800) 535-5053.

6. Protection against discharge, discipline or discrimination for having exercised any of these rights.

Each Service Center must keep a binder that contains a list of all chemicals in inventory along with their labels and SDSs. Service Managers are responsible for keeping the list, labels, and SDSs current. Every team member must know where these documents are kept. The law requires that the following people have access to the labels and SDSs:

1. every person who applies pesticides
2. every person who is employed by a company that applies pesticides
3. every person who could be potentially exposed to pesticides (i.e. home owners, neighbors, and customers)
4. provide training to all new hires as well as annually

Chapter 18 - Reading a Pesticide Label, GHS, SDS and "Right to Know"

Pesticides Labels and Safety and Data Sheets

Product labeling is the main method of communication between a pesticide manufacturer and product users. Labeling includes the label itself and the Safety Data Sheet (SDS). In 2012 the final rule was updated to revise the Hazcom-Right to Know to GHS-Globally Harmonized System of Classifications and Labeling of Chemicals (GHS). This rule requires chemical manufactures or importers to classify the hazards of chemicals they produce or import, and all employers to provide information concerning hazards and appropriate protective measures to employees. The EPA reviews the documents to ensure they contain all the information needed for safe and proper use of a pesticide. **Everyone must read both the label and SDS for each product used before handling, mixing or applying it for the first time.**

Pesticide users are required by law to comply with all instructions and directions for use on the label. **The label is the law. Using a product inconsistent with its labeling is illegal.** You can be fined, lose your license, or face criminal charges for pesticide misuse! Team Members shall not remove or deface existing labels on incoming containers unless the containers are immediately marked with the required information. Label shall be in legible and in English but other languages may be used upon request.

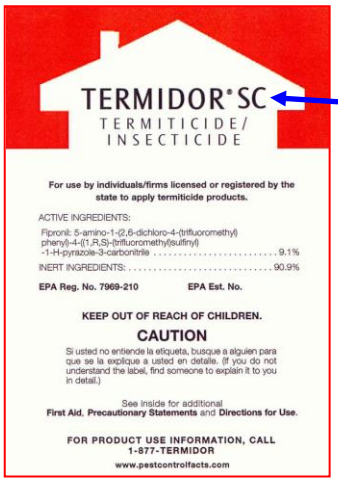
Every bottle carrying product on your vehicle must contain a label.

Parts of a Pesticide Label

Pesticide labels contain basic information about the product. Certain items are required to be on the front panel, while other information can be located anywhere. Some labels are very short and give the minimum amount of information, while others are longer and more in depth. Regardless of the length, there are eight items that must be included on all pesticide labels:

1. **Trade Name**
2. **Common Name**
3. **Use Classification**
4. **GHS Hazard Classes**
5. **Name and Address of the Manufacturer**
6. **Precautionary Statements**
7. **PPE Requirements**
8. **Directions for Use**

Chapter 18 - Reading a Pesticide Label, GHS, SDS and "Right to Know"



Trade Name

Trade Name

The trade name, or brand name, of a pesticide is the name most commonly used in the industry. Products are usually identified by their trade names in advertisements and by company salespeople. The formulation is often included in the in the trade name (i.e. Merit 75 WP or Tempo Ultra SC) but this information is not required.

Common Name

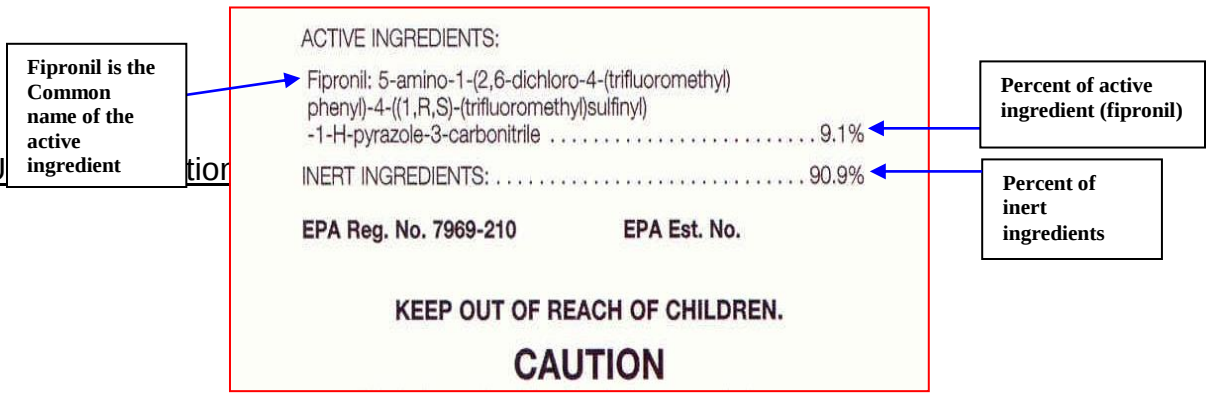
Each pesticide label must list the common name of the active chemical component. This common name is the universal name designated by the EPA and is independent of the trade name (i.e. fipronil, bifenthrin, atrazine). The same common name may appear under several different trade names due to differences in formulations, use sites, or manufacturers.

Common names are associated with a registration number and an EPA establishment number. These numbers are also listed on the label near the common name. A registration number indicates that the pesticide label has been approved by EPA, while the establishment number identifies where the product was made. These numbers, along the common name, tell the user the active ingredient, who made it, and where it was made.

The concentrations of the active ingredients must be listed as a percentage of the total product. Supplemental information giving the pounds of active ingredient per container may be given but is not always there. The ingredient statement must list the official common name of each active ingredient, their concentrations, and percent of inert ingredients. Inert ingredients need not be named, but the label must show their percentage.

The common name may be followed or replaced by a chemical name. The chemical name is a complex designation that can sometimes be found on the label. The tendency to use the chemical name is not as prevalent as it once was, but you will see it on many

labels.

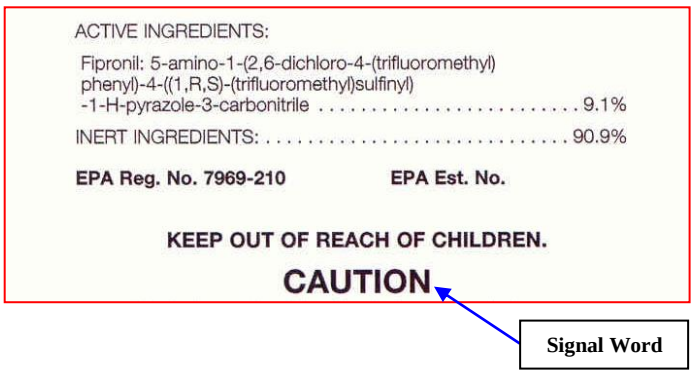


U tion

There are two use classifications for all pesticides: **Restricted Use** and **General Use**. Restricted Use pesticides are more highly regulated compared to General Use pesticides. When a pesticide is classified as Restricted Use, a box at the top center of the front panel will clearly state "Restricted Use Pesticide". This box will always be the first thing on the label, if the pesticide falls into this category. General Use products will not have this box. Restricted Use products can only be applied by certified pesticide applicators and specific records must be kept if they are used. Pesticides that are General Use do not require special recordkeeping.

Hazard Classes

Hazard Classes give the user an idea of how risky it is to use a given pesticide. Since there are risks associated with the use of all pesticides, it is required that all labels carry a on the front panel. Signal Words indicate the acute toxicity of the product. Acute toxicity is the affect of one, quick dose of the pesticide on humans. The Signal Word is immediately below the statement, "Keep out of reach of children," which also must appear on the front panel of every label. There are three signal words found on pesticide labels: "DANGER", "WARNING", and "CAUTION".



DANGER- Indicates that the pesticide is highly toxic. This signal word is followed by a skull and crossbones. If exposure occurs, the chemical is likely to cause illness. Another

reason for a DANGER signal word would be if the product caused severe eye damage or skin irritation upon contact. Sometimes the word POISON will be printed in red along with DANGER and the skull and crossbones. Products that have both POISON and DANGER on the label are more likely to cause internal injury and sickness compared to those with just DANGER.

WARNING- Indicates the product is moderately toxic.

CAUTION- Indicates the product is slightly toxic or relatively nontoxic. Pesticides in this category have the lowest risks associated with them.

First aid instructions are based on the signal word. These procedures usually include treatment to be done immediately after exposure and may also include instructions to seek medical help.

Care should be taken when handling any pesticide, regardless of the signal word. Just because a CAUTION product isn't likely to be harmful, doesn't mean that you are safe from injury or illness. Treat all pesticides with respect, follow the PPE requirements, and store them properly to minimize the chance of potential harm to the environment, yourself, or others.

Name and Address of Manufacturer

The law requires the label to contain the name and address of the company who made the product. Additional contact information must also be provided in case of emergency.

Precautionary Statements

The Precautionary Statements section of the label lists information about the product related to protecting the environment, preventing spray drift, and avoiding harm to people and animals. These statements go above and beyond the typical precautions taken during pesticide use. Some Precautionary Statements appear on almost every pesticide label. For example, most labels will warn you not to allow the product to enter bodies of water when applying, cleaning equipment, or disposing of product. If the pesticide has harmful effects on non-target species, such as bees, wildlife, or domestic animals, or poses a specific hazard to the environment, that information will be in this section of the label. General personal protective equipment requirements are often found in this area.

Special physical and chemical hazards are also in this area. Any potential injury that could result in electrical shock, chemical burn, or combustion is listed. Instructions

about working with a pesticide that is highly flammable or corrosive will also be discussed.

Never smoke, eat, or drink while using a pesticide!

Personal Protective Equipment (PPE)

The personal protective equipment (PPE) requirements are often on the front panel but can be anywhere on the label. These statements tell you the minimum clothing or equipment that you must wear when mixing or applying that pesticide. PPE is designed to minimize applicator exposure. The amount of PPE is determined by the signal word. You may have to put on additional PPE when using the same product in different ways or for various types of applications. Always check the PPE requirements for each type of activity before using a pesticide. PPE is discussed in length elsewhere in this manual.

Directions For Use

"Directions for Use" gives the user guidelines on where, how, when, and what amount of the material should be used. Treatment and handling MUST conform to the instructions in this area of the document. It is illegal to use a pesticide in any way not permitted by the label. All directions for use must be followed including those concerning safety, mixing, storage, and disposal.

This area lists treatment sites, pests controlled, and recommended application rates. If a site or application type is forbidden, that will be stated clearly in the Directions for Use. **Use of higher rates and concentrations of a pesticide or applying more frequently than labeled is illegal.**

Some labeling prohibits people and animals from entering a treated area for a certain time period after an application. The Restricted Entry Interval (REI) tells you how much time must pass or what conditions must be met prior to going into the area. A statement such as "Keep people and pets off treated area until the spray is dried" is an example of a REI.

Understanding the SDS

The Safety Data Sheet (MSDS) supplies technical information above and beyond the label. Each SDS is for the formulated product, not the dilute solution applied. The maximum potential for exposure comes from handling the concentrated product when

mixing or after a spill. Emergency procedures described on the SDS will cover the worst case scenario and should be followed even for a dilute solution.

Impact on the environment, negative effects on animals, and fire /spill containment are just some of the data on the SDS. These data are used by people such as health care providers, fire fighters, and HazMat professionals to treat exposed individuals or clean up after a spill. If any information is unclear, ask your supervisor or a Technical Director for an explanation.

It is the General Managers responsibility to review all new product SDS's that are introduced into the product rotation, prior to the start of any job. Copies of the new SDS will be provided to all employees.

German Cockroaches & Their Treatment Protocol



German Cockroaches

- 1/2 - 5/8” long
- Light tan to light brown color
- Two distinct parallel lines the length of the pronotum; “racing stripes”
- Wings longer than abdomen
- Do not fly
- Will live in areas that provide them with humidity, food, and water source
- All developmental stages live together in same area (they are not social insects)
- Mainly active at night
- During the day, they remain concealed in cracks and crevices unless they are over-crowded





German Cockroaches

- First and second instars feed on fecal matter, dead insects and regurgitated material found in their harborages-risky to leave
- Older nymphs and adults forage and feed regularly
- Females who are pregnant (gravid) do not feed; they seek harborage while the ootheca is attached. Once the ootheca is dropped, she will engorge herself on food available





German Cockroaches

- Contaminate food and food products with feces and defensive secretions
- Physically transport and often harbor pathogenic organisms
- Studies have shown they can cause severe allergic responses in children



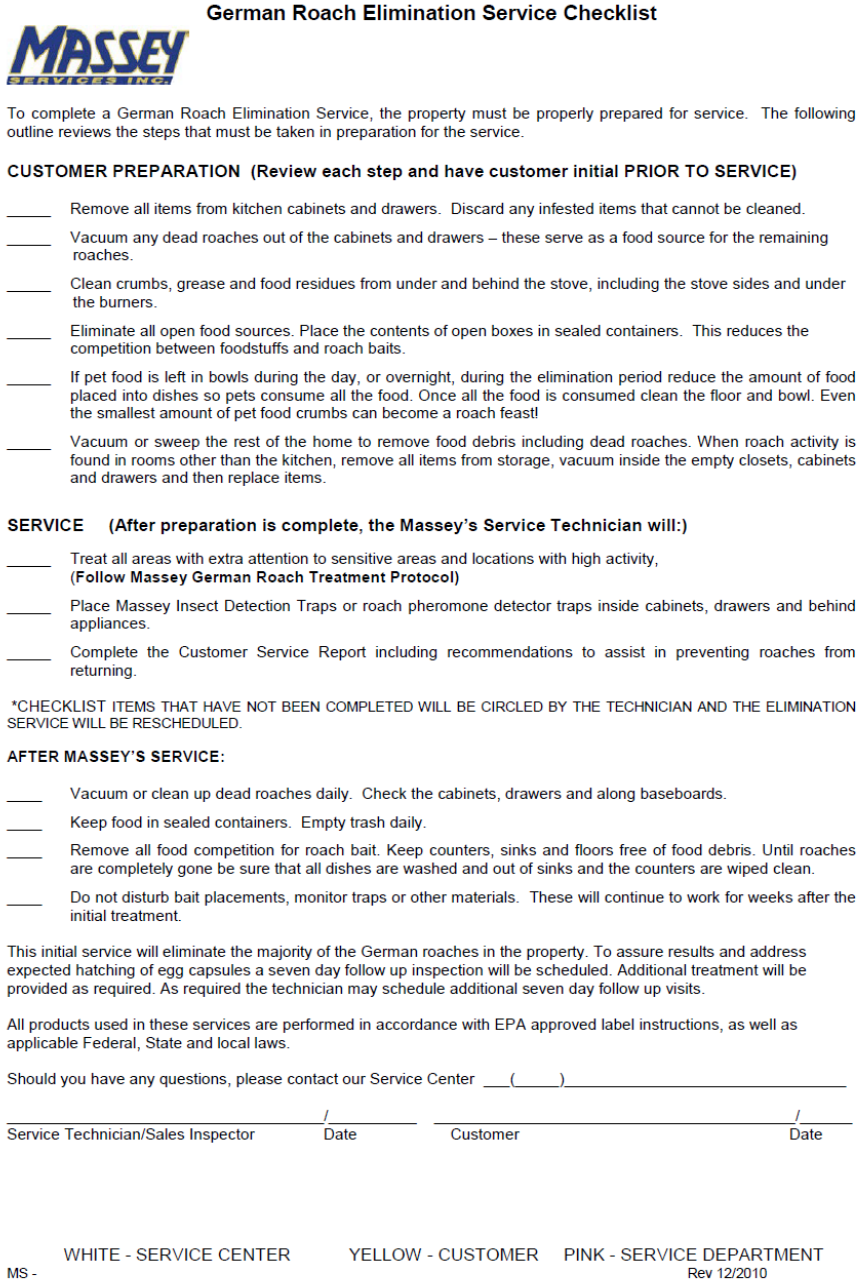
German Cockroaches: Non-Chemical Control

(the first step in preventing a German roach infestation)

- Storing food in cockroach-proof containers
- Empty trash frequently
- Pick up pet food
- Reduce the food sources
- Reduce harborage areas
- Eliminating stockpiled shopping bags
- Eliminating clutter
- Ensuring Customer with heavy German roach population prepares for a “clean out” per Massey’s “German Roach Elimination Service Checklist”

A Checklist is Always Given to a Manager or a Homeowner

- Discuss and review each item on the checklist with those in charge of preparation prior to the treatment
- DO NOT TREAT until everything on the checklist has been prepared properly



German Roach Elimination Service Checklist

MASSEY SERVICES INC.

To complete a German Roach Elimination Service, the property must be properly prepared for service. The following outline reviews the steps that must be taken in preparation for the service.

CUSTOMER PREPARATION (Review each step and have customer initial PRIOR TO SERVICE)

____ Remove all items from kitchen cabinets and drawers. Discard any infested items that cannot be cleaned.

____ Vacuum any dead roaches out of the cabinets and drawers – these serve as a food source for the remaining roaches.

____ Clean crumbs, grease and food residues from under and behind the stove, including the stove sides and under the burners.

____ Eliminate all open food sources. Place the contents of open boxes in sealed containers. This reduces the competition between foodstuffs and roach baits.

____ If pet food is left in bowls during the day, or overnight, during the elimination period reduce the amount of food placed into dishes so pets consume all the food. Once all the food is consumed clean the floor and bowl. Even the smallest amount of pet food crumbs can become a roach feast!

____ Vacuum or sweep the rest of the home to remove food debris including dead roaches. When roach activity is found in rooms other than the kitchen, remove all items from storage, vacuum inside the empty closets, cabinets and drawers and then replace items.

SERVICE (After preparation is complete, the Massey's Service Technician will:)

____ Treat all areas with extra attention to sensitive areas and locations with high activity, **(Follow Massey German Roach Treatment Protocol)**

____ Place Massey Insect Detection Traps or roach pheromone detector traps inside cabinets, drawers and behind appliances.

____ Complete the Customer Service Report including recommendations to assist in preventing roaches from returning.

*CHECKLIST ITEMS THAT HAVE NOT BEEN COMPLETED WILL BE CIRCLED BY THE TECHNICIAN AND THE ELIMINATION SERVICE WILL BE RESCHEDULED.

AFTER MASSEY'S SERVICE:

____ Vacuum or clean up dead roaches daily. Check the cabinets, drawers and along baseboards.

____ Keep food in sealed containers. Empty trash daily.

____ Remove all food competition for roach bait. Keep counters, sinks and floors free of food debris. Until roaches are completely gone be sure that all dishes are washed and out of sinks and the counters are wiped clean.

____ Do not disturb bait placements, monitor traps or other materials. These will continue to work for weeks after the initial treatment.

This initial service will eliminate the majority of the German roaches in the property. To assure results and address expected hatching of egg capsules a seven day follow up inspection will be scheduled. Additional treatment will be provided as required. As required the technician may schedule additional seven day follow up visits.

All products used in these services are performed in accordance with EPA approved label instructions, as well as applicable Federal, State and local laws.

Should you have any questions, please contact our Service Center ___(____)_____

_____/_____ _____/_____

Service Technician/Sales Inspector Date Customer Date

WHITE - SERVICE CENTER YELLOW - CUSTOMER PINK - SERVICE DEPARTMENT

MS - Rev 12/2010

German Cockroaches: Treatment

- Flushing with PI
- Inject into cracks, crevices or voids where roaches are harboring
- Short 1-2 seconds bursts
- No residual; will only kill what it contacts
- Will damage varnished/stained cabinets
- Use in conjunction with HEPA-filtered vacuum



German Cockroaches: Treatment

- <u>HEPA-filtered vacuum</u>
- Immediately remove roaches you are flushing from harborage areas
- Dramatic impact on the roach's environment by removing live and dead roaches, cast skins, egg cases and minor food debris
- Immediate decrease of population
- Helps in preparation for other control methods
- The impact of pest prevention measures is more significant due to decreased numbers
- Customer sees an immediate result from your treatment





German Cockroaches: Treatment

- <u>Dust</u>
- Apply to void areas where liquid is not an effective treatment option
  - Wall voids, between built-in cabinets and walls or floors, etc.
- Long lasting effects, kills gravid females
- Can act as a stomach poison
  - Roach walks across treated area and dust adheres to its cuticle (“skin”) and ingests when it grooms itself
- Can act as a desiccant
  - Absorbed through and dries out the insects cuticle





German Cockroaches: Treatment

- <u>Liquid residuals</u>
- Product selection dependent on Material Rotation Chart
- Applied with small, compressed air sprayer
- Use as a crack & crevice treatment and spot treatment
- Not to be used as an area treatment
- Can be used in conjunction with other control methods
- Never apply a liquid product where baits have been applied, (except Phantom)
- Liquid residuals used in the vicinity of baits will repel cockroaches from the bait





Central South Florida Consumer and Commercial Graphic View
Interior Pest Material Program

Monthly

	First Trimester				Second Trimester				Third Trimester			
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Primary Demand G		Barrier					Barrier					
Termidor			Barrier			Barrier						
Delta Gard				Barrier	Barrier							
Talstar Extra								Barrier	Barrier	Barrier		
Advion G Primary	Barrier										Barrier	Barrier
Advion G Spot		Spot	Spot	Spot	Spot	Spot						
Intice 10% G Spot							Spot	Spot	Spot	Spot		
Temprid	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot

* bimonthly & quarterly accounts follow consumer bimonthly & quarterly material programs

Commercial M&S

Monthly	6.5%	Bimonthly	5.50%	Quarterly	4.9%	

Commercial & Consumer Interior Program

	First Trimester				Second Trimester				Third Trimester			
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
PrevenTech Monitors	X	X	X	X	X	X	X	X	X	X	X	X
Primary Service Zone	2	3	1	2	3	1	2	3	1	2	3	1
Exclusionary Services												
Void Applications												
Boractin												
Delta Dust (as required)												
Crack & Crevice Applications												
Alpine WSG												
Phantom												
Arilon												
Flying Insect Program												
Alpine WSG - Flies												
Tempo Ultra WP - Flies												
Invade Bio Cleaner												
Phantom - interior ants	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot
Niban FG												
NyGuard - IGR												
Kitchen - German CR												
Advion Roach Gel												
InVict Gold												
Maxforce Impact												
Alpine Roach Gel												

Tom Jarzynka
Bob Belmont

German Cockroaches: Treatment

- Dust and liquid residuals work primarily through direct contact
- Knowing the habits of German roaches, would this type of treatment (stand-alone) be the most effective?
  - No, remember that young nymphs and gravid females stay hidden
  - They may never come in contact with the dust or the liquid
- Let's use their biology and habits against them
  - Let affected roaches bring the active ingredient back to areas of harborage
  - Secondary kill

German Cockroaches: Treatment

- Baits contain attractants or feeding stimulants and an active ingredient
- Roaches ingest baits containing the active ingredient
  - Not all of the active ingredient is absorbed
  - Some is passed through the digestive tract and excreted
  - Right before roach dies, it will regurgitate (with some active ingredients)
- Other roaches in area will:
  - Feed on the feces containing the active ingredient
  - Feed on the regurgitated materials containing active ingredient
  - Feed on the dead insects containing the active ingredient



German Cockroach: Treatment

- Will travel 10-12 feet for food source
- Apply to cracks and crevices, kitchen appliances, under sink, cabinets and other harborage areas
- Do not apply to open areas where people or pets may come in contact with them
- Never apply a liquid product where baits have been applied
- Liquid residuals used in the vicinity of baits will repel cockroaches from the bait



Central South Florida Consumer and Commercial Graphic View
Interior Pest Material Program

Monthly	First Trimester				Second Trimester				Third Trimester			
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Primary												
Demand G		Barrier					Barrier					
Termidor			Barrier			Barrier						
Delta Gard				Barrier	Barrier							
Talstar Extra								Barrier	Barrier	Barrier		
Advion G Primary	Barrier										Barrier	Barrier
Advion G Spot		Spot	Spot	Spot	Spot	Spot						
Intice 10% G Spot							Spot	Spot	Spot	Spot		
Temprid	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot	Spot

* bimonthly & quarterly accounts follow consumer bimonthly & quarterly material programs

Commercial M&S						
	Monthly	6.5%	Bimonthly	5.50%	Quarterly	4.9%

Commercial & Consumer Interior Program

	First Trimester				Second Trimester				Third Trimester			
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
PrevenTech Monitors	X	X	X	X	X	X	X	X	X	X	X	X
Primary Service Zone	2	3	1	2	3	1	2	3	1	2	3	1
Exclusionary Services												
Void Applications												
Boractin												
Delta Dust (as required)												
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Niban FG												
NyGuard - IGR												
Kitchen - German CR												
Advion Roach Gel												
InVict Gold												
Maxforce Impact												
Alpine Roach Gel												

Tom Jarzynka
Bob Belmont

Why do we rotate products for German cockroach treatments?

- To decrease the chances that the following will occur
  - Resistance
  - Bait Aversion
- Rotation of products helps to keep the effectiveness of the treatment program intact.

Resistance or Bait Aversion

- Resistance
  - Change in the susceptibility of a pest population to an active ingredient or class of pesticide
  - Results in the failure of a correct application to control the pest
  - 2 factors responsible
    - Genetics
    - Intensive and/or continuous application of same product/product class
  - Can develop to a specific pesticide/active ingredient, but most likely will occur with all pesticides within the same class (active ingredients are different but all have same mode of action)

Types of Insecticide Resistance

- Metabolic resistance
  - Most common type of resistance
  - Insects may destroy or detoxify the active ingredient or prevent it from reaching the target site
  - Binds to proteins in their bodies
- Altered target site resistance
  - 2nd most common type of resistance
  - Site where the active ingredient binds has become modified
  - Reduces the effects because it’s not able to bind correctly

Types of Insecticide Resistance

- Behavioral resistance
  - Resistant insects detect and avoid the applied product
- Penetration resistance
  - Resistant insects absorb the toxin more slowly than susceptible insects
  - Cuticle develops barriers which slow absorption of the active ingredient into the body

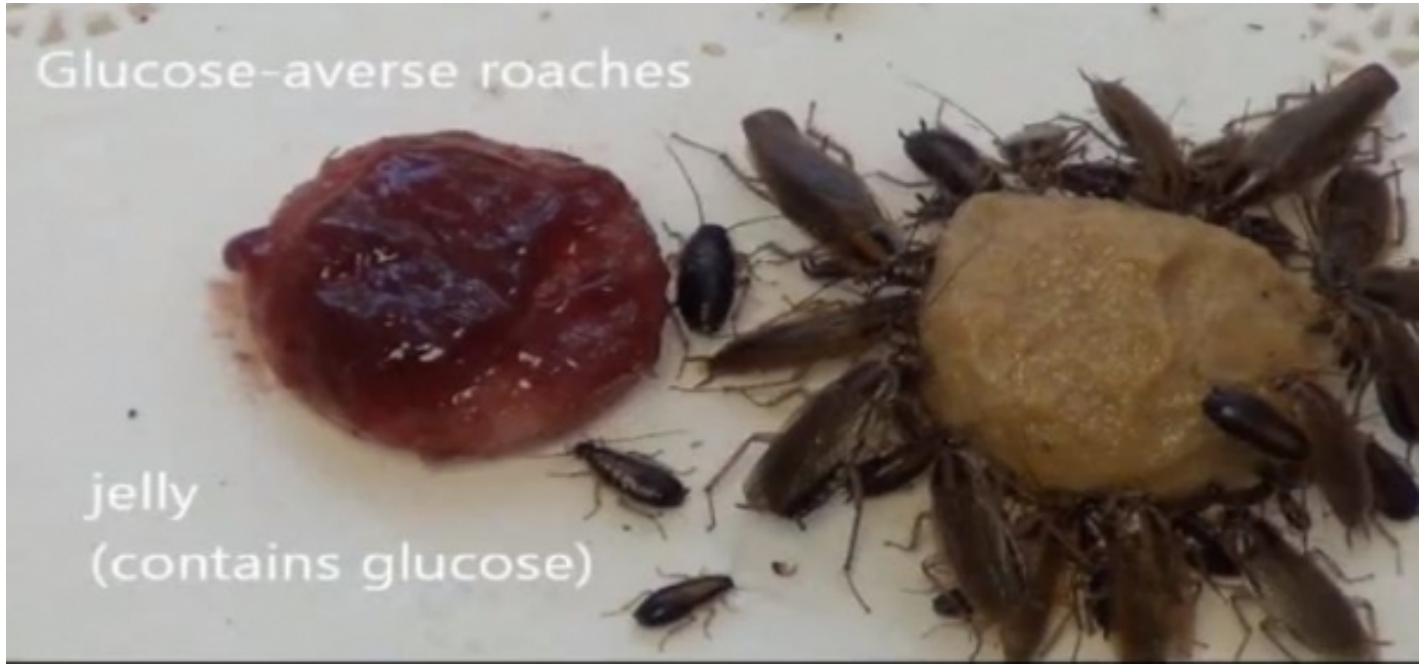
Resistance or Bait Aversion

- Bait Aversion
  - Behavioral response to the food attractant contained in a bait
  - Avoiding a bait formulation that the insect would previously consume
  - Some researchers believe cockroaches will avoid the food attractant because they associate the smell with the bait (something bad)



Bait Aversion

- Studies have shown an aversion to glucose in baits by some populations of German cockroaches
- Roaches do not consume the bait, so they do not ingest the active ingredient



Fighting Resistance

- Liquid Residuals
  - 3 Liquid Residuals
    - Rotated every 4 months
    - 3 different active ingredients
    - 3 different chemical classes/modes of action







Fighting Resistance and Bait Aversion

- Baits
  - 4 Baits
    - Rotated every 3 months
    - 4 different active ingredients
    - 3 different chemical classes/modes of action
    - Food ingredient in each is different to decrease the chance of bait aversion occurring

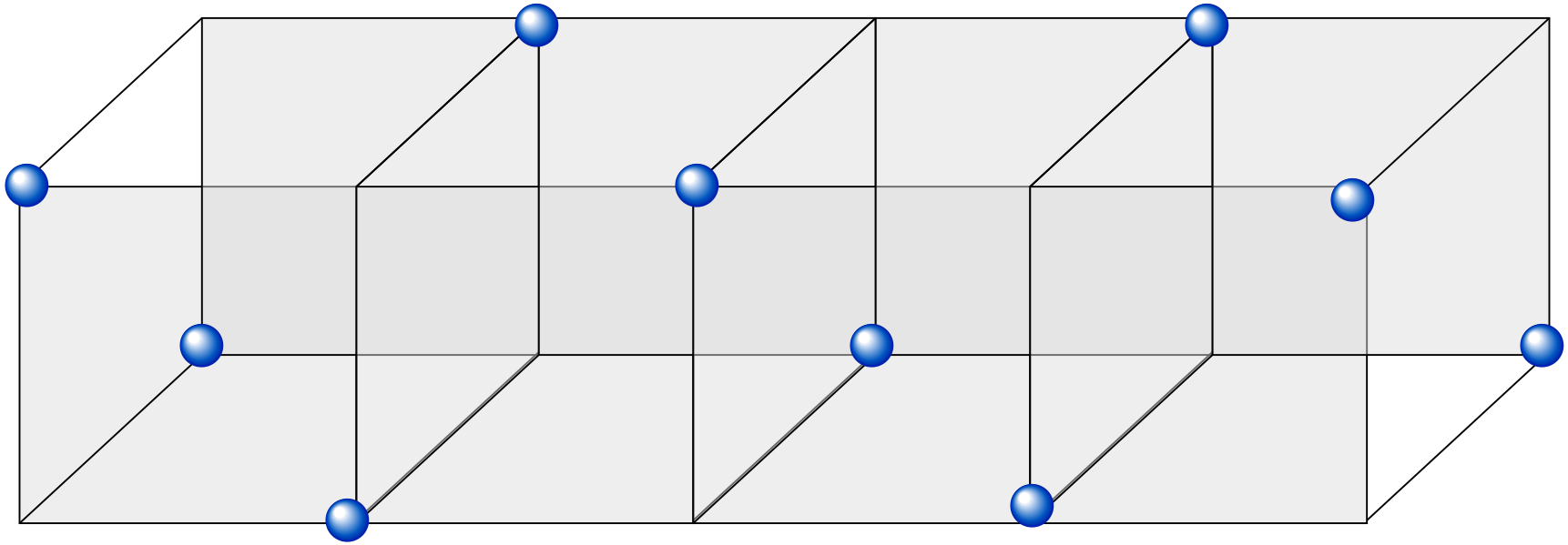








Applying Bait







- Utilize bait gun for consistent application amounts in bb-sized placements
- Place in likely harborages or travel points
- Hinges, interior corners, & shelving grooves

Bait 3-dimensionally

- Up/Down-Back/Front

Where would you bait?



German Cockroaches: Treatment

- <u>Insect Growth Regulators</u>
- Insect specific; very low toxicity to humans and other non-target organisms
- Doesn’t directly kill cockroaches so it is mixed with a residual product



German Cockroaches: Treatment

- On German roach cleanouts/initial treatment, DO NOT USE an Insect Growth Regulator
- Only use for maintenance **after** the population is eliminated or significantly decreased…why? : NyGuard works for months and needs to be placed out on clean surfaces after clean out of roaches and debris ….otherwise most is wasted initially
- Protocol states use of NyGuard 3X's per year for maintenance in German roach-infested areas



German Cockroaches: Treatment

- NyGuard Alters biology
  - Adults are unable to reproduce
  - Nymphs cannot molt to next stage of development properly
  - Cannot complete life cycle
- As a result, behavior is altered
  - Move out in the open
  - Twisted wings do not allow entry into cracks and crevices





Exclusion Techniques

- Use dust before sealing
- Any crack, crevice, void, or openings that can harbor pests
- In wall voids around plumbing exits
- Cracks along baseboards
- Openings between built-in cabinets and walls or floors
- Under windowsills

German Cockroaches: Monitoring



- Captures insects
- Indicates where pockets of insects are harboring
- Monitor the effectiveness of treatments
- Place behind the stove, behind the refrigerator, under the cabinet where the sink is present & in any other area where active roaches were observed
- Check on a weekly basis and replace when necessary until the infestation is eliminated
- Massey Insect Detection Trap (contains a strip of molasses that attracts all stages)
- Victor Roach Pheromone Trap (contains the German roach aggregation pheromone)



Follow up

- Set a seven (7) day follow up
- On the seven (7) day follow up, interview the customer to determine any areas of activity. Inspect for any areas of activity
- Apply bait gel to all areas previously baited only if bait is gone. Also apply bait to any new areas of infestation
- Set up another seven (7) day follow up, bait active areas
- A population of German roaches can be controlled usually in 3 - 4 visits



Would German roaches do well here?





Would German roaches do well here?



WEEKLY TRAINING SESSION

October Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

Length of lesson: Approx 1 Hour and 30 minutes.

Materials needed:

- Training Guideline
- October 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\October
- **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 October 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.

WEEKLY TRAINING SESSION

October Application Procedures

Name _____ Date _____

PRE & POST TEST

1. The fertilizer applied to all new St. Augustine grass customers is,
    a. 33-0-16 at 1 pound plus 0-0-1 at 18 ounces per 1000 sq. ft.
    b. 5 pounds of 0-0-3 + Atrazine
    c. 20-0-6 at 5 pounds per 1000 sq. ft.
    d. All of the above are true depending on the geographic area and county ordinances.

2. T or F Imidacloprid and Bifenthrin is used as a liquid broadcast insecticide application for all new St. Augustine grass customers.
3. T or F All weeds in a St. Augustine lawn are treated with 3 ounces of Auguzine added to 2 ounces of SBM2 per 1000 sq. ft.
4. The fertilizer applied to Bermuda starts is,
    a. 20-0-6 + Pendimethalin at 5 pounds per 1000 sq. ft.
    b. 0-0-3 + Pendimethalin at 5 pounds per 1000 sq. ft.
    c. 20-0-6 + Sulfur Straight at 5 pounds per 1000 sq. ft.
    d. All of the above are true depending on the geographic area and county ordinances.

5. T or F SBM2 can be mixed with Sedge Hammer.

6. T or F When nitrogen blackout ordinances are not in effect, 8-0-12 is applied to shrub beds containing 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. 0-0-3 at 4 pounds per 1000 sq. ft.
    c. Either 0-0-20 or Granular Sulfur (depending on the soil pH) at 4 pounds per 1000 sq. ft.
    d. None of the above.
8. Doveweed in Bermuda and Zoysia grass is treated with,
    a. Celsius plus Dismiss South.
    b. Drive XLR8, MSO plus 1 ounce of Trimec Bentgrass.
    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.

WEEKLY TRAINING SESSION

October Application Procedures

PRE & POST TEST ANSWER KEY

1. The fertilizer applied to all new St. Augustine grass customers is,
   a. 33-0-16 at 1 pound plus 0-0-1 at 18 ounces per 1000 sq. ft.
   b. 5 pounds of 0-0-3 + Atrazine
   c. 20-0-6 at 4 pounds per 1000 sq. ft.
   d. All of the above are true depending on the geographic area and county ordinances.

2. T or F Imidacloprid and Bifenthrin is used as a liquid broadcast insecticide application for all new St. Augustine grass customers.

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

4. The fertilizer applied to Bermuda starts is,
   a. 20-0-6 + with Pendimethalin at 5 pounds per 1000 sq. ft.
   b. 0-0-3 + Pendimethalin at 5 pounds per 1000 sq. ft.
   c. 20-0-6 + Sulfur Straight at 5 pounds per 1000 sq. ft.
   d. All of the above are true depending on the geographic area and county ordinances.

5. T or F SBM2 can be mixed with Sedge Hammer.

6. T or F When nitrogen blackout ordinances are not in effect, 8-0-12 is applied to shrub beds containing 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. 0-0-3 at 4 pounds per 1000 sq. ft.
   c. Either 0-0-20 or Granular Sulfur (depending on the soil pH) at 4 pounds per 1000 sq. ft.
   d. None of the above.

8. Doveweed in Bermuda and Zoysia grass is treated with,
   a. Celsius plus Dismiss South.
   b. Drive XLR8, MSO plus 1 ounce of Trimec Bentgrass.
   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

GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

OCTOBER 2026 LANDSCAPE APPLICATIONS

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

Lawn Care Accounts

1. St. Augustine
   a. New Customers (All Service Centers except Alachua, Orange, and Hernando Counties)
      Apply **1** pound of 33-0-16, **18** ounces of 0-0-1, 1 ounce of Bifenthrin, **0.33** ounces of NIS wetting agent, and **0.6** ounces of Imidacloprid per 1000 sq. ft.
      Be very careful of staining with this mixture!

   b. New and Regular Customers (Alachua County)
      Apply **5** pounds of 0-0-3 **with Atrazine** per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

   c. New Customers (Hernando and Orange Counties)
      Apply **5** pounds of 20-0-6 **0.92%** Atrazine per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

   d. Regular Customers (All Service Centers except Alachua County)
      Apply **5** pounds of 20-0-6 **0.92%** Atrazine per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

If chinch bugs are found at the time of a regular service, spot treat them with **1** ounce of the Bifenthrin, **0.33** ounces of NIS wetting agent, and **0.32** ounces of PBO-8 using the backpack sprayer with 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 (Villages and Hernando County)
      Apply **5** pounds of 20-0-6 **with Pendimethalin** per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

   b. New and Regular Customers (All Service Centers except The Villages, Hernando, and Alachua Counties)
      Apply **5** pounds of 20-0-6 **+Sulfur** Straight per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

c. New and Regular Customers (Alachua County)
Apply **5** pounds of 0-0-3 **with Pendimethalin** per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

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.

3. Bermuda

a. New Customers (All Service Centers except Hernando and Alachua Counties)
Apply **5** pounds of 20-0-6 **+Sulfur** per 1000 sq. ft.; typically, this is setting 16 with the Lesco Calibration Tool.

b. New and Regular Customers (Hernando County)
Apply **5** pounds of 20-0-6 **with Pendimethalin** per 1000 sq. ft.; typically, this is setting 16 with the Lesco Calibration Tool.

c. New and Regular Customers (Alachua County)
Apply **5** pounds of 0-0-3 **with Pendimethalin** per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

d. Regular Customers (Orange County)
Apply **5** pounds of 20-0-6 **+Sulfur** Straight per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

e. Regular Customers (All Service Centers except Orange, Hernando, and Alachua Counties)
Apply **5** pounds of 20-0-6 **+Sulfur with Pendimethalin** per 1000 sq. ft.; typically, this is setting 16 with the Lesco Calibration Tool.

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 use on St. Augustine, Bahia, Centipede, or Seashore Paspalum grass; severe injury or death will occur. Use a separate backpack dedicated for this use.

4. Centipede (All Service Centers)

a. New and Regular Customers (All Service Centers)
Apply **18** ounces of 0-0-1 and **1.75** ounces of Transom per 1000 sq. ft.
Be very careful of staining with this mixture!

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.

OCTOBER 2026 LANDSCAPE APPLICATIONS

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. This material provides good control of crabgrass and Bermuda grass.

5. Bahia
   a. New Customers (All Service Centers except Alachua County)
      Apply **5** pounds of 0-0-3 Straight per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

   b. Regular Customers (All Service Centers) New Customers (Alachua County)
      Apply **5** pounds of 0-0-3 **with Pendimethalin** per 1000 sq. ft. Typically, this is setting 16 with the Lesco calibration tool.

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 Change Up use.

6. Annual and New Aeration
   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 (at full charge) about 30 days after the initial application using the regular monthly lawn care protocol for the month in which the regular service is performed. Aeration plus the 0- 0-3 or Sulfur application is performed the month following the initial treatment.

Do not apply Pendimethalin to newly installed sod or plugs; the roots will not establish properly, and damage can occur. Use great care with the Pendimethalin fertilizer to avoid staining.

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

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

GREENUP LAWN, TREE & SHRUB CARE
SERVICE PROTOCOLS

OCTOBER 2026 LANDSCAPE APPLICATIONS

Inspect all lawns very carefully for Chinch bug activity. Good inspections, perfect preventive treatment, and proper proactive treatments 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 October 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 to ensure control has been achieved. Reach out to Quality Assurance for assistance if control becomes an issue.

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

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

Shrub Service

a. New and Regular Customers (All Service Centers except Alachua County)
Apply 12-0-14 at **8** pounds per 1000 sq. ft. 8-0-12 is used for palms, sagos, and shrubs where palms are present at **12.5** pounds per 1000 sq. ft. Keep this material off concrete surfaces.
Perform insect and disease treatment as prescribed below.

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

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

GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

OCTOBER 2026 LANDSCAPE APPLICATIONS

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.

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 the roots of 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 using a separate port. See GreenUP Protocol – Specimen Palm Quarterly Injection Service for complete details.

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

MASSEY GreenUP Landscape Services

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – October 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 St. Augustinegrass Lawn Care Services –in all Service Centers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Liquid Broadcast application of micro-nutrients and a light rate of soluble nitrogen. No nitrogen is applied in Alachua County.	This application will provide a potassium and chelated magnesium, manganese and iron to enhance and maintain good color and growth. It also includes Humic acid and kelp extract to enhance root development.	An improvement in the color of the lawn will be achieved in about 2 to 5 days.	"This application will help enhance and maintain good color and growth. 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	New St. Augustinegrass 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. Affects to the weeds can be seen in about 5 to 7 days. Control is achieved within 3 - 4 weeks.	"The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

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 St. Augustinegrass lawn care treatment in October via the printed Service Report in all Service Centers: "Today, I provided a liquid broadcast application of fertilizer with 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."

MASSEY GreenUP Landscape Services

GREENUP SERVICE PROTOCOLS

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

New and Regular Lawn Care Services – All Grass Types (Except New St. Augustine Customers) All Service Centers

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 customers and regular customers new customers only in nitrogen blackout areas).	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 (new customers and regular customers new customers only in nitrogen blackout areas)	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 affects 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 amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their new lawn care treatment (except St. Augustinegrass) in October 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."

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 St. Augustinegrass lawn care treatment in October via the printed Service Report: "Today, I provided a granular application of nutrients with pre and post 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."

GREENUP SERVICE PROTOCOLS

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

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their regular lawn care treatment in October via the printed Service Report (this applies to all grass types except St. Augustine): "Today, I provided a granular application of nutrients to improve the growth and color of your lawn. 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."

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 organic source or sulfur to lower soil pH according to our Annual Aeration Protocol.	The potassium/organic 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/organic 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 organic material (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."



GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – October 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)	This application will provide a substantial amount of nitrogen, potassium and minor elements to help achieve good 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 stimulate new 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 October 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 – October 2026 Landscape

Primary Landscape Issues in October

Fall temperatures are right around the corner, so fertilizer rates begin to increase at this time of the year. This is important to achieve good turf color and to begin recovery from the heat of summer.

All grass types except Centipede are treated with granular fertilizer. 65% of the total nitrogen source is slow release. At the rate we use a substantial amount of nitrogen and potassium will be applied to enhance growth. This application will really boost the color and growth of the lawn. No nitrogen is applied to turf in Alachua County due to nitrogen blackout ordinance.

Chinch bug populations in untreated properties are at their peak. Activity and damage is very evident in untreated properties. However, in properties where chinch bugs have been controlled up to this point, it is unlikely that a new infestation will occur during the fall and winter, this does not mean that chinch bugs go away. **Since we are not treating our regular serviced lawns on a preventative basis this month, good inspections to identify low level chinch bug infestations are essential to prevent turf damage.**

Tuttle Mealy Bug activity should be on the decline in zoysia grass at this time of year. Be on the lookout for areas that resemble drought damage/stress. Purpling and reddening 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.

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.

Sod webworms and other lawn caterpillars continue to be a problem in our central and southern service areas this month. This can stimulate many customer phone calls. Sod webworms eat the grass blades and create large irregular shaped patches of turf that appears to have been "mowed". When the grass is parted, bright green fecal pellets and the small green caterpillars about 3/4" can be found resting under the thatch. Sod webworms rest during the day and feed only at night. Sod webworms are easily controlled with an insect control application. Since only the grass blades have been damaged and the runners and roots have not been harmed, the grass will recover quickly. Follow-up to ensure control is typically not necessary.

Mole crickets are large and very active at this time of year. Mole cricket activity can be found, **in all turf types**, by feeling for spongy soil when walking on the back of your heels and checking for the tunnels with your fingers. Activity will resemble drought related injury, be sure to check soil moisture levels.

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 (Cheetah Pro/Finale) unless you are sure of which areas to treat, and that the customer knows re-sodding 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.

Summer annual weeds will be problematic in areas that have declined for any reason. Investigate and address the reasons for the broadleaf weed problems. Doveweed can be a particularly big problem at this time, especially in moist soils.

Large patch fungus may become 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. Preventative applications of Pillar G may be beneficial this time of year for specific properties that have a history of excessive Large Patch fungal outbreaks.

The need for supplemental irrigation will begin to decline this month. In the absence of rain, watering once or twice a week is typically sufficient. Provide the customer with the information necessary to water properly 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.

Fall is a wonderful time of year for lawn care. Turf and shrubbery thrive without the stress of summer's heat. Leaf growth is reduced slightly, and root growth is enhanced. **This is a great time to propose and sell sod**. Opportunity is everywhere. Our customers and potential customers need our help and expertise. Take advantage of the opportunity. Help people, have fun and sell like crazy. This is a win-win for everyone.

So…SELL, SELL, SELL and SERVICE, SERVICE, SERVICE!

WEEKLY TRAINING SESSION

October Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

Length of lesson: Approx 1 Hour and 30 minutes.

Materials needed:

- Training Guideline
- October 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\October
- **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 October 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, 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 them in each Team Member's training file.
- Complete all Weekly VTM's through Massey University.

WEEKLY TRAINING SESSION

October Application Procedures

Name _____ Date _____

PRE & POST TEST

1. The broadcast materials applied to Bermuda or Zoysia regular lawn care services are
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 0-0-3 plus Barricade at 5 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Talstar per 1000 sq. ft.
   d. Ferromec AC at 3 ounces, Tribute Total at .023 ounces, Princep at .75 ounces, and Specticle at .14 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 Monthly Landscape starts and regulars with Tall Fescue is the
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. Limelight ProCal 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/Sedgehammer Slurry at 2 ounces per 1000 sq. ft
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.

WEEKLY TRAINING SESSION

October Application Procedures

PRE & POST TEST ANSWER KEY

1. The broadcast materials applied to Bermuda or Zoysia New lawn care services are
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. 0-0-3 plus Barricade at 5 pounds per 1000 sq. ft.
   c. Urea at 1 pound, Ferromec AC at 3 ounces, Resolute at 0.45 ounces and 1 ounce of Talstar per 1000 sq. ft.
   d. Ferromec AC at 3 ounces, Tribute Total at .023 ounces, Princep at .75 ounces, and Specticle at .14 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 Monthly Landscape starts and regulars with Tall Fescue is the
   a. 32-5-7 Straight at 4 pounds per 1000 sq. ft.
   b. Limelight ProCal 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/Sedgehammer Slurry at 2 ounces per 1000 sq. ft.
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.

GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

OCTOBER 2026 LANDSCAPE APPLICATIONS

Monthly Landscape Accounts (This is a tree/shrub month for warm season grass)

1. Warm Season Grasses – New Customers
   Apply **5** pounds of 0-0-3 **with Barricade** per 1000 sq. ft.

2. Cool Season Grasses – **New and Regular** Customers
   Apply **4** pounds of 32-5-7 per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

3. Shrub Care –
   a. **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
- Holly (all varieties)
- **Knock-Out Roses
- Laurel (all varieties)

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.

Every Other Month Lawn Care Accounts

1. Warm Season Grasses
   New and Regular Customers
   Apply **5** pounds of 0-0-3 **with Barricade** per 1000 sq. ft

2. Cool Season Turf
   New and Regular Customers
   Apply **4** pounds of 32-5-7 per 1000 sq. ft.; typically, this will be setting 15 with the Lesco Calibration tool.

GREENUP SERVICE PROTOCOLS
NORTH GEORGIA

OCTOBER 2026 LANDSCAPE APPLICATIONS

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 **1.33** 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 or 0-0-3 at **5** pounds per 1000 sq. ft. depending on pH; typically, this will be setting 16 for Limelight 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 fertilizer applications are performed March through August for Warm Season grasses or in September or October for Cool Season grasses. Do not aerate warm season grasses at this time.

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, and to prevent cancellations and claims.

MASSEY GreenUP Landscape Services

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – October 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 Customers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Granular application of a complete dry fertilizer blend.	This application will improve the cold hardiness of the turf.	It is important to allow Warm Season grasses to go into a dormant state before winter. This application will enhance cold hardiness and will not produce new leaf growth.	"This fertilizer application will improve cold hardiness of the turf. 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. Affects to the weeds can be seen in about 5 to 7 days. Control is achieved within 3 - 4 weeks.	"The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

Lawn Specialist script for informing a new 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 October: "I will be applying a liquid broadcast application of potassium with micro-nutrients to enhance the hardiness of your lawn 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."

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

Cool Season Turf – New and Regular Monthly Landscape 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 a complete dry fertilizer blend.	This application will stimulate good color and growth at a time when cool season grasses are coming out of summer dormancy.	An improvement in growth and color.	"This application will enhance the color and growth of your lawn. 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 amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."
Inspection for lawn damaging insects and diseases	Lawn damaging insects and diseases can be devastating to turf. Frequent inspection and treatment as needed is crucial in the prevention of turf damage.	Lawn damaging insects and diseases are treated on an as needed basis.	"Your lawn was inspected for lawn damaging insects and diseases. Any problems found are treated on an as needed basis."

Lawn Specialist script for informing a New or Regular Monthly Landscape Customer or regular 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 October: "I will be applying a granular broadcast application of fertilizer with micro-nutrients to enhance the color and growth of your lawn. 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.

Shrub Care – New Monthly Landscape Customers and Regular Monthly Landscape Customers with Warm 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	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 – October 2026 Landscape Applications

Lawn Specialist script for informing a Regular Monthly Landscape customer with Warm Season Turf of what we are going to do (or what we did) for their regular treatment in October: "I will be treating selected shrubbery preventatively for insects and diseases and 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 (for Cool Season Turf)	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.

Primary Landscape Issues in October

The fertilizer we apply to new Monthly Landscape or Every Other Month customers with Bermuda or Zoysia grass contains micro-nutrients. This treatment is intended to enhance the cold hardiness of the turf.

Pre-emergence weed control is also performed for new Monthly Landscape and regular Every Other Month Customers with warm season turf. 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 the 32-5-7 granular fertilizer. At the rate we use, 1.28 pounds of nitrogen is applied. This application is provided to stimulate good color and growth.

Regular Monthly Landscape Customers with warm season turf receive treatment for shrub insects and diseases in October.

Bermuda and Zoysia lawns will begin to go into a dormant state in October. Growth of warm season turf is greatly reduced with the cooler temperatures. Toward the end of the month, warm season turf will begin to turn brown.

Tall Fescue lawns will begin to look very good in October. As the fall comes on, cool season grasses will begin to come out of dormancy, turn green and grow actively. This is a good time of year for fall fertilization.

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

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

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

Piercing- sucking insects on shrubbery continues to be a problem in October 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 various beetles and weevils remain active in October. There are many different species of beetles and weevils that cause damage to plants in Georgia. The most common are the Chafers, Japanese Beetles and May and June Beetles. Weevils are beetles with a snout or bill. 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 very limited in October. Many shrubs such as camellias and azaleas will already have flower buds set and **removing these buds will mean less flowers in the spring**. Pruning should be limited to removing dead, diseased or dysfunctional branches. Trimming for shape should **not** be done at this time because it will stimulate new growth, which would be damaged by upcoming cold weather.

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

WEEKLY TRAINING SESSION

October Application Procedures

Topic Category: Lawn
Recordable Verifiable Training Hours: 1.5

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

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

Materials needed:

- Training Guideline
- October 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\October
- **8 pounds** of 12-4-8 Shrub Fertilizer (16 ounces in a measuring cup is close to one pound)
- 1000 sq. ft. area of shrub bed
- Pre- and Post-tests.

Training Guidelines:

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

WEEKLY TRAINING SESSION

October Application Procedures

Name_____ Date _____

PRE & POST TEST

1. The fertilizer applied all new EOM St. Augustine customers is the
   a. 33-0-16 at 1 lb. with 0-0-1 at 18 ounces per 1000 sq. ft.
   b. 0-5-5 Straight at 4 pounds per 1000 sq. ft.
   c. 16-4-6 Straight at 5 pounds per 1000 sq. ft.
   d. 33-0-16 at 1.36 lbs. with 0-0-1 at 18 ounces per 1000 sq. ft.

2. T or F Pillar SC is used as a liquid broadcast disease prevention application for all new and regular customers in all grass types.

3. T or F Broadleaf in a St. Augustine lawn are treated with
   a. 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
   b. 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
   c. 0.8 grams of Certainty per gallon of water per 1000 sq. ft.
   d. 0.11 ounces of Celsius and .28 ounce of Dismiss South per gallon of water per 1000 sq. ft.

4. T or F Grassy weeds and Doveweed in Zoysia or Bermuda lawns are treated with
   a. 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
   b. 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
   c. 0.75 ounces of Change Up per gallon of water per 1000 sq. ft.
   d. 0.11 ounces of Celsius and 0.28 ounces Dismiss South per gallon of water per 1000 sq. ft.

5. T or F SBM2 can be mixed with Sedgehammer.

6. T or F No insecticide is applied to grass types other than St. Augustine unless insect problems are found.

7. T or F Annual aerations are fertilized with either 0-0-3 straight or granular sulfur depending on the soil pH.

8. T or F Fertilizer is applied to all new and regular shrub care services.

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

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

WEEKLY TRAINING SESSION

October Application Procedures

PRE & POST TEST ANSWER KEY

1. The fertilizer applied all new EOM St. Augustine customers is the
   a. 33-0-16 at 1 lb. with 0-0-1 at 18 ounces per 1000 sq. ft.
   b. 0-5-5 Straight at 4 pounds per 1000 sq. ft.
   c. 16-4-6 Straight at 5 pounds per 1000 sq. ft.
   d. 33-0-16 at 1.36 lbs. with 0-0-1 at 18 ounces per 1000 sq. ft.

2. T or F Pillar SC is used as a liquid broadcast disease prevention application for all new and regular customers in all grass types.

3. T or F Broadleaf weeds in a St. Augustine lawn are treated with
   a. 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
   b. 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
   c. 0.8 grams of Certainty per gallon of water per 1000 sq. ft.
   d. 0.11 ounces of Celsius and .28 ounce of Dismiss South per gallon of water per 1000 sq. ft.

4. T or F Grassy weeds and Doveweed in Zoysia or Bermuda lawns are treated with
   a. 2 ounces of SBM2 per gallon of water per 1000 sq. ft.
   b. 2 ounces of SBM2 plus 3 ounces of Auguzine per gallon of water per 1000 sq. ft.
   c. 0.75 ounces of Change Up per gallon of water per 1000 sq. ft.
   d. 0.11 ounces of Celsius and 0.28 ounces Dismiss South per gallon of water per 1000 sq. ft.

5. T or F SBM2 can be mixed with Sedgehammer.

6. T or F No insecticide is applied to grass types other than St. Augustine unless insect problems are found.

7. T or F Annual aerations are fertilized with either 0-0-3 straight or granular sulfur depending on the soil pH.

8. T or F Fertilizer is applied to all new and regular shrub care services.

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

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

GREENUP LAWN, TREE & SHRUB CARE SERVICE PROTOCOLS

OCTOBER 2026 LANDSCAPE APPLICATIONS

Lawn Care Accounts

1. St. Augustine
   a. New Landscape Customers (The Woodlands)
      Apply **18** ounces of 0-0-1 and **1** pounds of 33-0-16 per 1000 sq. ft. **Be very careful of staining with this mixture!**

   b. New Landscape Customers (Frisco)
      Apply **4** pounds of 24-2-7 Straight per 1000 sq. ft; typically, this is setting 15 with the Lesco calibration tool.

   c. New and Regular EOM Lawncare customers (All Service Centers)
      Apply **5** pounds of 16-4-6 Straight per 1000 sq. ft.; typically, this is setting 16 with the Lesco calibration tool.

If chinch bugs are found at the time of new or regular service, spot treat them with **0.6** ounces of Imidacloprid using the backpack sprayer using the 8010E spray tip.

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

2. Zoysia
   a. New Landscape Customers (All Service Centers), and New EOM customers (Frisco)
      Apply **18** ounces of 0-0-1 and **1** pound of 33-0-16 per 1000 sq. ft. **Be very careful of staining with this mixture!**

   b. New and Regular EOM Customers (The Woodlands)
      Apply **5** pounds of 16-4-6 Straight per 1000 sq. ft.; typically, this is setting 16 with the Lesco calibration tool.

   c. Regular EOM Customers (Frisco)
      Apply **4** pounds of 16-4-6 Straight per 1000 sq. ft.; typically, this is setting 15 with the Lesco calibration tool.

3. Bermuda
   a. New Landscape Customers (All Service Centers) and New EOM customers (Frisco)
      Apply **18** ounces of 0-0-1 and **1** pound of 33-0-16 per 1000 sq. ft. **Be very careful of staining with this mixture!**

   b. New and Regular EOM Customers (Woodlands) and Regular EOM Customers (Frisco)
      Apply **5** pounds of 16-4-6 per 1000 sq. ft.; typically, this is setting 16 with the Lesco calibration tool.

GREENUP LAWN, TREE & SHRUB CARE
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All broadleaf weeds in Zoysia or Bermudagrass must be treated with Cool Power at **1** ounce per gallon of water per 1000 sq. ft., using the backpack sprayer and the 11010-spray tip. Do not use on St. Augustine severe injury or death will occur. Use a separate backpack dedicated for this use. **Keep in mind that Cool Power does not control Grassy Weeds or Sedge, and other materials will be needed for their control**.

4. Annual and New Aeration

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

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

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 treatments must be done. Perform proactive inspections for any chinch bug problem 14 to 21 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 October 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 can reduce the products efficacy. Follow-up to ensure control has been achieved.

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

GREENUP LAWN, TREE & SHRUB CARE
SERVICE PROTOCOLS

OCTOBER 2026 LANDSCAPE APPLICATIONS

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 Landscape Customers (All Service Centers)
Apply 12-4-8 at **6** pounds per 1000 sq. ft. Keep this material off concrete surfaces. Perform insect and disease treatment as prescribed below.

b. New and Regular Customers (All Service Centers)
Use **2** ounces of our Insect and Disease Slurry (with T-Methyl) 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 fish ponds. Many of the materials we use can be deadly to fish.

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

Treat all Crape Myrtles to prevent aphids and bark scale. 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.

GREENUP LAWN, TREE & SHRUB CARE
SERVICE PROTOCOLS

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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.

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – OCTOBER 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."

Liquid Applications – Varying grass types – All Service Centers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Liquid Broadcast application of fertilizer and micro-nutrients.	This application will provide nitrogen, potassium, and chelated magnesium, manganese, and iron to enhance and maintain good color and growth. It also includes Humic acid and kelp extract to enhance root development.	An improvement in the color and growth of the lawn will be achieved in about 2 to 5 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 diseases	Lawns treated will be more resistant to the outbreak of turf diseases that begin with the onset of cooler weather.	The primary purpose of this application is to prevent lawn diseases from becoming a problem. If diseases are present at the time of treatment, they will stop spreading after treatment and control will be achieved over a10 to 14 day period. This treatment will provide season long reduction of turf damaging diseases.	"Your lawn was treated to prevent lawn damaging diseases. Preventative treatments are beneficial because they keep, they onset of disease to a minimum 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. Affects to the weeds can be seen in about 5 to 7 days. Control is achieved within 3 - 4 weeks.	"The weed control materials applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

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 lawn care treatment in OCTOBER via the printed Service Report in all Service Centers: "Today, I provided a liquid broadcast application of fertilizer, micro-nutrients, and disease control materials to enhance and maintain the color and growth of your lawn and to prevent lawn damaging diseases 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."

MASSEY GreenUP Landscape Services

GREENUP SERVICE PROTOCOLS

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

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

Granular Applications - EOM accounts **Only**

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
All existing customers and New ST Augustine customers all service centers and turf types- Dry fertilizer application with pre-emergence weed control.	This application will provide a substantial amount of nitrogen, potassium and minor elements. 65% of the nitrogen will be released slowly while the remainder can be used right away.	The improvement of growth and color may be achieved relatively quickly at this time of the year. We should also see a significant reduction in new weed growth.	"This fertilizer application will help achieve good weed prevention and green-up. Please irrigate with ¼ inch of water if there is no rain within 24 hrs."
Spot treatment of insecticide for chinch bugs (St. Augustine Only).	Chinch bugs are a very common and damaging pest of St. Augustine grass. This treatment is performed to control existing infestations if they are present.	If chinch bugs are already at damaging levels, expect the damage in the lawn to get a little worse before it gets better. Control is achieved slowly and may take up to 14 days.	"This application is for the control of chinch bugs. Chinch bug feeding will cease immediately, but it could take up to a week or two for the chinch bugs to die. The damage may look like it is getting a little worse for a week or so, but that response is normal due to the feeding and damage that has already been done."
Post-emergent weed control applied as a spot treatment using the backpack applicator for low volume application.	We achieve excellent control of practically all types of broadleaf weeds. Sedge can also be treated if it is competing with the turf or if it is a concern for the customer.	The weed control materials are a combination of slow and quick acting materials. Noticeable results will take 5 to 7 days. Control is achieved within 3 to 4 weeks.	"The weed control material applied will greatly reduce the amount of weeds in your lawn within 3 to 4 weeks. A second application may be necessary in severe cases."

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their **new** lawn care treatment in March via the printed Service Report in all Service Centers and all grass types: "Today, I provided a granular broadcast application of nutrients to enhance and maintain the color and growth of your lawn. 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."

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – OCTOBER 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."

GREENUP SERVICE PROTOCOLS

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

Shrub Care Customers

What We Use	Benefit of the Service	What To Expect	What to Tell the Customer
Broadcast application of dry fertilizer (New and Regular Tree/Shrub Customers in All Service Centers)	This application will provide a substantial amount of nitrogen, potassium and minor elements to help achieve spring green-up.	The growth and color of the shrubs should improve in 10 to 14 days.	"This fertilizer application will help enhance the color and stimulate new 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 all Service Centers)	The insect and disease control materials provide both contact and system control of shrub damaging insects and diseases.	Shrubs that either have or are prone to have insect and disease problems are treated. The application will provide control of soft bodied insects such as aphids and lace bugs within 2 to 4 days. Scale insects will require 2 to 3 weeks for control. Fungal leaf	"This application will provide control of existing insects and foliar diseases. Leaves previously damaged will need to be trimmed off to simulate new growth to cover up the damage. Follow-up treatments may be required for certain insect and disease problems."

The following information should be typed into the handheld computer in the General Comments section to provide the customer with information of what we did for their new shrub care treatment in OCTOBER 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."

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – OCTOBER 2026 Landscape

Primary Landscape Issues in OCTOBER

October is a Tree and Shrub month for our Landscape customers. The fertilizer we are applying for new landscape customers in all grass types in All Service Centers is the 33-0-16 and 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.

Large Patch fungus may be an issue this month, remember to focus on the conducive conditions for the disease and educate our customers on the best management practices to reduce outbreaks. Look for circular patches of damaged turf with yellow, orange, or purple grass blades on the outside border of the patch. The base of the blade will be rotten and will slide out easily when pulled. Re-growth in the center of the circular patch may give the damaged area a "doughnut" like appearance. The need for supplemental irrigation will begin to decline this month. In the absence of rain, watering once or twice a week is typically sufficient. Provide the customer with the information necessary to water properly.

The primary insect threat we have is chinch bug damage in St. Augustine turf. Our regular service visit inspections are very important to identify the chinch bug populations so that we can keep them from getting to levels that will cause turf damage. If the chinch bugs are not identified and controlled during our regular visits, we could have extensive damage and a more difficult time controlling them for the rest of the year. If activity is found, a pro-active inspection must be set for 14 to 21 days after treatment to ensure the chinch bugs are dead.

Mole crickets are large 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.

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 of time. 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 re-sodding 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.

Piercing- sucking insects on shrubbery continue to be a problem in October 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.

Crepe Myrtle Bark Scale is a soft scale that can be a major pest at this time of year. Proper inspection is critical. If left untreated the sooty mold can coat the trunk and branches of the entire plant, while not fatal it is extremely unsightly and can potentially increase service calls and cancels. Crepe Myrtles should be treated proactively with each Tree and Shrub care visit.

GREENUP SERVICE PROTOCOLS

What We Do and What to Expect – OCTOBER 2026 Landscape

Fall is a wonderful time of year for lawn care. Turf and shrubbery thrive without the stress of summer's heat. Leaf growth is reduced slightly, and root growth is enhanced. **This is a great time to propose and sell sod**. Opportunity is everywhere. Our customers and potential customers need our help and expertise. Take advantage of the opportunity. Help people, have fun and sell like crazy. This is a win-win for everyone. So…… SELL, SELL, SELL AND SERVICE, SERVICE, SERVICE! SELL AND SERVICE YOUR BRAINS OUT!