

The Feeder Tube by Mauget

DECEMBER 2010

Make a date!

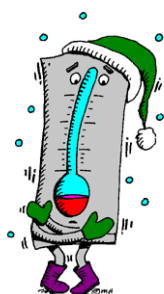
It's time to start planning your spring applications! Spring applications will help your trees recover from harsh winter conditions. They will also provide stressed trees with relief without the tree having to spend energy to pull nutrients from the soil.

For fertilizations use Stemix Plus®. For control of diseases such as sycamore anthracnose, use Arborfos® or Mycoject Ultra® for fire blight suppression of ornamental pears.

As the seasons start to change, don't get caught without having a plan. For Sycamore Anthracnose, applications should be made in the fall before leaf drop or color change and again at bud swell in the spring to be effective.



Don't get caught in the cold



When applying and storing Mauget products, exercise extra caution and take temperature into consideration.

While Mauget products have been stored in varying conditions and - with the exception of FUNGISOL - recover just fine from freezing, particular caution should be paid to the product temperature just prior to application. Due to the nature of the flexible plastic lid, brittleness from temperatures < 50° F may lead to cracking of the lid during compression. To prevent this from occurring, product to be used should be stored in a temperature controlled room (> 68° F) 24 hours before using.

Applying Mauget materials in cold temperatures of 40° F or below may result in capsule lids becoming very brittle and to break. Even though we have had formulation changes in the plastic and dramatically reduced cracking issues, transporting them in the back of a truck during cold <40° early morning hours is enough exposure to cause problems. This is why we recommend storing at room temperature (roughly 70° F).

Applications should be made when the soil temperature has reached at least 45° F at 6" below grade. If the ground temperatures are below 45° F, the trees usually have not started the water transport process. If it is too cold, the main instrument of movement within the tree - the xylem - will remain static. It is always best to wait until temperatures have increased before attempting fall or early spring applications.

Calendar of Events:

USDA Research Forum
January 11 - 14, 2011
Annapolis, MD

2011 Indiana Arborists Association Annual Conference
January 18 - 20, 2011
Indianapolis, IN

Midwestern Chapter ISA 2011 Annual Tradeshow & Conference
January 26 - 28, 2011
La Vista, NE

Wisconsin Arborists Association 47th Annual Conference
January 31 - February 1, 2011
Green Bay, WI

Golf Industry Show
February 9 - 10, 2011
Orlando, FL

2011 Ohio Tree Care Conference & Tradeshow
February 13 - 15, 2011
Columbus, OH



TREEAZIN™ PROVIDES 2 YEARS CONTROL OF EMERALD ASH BORER



Research results confirm that an application of TreeAzin™ provides excellent control of the Emerald Ash Borer for two years. TreeAzin™ actually controls the EAB with two different modes of action. It functions as a growth disruptor for larvae feeding in a TreeAzin™ treated tree. Adult females feeding on TreeAzin™ treated trees will lay less than 1% viable eggs as compared to an adult female feeding on an untreated tree.

In addition to the EAB, TreeAzin™ is labeled for use against a number of defoliating insects including the Hemlock Woolly Adelgid, Gypsy Moth, Tent Caterpillars, Leaf Miners, Spruce Budworm, Jack Pine Budworm and Sawflies. TreeAzin™ is available in one-liter bottles and may be applied through liquid loadable injection systems.

TreeAzin™ is a systemic bioinsecticide product which is formulated with the active ingredient azadirachtin, a natural extract of the neem tree seed. It has an Organic Materials Review Institute (OMRI) listing. Mauget will be marketing TreeAzin™ in the United States through its partnership with Bioforest Technologies Inc., a Canadian based pest management development / Consultant Company.



Ask Ann:

By Ann Hope



Q. I am already a qualified applicator in my state and have been doing Mauget applications for many years. What can I do to raise the level of my business and/or education?

A. If you don't already have an Arborists Certification, I would suggest you add this to your qualifications. Sometimes, it helps to have additional knowledge when treating trees. An arborist certification gives you the fundamental knowledge and skills that all tree care professionals should have, regardless of their practice. Things such as tree worker safety, proper pruning practices and proper planting techniques. It will also arm you with an advanced ability to recognize potential problems and hazards such as diseases, decay and insects and structural problems.

Since you are already treating trees, I would suggest joining the International Society of Arboriculture. Take the arborist certification test they offer. The additional knowledge will allow you to do much more than just apply chemical. The web address is www.isa-arbor.com.

Ann Hope is Mauget's Technical Support Representative for Southern California. Please email any questions to Ann at: ann@mauget.com

MARKETING & PRODUCTION REPORT DECEMBER 2010

By Nate Dodds

As reported previously 2010 proved to be a pivotal year for Mauget as well as our industry. Similar to 2009, the orders came in at a dramatically reduced volume but were placed with much greater frequency. We ended our fiscal year up substantially from last year.

In contacts made with distribution and our customer base at the recent GIE & TCIA trade shows last month, we learned first hand of the frustration and difficult season experienced by some and the successes and growth by others. With that feedback we also learned that there is more optimism than ever as supplier ranks have thinned and marginal companies have disappeared. We are gearing up for a strong resurgence in 2011. We expect to ride the coming wave and pull as many of you along with us as possible. It is clear there are few ways with a minimal investment to dramatically enhance your businesses bottom line by adding or expanding micro injection to your list of plant health care services. Talk with your distributor or one of our regional representatives at your earliest opportunity.

We are continuing expansion of our Liquid Loadable HP line of products with the addition of ArborFos®, Abacide 2® and our newly formulated Imicide® HP available in the spring of 2011. We have registered Mycoject Ultra® our newest antibiotic suppressing scorch and yellows diseases in ornamental trees.

We are entering our second season with our partner, Bio Forest technologies with their Azadirachtin (neem) product TreeAzin™ which is the only injectible product carrying the coveted OMRI listing. We are offering this product in 1 Liter containers that can be delivered through our newest delivery system, The SmartShot™. Learn more about these new products at our www.mauget.com

Production has shifted into winter mode and will be preparing for the next season along with materials for the winter seminar season. Our production team was able to maintain 100% on time order fulfillment with excellent quality control during the production season.

We wish to thank our distribution partners as well as our professional plant care practitioners for their support through this past season.

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Please contact Mary Peters—
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(mary@mauget.com) with
suggestions or topics you would
like to see in future issues



A tree that only days earlier was standing perfectly upright on its own.

Notes from the field Midwest / Northeast

By: Jim Rollins

Throughout much of the Midwest and Northeast, this was one of the hottest, driest summers in recent years. This weather pattern has created additional stress for many of your client's trees. An early spring injection of Stemix Plus® can help these trees recover and improve their overall appearance.

The Emerald Ash Borer continues to spread in all directions. It has been positively identified in western New York, western Pennsylvania and the greater Washington D.C. area. Outliers have been identified in West Virginia, Tennessee, Missouri, Iowa and Minnesota. It is generally recommended to begin treatments when the insect has been identified 15 – 20 miles from your service area. Mauget has three very effective EAB control options including, Inject-a-Cide B®, Imicide® and TreeAzin™.

Bacterial Leaf Scorch continued to be a problem this past summer. Although Bacterial Leaf Scorch affects a wide range of hosts it seems particularly prevalent in Oak trees. Mycoject Ultra® is effective on a number of bacterial problems including Bacterial Leaf Scorch. A number of applicators used Mycoject Ultra® this past summer and report having very good results.

Now that cold weather has limited outside activities it is a good time to prepare for the 2011 season. Promoting your business now is a good idea. In an effort to help applicators promote their Mauget microinjection business, Mauget is providing statement stuffers and other promotional materials designed to help you promote your business. Contact either your distributor or your Mauget sales representative for more information.

Notes from the Field: Western Region

By: Marianne Waindle

The western region is comprised of many geographical climates, each with their own unique pests and responses / requests that are influenced by the social values for that city. I have seen more interest grow in "reduced risk" pesticides but applicators need to educate themselves better in order to utilize them more effectively.

One such success are the azadirachtin insecticides, most often applied as a frequent foliar spray, but now available as the systemic tree insecticide TreeAzin™. These products prevent larvae from developing into adults and reduce egg production significantly with a single trunk injection that will last for 2 years. Mauget's cooperative university research efforts with Emerald Ash borer and Hemlock Woolly Adelgid (HWA) this year have been extremely successful and we look forward to bringing them to market in 2011.

The exciting results with HWA may indicate additional protection with other sucking pests such as aphid and scale. This could be very significant as we watch the continued implications and questions surrounding Imidacloprid and honey bees.

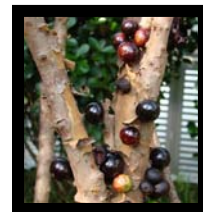
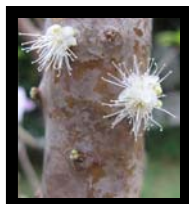
State registrations for TreeAzin™ include WA, AK, OR, MN, WI, IL, MI, IN, OH, KY, WV, VA, PA, MD, NJ, CT, MA and NY. Stay tuned for more information regarding this new insecticide option.

Jaboticaba – The Tree that Fruits on its Trunk

No, this is not a belated April Fool's prank. They look as if they may have been pinned there by an overenthusiastic gardener to impress the neighbors, but the fruit of the Jaboticaba really does grow off the trunk of the tree.

Otherwise known as the Brazilian Grape Tree, this plant is native to South America, notably Paraguay, Argentina and (obviously from its name) mostly from Brazil. The fruit, a succulent looking purple color, can be plucked and eaten straight from the tree. It is also a popular ingredient in jellies and is also juiced to make a refreshing summer drink. What's more, it can be fermented and made into wine and strong liquor. After three days off the tree the fermentation will begin, so sometimes, there is no choice; honestly. If you want one of these in your garden, then you have to be patient. The tree takes an age to grow, but once it reaches maturity it is worth it. It has proven to be very adaptable and, although it prefers moist and slightly acid soils, it will even grow well in an alkaline type soil. The flowers themselves appear on the tree at most twice a year – *naturally*. They look like some strange alien creature that has deposited itself on the trunk and branches.

If the tree is well irrigated then it will flower and fruit all the year round. The fruit itself is about four centimeters in diameter and has up to four large seeds. As well as being used as food, the skins can be dried out and used to treat asthma and diarrhea. If your tonsils are swollen you can also use it to try and alleviate the inflammation. It is also hoped that the tree will be useful in the fight against cancer, as several anti-cancer compounds have been found in the fruit! Overall, an unusual looking but very useful tree!



R&D RECAP FOR 2010

- **QI-20:** We have completed a second round of beta field testing with the QI-20. We learned a lot from the adjustments made to the system based on earlier testing from 2009. With beta feedback in hand, we will be moving forward making adjustment to our production molds and this delivery system should be available in 2011.
- **Mycoject Ultra**, Oxytetracycline Hydrochloride 4.3%, was introduced for sale in spring of 2010. This new formulation is a true solution and has improved drainage characteristics. Field tests have shown this product to be effective against mycoplasmas such as Ash and Palm Yellows and *Xylella fastidiosa* bacteria that cause Bacterial Leaf Scorch.
- **Imicide** now has a new & improved formulation with enhanced water compatibility for quicker drainage time. In-house comparison tests have demonstrated the new formulation to drain faster than the current product during periods of slow transpiration rates. The improved Imicide formulation now has EPA registration and will be available for spring applications. Enhanced water compatibility research will continue with other products going into 2011.



RESULTS START HERE

Trees don't stop growing and neither does Maugel. An R&D-focused company, we are constantly improving our proprietary formulations to take the lead in new technology development and industry innovation.

Recognize our newest reformulations by their "signature" violet color:

Imicide® – a broad-spectrum insecticide with exceptionally long residual and improved water compatibility.

Mycoject™ Ultra – an antibiotic with improved solubility and a superior active ingredient.

Beautiful trees start with good chemistry.

The Right Way To Treat A Tree

