

**SPRING 2016**

**Volume 20**

www.CygnnetEnterprises.com



**A**s one of the largest supporters of aquatic herbicide research, Cygnet Enterprises, Inc. would like to thank our customers, friends, and family for your support and loyalty! We would not be able to support local and regional organizations dedicated to furthering research and education of the industry, without valued customers like you! In turn, we hope that you will find this newsletter issue informative and educational. We feel that each region of our country has something important and unique to contribute to our knowledge of the aquatics industry. Through this publication, our goal is to bring you the most up-to-date information from across the nation.



**AS WE CONTINUE OUR 42<sup>ND</sup> YEAR IN BUSINESS, CYGNET ENTERPRISES, INC. WOULD LIKE TO THANK YOU FOR YOUR PART IN FURTHERING OUR INDUSTRY!**

**CYGNET ENTERPRISES, INCORPORATED**

# The Cygnet News

## A Succinct Guide to Starry Stonewort

**Dr. G. Douglas Pullman**

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### What is it?

*Nitellopsis obtusa*, (Desv.) J.Grove. It's an algae. It is very similar to the common macroalga, chara. It has no vascular tissue and each cell is essentially solitary.

### Where did it come from?

It's an old world plant that arrived in North America in the late 1970's and was found in Lake St. Clair in the mid 1980's. It was first identified in New York and Michigan inland lakes in the mid 2000's.

### How does it spread?

The usual ways – birds, aquatic mammals, and boats.



### Key Characteristics of Starry Stonewort

#### Predictably Unpredictable

It's an algae and highly opportunistic. It can "bloom" at any time in Michigan inland lakes. Prior to 2010 it bloomed in the early summer and smothered fish spawning area. Recently, it has bloomed or reached maximum biomass in the mid to late summer. The starry rhizoids have been present and observable at all times of the year – or absent at all times of the year. It's as predictable as Michigan weather.

#### Blooms AND Crashes

Weeds are usually opportunistic – and this is an apt description of starry stonewort. Blooms and crashes can appear at any time. There are a number of conditions that can cause dense and thick stands of starry stonewort to suddenly crash. Sometimes this makes the starry stonewort meadows look like a pocked landscape, or Swiss cheese. If large areas of starry stonewort crash a cascade of events is initiated that can kill all of the other plants in vicinity of the crash. The largest starry stonewort "crashes" or declines have resulted in intense blue green algae blooms.

*(Continued on page 13)*

#### Inside this Issue:

- Location Updates
- Cygnet's newest member
- Aquastrike
- Press Release - Lonza Water Treatment 4th PEACH Project
- Do I need a CDL?
- SeClear/Sonar One
- Cygnet's products
- Calcis: The new flavor of Lime
- Upcoming Events

**Did you know** that Cygnet makes it a point to support the industry? For instance, we are the **ONLY distributor** at the **Charter GOLD level** with the Aquatic Ecosystem Restoration Foundation.

We would like to welcome everyone out of hibernation and into spring, where nature's color returns and plants begin to bloom. For many, this means it is time to get back on the water and begin your surveys and treatments. We at Cygnet Enterprises, Inc. are proud to celebrate 42 years in the aquatics business and would like to extend our service in supplying all your product needs.

Cygnet is a strong supporter of environmental stewardship, which is why we choose to be a drop off point for your empty containers year after year. We can also pick up your recyclables during a scheduled delivery of product or if we happen to be in the area. Simply make sure containers are triple rinsed with labels and caps removed.

We held our Annual Aquatic Applicator and Lake Managers Symposium on February 11<sup>th</sup> in Lansing, Michigan. We were very pleased with the outcome and would like to extend a heartfelt

Thank You to all who were in attendance as well as to the speaker's willingness to provide knowledgeable information to the group.

The Midwest Aquatic Plant Management Society Annual Conference was held in Grand Rapids, Michigan on March 6<sup>th</sup> – 9<sup>th</sup> and as usual was a great success. We were thrilled to see everyone, as it's always a delight to see familiar faces as well as newcomers to the society. One of the focal points was Starry Stonewort; the agenda had special sessions particularly dedicated to it. So, if you were looking to increase your knowledge of Starry Stonewort, this meeting was definitely the place to be. If you were unable to attend, we sincerely hope to see you next year in Milwaukee, Wisconsin.

Please visit our website at [www.cygnetenterprises.com](http://www.cygnetenterprises.com) for information on all our products, labels and SDS. If you can't locate the information you are looking for, please give us a call at

800-359-7531. We look forward to providing all your aquatic needs for 2016 and beyond. Cygnet Enterprises would like to wish everyone a safe and successful application season.

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## VISIT OUR WEBSITE!

PLEASE VISIT US AT [WWW.CYGNETENTERPRISES.COM](http://WWW.CYGNETENTERPRISES.COM)  
OR SCAN OUR QR CODE.



YOU CAN ACCESS LABELS AND SDS'S FOR ALL OF  
OUR PRODUCTS AS WELL AS LINKS TO OTHER  
IMPORTANT INDUSTRY AND MANUFACTURER WEBSITES.

*We welcome any comments or suggestions!*

## Pennsylvania Update

By: Jo Ann Dunlap

Our Annual Applicators Symposium this year was held prior to the Northeast Aquatic Plant Management Society's (NEAPMS) annual meeting on January 12, 2016, at the Gideon Putnam Resort in Saratoga Springs, New York. Based on the participant reviews I received, those that attended found it to be a beneficial forum to hear about the latest updates from manufacturers and a good way to interact with other applicators. I am pleased to say that Cygnet Enterprises helped sponsor G. Douglas Pullman, Ph.D., with Aquest Corporation from Saint Petersburg, Florida. Doug enlightened us about his experience with starry stonewort (*Nitellopsis obscura*) at the symposium and NEAPMS' annual meeting.

NEAPMS also reached an all time high in attendance in 2016. This year's attendance was at 65. I have heard from many attendees (both inside and outside of our region)

that they feel that the northeast chapter puts on a very good program. Cygnet Enterprises is honored to play an active supportive role in NEAPMS, as an I. This year joining me at the conference were; Donna Packer from our Cygnet Pennsylvania office and Garrett McClain from our Michigan office. Cygnet was once again please to sponsor the NEAPMS raffle; donating the raffle tickets and grand prize, an iPad Air. I would also like to note that this year we also had a second raffle prize, a Perception Impulse 10' kayak donated by SOLitude Lake Management. All proceeds from the raffle and silent auction go to the NEAPMS' scholarship fund. To all of you who bought raffle tickets, bid on an item, or provided raffle items, I would personally like to thank you for supporting this worthwhile cause!

Coming up next for me is the 26th annual Pennsylvania Lake

Management Society (PALMS) conference at the Ramada Hotel and Conference Center in State College, Pennsylvania, on February 24 & 25, 2016. For more information on this society and their annual conference visit [www.palakes.org](http://www.palakes.org). I hope to see many of my clients there.

Donna Packer, Russ Hodgson and I would like to thank you for your loyalty. We anxiously await spring's arrival and wish everyone a healthy, productive and profitable 2016 season. We look forward talking to you and seeing you soon. Take care.

### Northeast Region

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## Indiana Update

By: John Olsen

Are you enjoying El Nino? It has been a great winter if you are not a fan of shoveling. It has been amazing how many nice weekends we have had here in Chicagoland. El Nino refers to the periodic warming of the Eastern Equatorial Pacific Ocean that brings sea

surface temperatures above average. This makes for a much warmer than normal winter for much of the United States. El Nino is weakening and the weather is due to return back to more normal patterns. I am not sure how that will affect the 2016 treatment season, but we have been working hard here at Cygnet Enterprises to make sure we have the products you need in stock for whatever the effects of El Nino may throw at you.

In February, we hosted the Twelfth Annual Aquatic Winter Workshop at the Purdue University Beck Center. This was a one day event and a great way to obtain the latest

product knowledge. This year we focused on Hybrid Watermilfoil with a presentation from Scott Banfield the owner of *Aquatic Enhancement and Survey*. We were joined by Dr. Fred Whitford with the Purdue Pesticide Program for a presentation on safety. Eric Fischer, the IDNR Aquatic Invasive Species Coordinator gave a presentation on hydrilla eradication and starry stonewort. We were also joined by many different manufacturer representatives from UPI, SePRO, Syngenta and Applied Biochemists with product updates and new techniques for combating weeds and algae. This is always a great

(Continued on page 4)

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## Continuation of Indiana Update

By: John Olsen

(Continued from page 3)

event to start off the 2016 season. I want to thank everyone who presented and attended this function. These opportunities make everyone in our industry stronger. If you would like to be a presenter and have knowledge that would be beneficial to the group, please

contact me.

I look forward to seeing everybody at the upcoming trade shows. We will be exhibiting at the Midwest Aquatic Plant Management Society, Indiana Lake Management Society and the Illinois Lake Management Association trade shows. We feel it is important to support all the lake

associations as they work to educate us all. Please stop by the booth and say hello.

In closing, I want to thank all our customers for their business. We look forward to another season and the opportunity to be of service. Let's make 2016 a great year!

## California Update

By: Andrea Sealock

It's been a great start to the year here on the west coast! Although drought restrictions remain in force throughout the state of California, El Nino brought us some much needed moisture during the beginning part of the winter. Unfortunately, February has produced some unexpected record-breaking temperatures, yet we remain hopeful the upcoming months will bring us some more precipitation. Perhaps by the time this issue reaches you, we will be enjoying some more rain and snow? It seems overall, the water situation in California is looking slightly more positive than last year. Of course - only time will tell!

We started 2016 at the California Weed Science Society's annual meeting held in Sacramento, California, in January. We enjoy this meeting every year and especially the time spent with our

customers, catching up and discussing plans for the upcoming application season. In March 2016, we will be in San Diego/Del Mar at the Western Aquatic Plant Management Society's annual meeting. This is a great opportunity to learn what's new and to network with others in the water industry. You can find more information about this society at [www.wapms.org](http://www.wapms.org).

As always, the start of a new year means it is time for us to update our records. If you have a Restricted Materials Permit, Operators Identification Permit, Qualified Applicators License/Certificate, or Pest Control Advisors License that expired in 2015, please send us an updated copy as soon as possible. Having our records up to date allows us to expedite the order process for you. We appreciate your efforts and if you have any

questions, please contact Liza Montano at our Concord office @925-685-8081.

In closing we would like to thank you all for your continued support and patronage. We are always striving to be the best and offer outstanding service. If there is ever an opportunity for improvement, please do not hesitate to let us know. We wish you all the best in 2016!

### Western Region

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## Idaho Update

By: Doug Kleweno

It has been another busy and very productive winter here in the Pacific Northwest. In particular, our involvement with water user meetings in Montana (Montana Dams & Canals Association), Washington (Washington Water Resources Association), Utah (Utah Water Summit and Water Users

Association), and Idaho (Idaho Water Users Association & NW Irrigator Operators Association) has kept us very busy this winter. We have also participated in a number of irrigation district and water-user training programs, provided to applicators that need annual continuing education credits for

their licenses. Cygnet NW strives to support the water industry through participation with these organizations that benefit our water users. We will continue to support and partner with these organizations in the upcoming 2016 water season as we focus on aquatic

(Continued on page 5)

(Continued from page 4)

applications.

Overall, last season was one of the most challenging years in recent memory for water delivery among the irrigation districts of the northwest. All of the central Washington state districts that obtain water from the Yakima River watershed were dramatically restricted and many districts had less than half of their normal allocation. Southern and eastern Oregon districts were also severely limited on water due to drought conditions. The Owyhee Reservoir in eastern Oregon was drained down to less than 10%, which was essentially “dead pool” level and the Owyhee Irrigation District stopped water delivery in August. Idaho also struggled to find enough water to finish the irrigation season, but most water users were lucky enough to make it through the season with near normal water delivery. At this point in the year the El Nino weather effect has produced above average rain and

snowpack in the mountains and most water user groups are encouraged that this summer may be a normal water delivery season. However, February has been warmer and dryer than usual and many of our water users are still praying that the ground hog prediction of an early spring is incorrect. We still need more snow and rain to insure a normal water delivery season.

Cygnnet Enterprises NW, Inc. is pleased to announce we have hired a new aquatic sales consultant, Zach Kuzniar, to join our northwest team. Zach will be assisting water users in eastern Oregon, Idaho, and Montana. He has recently re-located to Boise from Michigan and has already participated in a number of water user meetings recently held in Boise, Idaho. Zach is very familiar with Idaho, having just completed a Masters Degree that focused on aquatic habitat for trout, and all his research was done in the state of Idaho. Many of you in the northwest have already had

the opportunity to meet Zach, but keep an eye out because Doug Kleweno and Zach will be getting out to make introductions and get Zach involved in the maintenance of your canal systems.

We are very excited about the upcoming water season here at Cygnnet NW. We look forward to helping irrigators, lake mangers and private home owners responsibly and economically care for their water bodies. If you ever have any questions or concerns, please feel free to call our office and we look forward to having another great water season in 2016!

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## Cygnnet News: Welcome to our Newest Member

We are pleased to announce that Zach Kuzniar joined the Cygnnet Enterprises NW, Inc. team in January of 2016. As a Michigan native, Zach earned his M.S. degree in Aquatic Biology from Grand Valley State University, conducting his thesis work on the Snake River of eastern Idaho. With a strong desire to return to the northwest, Zach recently relocated to Boise, Idaho, to work as an Aquatic Biologist/Consultant for Cygnnet NW. His primary territory will be Idaho and Montana, where he is excited to assist the irrigated agriculture industry with aquatic plant and algae management. Zach is eager to continue his growth as an aquatics professional and strengthen Cygnnet’s presence in the northwest. He will be making his introduction at various conferences and meetings this winter, and we are sure you will see him in the field this spring and summer.



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# North Carolina Update

By: Neal Coulter & JJ Ferris

The North Carolina office of herbicides and algicides. It will be very interesting to see what 2016 has in store for all of us in the aquatics industry. We would like to thank our customers for supporting us. Though many have been affected by the economy, our business has managed to grow, proving Cygnet Enterprises to be a steady partner for our industry and customer base. We look forward to seeing everyone at the upcoming Aquatic Plant Management Society, South Carolina Aquatic Plant Management Society, and Mid-South Aquatic Plant Management Society. The dates of these trade shows will be available

on our website when they have been determined.

Once again we would like to thank our customers in the South for giving Cygnet Enterprises, Inc. an opportunity to supply their water resource management product

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## PRODUCT UPDATE

# Cygnet Plus™

**Non-Ionic, Aquatic Spray Adjuvant, Activator, & Penetrant all-in-one!**



## WHY CHOOSE CYGNET PLUS™?

Cygnet Plus™, an ethoxylate formulation contains NO NPE's which can bioaccumulate in animals and persist in the environment!

Cygnet Plus™ is biodegradable – made of all-natural limonene and methylated vegetable oil!

## WHAT APPLICATORS SAY ABOUT CYGNET PLUS™

"We use it in all our tank mixes, treatment results are quicker and last longer" Michigan

"Wouldn't leave in the morning without it in the back of the truck" Illinois

"Makes all products seem to work better" North Carolina

"Cygnet Plus complies with our NPDES permits" California

"You can see a big difference when using Cygnet Plus" Wisconsin

"Use it for both submerged and emergent vegetation" Pennsylvania

"Have used Cygnet Plus and experiencing great results" Georgia

"Cygnet Plus aids us in cold water treatment of algae" North Carolina



For more information on **Cygnet Plus™** or any other of our products, please contact your local representative.

Western Region (800) 530-0885

Great Lakes Region (800) 359-7531

Midwest Region (888) 359-7531

Northwest Region (800) 530-0885

Northeast Region (800) 275-3325

Southern Region (800) 661-7909



# AQUASTRIKE®

AQUATIC HERBICIDE



**AquaStrike® Aquatic Herbicide**, by UPI, is a convenient combination of Aquathol K® and Diquat Dibromide. AquaStrike® is designed and formulated for fast and effective control of many submersed nuisance and exotic aquatic plants. AquaStrike® can be used alone, or in combination with Hydrothol® 191 or Symmetry® NXG for added algae control.

## **AquaStrike Features and Benefits:**

*Fast Results* — Short contact time requirement  
(Ideal for boat lanes, lake shores, spot and strip applications)

*Broad Spectrum of Aquatic Plant Control*

*Convenient Combination* — No need to tank mix

*Dual Mode of Action*

UPI

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## Press Release

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### LONZA Water Treatment - 4<sup>th</sup> Annual PEACH™ Project Aids in Building Las Tres Piezas Elementary School outside of Punta Cana, Dominican Republic

This year's PEACH™ (People Extending A Caring Hand)

Project, Lonza Water Treatment personnel from our Surface Water team and our professional applicator customers, teamed up with Direct Travel, and IVIDMC<sup>2</sup> (Destination Management Company) in improving the Las Tres Piezas community. The school in Las Tres Piezas was selected based on the needs of the school, its children and the surrounding community. The project involved improvements to the school property which included building a new bathroom, improvements to the classroom, lunch area and playground facilities. This school, located in the rural area of Las Tres Piezas just outside of Punta Cana, has 40 students in 1<sup>st</sup>-5<sup>th</sup> grade. Their present school was operating in a small building with no electricity and a not-so-modern bathroom.



The work by these volunteers occurred during the 23<sup>rd</sup> annual PLMA Retreat (Professional Lake Managers' Alliance) comprised of customers who professionally apply Lonza's **Applied Biochemists**® brand products. The gathering in Punta Cana included 58 representatives of Lonza and top applicators throughout the United States. In addition to the school service project, the applicators learned about new Lonza programs and initiatives for 2016.

The PEACH™ Project at the school involved 320 hours of "sweat equity" and an \$11,000 budget for purchase of building materials and a water tank. In addition, Lonza employees and dealers were asked to bring school supplies such as notebooks, pens, backpacks and drawing materials for donation to the school. In one case, family members of a volunteer hand made over 40 dresses to hand out to the girls at the school.

Among other projects the school work involved repairs to the doors and windows, painting the classrooms, finishing the roof on the new concrete bathroom, finishing the bathroom plumbing, building picnic tables for the lunch area and setting up volleyball and soccer goals on the school grounds.

"This year's project was very challenging to service a community in an area that is 45 minutes away from a community with any kind of services like a hardware store," explained project manager **Jerry Pierrotti**. "The 'road' is only 6 miles long, but sometimes we could get up to 6 mph in order to deal with the potholes in the road. The involvement and team work of so many people from the community, Lonza, our customers, Direct Travel and IVI in providing a community with running water and bathrooms was amazing. The excitement on the children's faces when they saw the dresses and supplies was fabulous. The excitement of happy children makes me happy." **Jerry Pierrotti** is the Manager of Environment, Health and Safety for Lonza Water Treatment.

The goal of our PEACH™ Projects is to give Lonza customers and employees the opportunity to improve the lives of others and in doing so to strengthen the ties between us.

**About Lonza Water Treatment:** The Surface Water team at Lonza Water Treatment has been a leader in lake and pond products for over 45 years. Thanks to their dedication, the **Applied Biochemists**® brand has been built into one of recognized quality and integrity in the industry.

For more information, please go to [www.lonza.com](http://www.lonza.com)

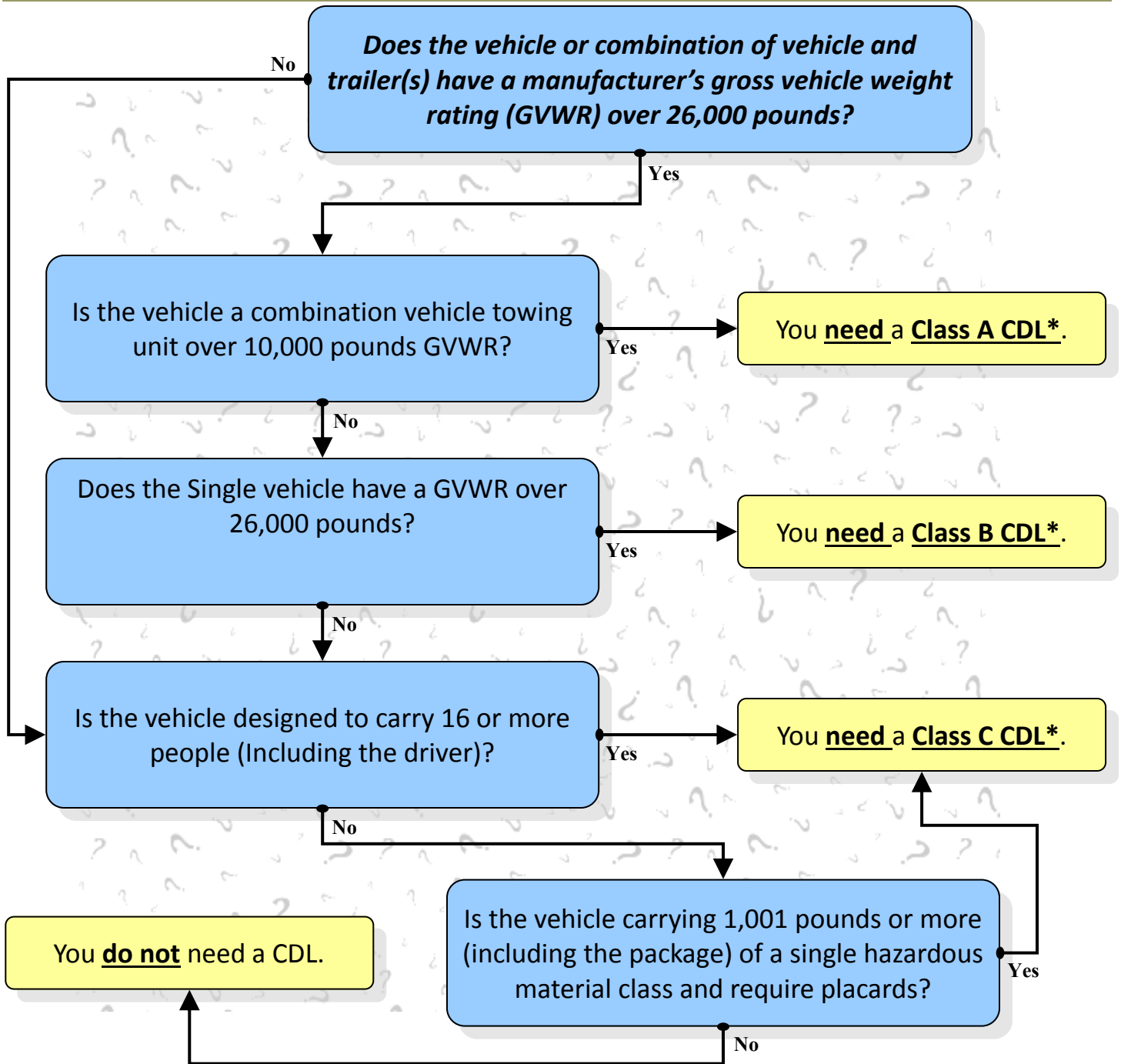
Alpharetta, GA, 29 February 2016



# Do I need a Commercial Driver's License?

A commercial driver's license is not just required for driving a semi or large commercial delivery truck. There are also regulations that make it a requirement to have a CDL to carry certain amounts and/or types of hazardous materials. Please see the chart below to help with finding out whether a Commercial Driver's License is required and what type.

For more information, contact The Department of Transportation: Phone: (202) 366-4000



**\* = When carrying hazardous materials, a hazmat endorsement may also be required.**

This chart is intended for use only as a guide in providing general information. Commercial vehicles are governed by various state and federal agencies; consult them regarding these laws and regulations.

# Huff Post: 7 Ways to Keep Customers Com-

**Melinda Emerson**  
Author, speaker  
and small business coach

[http://www.huffingtonpost.com/melinda-emerson/7-ways-to-keep-customers-\\_b\\_4523503.html](http://www.huffingtonpost.com/melinda-emerson/7-ways-to-keep-customers-_b_4523503.html)

You worked hard putting together a marketing plan to spread the word about your small business -- to drive customers to your door. The next task is to figure out how to get them to return again and again. In some businesses, you can predict a buying pattern. For instance, office cleaning services, beauty salons or payroll services can generally map out a schedule of when customers will need to come in for their next product or service. To create a strong customer relationship, ongoing outreach and engagement will bring them back for more. Here are 7 ways to keep customers coming back to your small business.

**Be easy to do business with.** When you respond quickly to your customer's needs, they will notice. Make sure that you check your email and voicemail regularly. Try to respond within two hours of any contact from your top customer. Provide key contacts with your direct cell phone and office number in case of any major concern. Make your customers aware of any process, product or technology upgrade that will help them improve their operations, make more money or become more competitive.

**Add value.** You can add value to a customer's business by your great pricing, quality, reliability, and customer service. Providing great service is really an advantage for all small businesses. Here is a link to my interview with Yaniv Masjedj on [How Can You Avoid Customer Service Mistakes in Your Small Business](#).

**Stay in contact.** How often you contact your customers will vary, from weekly to monthly depending on your industry and the time of year. It doesn't matter how you stay in contact, but that there is regular communication, whether by phone, email, Skype, snail mail or in person, let your customers know that you appreciate their business. Business relationships are just like any other relationship. They require effort to maintain and they must be mutually beneficial. And don't just call about business; ask about vacation plans and the kids. Be willing to give, share and support, not just try to go in for the up-sell.

**Talk the customer's language.** My mentor was recruited from the retail industry to the phone business, with no telecommunications experience. Why do you think he got the job? He knew "retail" and he could use telecommunications solutions to solve retail problems like inventory control, customer service and other issues. Make sure you listen carefully to how your customers speak about their industry. Each culture can be very different. When you use their language, you become an insider and make people feel comfortable.

**Admit mistakes.** When you alert your client to a mistake, you can often create a customer for life. Correcting missteps will take you far when it comes to building relationships. Often times, people just want to know that you are sorry and that you have a plan for getting back on track. Respond immediately with an apology and a proposal for fixing the problem. When a mistake is more than a minor setback, do something to make it right such as giving a portion of the fee back or providing additional services or product to the customer at no cost.

**Pay Attention.** Being a good listener highlights your virtues much better than being a big talker. I coached a financial planner years ago and we did a little market research on what his clients value the most in him. They valued his advice and his skills in handling the money, but what set him apart is that he takes the time to listen to his customers and really understands where they are coming from. They valued him as a sounding board, and a few even called him better than a shrink! If your clients love the way you make them feel, that leads to referrals and long-term business success.

**Keep detailed notes.** I travel with a small notebook at all times. I take note on everyone I meet and during every phone conversation. If you're using a CRM system, enter those notes in the system. It will help you know how to connect with your customer in your next interaction. Later, you will be able to enter keywords like 'sailing' or 'wireless' or 'French' and find all the people you know who match that keyword. Doing keyword mining on your own contacts will pay dividends for years.

Don't take customers for granted. Once they buy a product or a service from you, there's no guarantee they will return -- and that's what you need in the long term to run a sustainable small business. Follow these tips and your customers will pay you back with loyalty and increased sales.

# DO YOU HAVE A CUSTOMER NERVOUS ABOUT HERBICIDE USE IN THEIR POND OR LAKE? CYGNET IS HERE TO HELP!

Science has proven that through the responsible use of aquatic herbicides and algaecides, we are able to successfully control nuisance aquatic plants and algae with minimal impact to the environment. However, with today's modern "green movement," I am sure you have received a call or two from concerned customers that would like to completely "fix" their pond problems without ever using an herbicide or algaecide. Fortunately, Cygnet Enterprises, Inc. has partnered with some of the leading manufacturers in the industry to offer a range of products which allow these customers to obtain the results they desire – a healthier water body that is free of pesticides!\*



## \*CYGNET SELECT WATER DYE

*Cygnet Select* is a food-grade water dye used to aid in the aesthetic appeal of any water body. Use of this dye will not only shade your water, allowing less sunlight to reach the bottom of your water body, but it will also give it a beautiful and much richer appearance. (1 gallon treats 4 acre-feet of water.)

## \*CYGNET SELECT EXTREME

A highly concentrated water dye, *Cygnet Select Extreme* shades your water, limiting the ability of sunlight to reach the bottom of your water body. It also improves appearance of your lake or pond by shading the water a deep, rich blue. For ease of application and clean-up, this concentrated dye is available in wide-mouth, quart size containers. (Apply 10-14 ounces per acre foot of water.)



## \*CYGNET SELECT EXTREME BLACK

Another highly concentrated water dye, *Cygnet Select Extreme Black* comes in dissolvable packets, making application a breeze! This dye works similarly to the *Cygnet Select* and *Cygnet Select Extreme* blue dyes, except the black colorant provides a gorgeous reflective finish! If you want that perfect "mirrored" pond effect, look no further than the *Cygnet Select Extreme Black*! (Just toss in 1-2 packets per acre foot of water; packets are 6 oz each.)

## \*CYGNET BIOBLEND II WSP

*Cygnet Bioblend II* is a mix of naturally occurring pond bacteria and enzymes formulated to biodegrade excess organics suspended in the water column, often affecting water clarity. Formulated in a water soluble packet (wsp), *Cygnet Bioblend II* can simply be tossed into your lake or pond. The outer packet dissolves, allowing the bacteria and enzymes to disperse throughout the water column and digest the suspended organics. (Apply 8lbs per acre for an initial dose, and 4lbs per acre per month after that as a booster dose throughout the season.)



## \*CYGNET MUKK BUSSTER

Excess organics are not only found suspended in the water column, but also in the form of "muck" build-up on the bottom of your water body. Over time, this muck layer can affect not only the clarity of your water, but it can reduce the depth of your lake or pond as well. *Cygnet Mukk Busster* is a pellet formulation of naturally occurring pond bacteria and enzymes. The pellets are designed to sink to the bottom in specific areas that need attention and digest the organic muck and build-up. (Treatment rates for *Cygnet Mukk Busster* are 20lbs per acre initial dose, and 10lbs per acre each month after as a regular maintenance dose.)

\*It should be noted that because these are biological/water dye treatments they are NOT herbicides/algaecides and cannot be expected to behave, nor are they represented as such. Always read and follow the manufacturer's label.

*Cygnet Enterprises, Inc. is dedicated to bringing you the widest array of pond and lake management products available from proven names with proven results. We select only the best products for your management needs, whether it is for a small pond or a large lake. We strive to make sure your satisfaction with your water feature is the highest it can be, and have been in the business for 40 years because of our efforts.*



# Calcis: The new flavor of Lime

By: Tom Warmuth

BioSafe Systems prides itself being an American owned company offering sustainable and environmentally responsible products that protect our natural resources, including our water, crops, soils, and food supply. As the company behind the “Green” activated peroxide chemistries, including the algaecides GreenClean® Liquid 5.0 and GreenClean®PRO, we now also offer Calcis®, a product that will greatly help in improving the poor water quality of so many lakes and ponds. Calcis is a highly concentrated flowable calcium carbonate pond supplement that can be used to “lime” a pond in place of applying traditional agricultural limestone using traditional and cumbersome pond liming methods.

In many regions throughout the United States the water quality in some ponds can be quite poor with very low total alkalinity and hardness. These poor water quality conditions can contribute to many issues including but not limited to unbalanced aquatic nutrients and food-chain, issues with pH, and low fish production. Calcis is designed to make liming any pond quick and easy with its highly concentrated formulation. Five gallons of Calcis can yield approximately the same equivalent benefit to the water chemistry and hydrosoil as one ton of agricultural limestone, and it will do it much faster and easier. Generally, water chemistry adjustments occur within one week as compared to several months with agricultural lime. However, the results have shown to last years, just like traditional agricultural lime, which is promising.

What is considered the “traditional” method of pond liming involves a lot of time and resources. Robby Mays of American Sport Fish in Montgomery, Alabama says, “We do a lot of traditional liming using one or several of the special liming barges we operate. It takes a lot of labor to lime most of the lakes we service, starting with a trip to the lake to locate suitable areas to dump 18-wheeler loads of limestone. Then we have to coordinate with the lime pits and trucking companies before we move our barges and loading equipment on site. For small ponds the 25-ton minimum loads are more than we would need, that is where this liquid lime would make application so easy. One of our management biologists, Ginger, treated a ¼-acre pond using a small skiff and an agricultural sprayer in less than two hours. That was easy, efficient, and labor-saving. We see similar uses for Calcis in the near future.”

Calcis can be used stand-alone as the lime to be applied in pond, as follow up “bump applications” to bring back up a water chemistry adjustment, or even in conjunction with traditional barge liming jobs. Wade Bales, fisheries biologist and owner of Quality Lakes in South Carolina has used Calcis and is very pleased with the results. “We do traditional liming from a barge using agricultural limestone. It is important for us to cover as much of the pond bottom with limestone as we can, however, in a lake we did this year, several of the coves contained so much standing timber we could not access these areas with our barge. We used a small skiff and applied Calcis to these areas with great success. It will also allow us to lime any of the small ponds we manage that are too small to consider using our big liming barge. This product appears to have lots of applications for our pond management work.”

You may ask “This product is a liquid, how is it better than agricultural lime?” Well, Calcis is not only impressive in how well it does its job, but also in how effectively and easily it can be applied. Particularly, its ability to settle to the bottom evenly and quickly. Calcis is a very dense suspension of uniformly micronized calcium carbonate crystals. One gallon nearly weighs 15 pounds, almost twice the weight of water. Generally, the Calcis will noticeably settle in just minutes as you apply it and settle completely within hours. Once it is down, it stays down, just like a heavy sediment. It, similarly to heavy sediment, doesn’t simply wash out of the pond due to flow. This product is refined, engineered, and formulated to be a concentrated bottle of the best lime available. Calcis is 100% viable calcium carbonate for the adjustment of the water chemistry and hydrosoil. It has no rocks, gravel, sand, or large particles that are unrefined and too large to make measurable water chemistry adjustment. Additionally there are no ultra-fine particles that dissolve too quickly or stay suspended and cloud the water. Calcis is all the good stuff, and it opens the door to all the different uses for a perfect pond lime.

(Customer quotes from Barry W. Smith’s article in *Mossy Oak Gamekeepers (Winter Issue): An Alternative for Improving Water Quality in Small Ponds – A New Liquid Lime*)





### **Identifiable – Hard to Find**

With a little experience, starry stonewort is easy to identify. However, it can be really hard to find because it can easily intermingle with other charoid algae and be relatively inconspicuous. It takes a lot of bottom samples and close inspection to find this plant when it is “hanging out with it’s cousins”. In most circumstances, there isn’t enough time (or money) to do the kind of investigations necessary to find starry stonewort if it has not formed the characteristic “pillows” or if it is not growing exponentially.

### **Easy Spread Easy Go**

The dispersal of the starry rhizoids is usually implicated as the key factor in the spread of starry stonewort from lake to lake. It is capable of producing reproductive structures, but only male plants have been identified in NA so to date, this does not seem to be a reasonable dispersal mechanism. Whole plants can also be moved from lake to lake, but they seem to be particularly susceptible to desiccation. Boats are usually the “chief transportation suspect” when starry stonewort is found in a lake. However, starry has been found in lakes and ponds where there is no launch site or opportunity for boat or trailer transport. Water birds can also be implicated and mute swans seem to have a particular affinity for starry stonewort. In fact the location of these birds can aid in finding starry stonewort in a lake.

### **Very Easy to Kill – Very Hard to Treat**

Management experience with this plant extends to the late 1990’s. It seems to be susceptible to nearly all of the common algaecides; however, challenge testing has demonstrated that some algaecides are more active than others. The problem with management is that it forms very dense, sponge-like pillows of vegetation. An algaecide must contact every cell – directly to achieve adequate control. That’s a problem. There is no vascular tissue so the algaecide is not transported throughout the plant like some herbicides can be transported throughout vascular plants. US Army Engineers studies from the 1980’s demonstrated that the water in dense weed beds is actively flowing as a result of differential heating and cooling of the upper water strata. Recent studies from the hydrological literature demonstrate that there is a lot of water movement in near-shore areas of lake – but the movement is not predictable or uniform. Hence, this is why treatment outcomes can be so variable and unpredictable. If the temperature of upper and lower parts of starry stonewort stands is several degrees different or water flows in starry stonewort stands is moving upward, it can be nearly impossible to get an algaecide to penetrate the dense “sponge-like” stand of starry stonewort and contact each cell. Dye studies have shown that in some circumstances, water movement can transport control agents away from starry stonewort. The key to effective control is to get the control agent to penetrate the dense starry stonewort “pillows” and contact as many cells as possible. This can be accomplished adjusting the density of the control agents through temperature manipulations, using “heavy” particles, applying the algaecide when near shore water movements are favorable for success, or adjusting the inherent specific gravity or density of the control agent or mixture. Easier said than done. Often several repeat algaecide applications are used to “whittle down” the dense starry stonewort meadows by killing to the top layers and “peeling them off like the layers of an onion”. Obviously, it is better to treat starry stonewort before it gets too tall.

### **Management Challenge – But Not End of World**

Hopefully we are not singularly interested in killing yet another invasive species. A properly conceived lake management program has to have a goal. Currently, the only reasonable and sustainable goal for lake management is to preserve, protect, or possibly enhance the biological and critical habitat diversity of the lake and thereby maintain conditions that contribute to the ecological stability of the system. Fortunately, starry stonewort can be selectively managed

*(Continued on page 15)*



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## Continuation from page 13: A Succinct Guide to Starry Stonewort

and it is possible to preserve plant community diversity with prescriptive selective control strategies. Non-selective controls such as mechanical harvesting or benthic barriers should be avoided because opportunistic species, such as starry stonewort, are given a selective advantage when these strategies are inappropriately applied to a lake. As always, it is important to seek professional advise when considering the adoption of any lake management program.

### **A quick key to the field identification of Starry Stonewort.**

#### **Stars**

Present at random times during the year	Starry Bulbils are Definitive
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#### **Seeds**

Red-ish/orange-ish gametantia (seeds) present at random times during the year	Very similar to other charoid algae - not definitive.
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#### **Appearance**

Translucent branchlets	Very similar to Nitella
Asymmetrical and irregular branching - looks disheveled	Nothing similar - definitive

#### **Feel**

Not crusty or crunchy	Char is "crunchy" - Starry stonewort and Nitella are not crunchy
Easy to "pop", satisfying like bubble wrap	Singular characteristic of starry stonewort
Cellular contents are not viscous or sticky. More like KY jelly	Everything else feels like a skin lotion

#### **Smell**

No distinct odor	Only chara has an odor
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#### **Habit**

Forms "mounds" that appear to be smooth	Distinctive and definitive
Can grow as tall as 12' and is commonly found growing to 3' tall	Distinctive and definitive
Seems to grow everywhere and anywhere	

#### **Remote Sensing**

Side-Scan sonar can be used to delineate starry stonewort beds because of it's unique signature.	Cross check with rake toss or underwater video.
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## \*\*\*UPCOMING EVENTS\*\*\*

*Cygnets Enterprises, Inc. will be attending to the following conferences, hope to see you there!*

DATE	EVENT	LOCATION	CONTACT
April 28th - 30th	2016 Michigan Inland Lakes Convention	Boyne Mountain Resort Boyne Falls, MI	michiganlakes.msue.msu.edu
April 29th - May 1st	NYSFOLA Conference - 2016 33rd Conference -	White Eagle Conference Ctr Hamilton, NY	nysfola.org
July 17th - July 20th	56th Annual APMS Meeting	Grand Rapids, MI	apms.org
September 12th -14th	MidSouth Aquatic Plant Management - 2016 35th Conference -	Hilton Baton Rouge Capitol Center Baton Rouge, Louisiana	msapms.org

## Go Paperless – Electronic Invoicing!

*Cygnets Enterprises, Inc., has the ability to email your invoices to you rather than having a paper copy mailed to you. If you find this to be more convenient, please contact your regional Cygnets office and they will be happy to make the proper arrangements. We appreciate your commitment to sustaining our natural resources by going paperless!*

All of the offices of Cygnets Enterprises, Inc. will be closed in 2016 for the following National Holidays:

**Memorial Day** (May 30<sup>th</sup>)

**In of Observance of Independence Day**  
(July 4<sup>th</sup>)

**Labor Day** (September 5<sup>th</sup>)

**Thanksgiving** (November 24<sup>th</sup> & 25<sup>th</sup>)

**Christmas - New Years** (Dec 23<sup>rd</sup> - Jan 2<sup>nd</sup>)

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The articles and opinions in this publication are for general information and not intended to provide specific advice.