

NEWS FROM VERDE-CAL®

Second Quarter
2014

Products of **AQUA-AID, INC.**



Miller's Miscellaneous

Here we are already at the second quarter of the new year. For most of the US, the winter is still here and it looks like maybe the final week or two of it is upon us.

This quarter I pull from the archives the great article on Ice Melt product use and damage to plants and how VERDE-CAL can help save plants and turf. This will most likely be a banner spring for this type of turf and

ornamental damage. I hope this refresher will help many of you.

This time of the year I always get questions on calcium sulfate sources. Anhydrate or Dihydrate sources? What are they and which one should I use. Here is a great article on what this is all about and why to use which one.

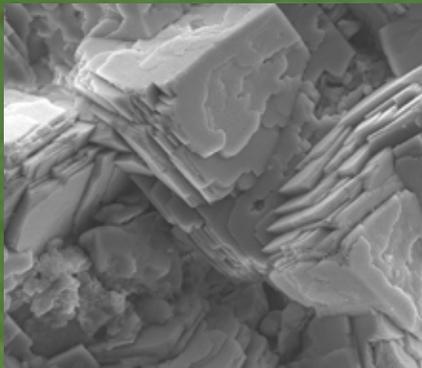
Our True Trivia returns again this quarter. And a new soon to be favorite is the "What is it?"

question. See if you can figure it out.

VERDE-LAWN returns to our newsletter also. Good info and links to pdf's for you lawncare reps. This is a great, affordable product to help boost turf recovery in the springtime!

Enjoy the newsletter! Please pass it along to your customers who can benefit from it.

What Is It?



What is it? Can you guess?
Applying it can be a mess!
It's rates can be quite high.
Understand it and you will know why.
To solubilize will take it some time.
Incorporate it will help it do fine.
Still not sure? One more hint.
VERDE-CAL will replace it!

Answer on page 3.



Special Interest Articles:

- Miller's Miscellaneous.
- What Is It
- Real Madrid
- Turf Damage From Ice Melt
- True Trivia
- Gypsum Calcium Source
- VERDE-LAWN

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Success at Real Madrid!

At this year's GIS in Orlando I had the privilege of meeting the Head Groundsman for the Real Madrid Professional Football (soccer) Team and stadium in Spain. A real character is Paul Burgess who attends this position and does a fantastic job there.



"I stopped believing in Santa Claus when I was 6. Mother took me to see him in a department store and he asked for my autograph."

Shirley Temple Black

It is no easy task tending to the fields which encompass 7.5 natural fields. These fields broken down equate to: 4 fields are heated. 5 are artificial surfaces. He has "grow lights" installed in the stadium to offset issues of shade. Paul manages 28 staff members and also manages 60,000 sq yards of gardens. Turf types are a blend of Rye and Kentucky Blue grasses. Quite a place and first class all the way!

Paul grew up in Blackpool, a coastal town in North West England. He loved soccer from an early age and at some point decided, that, soccer was to be his life. Realizing that playing professionally was not in the cards, he began to look at other ways to stay involved in the sport. He studied at Myerscough College prior to entering the professional world of Turf Management.

When asked about the challenges Paul faces on a day to day basis, he highlights issues of shade and climate conditions. Like many other turf managers, these issues can be very difficult to deal with. Many can cut down or thin out a tree! Paul has a stadium which cannot be moved! Other challenges are maintaining the Training center. There are 17 teams using this facility annually. Turf wear, compaction and recovery are always very difficult to deal with. Like so many of us in the business who deal with owners, customers and the like, Paul has some of soccer's biggest stars to keep happy every day while dealing with all of his challenges. He is actively involved with the players, coaches and team staff members as well.

Poor water quality and the leftover sodium and soluble salts are problems that create extraordinary soil issues which must be dealt with on a daily basis. Paul chooses VERDE-CAL G to assist with his agronomic programs to manage these problems. Paul's outlook on fertility and soil amending equates to what all of us do each day in our lives as we feed ourselves and manage good personal health. He looks at agronomics like a person. We need to drink, eat, rest, play, stay warm or cool and deal with illness and different weather conditions. We, as people, deal with stress and the turf also will deal with stress. Feed it right, give it a break when it needs it most and try to keep everything well balanced, he thinks, is the key to success in difficult conditions to grow good turf in. We are glad he chooses to add VERDE-CAL G to his maintenance programs.

"One man practicing good sportsmanship is better than one hundred teaching it."

Knute Rockne



Success at Real Madrid! cont.

Pauls best memories from his career thus far include:

- He was chosen the English Premier Grounds-man for 7 years.
- He was singled out to be the Head Grounds-man for Real Madrid which puts him at the top of his peers in this business.
- He was a Consultant for Union for European Football Associations for 5 years. Overseeing all major finals.
- And many other awards and recognition

Paul has great memories, too many to put in words, but of his favorites are preparing for the Champions League games. A very special and honored position to be in. Real Madrid games against Barcelona are always great experiences. Overseeing all design work for the new Arsenal F.C. Stadium. Not only turf but other very important

aspects of design and build such as roof design and pitch, publicity boards, bowl shape, big screen positions. So much more than just growing good turf, but vital in positioning to enable good turf conditions. Paul says, "you really have to think outside of the micro-climate" and look above the turf for the things that will greatly affect that turf the teams are playing on.

Paul and many of his friends made the trip to this year's GIS in Orlando. He enjoys the camaraderie, the sharing of information and seeing what is new in our business, while at the show, and of course sharing a pint of good beer with good friends new and old. There are rumors that there was quite the karaoke song being sung one night while out with friends at the GIS! When asked about it, Paul simply says, we Americans need to be shown how to have a good time! On this occasion the place was full, the mood was right and the beer was flowing! The Brits definitely "one-upped us Yanks" on that night!

Good Luck to you Paul and thanks for the business and friendship!

"Anyone who got where they are, began where they were."

Anonymous



What Is It Answer:

It is Calcium Carbonate under a microscope and it its raw form prior to grinding.

VERDE-CAL will become soluble upon watering. Our thCa will enable all the calcium to work now with no incorporation into the soil profile. Less product, less labor, less waste, less time, fewer complaints, cleaner and very budget friendly to use.

[Click here to download our VERDE-CAL G Ice Melt Damage literature.](#)

Prevention of turf damage due to Ice Melt product use:

Our last newsletter included a great article about preventing turf damage resulting from the use of ice melt products during the winter. I hope you had the chance to read this information, and I am including a reminder again this quarter. Remember, this program usually works best if already started, but you can still plan to treat areas upon snow melt even if you missed the first applications.

Part of our service to our customers is reminding them of practices such as this. Our customers are faced with many daily challenges and they may not always remember to think of things such as damage prevention. So if you haven't already brought it up, why not do it now?



A great example of turf damage due to the use of Ice Melt product runoff.

The program works as follows for best results: Apply VERDE-CAL G at a rate of 10 lbs per 1000 sq ft prior to the use of Ice melt products. Then, follow up in the spring with another 10 lbs rate upon snow melt. Do not water in the product. Just spread it and forget it. Upon warmer soil temperatures, there will be

a significant quality improvement to the effected area where salt products have historically damaged the turf. Remember too, that salt damage from these products also effects plants in ways that are going to lead to poor aesthetics in the spring and summer. For example: on ornamentals, the plant will die or be severely damaged on the side receiving the most ice melt product applied. This results in a plant that must be dug up and replaced.



Plants damaged on one side from salt accumulation from ice melt products.

Salt accumulations could take years to build up on areas adjacent to the application sites. Rainfall will help move salts, but then you also deal with the poor soil conditions that result. Because of this, it is best to just go ahead and map out the areas of expected damage and treat and prevent. Keep your customers turf and ornamentals looking their best.

Access the link in the margin to see a pdf of the program offered with VERDE-CAL G.

"When I go to my office, I feel like I am going to the Sistine Chapel to paint."

Warren Buffet

True Trivia!!!

How many micro-organisms can be found in one pound of soil?

- A. 560,000,000
- B. 1,000,000,000
- C. 560,000,000,000
- D. 930,000,000,000

Answer on page 5.

Calcium Source for Gypsum: Anhydrite vs Dihydrate

Lately there has been more information released on the web regarding what source of CaSO_4 , or calcium sulfate is best to amend sodium and bicarbonate issues in the soil. Like so much information available to us today, few people really soak it up and understand it, but many talk about it as experts. This article will help clear up any confusion to this issue of calcium sulfate sources. First of all go to the following link and watch the short video: <https://www.youtube.com/watch?v=kIJ3XL5hCwM&noredirect=1>. Then read the rest of this article

We realize the better source for sodium amending, flushing, high bicarbonate issues, tight soils, high magnesium is calcium sulfate dihydrate, not anhydrite. This is because the solubility of the dihydrate is far better than the anhydrite. When choosing a product go with the one that calls for true gypsum. This means it is $\text{CaSO}_4 + 2\text{H}_2\text{O}$, or real gypsum. Some state registrations require only gypsum be printed under the "derived from" part of the label. If the label says, "gypsum equivalent", be very cautious and stay away from it. If you take the same principles in the video and apply it to VERDE-CAL G, you will see the following: Our target for EC on solubility is 2.21 ds/m. This will tell you that if we can reach that point on the EC meter, then we know we have very good solubility.

The below pictures will relate to what PACE Turf did in the video and you will see how VERDE-CAL G product holds up to the claims of solubility.



Test reading prior to measuring EC of the VERDE-CAL G. Reading of 0.02 ds/M
Note a slight tan color to the water. The meter probe has not been inserted into the water containing the VERDE-CAL G.



Our target EC for solubility is 2.21 ds/M. Our reading is 2.30 ds/M so very good solubility of the VERDE-CAL G product. Note you can see the probe in the solution in the glass. No product left un-dissolved. 4 minutes into the test.

VERDE-CAL G is a great product for use of amending problems in the soil. This test further shows that we can in fact put calcium into solution and: amend the soil, flush and feed the plant at the same time which is critical with any calcium amending product.

"Get the facts! Or the facts will get you. And when you get them, get them right. Or, they will get you wrong."

Thomas Fuller

True Trivia Answer:
930,000,000,000

Better make sure you have some VERDE-CAL Product out there to help balance soil moisture and oxygen so all those micro-organisms can function!

**FEED THE SOIL AND THE SOIL
WILL FEED THE PLANT.**

If you need more literature, please request some to be mailed to you by contacting the following:

maryanne@aquaaid.com
scott@aquaaid.com

Specify how much you need and where to mail it to.

New Product Spotlight: VERDE-LAWN coarse

VERDE-LAWN is now available nation wide.

VERDE-LAWN is formulated in "coarse" grade only and is designed to make it more economical to treat large acreage areas. VERDE-LAWN has the same rates and similar performance as VERDE-CAL. It has the same benefits and is more economical for large acreage.

It is perfect for lawn care or other large turf areas.

Click link for:

[VERDE-LAWN Literature](#)

[VERDE-LAWN label](#)

Please access the link to see the literature and label for VERDE-LAWN.

Benefits include:

- Less waste
- Less handling
- Less labor
- Quick acting soil conditioner
- Less inventory
- Very budget friendly

When preparing for your customer needs this spring, consider VERDE-LAWN for large acreage.

VERDE-LAWN™

Fast Acting Calcitic Limestone

Calcium **NOW**, Not Later!

Providing Available
Calcium to Promote Lush,
Healthy, and Beautiful
Lawns and Sports Turf



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