

APGAR SALES COMPANY, INC.

ESTABLISHED IN 1978

Wholesale Turf and Ornamental Supplies

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December was without snow of any consequence. That was good news for some, but looked on with mixed emotions by many in the ice and snow removal business, as well as those of us who supply the materials. The blessing of not having to deal with snow and ice personally was at least somewhat offset by the loss of revenue it produces for us.

January, for the most part, was the same. UNTIL- shortly after mid-month when nature hit us with a doozy! First some snow, then some rain, then POW! Zero degree weather to turn the snow to ice. In all and all, timing was critical. We had to get rid of the snow before it froze, or we were in big time trouble. A few days later, the temperature rose into the fifties and rain came in abundance. After the rain stopped, any that remained became ice as the temperature dropped. Indeed, January was an interesting month.

Considering we have a couple more months of winter, chances are, and history dictates, we will have more opportunities to ply our trade.

In the mean time it is important to be sure equipment is cared for; repairs made when necessary; tools added as needed, and in general be ready for the upcoming season.

Of course, it is important to continue to update our knowledge of changes, new products and other things taking place in our industry. One of the important ways to do this is to attend our APGAR SALES SEMINAR which, as always, features many knowledgeable persons in our industry, each with the information and thoughts which should be of value to you as the season progress.

TUESDAY, MARCH 26TH, is the day for our 28th ANNUAL SEMINAR. As in the past several years, it will be held at Anthony's Lake Club, in Danbury, starting at 7:30 A.M. Recertification credits have again been requested from Connecticut's D.E.P & New York's D.E.C., in addition to ISA and PLANET.

Speakers will include: Eric Maurer representing Neudorf; Joe Magazzi, of Green Earth Agriculture; Ken Griepentrog of Jersey Seed Co.; Ken Bercier representing Reed and Perrine; Mike Donahue, of Lebanon Seaboard, Tim Gerzabeck of Helena Agri Enterprises, Murray Wingate from Solu-Cal, Bill Affinito of PBI Gordon and Dave Stern of Gametime, supplier of Calcined Clay products.

We are again asking for a \$25.00 deposit which will be used as a credit toward a purchase after the seminar or forfeited if you fail to show up or give us a three day notice.

A FEW THINGS TO DO IN FEBRUARY

DEER CONTROL, like always, requires constant vigilance. Walk fence lines, check for damage. Check plants protected by burlap to be sure it is intact and reapply sprays on a day the temperature will remain above freezing until it dries. Our product supply includes BOBBEX, DEER FREE WINTER ARMOR, DEER PRO, DEER STOPPED AND SPOTRETE (to mix with CLEARPSRAY or VAPORGARD). A strip of MILORGANITE around vulnerable plants may provide added protection.

SUPERthrive is a product everyone should use on every rowing plant, indoor, outdoors, flowers, vegetables, trees and shrubs, especially ones under stress of any kind. This antioxidant has been used extensively for many decades and at only drops per gallon, it is extremely economical.

Problems can be reduced from OVERWINTERING INSECTS by spraying with HORTICULTURAL OIL. As with deer sprays, the temperature needs to remain above freezing until it dries.

RATS and mice seem to thrive in our homes, businesses and all buildings which protect them from the elements. Check with us for products which help keep them controlled.

DORMANT SEEDING can be accomplished on surfaces where there is no danger of runoff. Freezing and thawing soil will plant it for you. It will germinate in spring, when soil warm.

FEEDING TURF IN CONNETICUT can take place now if you missed doing it around Thanksgiving. (New York requires you wait until April 1st) Keep in mind phosphorus is banned in both states unless seeding or soil test shows a need.

GYPSUM (SOLU-CAL S) spread over areas where piles of salt filled snow have been plowed. It will help react with the salt and minimize damage to turf and other plants.

A second application of TURF FUNGICIDE will help prevent SNOWMOLD problems.

REAPPLY an ANTI-DESICCANT to evergreens where damage from wind and sun is a problem.

GOOSE CONTROL should be started late this month or early March. Fence access areas from lakes and ponds and spray with GOOSE STOPPER or similar control as added protection. Shrubs and large rocks along the water's edge also help detour them, as does replacing bluegrass with less palatable fescue.

TICK CONTROL will be helped with placement of DAMMINIX TUBES along walls and other areas mice frequent. Mice use the permethrin soaked cotton balls contained in them to line their nests. Ticks are killed before they can cause problems and mice caught by predators don't harm them.

SCHOOLS, MUNICIPALITIES AND OTHERS WHO CARE FOR SPORTS FIELDS

ORDER CALCINE CLAY products now so you have them on hand when they are needed. It helps keep fields in optimum playing conditions by improving soil structure and controlling moisture. We also have a supply of MOUND CLAY and MOUND BRICKS for your use in building and maintaining pitcher's mounds and batter's boxes.

A REMINDER ABOUT PESTICIDES

Check with manufacturers, DEP or DEC to be sure leftover pesticides are still registered. Even though a certain pesticide may be registered, that does not mean the registration on the one you have has been updated. Needless to say; you will be fined if caught with an unregistered product.

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