



**FON**

*force of nature*

# The Industry *We're Not Gonna* Strikes Back ! *Take It ANYMORE*

2010 08 11 Part Two

*Professional Lawn Care Companies in the Province of Ontario  
are now worth 25 to 35 per cent less since 2007*

## M-REP Update

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Jeffrey P. Lowes August 11<sup>th</sup>, 2010 Media Release  
M-REP Communications Selected and adapted excerpts

### JOINT AND SEVERAL LIABILITY

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In the Province of Ontario, there is not « *Joint and Several Liability* ».

In a recent paper by the Association of Municipalities of Ontario, dated April 1, 2010 —

<< *The joint and several provisions of the Negligence Act, indicate, « Where damages have been caused or contributed to by the fault or neglect of two or more persons ... and, where two or more persons are found at fault or negligent, they are jointly and severally liable to the person suffering the loss or damage. » >>*

Also known as the 1 Per Cent Rule, the Joint and Several Provisions may oblige a defendant, which is only 1 per cent at fault, TO PAY THE PLAINTIFF'S ENTIRE JUDGMENT, particularly in cases where the other defendant is unable to meet a court ordered award.

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## ENTOMO-PATHOGENIC NEMATODES

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As « *deep pocket* » defendants, with seemingly limitless resources at their disposal, LARGE MANUFACTURES OF PESTICIDES have AVOIDED the sale of « *nematodes* » to the Professional Lawn Care Industry.

Current suppliers of the product DO NOT have the resources in the event there are long-term liabilities with the product, which means the burden is on the individual Professional Lawn Care Company.

Anyone SELLING THEIR INTEREST in a lawn care company is further discounted as they are no longer exposed to this risk.

The Federal and Provincial governments have not scheduled the « *nematode products* » as a PESTICIDE PRODUCT, but they are listed as « *alternative pest controls for turf* » by Guelph Turfgrass Institute of the University of Guelph and the Province of Ontario.

[ See later segments for more information about nematodes and white grubs. ]

## LOSS OF REVENUES

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Most Professional Lawn Care Companies will OPERATE AT A LOSS in order to retain their customers.

They will have to generate new revenue streams in order to stay a feasible business.

As a result, there is LITTLE IF ANY VALUE left in the current Professional Lawn Care Business model.

Companies will need to expend resources to develop new revenue streams in the hopes of generating a net profit and reinventing themselves.

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## IMPLICATIONS OF PROHIBITION

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In the past seven years, the Ontario Government has been pushing the industry to ZERO.

The Environmental Commissioner's Report to the Legislative Assembly on October 6, 2009 touched on the implications of the PESTICIDE BAN in Ontario.

The following was stated on page 73 —

*<< In the short-term, however, the ban may have **SIGNIFICANT EFFECTS** on the economic health or continued viability of many lawn care businesses, effectively **SUN-SETTING** components of an industry. >>*

[ « *Sun-Setting* » means « *the decline or final phase* » of the Professional Lawn Care Industry ». See the next segment for more information about the Environmental Commissioner of Ontario's Report. ]

OVERALL, ANY PROFESSIONAL LAWN CARE OPERATION IN ONTARIO IN 2007 IS NOW WORTH 25 PER CENT TO 35 PER CENT OF 2010 GROSS REVENUES.

If their liabilities ( wages, severance, taxes and debt ) exceed 75 per cent of their gross in 2009, if they shut down today, they might BREAK EVEN, or operate the full year AT A LOSS.

Until new products are made available ( 3 to 5 years ), the supply chain issues are addressed, and the regulations are changed, the Professional Lawn Care Industry will continue to lose another 20 per cent in 2010, over and above last year's losses.

We have been in contact with the major suppliers of products to the Professional Lawn Care Industry, and there is NOTHING OF VALUE for the 2011 season.

Hence THE NEED TO RECOVER CURRENT AND PENDING DAMAGES.

# Background Information from an Independent Perspective

## ENVIRONMENTAL COMMISSIONER OF ONTARIO ANNUAL REPORT 2008/2009 — IMPLICATIONS OF THE DECISION

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The Ontario government's decision to prohibit the non-essential use of pesticides will undoubtedly reduce the use and release of pesticides.

Prohibiting sales will help to ensure that certain pesticides are kept out of use.

However, the numerous exceptions mean that banned pesticides will continue to be used — and deposited in the environment — in many situations. [ AN EXCEPTION STATUS WAS PROVIDED TO GOLF COURSES, SOME SPORTS FIELDS, SPECIALTY TURF, FORESTRY, AND AGRICULTURE ]

Over time, reducing pesticide use should increase ecosystem resilience, promote the resurgence of natural controls on pests [ WRONG ! ], and result in a landscape with greater biodiversity, creating habitat and food sources for many species.

The corollary is that the pesticide ban will likely result, at least at first, in more weeds and pests in lawns and gardens on both private and public property.

However, an increase in the availability and use of greener alternatives should, with time, help mitigate the situation. [ WRONG ! ]

Indeed, the Ontario government hopes that the cosmetic pesticide ban « *is going to drive new green products in the economy* », and will invest \$480,000 to « *encourage the development of lower-risk pesticides and other green alternatives* ».

In the short-term, however, the ban may have significant effects on the economic health or continued viability of many lawn care businesses, effectively sun-setting components of an industry.

While the government provided ample warning that the law would take effect in spring 2009, the full details of the ban were not confirmed until O. Reg. 63/09 was filed on March 3, 2009.

In particular, the lists of pesticides in some classes changed significantly from those originally proposed in November 2008.

# Background Information from an Independent Perspective

*Guelph Turfgrass Institute has shown nematodes to be MARGINALLY EFFECTIVE in controlling infestations*



## GRUBS IN LAWNS

There is nothing more frustrating than having your lawn churned up by skunks, racoons or even crows looking for the plump protein snack provided by grubs in your lawn.

Although there are three main grub species, European Chafer causes the most damage in Ontario.

**RESEARCH CONDUCTED AT THE GUELPH TURFGRASS INSTITUTE HAS SHOWN NEMATODES TO BE MARGINALLY EFFECTIVE IN CONTROLLING INFESTATIONS,** but there are some things you can do to enhance their effectiveness.

Late summer ( second half of August into September ) is actually the best time to apply the nematodes as the grubs are still fairly small and more susceptible to being infected by the nematodes.

It is critical to use fresh nematodes that have been properly handled and apply them when the soil is very wet and either during or immediately before a rainfall or water them in.

They move in the soil through the film of water between soil particles and need moist conditions to thrive.

The nematodes are also very light sensitive so application at dusk followed by rain or watering in will minimize their exposure to sunlight.

The only other thing you can do is try to maintain your lawn to the best of your ability. Good fertility practices are important and if you have the luxury of irrigation, or Mother Nature cooperates, your lawn can tolerate a much higher grub population than one that is allowed to dry out and go dormant if the weather gets hot and dry. Keep your mowing height up so the grass can develop a deeper and larger root system that can better withstand grub feeding.

# Background Information from an Independent Perspective



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History: Replaces Factsheet No. 97-023 Grubs in Lawns  
Written by: P. Charbonneau – Turfgrass Specialist/OMAFRA and M.K. Sears – University of Guelph

## CULTURAL CONTROL OF GRUBS

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Summer and fall weather conditions can have an effect on turf health and vigour which indirectly affects grub damage. Low rainfall during July and August can cause egg mortality because the eggs need to absorb moisture from the soil to hatch into grubs.

In general, when there is sufficient rainfall or when turf is irrigated regularly, grub damage is reduced. Healthy, actively growing turf will have more roots and, hence, can withstand more grub feeding without turf loss.

Conversely, lawns which are not vigorous and healthy will show turf damage quickly after small amounts of grub feeding.

Maintaining a healthy lawn is your first line of defence against grubs.

[ This government document provides no other recommendations for control. ]

# Background Information from an Independent Perspective

## Lawn Maintenance

P. Charbonneau

### Factsheet

ORDER NO. 08-017      AGDEX 273      MAY 2008  
 (Replaces OMAFRA Factsheet *Lawn Maintenance*, Order No. 03-059)

**Table 3.** Seasonal lawn care calendar.

	Early Spring (May)	Late Spring (June)	Summer (July)	Late Summer (August)	Fall (September)	Late Fall (October)
<b>Fertilization</b> (N-P-K) P and K to be established by soil tests		Application	Application only if lawn irrigated regularly or a wet season.	Application		Application (late October)
<b>Mowing</b>	Mow as high as possible. Do not remove more than one-third of the leaf blade with each mowing.					
<b>Irrigation</b>	To keep turf from going dormant, irrigate at least once a week with 2.5 cm of water if there is insufficient rainfall. Irrigation will help turf withstand grub feeding.					
<b>Overseeding</b>		Application, if turf has been damaged by diseases or insects.		Application, if turf has been damaged by diseases or insects.		
<b>Aeration</b>		application		application		
<b>European Chafer and Japanese Beetle</b>	Check for grub damage.	Overseed or sod damaged areas.		Check for small grubs. Apply beneficial nematodes for marginal control if large numbers of grubs are found.		Check for grub damage.
<b>Hairy Chinch Bug</b>			Check for chinch bugs.	Overseed or sod damaged areas.		
<b>Sod Webworm</b>					Check for sod webworm. Overseed or sod damaged areas.	
<b>European Crane Fly</b>	Check for leatherjackets.	Overseed or sod damaged areas.				
<b>Diseases</b> (turf diseases are treated with cultural practices)	Assess snow mould damage, rake to encourage the turf to dry up and fertilize lightly to encourage recovery.	Monitor for leaf spot, especially in excessively wet springs followed by hot, humid conditions. Raise mowing height and fertilize lightly to encourage recovery. Avoid heavy applications of nitrogen in early spring to minimize leaf spot and melting out.	Monitor for necrotic ring spot. If it is a problem, aerate and overseed with perennial ryegrass in the late summer/early fall.	Continue monitoring for necrotic ring spot. Follow cultural practices in previous column. Monitor for dollar spot. Fertilize if dollar spot becomes a problem.	Monitor for rust. If rust is a problem, fertilize turf. Avoid fertilizing from mid-Sept. to mid-Oct.	







Because of the PROHIBITION CONSPIRACY, Professional Lawn Care businesses were forced to TERMINATE many or most of their employees.

By late 2009, OVER 5,000 HAPLESS VICTIMS were UNEMPLOYED ( full time employees and summer students ).

In 2010, observers expected 8,300 to 12,500 UNEMPLOYED.

Because of the PROHIBITION CONSPIRACY, Professional Lawn Care businesses, which at one time provided a good living and some equity for eventual sale for retirement, became WORTHLESS !

Because of prohibition, many multi-vehicle Professional Lawn Care businesses were forced to DOWN-SIZE their operations to a single truck.

By 2010, there was a GLUT OF USED-EQUIPMENT-FOR-SALE because of the DOWN-SIZING and EXODUS of Professional Lawn Care businesses.

Several dozen companies were forced to exit from the market by late 2009.

#### BUSINESS FAILURES, BANKRUPTCIES, AND ABANDONMENT

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Within 36 months after the implementation of prohibition, observers expected 780 BUSINESS FAILURES or BANKRUPTCIES.

Unfortunately, the NEEDLESS, SENSELESS, and MALICIOUS PROHIBITION of pest control products guaranteed that no one would be able to buy or sell a Professional Lawn Care business !

Because of the PROHIBITION CONSPIRACY, observers expected that many Professional Lawn Care businesses would simply be ABANDONED.

Prohibition legislation DESTROYED the Modern Professional Lawn Care Industry.







*Freedom from Enviro-Terror  
lies in being bold*

