



## SPS WINTER NEWSLETTER 2013

### SOCIAL MEDIA and COMMUNICATIONS

#### HERE'S WHAT'S INSIDE ...

COMMUNICATIONS  
Ours & Yours

FIND YOUR LABELS HERE  
Sponline.com

CHESAPEAKE BAY &  
FERTILIZER  
New laws coming!

MEET SUZANNE

PROTECTING ROSES

RESIDENT GEESE CONTROL

NEW Selective herbicide

First and foremost our mission is to provide a quality product, be it a healthy lawn or an insect free landscape. In today's world that just isn't enough! With the internet, FaceBook, Twitter and mobile devices, communications and information have become paramount. Over the last few years, we have reworked our website to provide you better access to industry and company affairs. We have established a FaceBook account and do our best to keep it up to date. However, most important, we do our best to keep our staff (sales, field & admin) up to date with our services and changing technology. The best part of that is we get to pass along that information the old fashioned way, in person. Should you have questions you can speak with office staff, review it with your sales representative or question your technician while on your property or, lastly check our website. In others words, we want to hear from you!

Yep! ....good or bad we want hear from you. Everytime we hear, either good or bad, we analyze the situations to figure out how to avoid repeating problems and make them better, or, how to get all our staff to step up to the level of a complimented employee. Last year we received several complimentary reviews on "Angie's List" where clients can post bad experiences as well as good. We

thank you and we're going to keep trying for more.

This past season we stepped up our Email campaigns. When we see changes in our landscapes or adverse trends with insects and disease we will report them to you via a quick informative email rather than wait until we have the opportunity to publish a Newsletter. Make sure we have you on our email mailing list to take advantage of receiving these current affairs. Our statistics say that most of you are reading our notices, however, there are a few people who have our emails blocked or just deleted! YOU really should reconsider letting us in! These emails are NOT solicitations, they are informative and timely and may contain information that affects your landscape. We plan to continue this practice this season, so, watch for our emails.

While we're speaking of communications this newsletter is a perfect example of how we stand out. I challenge you to send us newsletters from others in our industry that emphasize education rather than sales!

**Congratulations World Champion  
BALTIMORE RAVENS**

HOME CONTACT FACEBOOK SITEMAP Call: 410-321-0970

**SCIENTIFIC PLANT SERVICE**

We use **CHESAPEAKE BAY FRIENDLY POLYON Fertilizer** Labels & Msds

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Polyon Fertilizer

**Labels & MSDS**

Specific information on the labels and pesticides we use in our routine treatments can be found within the LABELS and MSDS forms listed below. The LABEL and MSDS links will take you to a downloadable PDF document. Any pesticide we use on your property is referenced on the INVOICE we leave with you at the time a service is provided. Additional products not listed may be found at the following location:

**CDMS**

Product Name	Type of Product	Product Label & Information Sheet
3336F	Fungicide	Label   MSDS
3336G	Fungicide	Label   MSDS
Accalm Extra	Herbicide	Label   MSDS
Acetamryn	Insecticide	Label   MSDS
Alamo	Fungicide	Label   MSDS

Deep Root Feed Now To Improve Tree Health

## MATERIAL SAFETY DATA SHEETS and PRODUCT LABELS

are available on our website ([spsonline.com](http://spsonline.com)) for all products we use in our treatments, in pdf format. These publications provide extensive information about the pesticides we use such as: what they control, their environmental effects, safety precautions and compound names.

If you have questions about a product we may be using and can't find the answers here give our office a call so we can answer them for you.

### New Legislation-Maryland's Lawn Fertilizer Law (The Fertilizer Use Act of 2011)

DAMIAN VARGA

Two years ago, the Maryland Legislature passed the Fertilizer Use Act of 2011, which was enacted to reduce the volume of nutrients entering the Chesapeake Bay. The focus of the law is non-agricultural use, home lawns, golf courses, park & recreation as well as facilities. The Law is set to become fully effective, in the fall of this year.

For your information, here are a few points of the law as it affects Lawn Care Professionals

- Fertilizer may not be applied to frozen ground or impervious surfaces.
- Fertilizer may not be applied within 15 feet of a body of water.
- Fertilizer may not be applied between December 1<sup>st</sup> and March 1<sup>st</sup>.
- Lawn Care Professionals are required to follow University of Maryland recommendations.
- Soil Testing is required for all clients prior to any nutrient application, then once every 3 years thereafter.
- Single fertilizer applications may not exceed 0.9# NITROGEN / 1000 sf, with no more than 0.7# N / 1000 sf being quick release N.
- Phosphorus may not be applied to Lawns unless soil tests show deficiencies, exception being starter fertilizer for new seeding. "Organic" fertilizer is exempt.
- Fertilizer may not be used as a "De-Icing" material.
- *Enhanced Efficiency Controlled Release Fertilizer* (POLYON) may be applied at no more than 2.5# N / 1000 sf per year, with a maximum monthly release rate of .7# N / 1000 sf. A single application may provide up to a maximum of 2.40# N / 1000 sf
- Lawn Care firms are required to be certified & licensed to apply fertilizer.
- Lawn Care applicators must be registered with the MDA

The primary goal of this Legislation is to protect the Chesapeake Bay by restricting the use of phosphorus, reducing NITROGEN runoff and assuring the nutrients being applied are needed via regular soil testing.

Scientific Plant Service was instrumental in formulating language in the new law allowing performance products like POLYON fertilizer be applied via special provisions. We have used this product for the past 5 years and we know the benefits of *controlled* release nitrogen. Please contact your sales representative should you have questions about the new Law.

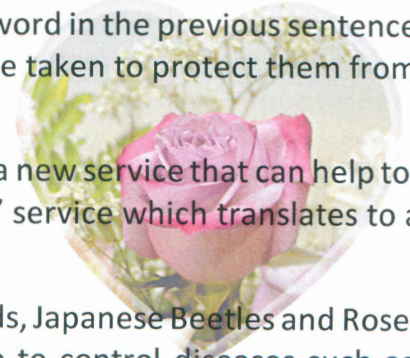
## ROSE GROWING SIMPLIFIED

STEPHEN GRINER

Are roses worth the effort? Some say absolutely yes. Some try growing them and give up. Some don't even try. Roses have come a long way with regard to disease and insect issues. Knock-Out roses, for example, have come along and have made it easier to enjoy roses with little care and maintenance. The Knock-Out family of roses were developed to be resistant to pests. The key word in the previous sentence is resistant, not pest free, but, resistant. For any type of rose, steps should be taken to protect them from the many pests that like to prey on our beautiful roses.

If you have planted, or plan to plant, roses in your landscape, we have a new service that can help to control some of the many issues that you may face. It is another "systemic" service which translates to a "spray free" program.

The benefits of our new service include control of insects such as Aphids, Japanese Beetles and Rose Slugs. It will also help to control diseases such as Black Spot of Rose and Powdery Mildew. And finally, the service even includes essential fertilizer to help the plants flourish.



### Meet your (our) new SCHEDULING COORDINATOR

In February 2012, we supplemented our administrative staff by hiring Suzanne Schuler. As an assistant to Brian Haga (Operations Manager), she helps with scheduling & routing and customer service and directly with our techs to help them keep their paper work straight. Suzanne's first



career in printing, film photography and type setting was fading fast as the industry went digital. Proactive about her future, she launched her 2<sup>nd</sup> career around her love for gardening. After obtaining her A.A. degree in Horticulture at CCBC,

Suzanne worked in the industry with European Landscape & Design, TDH Landscaping and Babikow Greenhouses. Her knowledge of plants and landscape design/installation have been a great asset in coordinating your plant health care visits. She will work hard for you and we are proud to have her on our team.

There were no other office staff changes in 2012. Continue to direct your inquiries for billing to Carolyn and contracts to Peggy.

Having a new tool to help control the disease problems of roses is the most exciting feature of this new service. For example, to best control Black Spot of rose with foliar sprays, a labeled fungicide needs to be applied every 7 to 10 days. If the weather conditions are particularly cool and wet (springtime), spraying them on or before that 7<sup>th</sup> day is recommended because of 'a heavy disease pressure environment.' Also, complicating things even further, foliar sprays can't be applied on rainy days. This allows the fungus to proliferate and damage occurs. But, if our new service is 'protecting' the plant, rain will not affect the control because the protection is already in the plant.

I can't effectively predict if our region will encounter a heavy disease pressure season, but, I can help to protect your rose plants in case fungus, and insects, do attack.



### **Emerald ASH borer Pre-cautions Continue!**

**This fatal borer continues to be a threat to the health of any ASH tree in our area if not protected. HOT counties are: southern Maryland, Ann Arundel and Howard.**

## CONTROLLING RESIDENT GEESE

BRIAN HAGA

Algae, duckweed, watermeal, phragmites, cattails and our newest aquatic challenge; resident Canadian geese. Scientific is licensed to control all of the above and many more aquatic nightmares. The focus this time is the Federally protected Canada Goose.

I am not referring to the geese that migrate thousands of miles each year in the instinctive "V" pattern and briefly stop by water features for food and rest. No, we all love when those birds are heading North because we know Summer is coming. It is the *Resident Geese*, we are challenged with controlling. This new generation of geese have become lazy and are perfectly content staying in one location all year. Swimming on our ponds, attacking humans during spring nesting, honking, eating our well manicured lawns and then leaving the mess. It is the mess that will max out your tolerance to these rude birds.



Geese are herbivores, and they love closely mowed green grass on flat surfaces (remember, resident geese are lazy so they do not like hills). The average 12 lb. goose eats 4 lbs of grass per day and excretes 3 lbs. of waste. That is one hungry little bird. Now, the problem is these birds live in flocks and many times these flocks number in the 100's. Did you just get a quick image of the mess I referred to earlier? Now, what can we do?

One solution is to make the grass unpalatable for our evolved resident geese. Timed applications of USDA Organic repellents have been successful in controlling the resident goose population. The flock will change its habits and feed (and excrete waste) in areas that are not treated (hopefully move out altogether if the aquatic site is small). These repellents provide a humane solution to a rapidly growing problem. SPS is successfully applying goose repellent on institutional and residential lawns and welcomes the opportunity to help clean up yours.

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## Weed Management with Tenacity

DAMIAN VARGA

New for home lawns in 2012, **Tenacity Herbicide** had extensive experimental testing, prior to its labeling for use on residential properties. First labeled for golf courses, then athletic fields, **Tenacity** has had plenty of positive feedback. An interesting product, it was synthesized from naturally occurring extracts from the Bottlebrush plant. **Tenacity** inhibits photosynthesis in susceptible weed species and is absorbed through the leaves, roots and shoots and then translocated throughout the plant for maximum effect. Within days, the weed appears to have been bleached.

The initial excitement from **Tenacity's** testing was based on the material's ability to selectively manage nimblewill, a persistent perennial warm season grassy weed. Previously, nimblewill could only be controlled through the use of non-selective herbicides (Round Up) or physical removal with a shovel or spade. Another grassy weed controlled selectively by **Tenacity** is creeping bentgrass, usually found on golf tees and greens that also shows up on home lawns. Additionally, this product will manage crabgrass, oxtail and nutsedge as well as a number of broadleaf weeds. In particular, **Tenacity** will manage crabgrass both as a Pre-Emergent and as a post-emergent. SPS has experimented with **Tenacity** to manage wild violet, still listed as uncontrollable, with encouraging results. In addition, SPS has included **Tenacity**, in a mix with Turflon Ester and Acclaim Extra, to provide superior selective control of common bermuda grass (wire grass).

**Tenacity** is a unique material for use in the Green Industry with potentially more benefits than listed on its label.

### KEY FEATURES:

- Controls Selected Grassy Weeds
- Controls Selected Broadleaf Weeds

### KEY BENEFITS:

- Prevents and Controls Crabgrass as both Pre- and Post- Emergent
- Eliminates weeds at the time of seeding
- Reduces weed competition in new turf