



# EarthLink News

## Landscaper Edition

**NEW!**

from Barenbrug:

Regenerating Perennial  
Ryegrasses for Turf  
(See inside for more details!)

A TerraLink Newsletter  
June 2010

### The EarthLink Program

## Natural Approach



TerraLink's EARTHLINK program is dedicated to managing turf and gardens using Earth Friendly products featuring organic, natural and biological products whenever possible.

### Make Them Happy The First Time

Everyone wants to jump on the organic bandwagon but the results they see first time they use it have to be good. Often they aren't. Natural and organic products just don't have the quick response and instant results we are accustomed to with conventional fertilizers. Most often switching to natural products involves rethinking the entire year's fertilizer program. In the long run that lawn and garden will look just as good as with conventional products and it will have improvements in water management needs, playability, etc. The trick is to get it to that point before the customer gets discouraged. A transition program with organic based products can bridge the gap quite nicely and keep everyone happy.

### Organic Based Products Bridge The Gap

TerraLink has organic based products varying from 55 - 80% natural or organic ingredients. These products have enough kick to turn around a deteriorating lawn or garden situation that would normally get weedy or have wild grass moving in. After a couple applications you can go all natural with straight organics if you wish but many customers like what they see and stay with the program. An 80% reduction in conventional products used is already something to talk about if that is what they are after.

### Don't Under-Apply

Under application with organics usually leads to disappointing results. Typically when you start an organic program you have to apply a lot of actual product in order to get things moving and green up. You will visually see the product but that's just the way it is and a small price to pay for organics. The flip side benefit is that after a year or two the organics will result in fewer applications, lower rates, less surge growth and less intervention.

### Rates Matter

If you typically apply 1 pound of actual N per 1,000 sq.ft. with conventional fertilizers you need to do the same with organic and organic based. It's easy to figure out. To get 1 lb/1,000sq ft of actual N using a 10% N product apply 10 lbs of product /1,000 sq.ft.

### Recommended Organic Based Options:

- **10-10-12 with 70% Organic Base.** A Complete Blend, All Purpose formula with secondary and micronutrients. Use anywhere you normally fertilize.
- **12-3-6 with 55% Organic Base.** Higher N Formula that greens up quickly.

- **5-2-10 Micro Prill with 80% Organics.** Micro prills disappear after application. Great product for areas with naturally heavy growth yet improved play/wear and disease resistance is desired.

### Straight Organic / Natural Product Options:

- **7-4-7 TerraLink Brand Organic Lawn and Garden Food.** All Purpose formula.
- **10-0-0 Amazingly Green Corn Gluten Weed n Feed Lawn Food.** Weed N Feed the Natural way.

## Amazingly Green

<b>10-0-0 Weed &amp; Feed</b>	<b>\$ 37.95/18kg</b>
<b>8-1-1 with Neem</b>	<b>\$ 41.95/18 kg</b>
<b>9-1-1 with Kelp</b>	<b>\$ 38.95/18 kg</b>
<b>Liquid Corn Gluten</b>	<b>(ask for price)</b>

Available now at  
TerraLink in  
Abbotsford  
and Roddick  
Fertilizers  
in Ladner  
locations!



**TerraLink**

- **9-1-1 Amazingly Green with Kelp.** Kelp is a great biostimulant with many benefits Landscapers know about.
- **8-1-1 Amazingly Green with Neem Cake.** Check out the natural insecticidal properties of Neem.
- **10-3-3 Groundskeepers Pride.** A favourite, effective product and widely used.

#### Conventional Products

- Richgrow 23-3-23 Spring Formula with 55% Stabilized N or 23-3-23 Summer Formula with 60% MU-N.
- Richgrow 18-18-18 Premium Grow-In with 55% Stabilized N.
- Multicote 16-10-10 Season Long or Osmocote 14-14-14 Season Long for shrubs, bedding plants, and gardens.

#### Gentle Yet Effective

## Worried About Burning Your Lawn?



*An extreme example of fertilizer burn.*

Go natural with organics and beat the burn. Organics are best for avoiding the burn problem that fertilizers can create when they are overapplied.

#### Killing Weeds the Natural Way

## The Scoop On Corn Gluten

Killing weeds the natural way is effective but what about Overseeding?

If you haven't tried corn gluten yet it is highly recommended that you do. You need experience to get it right and make your lawn care customers

happy. This is a great product for natural weed control but there are questions about using corn gluten when overseeding is also needed. Corn gluten is non selective so you need to think about timing it right with the seeding. The following information is what you need to know:

1. Corn gluten requires soil temperature about 12°C or more (+ or - 2 degrees) to be activated.
2. At that point the microbes in the soil release the amino acids and nitrogen.
3. The amino acids are what prevent the germinating seeds from taking root.
4. Corn gluten meal has non-selective herbicidal properties and is pre-emergent.
5. It is registered in Canada on Dandelion and Large Crabgrass.
6. The corn gluten will remain active for 4-6 weeks after activation, depending on the weather. In dry weather it may last longer.
7. Waiting time: (rule of thumb) wait 6 weeks before or after overseeding and new sod laying before applying corn gluten meal as a pre-emergent herbicide.
8. Overseeding: we recommend you overseed with ryegrass varieties like RPR Baralpha which are self thickening. RPR has stolons that travel above the soil surface to start a new plant. RPR produces a bright green, thick, medium textured, wearable turf that looks and outperforms other perennial ryegrasses.
9. New grasses starting from stolons (stolons have above ground stems that become new plants) are not affected by the corn gluten.
10. Apply corn gluten 2 or 3 times per year to keep new weeds from germinating and coming up.
11. Corn gluten will be a successful program for you but you must be consistent and stick with the program.

#### Corn Gluten and Poa

## Be careful what you wish for...

Poa is also called Annual Bluegrass or Junegrass. In Coastal BC this little grass is loved by some folks and despised by others. It is virtually everywhere and it can totally take over a lawn or turf. Let a turf get sparse and unkept, and Poa comes in. Sometimes it creeps in and takes over when the conditions don't

favour the other grasses. Poa keeps reseeding itself constantly all through the growing season which is why corn gluten's effect on Poa is important.

Keep in mind that while you are controlling broadleaf weeds with corn gluten you will also control the germinating Poa seed. If all you have is Poa you need to plan for overseeding. If you don't, you could accidentally end up with nothing when the Poa is gone!

Unsure about things? We recommend a test strip before you treat your whole property with corn gluten especially if you think you have a Poa dominated lawn.

#### We Have Bargains For You!

## Landscaper Specials



#### 1. Spreaders

- Earthway Spreader #2150, 50 lbs capacity, code # 8401480, Landscaper Special: \$ 199.99
- Prizelawn Spreader HVO, 100 lbs capacity, code # 8402330 **LAST ONE**, \$ 575.00 Landscaper Special. NO RAIN CHECKS!

#### 2. Rakes:

- 36" Landscaper Rake, 25% off our regular price
- 24" Leaf Rake, 25% off our regular price
- 9" Bush Rake, 25% off our regular price

#### 3. Backpack Sprayers

- Back Pack Sprayers Economy model 15Liter, Pistol, incl. nozzle & repair kit. \$39.99 each.
- Durable high quality model 4 Gal SPI-4 model \$179.00 each.
- Durable high quality with Agitator 4 Gal SP0-501 model. \$199.00 each.

#### 4. Red Weeder Chemical Wand

Code # 8401480, \$ 34.99

#### 5. Red Dragon Flame Weeders

Flame Weeders for the Organic Landscaper.



These units are easy to use and avoid the use of sprays.

- Red Dragon Handheld Torch 100,000 btu incl. squeeze valve. Was \$145.00, now \$94.00, code # 6069121.
- Red Dragon Handheld Torch 500,000 btu incl. squeeze valve. Was \$189.00, now \$109.00, code # 6069120.



#### 6. Mankar Spray Applicators

High quality, very durable sprayers that last.

- Mini Mantra handheld ultra low volume sprayer. Very popular. Was \$670.00, now \$400.00, code # 6025100.
- Mankar-P Wheeled Sprayer, 12-20 bandwidth, ultra low volume. Great machine! Was \$1,700.00, now \$999.00, code # 6025700 4.

#### Introductory Offer

## Munger Horticultural Vinegar

**Introductory Offer:** Get the 5 case+ volume price with your first purchase: \$ 77.00 each 10 Liter.

Newly registered and good value compared to other similar products on the market, Munger Horticultural Vinegar will be the product of choice. This ALL NATURAL product contains vinegar plus a Yucca based wetting agent and no other chemical additives. This is your product of choice for a **NON-SELECTIVE SPRAY HERBICIDE**.



#### NEW from Barenbrug:

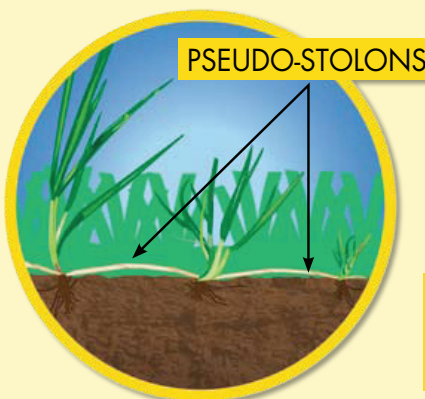
## Regenerating Perennial Ryegrass for Turf



#### Improve your property with RPR

RPR-Baralpha is the latest introduction from the Barenbrug Seed Company. Barenbrug's exhaustive research has produced remarkable results that developed the regenerating perennial ryegrass product.

RPR-Baralpha has 'pseudo-stolons' that allow for self-thickening turf. When a plant gets room it sends out a shoot or pseudo-stolon to fill in the gap.



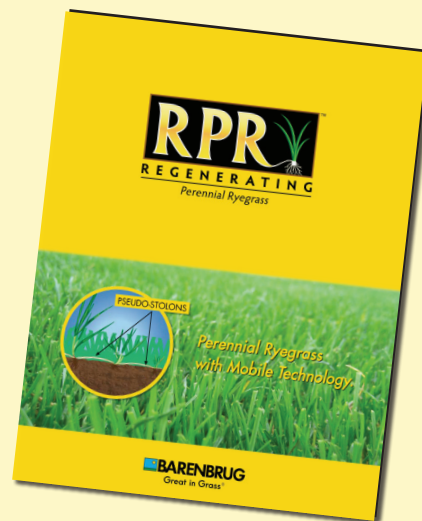
#### RPR Features:

- Great color
- Unrivalled wear tolerance
- Increased disease and drought tolerance
- High turf quality

**RPR will make your customers turf look good, perform better and make you look good too!**

TerraLink's RICHARDSON SEED line of turf seed product includes RPR in 3 Featured Products:

- Premium 4-Way Overseeding Mix.
- Premium Sportsturf Mix.
- Premium Sandfield Sportsturf Mix.



For a free copy of this informative brochure (BC only) please email [lisa@tlhort.com](mailto:lisa@tlhort.com)

**BARENBRUG**  
Great in Grass®

Richardson Seed also features standard lawn seed mixes (Deluxe, Sun & Shade, Overseed) in 5, 10 and 22.7 kg bags:



## Nematodes

# Biological Controls for European Chafer Beetle

(and other similar soil borne pests)



This nasty grub is killing our lawns and the animals they attract are tearing up the turf to eat these grubs they think are tasty treats. Control with biologicals

is effective using beneficial nematodes. Apply *Heterorhabditis bacteriophora* from May through December. 50 million per package treats 100 m<sup>2</sup>. Apply by watering in with watering can or sprayer. Pre-ordering is important. Call 604-864-9044 and ask for Cody for your biological control ordering.

## Biological Product Guide

With many communities banning cosmetic pesticide use, biocontrols are becoming the environmentally friendly alternative to controlling pests in turf, ornamentals and home flower or vegetable gardens. **Included here is a copy of our Biological Product Guide.** For extra copies, please contact [lisa@tlhort.com](mailto:lisa@tlhort.com).

## We've got you covered

# Delivery Service

### Delta Location:

Provides scheduled daily deliveries to Vancouver, Burnaby, New Westminster, Richmond, Delta and Surrey.

### Abbotsford Location:

Provides scheduled delivery to Fraser Valley, Coquitlam, Fraser River North Shore, Surrey and outlying areas.

*Prices are guaranteed for 30 days from publication date under normal business conditions. Applies to Abbotsford or Delta Locations. Prices subject to change without notice thereafter.*

# Two Locations to serve you better:

### TerraLink Delta

#### at Roddick Fertilizer

4119 40<sup>th</sup> Street, Ladner

Tel: (604) 946-2771

Store Hours: Tue - Sat 8:30 - 5:00

Office Hours: Mon - Fri 8:30 - 4:30

### TerraLink Abbotsford

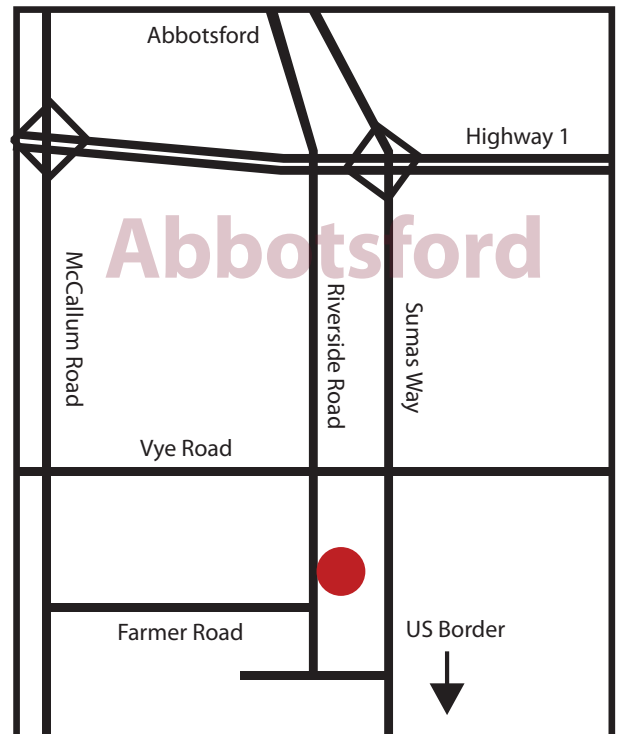
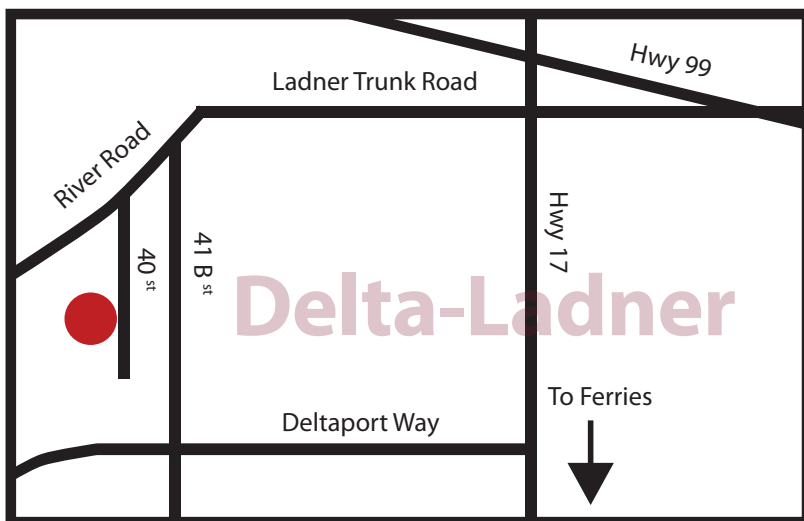
464 Riverside Road

Abbotsford

Tel: 604-864-9044

Hours: Mon-Fri 7:30 AM to 5:30 PM

Open Saturdays from 8:00 AM to 4:00 PM



TerraLink Horticulture Inc., 464 Riverside Road, Abbotsford, BC, V2S 7M1  
Toll Free: 1-800-661-4559 Tel: 604-864-9044 Fax: 604-864-8418 [www.tlhort.com](http://www.tlhort.com)  
Roddick Fertilizer, 4119-40th Street, Delta BC, V4K 3N2 Tel: 604-946-8338

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