



EarthLink News

Municipal/School 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 supports the trend to find products that feature a smaller carbon footprint or 'green print' as it can be called. EarthLink clearly demonstrates our commitment and preference toward recommending organic, natural, organic based and biological products whenever possible. This sounds so easy, just recommend and sell natural and organic products. Actually it's quite a bit more involved. The difficulty comes in recommending products that will be as satisfying to the end user as they got from the conventional products. Too often the results are not what is expected. The biggest issue is the weather in BC. We don't get heat like down south and that seriously affects product performance. TerraLink's goal is to create a program with products that have a high probability of success that makes the end user happy, first time out! In order to do this we first set out the program criteria and then secondly put together product support to help us get the right products into our customer's hands.

EarthLink Program Criteria

For the 2010 season EarthLink follows these criteria for products to quality:

- Organic: All natural and organic sources of products are acceptable as long as the ingredients would typically qualify on a stand alone basis as organic. Some may qualify for certified organic production but not in all cases. TerraLink seeks out natural sources with release rate characteristics that meet the performance criteria of the intended use.
- Organic Based: Finished fertilizer products having anywhere from 55% to 80% organic or natural sourced products.
- Acceptable Conventional Fertilizers: Certain fertilizer industry products that are not organic or natural but in TerraLink's estimation have a green-print that is acceptable will be included in the program. They will clearly be identified as containing conventional ingredients so the user is fully informed prior to a purchase.
- Biological and Soft Products for pest control: TerraLink carries a full lineup of biological control products as part of our EarthLink program. Also included are many natural source, bacterial or fungal as well as minimally modified natural source products that typically are accepted by organic crop producer groups.

Make The First Time A Good Time

First impressions often count the most and with organics they can either be really good or quite poor. An immediate problem TerraLink has found is with application rates and green up. Natural and organic products do not have the quick response and instant results we are accustomed to with conventional fertilizers. In most cases the applicator has to apply more product to get the initial desired results.

If a quick switch over to organics products without a phase in period is in your future, then reviewing your application rates and choosing products that will get you quicker results is very important. If weeds are an issue

then getting onto a corn gluten program is a necessity. If soil-born insect control is an issue then find fertilizers that include Neem products (or apply a biological control). For customers not requiring a complete change over to organics immediately, we recommend using organic based products. In fact we highly recommend organic based products as a preferred way to go. Many of them have 60 to 80% organics which is very significant.

To be able to inform your environmentally conscious clients that you have lowered your use of conventional products by 70 or 80% is very meaningful and will likely be well received!

Amazingly Green

- 10-0-0 Weed & Feed
- 8-1-1 with Neem
- 9-1-1 with Kelp
- Liquid Corn Gluten

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



TerraLink

Organic Based Products Bridge The Gap

TerraLink has organic based products with anywhere from 55% – 80% natural or organic ingredients. These products have enough kick to turn around a deteriorating lawn or garden situation that would normally look depleted, get weedy or have wild grass moving in. After a couple of applications and during the warmest summer months you can more easily go all natural with straight organics if you wish, but many customers like what they see and stay with the program.

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. Initially you will visually see the product on the turf but that will only last a few days. If organics are what is wanted it is a small price to pay for the satisfaction. The benefit to higher application rates is that after a year or two the build-up of benefits from the organics will result in fewer applications, lower rates, less surge growth and less intervention. If you use a Corn Gluten product your weed problems will diminish year after year reducing weeding costs. If you use a product with Neem Cake in it you will see side benefits Neem brings to your turf.

Rates Matter

If you typically apply 1 pound of actual N per 1000 sq ft with conventional fertilizers you need to do the same with organic and organic based products. It's easy to figure out. To get 1 lb/1000sq ft of actual N using a 10% N product apply 10 lbs of product /1000 sq ft. If your organics are supposed to last twice as long as a conventional product, make sure you apply enough to compensate for what used to be two applications. Twice as much is likely not required but don't try to use the same amount as you had with one application. It won't be enough!

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 where improved play/wear and disease resistance is desired.

EarthLink 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.
- **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. Ask someone who knows organic insect control to find the answers you need.
- **10-3-3 Groundskeepers Pride.** A favourite, effective product and widely used.

Conventional Sourced Fertilizer Products

For customers not requiring EarthLink program products, TerraLink recommends the following conventional sourced products for general turf and landscape use:

- **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 or **18-18-18 with 60% MU-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?

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



An extreme example of fertilizer burn.

Killing Weeds the Natural Way

The Scoop On Corn Gluten

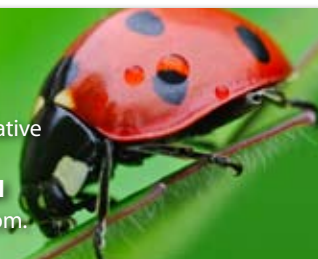
Killing weeds the natural way is effective but what about Overseeding?

If you haven't tried corn gluten yet it is highly recommended that you do. You need experience to get it right. 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.

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.



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.

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:

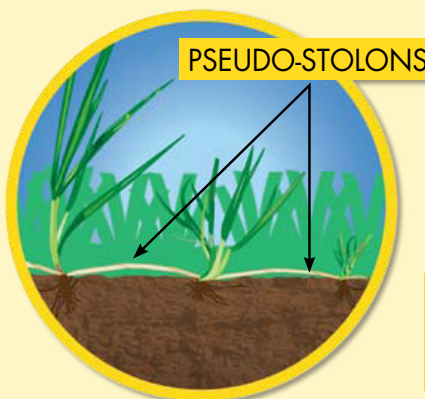
Regenerating Perennial Ryegrass for Turf



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.



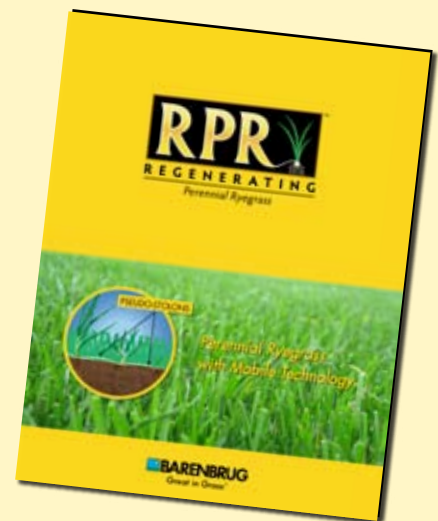
RPR Features:

- 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

BARENBRUG
Great in Grass®

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 nematodes from May through December. 50 million per package treats 100 m². 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.



New From Richardson Seed

Super Overseeding Success



OVERSEEDING MADE EASY

Specialty For Sports fields, Golf, Playgrounds and Parks

- Easy Transition
- Easy On Your Budget
- Easy Program to Quality Turf

Ever run into the groundskeeper's nightmare? They just played a tournament, the grounds are all chewed up and there's another big event in 2 weeks. The playing field needs to re-grow fast and look good but you're stuck in the muck. Well not really. With Richardson Seed's SOS program you can get re-growth faster than ever. Mix and match two or three products to get a combination of super fast germination together with other species and varieties that self-fill and regenerate. Self repairing turf is the Grounds Keepers best friend. You may not be a miracle worker but you can accomplish a lot in a very short time and come out looking good too. Check out this selection of four outstanding products all of which are prominent and successful including uses in professional sports team fields where performance is everything.

SOS - Super Overseeding Success 4-Play Germination Program

Richardson Seed features our new 4-Play Program with four successful new products from Barenbrug Seeds. All four products are particularly designed for use where sports and high play activity cause excessive wear and difficulty with regrowth during the playing season.

Mix and Match the 4-Play Program to get the results and varieties you need. (All germination references are for ideal conditions. Your experience may vary.)

SUPER FAST GERMINATION:

Panterra 5 Annual Ryegrass
3-5 day germination



New variety. The latest Annual Ryegrass that looks good and germinates super fast. Fine leaf texture, medium color, low growing, persistent and tough. Your best choice for in-season quick repair to sports fields.

FAST GERMINATION: Baralpa RPR
Regenerating Perennial Ryegrass
6-8 day germination



Stoloniferous nature makes it self filling. Has great color, unrivaled wear tolerance, increased disease and drought tolerance. High quality turf.

MEDIUM GERMINATION:
Turf Saver RTF Regenerating Tall Fescue
12-14 day germination

TurfSaver is self-filling and self repairing from rhizome activity. A softer touch than other tall fescue it is gentle on barefeet! Deep rooted, 30% less water, does well in sun or shade, disease and insect resistant. Looks great!



MEDIUM GERMINATION:
Barimpala Kentucky Bluegrass
12-16 day germination



New generation Kentucky Bluegrass featuring the fastest germination and establishment of any Kentucky Bluegrass. Has great hot summer and cold winter tolerance, fine leaf texture, low mowing, excellent rust resistance, drought tolerant and outstanding wear tolerance. Used in professional football!

 **BARENBRUG**
Great in Grass®

TEE 2 GREEN

GreenSuccess with TEE-2-GREEN

Featuring: SEASIDE II Creeping Bentgrass

It's all about regeneration.

Seaside II creeping bentgrass is designed to reduce management intervention. Seaside II persists even in BC's challenging climate for bentgrasses.

Got Poa competition? Seaside II will compete with Poa. Seaside II has a medium to fine texture and features high quality play on greens and tees. Good drought tolerance, withstands effluent water with salt levels to a point. Seaside II has excellent resistance to dollar spot and other diseases and competes with Poa even in low fertility if needed. Seaside II is your product of choice for BC.



Varieties

Low Maintenance & Rough Areas

Choose species that are low growing, summer hardy even in the heat and look good too. Hard Fescues and chewing fescues are under utilized and should be more prominent in low maintenance areas.

Stonehenge Hard Fescue: Finest blade leaf. Great year round color even in winter. High drought and disease resistance. Frost tolerant. Grows well in sun or shade.



Rushmore Chewing Fescue: Great cold tolerance. High disease resistance even to red thread and summer patch. Looks great even in the shade.



Hard fescue and chewing fescues blend well and perform when mixed with Kentucky bluegrass, perennial ryegrass and other fine fescues.