



John's

TIP OF THE MONTH

August 2016



Inspect, Detect & Protect

The season's weather takes its toll on people and plants alike. Plants that aren't healthy enough to get through the summer months, rarely rebound health-wise to survive a frigid winter. This applies to both the landscape and the lawn.

Inspect and Detect

No matter how hot it is outside, consumers need, at some point, to venture outdoors and inspect their plants and property. This visual inspection of plants and property can save a homeowner hundreds, if not thousands, of dollars down the road!

Encourage your customers to get into the habit of walking their home property the first day of each month during the growing season to inspect plants (and lawn) for insect or disease damage. Early detection is key to correcting problems! It's the long lapses of time that can enable an otherwise small issue to become established and costly to correct.

An Ounce of Prevention

Many disease problems are identified during the summer months. July and August are especially prime time to spot trouble and minimize damages.

When inspecting plants, consumers should focus on scouting for leaves (or flowers) that are missing, distorted or chewed. Common culprits are bagworm, tent caterpillars, Japanese beetles, cutworms, aphids and the spooky-yet-colorful tomato hornworm. Diseases are also often easily identified on plants. Two common summertime diseases are powdery mildew and blackspot. Dense foliage on mature plants, paired with high heat and humidity, is a recipe for poor air circulation around the plants and, next thing you know, disease has cropped up.

For prevention-minded customers, keep your shelves stocked with Neem oil or botanical extracts. Educate your staff and use signage to teach and promote the benefits of these products.

A Pound of Cure

Once a pest or disease has taken hold, it's time for curative measures. Depending on the circumstances, plants can often recover if a problem is detected and treated early.

Having mixed up a few hundred tanks in my time, I still remember the golden rule of applying chemicals: Follow the label directions. It's a good bet that many consumers gloss over the label and don't heed the instructions to protect eyes, wear long-sleeved clothing and wash hands after mixing and spraying chemicals. Did you know that most fungicides are classified as warning or danger labeled product? The reason, in most cases, is that these products are severe eye irritants. When the label says stay downwind or wear eye protection when spraying, there's a reason for it.

Today's newest convenience products are sold in a concentrate, mixed in a watering can and poured around the base of plants. The technique is called a "drench" method. It is available in select insecticides and fungicides. Some formulations also provide some nutritional content for root uptake.

Share Best Practices

The best times to apply chemical products are usually early in the morning or late in the day after the sun goes into the horizon. The effects of sunlight and heat just don't help leaf surfaces under duress, but can fry them quickly, especially if the plant is already struggling for survival. You know this from your production experience. Do your retail customers know, too?

A good watering or two a couple of days prior to spraying is recommended to give the plant its first drink offering of water, not chemicals. Some heavier oils aren't recommended for use during hot summer months. These don't absorb into the leaf surface readily, but stand long enough to work like a magnifying glass using the sun's rays to burn the leaf's surface.

Encourage your customers to take regular walks through their yards to inspect and detect problems early on. Teach them the benefits of cost-effective preventive measures. Be ready to offer support and advice when curative action is needed. The result is an educated consumer, protection of their landscape investment and enduring customer loyalty for you.

Good Selling!

John

Great Summer Prescriptions



Fungonil

Truly all purpose. Controls numerous diseases on roses, flowers and vegetables, fruit and shade trees. Contains active Chlorothalonil.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80100038-1221	16 oz. Con.	037321008804	880	12/12	\$18.99
80100198-2121	32 oz. Con.	037321008811	881	12/12	\$33.00
80100143-514	32 oz. RTU	037321008835	883	12/12	\$7.99

MITE-X

A broad spectrum, effective indoor/outdoor mite control on vegetables, fruit, nuts, vine crops, shrubs, berries, herbs, spices, ornamentals, evergreens, greenhouse plants and interior plants. Safe for use around children and pets. Made from botanical extracts. Also kills aphids and thrips. Pleasant odor. A specific miticide for houseplants. Also kills aphids and thrips. A pleasantly scented Garden Naturals product made from botanical extracts.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80100359-579	32 oz. RTU	037321002857	285	12/12	\$8.99

Eight® Garden Dust

An outstanding vegetable garden insecticide - killing and repelling virtually any insect pest common to home gardens. Also great for Japanese Beetles on roses and flowers. Colored green to blend with foliage! Short days to harvest intervals. Contains 0.125% Permethrin.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80100035-257	10 oz. Puff	037321007845	784	12/12	\$3.99
80100036-450	3 lb. Bag	037321007869	786	12/12	\$6.99



Sluggo® Plus

This new formulation of Sluggo controls slugs, snails, earwigs, sow bugs (roly poly), pill bugs and cut worms too. Sluggo Plus is a smaller light green pellet and can be used on ornamentals, vegetables, fruit trees, berries, turf and in non-commercial greenhouses. Scatter the bait at 1/2 to 1 pound per 1,000 sq ft around and near the plants to be protected. Meets national organic program standards for organic gardening. Contains the active Spinosad.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80820101-852	1 lb. Shaker	022179102484	LG 6575	12/12	\$13.99
80820102-1704	2.5 lb Jug	022179102460	LG 6570	6/6	\$28.49

Copper Fungicide

This patented, copper formulation protects a wide range of plants from turf to veggies, to fruit and flowers from a host of listed diseases. Great for Blight! Suitable for organic gardening. Dust or Spray - Copper Sulfate 7.0%, Liquid.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80100034-514	1 lb.	037321007715	771	12/12	\$7.99
80100611-836	4 lb.	037321007722	772	12/12	\$12.99
80100141-1095	16 oz. Con.	037321008118	811	12/12	\$16.99
80100139-559	32 oz. RTU	037321007753	775	12/12	\$8.69

Systemic Rose & Flower Care

2-in-1 Systemic Insecticide plus Fertilizer for roses, flowers, and shrubs. Systemic Rose & Flower is specifically formulated to provide up to 8 Weeks of insect control, as well as essential macro plus micro nutrients. Convenient granules. Great for container gardens. Contains 0.22% Imidacloprid.

Not for sale in Long Island, NY.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80100147-964	5 lb.	037321009450	945	9/9	\$14.99



Disease Control

Keep your garden disease free with BioSafe Disease Control! Prevent and control diseases on your fruit and vegetable plants safely and sustainably with BDC's powerful chemistry. It contains no harsh chemicals like chlorine or copper and leaves no residue so you can feel good about using BioSafe Disease Control around your family and pets. Hooks Up to Hose for Quick Application. Begins Working Immediately. Long-lasting - RTS Covers up to 12,000 Square Feet



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80670001-551	32 oz. RTU	188716000481	5002-32	12/12	\$8.99
80670003-1471	32 oz. RTS	188716000757	5002-32	6/6	\$20.99

Year-Round® For Garden Insects

Convenient premixed Year-Round® Spray Oil in convenient quart spray bottles. Individual labels specifically designed for indoor and outdoor use. Try the handy Hose-End Sprayer which attaches to any garden hose for easy and accurate application to fruit trees and vegetable gardens. Pre-calibrated for correct dilution. Back-flow inhibition prevents hose contamination. For organic gardening.



Item #	Desc	UPC	Vendor	CS/UOS	Retail
80530021-993	32 oz. RTS	018506001216	121-12	12/12	\$16.49
80530022-571	32 oz. RTU	018506001223	122	12/12	\$9.49

