

On the Grow

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April 2013



And the Award Goes to....

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April Presidents Message

Mike Meiers, IPLCA President



In the last newsletter, I talked about using IPLCA to your advantage – get some new ideas, try out some new products. One product in particular that I would like to talk about in this issue is Talpirid. Made by Bell Labs, Talpirid is a worm-shaped rodenticide used to treat mole infestations. It is a bait formulation, and is inserted into active mole runs.

Moles can be an awful nuisance in any well manicured lawn, and homeowners will do almost anything to get rid of them. One homeowner once told me he mixed ammonia with bleach, creating a toxic gas, and then tried to pour this mixture into a mole run in order to “gas them.” Needless to say, his treatment only succeeded in making him nauseated, light headed and confused. Other homeowners have tried to drown the moles with a garden hose, and others have applied a granular mole repellent on their lawn. These strategies most often do not work either. Talpirid is the only treatment we know of that really works.

Most of you probably know about this product, as well as many other products on the market today. In case you have not, I’d like to talk a little about how to apply the product, its advantages and disadvantages, and what it can mean to a lawn care business.

Applying the product is very simple. It involves locating an active mole run, creating a hole in the run, and inserting the bait worm. Use a plant stake or a wooden dowel to poke the holes, and always remember to wear rubber or latex gloves. If you apply the worms with your bare hands, moles will smell the human scent and head in the opposite direction. We have found that it is most effective to insert the worm into an intersection. Areas where two or more runs come together are higher in mole traffic. It is also very important to leave the worm intact. If you cut the worms in half, the mole will only get half the dose and will not die. After inserting the worm, it is recommended to cover the hole. It is also important to keep the worms cool. If left in a hot truck on a 90 degree day the worms have a tendency to melt.

Advantages of using this product are many. It is relatively cheap, easy to apply, and very effective. Because the worms are placed underground, homeowners do not have to worry about their pets coming in contact with the worms. There is also no known secondary poisoning – if a homeowner’s dog digs up a dead mole and eats it, they need not worry. Mole runs can be treated throughout the year, as long as there is an active run or an active den to apply the worms.

Disadvantages are few, but the key disadvantage is sometimes difficult to overcome: we can kill every mole in a given lawn, but the product does not keep moles from coming in from the neighbor’s lawn. The biggest complaint we have is moles returning a few weeks after we have treated the lawn. Sometimes the homeowner can work with their neighbors on eradicating the moles in their area. This strategy usually has marked success.

Using this product can have many benefits to a lawn company. Creating a mole ‘program’ for existing customers can add a great amount of supplementary income. Our program consists of a service call, which includes 10 bait worms and a service fee. If the applicator uses all ten worms and feels more are necessary to finish the job, we will contact the homeowner and get the ok. We charge a flat fee per worm used after the first 10. If the applicator does not use all ten, we will record the number used and the customer will contact us when he/she notices more mole runs so we can apply the remaining worms.

This program has grown exponentially for us in the last couple of years. All of our applicators are trained to do the mole applications, and we have a spot printed in each invoice for our other services to monitor mole activity in every yard. If any readers would like more information about treating mole infestations, please contact me.

Mike Meiers
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Mixed Nuts

Chris Jensen, IPLCA Vice President

This is a visual and thought provoking statement. Picture this: You pull off the top seal off the can, look in, your mind anticipates the flavors, reach in, pluck out a couple, pop them into your mouth and then “mm” or “nuts” I got the one again. Lawn care season is about to start again, and everyone is anxious to start. The easy thing to do is to get your product, your truck and spreader and go. It is time to visit with your “mixed Nuts”. Everyone has them, good or bad, but they are our customers.

Lets look at what we have. Customer 1 “good nut” the one you really look forward to seeing as well as their lawn. It is going to be good. The grass is green, full and they follow every suggestion, and will thank you for being there. A feeling of satisfaction occurs which may be sometimes infrequent. Next we have the unknown “nut”. This is the first time you will have been to the yard, you check out the situation from the truck, then, get out with high hopes. At this point you, in a sense, glanced into the can and looked away and picked out the nut. Your knock at the door yield a friendly smile and an “I’m glad you’re here.” You do the application, the lawn doesn’t look too bad and you think to yourself that by the next time you get there it will be looking better. Ok, good nut.

During the days production stops there will be the mystery “nut”. This is a brand new, unknown stop, next door to a previous stop. Similar scenario as earlier except no one is home. Oh well, no problem, most of time people are not home while we do our thing. We anticipate and sometime develop some sort of opinion about this “nut”, quietly and quickly getting our job done, and moving on. This was an easy and enjoyable stop. This was the nut that sometimes tags along with another nut as you snack with out looking in the can. Yet another unseen mystery “nut” is lurking in the can. You know this kind is there, yet we still proceed on and get another one out of the can with out looking. Expectations are the same, reach, select, eat, good? Not bad, but something is not quit right. This “nut” takes a little time, but is the one that comes back to haunt you. The day or “snack time” comes to an end. There are still many yet to have over the next days to come. The enjoyment of dipping into the nut container as at this

point has still been a positive one.

Later at the office, messages and reminders regarding our customers, to be done as well as from some that have had their applications done have come in. You’re looking them over and see one from one of your “mystery nuts”. If it could be done wrong it is and there goes the “nut” with the bad taste. The pre call scenario is an attempt to put a positive spin on it as the phone is dialing, ringing and then the pick up. We all know were it goes from there. BAD NUT. This is where our professionalism begins.

Customer service is what we have on our side. This is where salesmanship begins, with a problem. Each customer whether good or bad, or even seldom heard from has a need has a goal for his lawn. Every customer just wants to feel like they are getting what they are paying for. Problem “nuts” have either been mishandled by some other company, or been given misinformation by a well meaning friend or neighbor. Remember we need or pile of MIXED NUTS in order to have something to do in our chosen proffession.

Ok as I was talking to a few customers this last 2 days, I had a can of nuts on desk for reward as I got through the calls. and I though these are my customers and I like them. even the ones that leave a bad taste after I’ve solved their problems. Each is imporant to our business.



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Pesticide Code & Rules

Jeff Wendel, CGCS, Iowa Turfgrass Institute

Application Records

Many of you are familiar with the record keeping requirements for pesticide applications. However, it is a good idea to review your record sheet to make certain that the record includes all the information required by Iowa Code:

45.26(3) Commercial applicators. Every commercial applicator shall make, or cause to have made, office records of all application activities on each pesticide applied. Records for application activities involving more than one licensed commercial applicator or billed through a licensed pesticide dealer shall be maintained by each licensee. Each set of records shall include the following:

- The name and license number of the licensee.
- The name and address of the landowner or customer.
- Address of the place of application of restricted use pesticide.
- Date of pesticide application.
- Trade name of pesticide product used.
- The quantity of pesticide product used and the concentration or rate of application.
- If applicable, the temperature and the direction and estimated velocity of wind at time of application to any outdoor area.
- Use of “restricted use” pesticide.
- Time pesticide application begins and ends.

The final item is the most often omitted from the record. All your records must have all of the information listed above.

Renewal

A commercial, noncommercial or public applicator shall pass an examination each third year following initial certification or may elect to attend two hours of approved continuing instructional courses each year during the renewal period.

45.22(6) Report of licensee.

A. A commercial, noncommercial or public applicator applying for recertification without retesting shall file a report on a form provided by the department

certifying that the required continuing instructional courses have been completed.

- B. The licensee shall maintain a file of the certificates of completion required under subrule 45.52(4) for each employee recertifying by attending continuing instruction courses. The file shall contain the certificates of completion for the period covering the previous certification period and current certification period for each employee receiving continuing instruction courses.
- C. An employee who transfers to a new employer shall, upon request, be provided copies of the certificates of completion on file with the previous employer for filing with a new employer.
- D. Files containing certificates of completion shall be open for inspection upon request by the department.

Mark Lohafer of IDALS explained that those persons who take the test after October 1st need their continuing education for each of the three following years to recertify without taking the test. If the expiration date on your certification is 12-31-15, you need the two hours of continuing education in 2013, 2014 and 2015.

There is complete information regarding Pesticide Code & Rules on the IDALS website at: <http://www.iowaagriculture.gov/Pesticide/pesticiderules.asp>

The 2012 Iowa legislature passed SF 2311, which includes changes affecting pesticide applicators. Visit <http://www.iowaagriculture.gov/Pesticide/pdf/2012LegislationChangesFinal.pdf> to view those changes.

As always, read the label and use pesticides safely.

And the Award Goes to....



Joyce Hamilton Lawn Care Professional of the Year

The 2012 Lawn Care Professional of the Year was awarded to Joyce Hamilton. Joyce has been in the Turfgrass Industry for 28 years and currently works for the University of Iowa where she was nominated for this award by her boss Shawn Fitzpatrick. Shawn stated that you can see Joyce's passion for the Turfgrass Industry through her work. We have interviewed Joyce to allow you to get to know her better.

How long have you been at University of Iowa?
Just under 5 years.

What is your job/career history? Summer employment during high school and college at golf courses then after graduating from ISU as Assistant Superintendent at Elmcrest Country Club for 7 ½ years, Superintendent at Waukon Country Club for 8 years, then Assistant Superintendent at Geneva Golf and Country Club for 7 years before coming to University of Iowa Landscape Services.

What do you do for the University of Iowa? Coordinate mowing, fertilization, spraying and insect control of all campus grounds (excluding athletics and hospital areas).

What type of staff do you have and what important role do they play? Work with 8 area groundskeepers who spray their own areas and then I have 6 -8 groundskeepers under my supervision who mow the entire campus. Their role is huge in supporting what I want to accomplish – we have made each one responsible for an area and have encouraged them to take ownership for it. Doing so I feel has worked well in making our campus look the best it can with resources available.

What do you love best about your job? Being outdoors

What are your career goals? To continue to make progress at the university to make our job more organized and interject common sense into maintaining the campus.

What does it mean for you to win Lawn Professional of the Year? I was very honored to receive this award but I feel the kudos should go to the staff here at Landscape Services who have supported my decisions and work hard everyday.

Who was the first person you called about this award? My daughters who are my biggest support system.

What does it mean to you to be a part of the IPLCA? I really enjoy the information that is put out

continued on page 7...

Joyce Hamilton Continued.....

in the magazine..it is always vital data to use at the time it is received.

What other hobbies do you have? I enjoy taking care of my acreage at home but mainly watching my kids in their sporting events (and coaching them on occasion).

What is your advice to other Lawn Care Professionals or Students? Work hard and pay attention to detail and remember to treat your customer as you would want to be treated.

Do you have any projects being planned or in the works? To address some areas where mowing is a big safety issue.



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Jeff Kjolhede: 515-201-4718
Central Iowa

Skin Cancer Protection

Brad Vermeer, City of Sioux Center

Welcome to Spring. For all of us who are ready for the season to start, we will begin an 8 or 9 month time of activities hampered and blessed by the weather. We will have our lockers filled with insulated coveralls as well as shorts and tank tops, and we will have days of freezing as we work, but also days where there is no place to hide from the heat. There will be clouds and rain and maybe snow with windy conditions as well as beautiful calm days, but with them all, the earth still revolves around the sun, which is with us every day in some way. I used to think that cloudy days were non-sunshine days, but according to research, the sun rays still shine through those clouds. God made the sun to give us warmth and light, as well as many other benefits, but I personally have found out that being in the sun every day from morning until night is taking its toll on my skin.

I'm not going to preach at you about this, but I want to give you some facts that you can look over to see if they might have an effect on your possibility of getting skin cancer. Just so you know this is real, sources say that one American dies almost every hour of melanoma skin cancer.

Some Risk factors listed below

- A lighter natural skin color, and having blue or green eyes with blond or red hair.
- Exposure to sun through work and play, and have skin that burns, freckles, and reddens easily.
- If you have a history of sunburns early in life, or a family history of skin cancer.
- Exposure to larger amounts of arsenic in insecticides can increase skin cancer.
- People with weak immune systems and people who smoke are more likely to get skin cancer.
- The risk of skin cancer goes up as we grow older, so check your body for unusual color or crusty spots.
- Using a tanning bed before the age of 35 will significantly increase your chance of skin cancer.

One way to prevent skin cancer is to stay in the shade from 10 AM to 4 PM, but if any of us did that, would we still have a job? We need to figure out other ways to

protect ourselves, so I will list some of the things I have found.

Cover as much skin as possible, knowing they will be hotter but darker colors offer more protection. Wear a wide brim hat to protect the face, head, ears, and neck. Canvas is better than a straw hat. Sun glasses protect eyes and reduce the risk of cataracts, plus protect the soft skin around the eyes. Use sunscreen with SPF of at least 15, but higher numbers give higher protection. Apply several times.

No sunscreen protects completely, so we need to use more than that single application. Sunscreen with SPF of 15 will offer 93% protection, and 50 SPF will give 98% protection, but sweat or water will wash the protection away, so reapply several times each day. The wrap-around sun glasses will give more sun protection as well as protection from wind and dust.

The reason I am writing this is because I go to a dermatologist twice a year, and each time he cuts and burns spots off that are either cancer or pre-cancer. He told me that the damage was done 20 years ago, but being in the sun every day will continue to do more damage unless I abide by the protection listed above. I love working outside, but there isn't a lot of shade available, and because I know you all have the same situation, I wanted to offer some advice that I never got when I was younger.



IPLCA Dues Renewal 2013

Dear Iowa Professional Lawn Care Association Member,

The IPLCA Board has chosen to run a special promotion for all existing Regular members and new members to the Iowa Professional Lawn Care Association. If the Iowa Turfgrass Office receives your 2013-2014 Dues Renewal Payment before April 15, 2013 we will honor a 10% discount reducing your dues from \$150 to \$135. If we receive payment before May 1, 2013 we will honor a 5% discount reducing your dues from \$150 to \$142.50. Take advantage of this promotion today! If you did not receive an Dues Invoice in the mail please call the office at 515-635-0306.

You will be able to renew your membership online. Please go to 'Manage My Membership' from the IPLCA homepage (www.iowaturfgrass.org/iplca.htm) and Login. From there, go to My Transactions and click the grey 'Pay Open Orders' button and follow through to the payment submission.

IPLCA sends regular emails to members. If you have not been receiving them, we may need some updated information from you. It is very important that you provide us with an email address you check regularly. Also, please add jeff@iowaturfgrass.org to your 'safe senders list'.

We encourage you to keep your IPLCA information up to date. You may update your information by clicking the 'My Information' tab on the left hand side of the page at 'Manage my Membership' then click the 'Edit Information' button in the middle of the page. Please be sure that you chose the correct Primary information for each category. Your Primary address and email address is what we will use to contact you.

If you have any questions please contact the Iowa Turfgrass Office at 515-635-0306 or email Sarah at sarah@iowaturfgrass.org.

Sincerely,



Jeff Wendel
Executive Director
Iowa Professional Lawn Care Association



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White Grub Management Refresher

Chris Roberts, Van Diest Supply Company

In this article, I want to talk about the main insect in turf (in our area) and its management. This is what most of us deal with in this region that work in the lawn and turf industry.

There are four main types of grubs out there that we have to deal with, including the newest, the Japanese beetle.

- Masked Chafer Grubs (Annual Grubs)
- May/June Beetle Grubs (Three Year Grubs)
- Black Turfgrass Ataenius Grubs
- Japanese Beetle Grubs

I could spend a lot of time here explaining the differences between grubs and how to properly identify each one. But, in most turf, a lot of the management of these pests is done preemptively. We are using insecticides to kill them as they hatch and begin to feed; so we never see them. A big problem with this is that we could be putting on a lot of needless insecticide. Some research has shown that up to 70% of all grub control pre treatments may be unneeded. Of course, the other problem is that IPM approaches (monitor and then treat) are always difficult to do with grubs because you have to damage the turf to check for damage and it is also extremely time consuming.

Knowing all of this; I still think it is important to have a basic understanding of the differences or at least know that there are different types in case a problem occurs. I have included some visuals and charts that will help to illustrate these things.

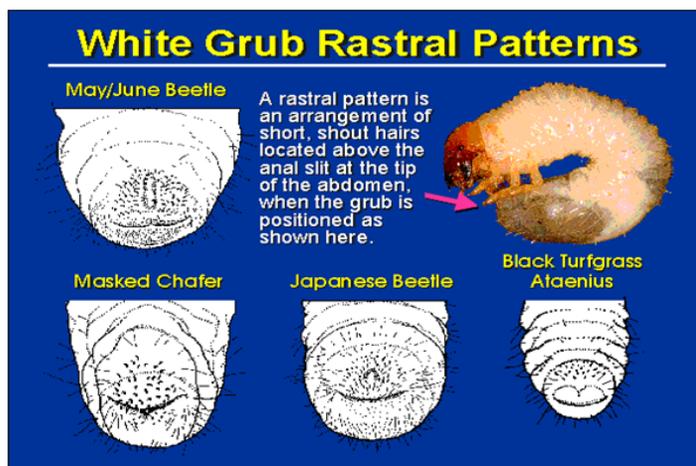


Figure 1 shows differences between grubs. Picture from Nebguide G1619, Univ of NE-Lincoln

Another key to grub management with more of an IPM (Integrated Pest Management) approach is treatment thresholds:

Treatment Threshold		
Grub Species	Number per square foot	Number per 4-inch core
Masked Chafer	8-10	1
May/June Beetle	3-5	1
Black Turfgrass Ataenius	30-50	3-5
Japanese Beetle	8-10	1

Figure 2 shows treatment levels for each grub type.

Graph from Nebguide G1619, Univ of NE-Lincoln

Lastly; the timing of feeding is a main factor in the control of insects.

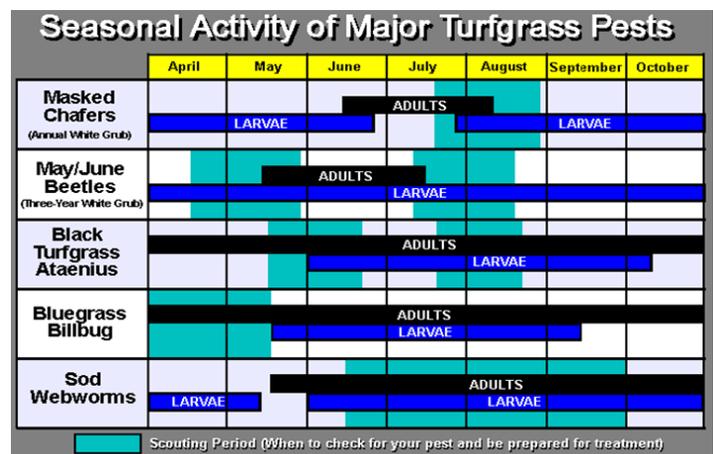


Figure 3 shows the seasonal activity of several different turf insects.

Graph from Dept of Entomology, Univ of NE-Lincoln

INSECTICIDES

There are many products and active ingredients available for white grubs. Most have been the same and have been available for many years; but there are a few newer ones.

Figure 4 on the next page shows most the key actives and products for white grubs

Continued on page 10....

White Grub Continued.....

Insecticide	Amount Product Per 1,00 Sq Ft.	Amount Product Per Acre	Remarks
Carbaryl (sevin 10G)	1.09 lb	82.7 lb	Sevin 10G: Lawns, recreational and ornamental turf
(Sevin SL [4EC])	6.0 oz	2.0 gal	Sevin SL and 80WSP: Residential and nonresidential sites (check labels for details)
(Sevin 80WSP)	3.67 oz	10.0 lb	
Chlorantraniliprole (Acelepryn 1.67SC)	0.184 - 0.367 oz	8.0 - 16.0 oz	Acelepryn 1.67SC: For residential, commercial, recreational turf, including golf courses and sod farms. Has moderate systemic activity. Acelepryn may be applied from early April to early Sept. for preventative and early curative control of all major white grub species infesting turfgrass. Use higher rate for late August or early Sept applications due to fewer midinstar grubs present at the time of application. Optimal results can be achieved if product is watered in (≥ 0.5 inch) immediately after application.
Chlorpyrifos (Dursban 50W)	1.46 - 2.93 oz	4.0 - 8.0 lb	Restricted Use: Dursban 50W can only be used on sod farms and turfgrass grown for seed to control white grubs. For best results, treat from late July through early August to reach the newly hatched grubs that are actively feeding near the soil-thatch interface. Soil should be moist before treating. Water 0.5 to 1.0 inch immediately after treating to move AI into soil.
Clothianidin (Arena 0.25G)	1.84 - 3.67 lb 0.147-0.294 oz	80.0-160.0 lb 6.4-12.8 oz	Arena 0.25G: Residential and nonresidential sites (check labels for details). For best results, treat just prior to egg laying or to early instar grubs of target pests. Treatment should be followed by sufficient water to move AI into soil.
Clothianidin (0.025%) and Bifenthrin (0.125%) (Aloft GC G)	1.8-3.6 lb	80.0-160.0 lb	Aloft GC G and GC SC: RESTRICTED USE. Contact and systemic insect pest control for turf on residential and nonresidential sites including lawns, commercial, public, parks, recreational areas, athletic fields, golf courses and sod farms. For the granular formulation, apply enough water (≥ 0.5 inch) to release AI from carrier. Check labels for details.
Clothianidin (24.70%) and Bifenthrin (12.30%) (Aloft GC SC)	0.27- 0.44 oz	11.65-19.0 oz	
Dinotefuran (Zylam Liquid) (Zylam 20SG)	1.8 fl oz 1.0 oz	4.9 pts 2.7 lb	Zylam Liquid and Zylam 20SG: Residential and nonresidential sites, including sod farms. Optimum control can be achieved when applications are made prior to or at egg hatch of the target pests followed by sufficient irrigation or rainfall to move AI through the turf thatch layer. The AI in Zylam is highly systemic and has a high water solubility. It is highly mobile and resistant to biodegradation. Labeled for suppression on grubs only.
Halofenozide (Mach 2 1.5G) (Mach 2 2SC)	3.0 lb 2.9 oz	133.0 lb 1.0 gal	Mach 2 1.5G: Residential and nonresidential sites including sod farms. Mach 2 2SC: Nonresidential sites and sod farms (check labels for details). For best results for these products, reduce heavy thatch buildup to < 0.5 inch and treat prior to egg hatch or when grubs are small (≤ 2 nd instar) and actively feeding (late July-early Aug). Also, these products are not dependent upon watering after treating to activate the AI; however, water is necessary to move the AI through the thatch layer. Under drought conditions it is recommended to water in these products.

Continued on page 11....

White Grub Continued.....

Insecticide	Amount Product Per 1,00 Sq Ft.	Amount Product Per Acre	Remarks
Imidacloprid (Merit 2F)	0.46 - 0.6 oz	1.25 - 1.6 pt	Merit 2F, 75WSP and 0.5G: Residential and non residential sites (check labels for details) Merit 2F and 75WSP can be used on sod farms, but not the 0.5 G Formulation for best results, treat from early July to early August. Can also treat up to 45 days before the historical peak of adult flight to 2nd instar grub being targeted. Treatment should be followed by sufficient water to move AI into soil.
(Merit 75WSP)	1.6 (1 packet)	8,250 - 11,000 sq ft	
(Merit 0.5G)	1.4-1.8 lb	60.0 - 80.0 lb	
Imidacloprid (1.2%) and Bifenthrin (0.16%) (Allectus G)	2.3-2.9 lb	100.0-125.0 lb	Allectus G and SC: Residential and nonresidential sites, but not for use on golf courses or sod farms . Allectus GC and GC SC: RESTRICTED USE . Golf courses and sod farms only. For best results for all products, water within 24 hours of treating to move AI through the thatch layer.
(Allectus GC)	2.3-2.9 lb	100.0-125.0 lb	
Imidacloprid (5%) and Bifenthrin (2%)(Allectus GC SC)	1.32-1.65 oz	3.6-4.5 pt	
Imidacloprid (5%) and Bifenthrin (4%) (Allectus SC)	1.32-1.65 oz	3.6-4.5 pt	
Thiamethozam (Meridian 25WG)	1.5-1.95 oz/ 5,000 sq ft	12.7-17.0 oz	Meridian 25WG: Residential and nonresidential sites (check label for details). For best results, treat from peak flight to peak egg hatch. Can also treat up to 45 days before historical peak of adult flight to 2nd instar grub being targeted. Treatment should be followed by sufficient water to move AI into soil.
Trichlorfon (Dylox 6.2 G)	3.0 lb	130.0 lb	Dylox 6.2G, 80 [SP], and 420SL: Residential, parks and golf course sites. For best results, thatch layer must be <0.5 inch at time of treatment. Treat from mid July to early August when grubs are young and actively feeding near soil surface. Treatment should be followed by sufficient water to move AI into soil.
(Dylox 80[SP])	3.75 oz	10.2 lb	
(Dylox 420SL)	6.0-9.0 oz	300.0 oz	Dylox 80 [SP] and 420SL: Apply immediately after mixing with water. AI breaks down within 9-15 minutes in high pH water (i.e. pH ≥9). Do not use treated area or clippings from treated areas for feed or forage.

Table provided by: Horticultural and Forest Crops Guide 2012, Virginia Tech University

The preceding table covers the main preventative type products that are used and the rescue or post feeding options. Based on a lot of the lawn care folks that I talk to; much of the business still relies upon preventative applications of imidicloprid (Merit or others) with a rescue of trichlorfon (Dylox), when needed. Generally the Dylox is used when nothing was put down at all or if there was a preventative insecticide failure.

Thanks to ISU, UNL, and VA Tech for a lot of the info presented here. Our research universities do a great job!