

Dell J. Sadler III, Inc.

955 South Talbot Street
410.770.5882

dellsadler@dellsadler.com

**Natural/Organic Lawn Care
Landscape Maintenance**

St. Michaels, MD 21663

Visit our website at: www.dellsadler.com

**Tick Repellent Program
Natural Deer Repellent Service**

Monthly Newsletter

April, 2011

Volume 86

April Garden Tips

* Can we offer you some assistance with a fresh look for your landscaping this spring? Sometimes, you may just need a little advice. Other situations call for a full scale landscape design. We can help you with both. Give us a call so that we can meet with you to evaluate your outdoor look. Take a look at our website for both small and large scale plans we've completed.



This garden was built over a filled-in pool in St. Michaels.

* If your new plants are providing a delicious buffet for local deer, give us a call. Our natural/organic deer repellent is 100% guaranteed. The pleasant peppermint scent won't gag you like many other commercial repellents. Best of all, our price decreases after the first three months. The deer usually move to untreated plants after about three months. We're able to pass these savings along to you.

A Personal Message

Hold on to your hats! Here comes spring. It's been a windy beginning. I saw the first green daffodil shoots in mid-February. We have never planted hyacinths and now, I'm sorry we didn't. They've become a new favorite. They're so fragrant. Please remind me to plant hyacinth bulbs next fall.

We're in full springtime mode here in St. Michaels. Everyone is going a mile a minute. All of our staff is now full-time with plenty of projects for everyone. The crews seemed to enjoy their winter break, but it seems as if they're actually glad to be back at work.

Did you catch my commercials on WCEI radio? We're advertising several of our different services on this station.

Melissa and I wrote four different commercials, then rehearsed them here at home. We had to keep each commercial at 30 seconds.

We taped the commercials at the WCEI studio. It was so much fun being in the control room with the radio announcer.

When I first heard my voice booming over the airwaves, I couldn't believe it. I sounded so important. I told everyone I met that I was now a broadcasting star. Melissa assured me that this wasn't really true.

I also am in the process of doing live interviews on the radio once a week. Matt Spence, who is the WCEI morning rush announcer, discusses natural/organic lawn care and tick repellent service with me.

Tune in at 8:10 on Wednesday and Thursday mornings to catch our discussions. You can also hear the interviews on our website. Go to **dellsadler.com** and click on the Radio Interviews button. The audio files for each interview are available there.

You may have also seen our print advertisements this spring. We're running ads in "The Tidewater Times" and "Shore Home and Garden."

This type of advertising is a bit different for us. Generally, we mail copies of this newsletter to everyone each month. However, increases in postage rates have caused us to try different directions. Let us know what you think. We're always interested in feedback.

In other news, we are in the process of installing our own gardens. AAH! A moment I've waited for all winter.

Melissa and I have two raised bed gardens for vegetables. We'll be planting the usual tomatoes, peppers, onions, zucchini and anything else we can think of. Herbs are a big part of our gardening too.

Let us help with your vegetable and herb gardens this year. We have plenty of practice with food!

Tick Repellent Service

One day, four years ago, Melissa and I went to Ocean City for a long weekend. We had worked hard that year and it was a well deserved getaway.

While we were there, what I thought was a bug bite on my left side, began to fester. It got so bad that we cut the vacation short and came straight back to my doctor's office.

It was an infected tick bite. I went directly from his office to the hospital for a stay of several days.

Two years ago, my Dad who is a retired tree surgeon, contracted Lyme Disease.

The point is, that we work outside for a living. We know the hazards of ticks.

Yet, we managed to have severe health issues from a single bite.

I developed our tick repellent program after my infection.

After extensive research, I now offer a perimeter spray for ticks that is guaranteed to be effective. We'll return to your property and respray the area if you find another tick. We've added an additional layer of protection to the program. Damminix tubes are one of my favorite parts of this service.

They're cardboard tubes, much like the roll from paper towels. They contain cotton balls which have been soaked in permethrin. It's deadly to ticks, but not for mice and birds who take the cotton back to their nest.

Permethrin rubs off on the fur of the mouse. Ticks are killed in their nests and can't be transferred to you.

Natural/Organic Lawn Care

By now, you've probably received a great deal of information about our natural/organic lawn care program. Our program is in full swing. This spring, we are applying our proprietary blended organic fertilizer to hundreds of lawns in this area. Soon, we'll begin using compost teas. Our program is 80% non-toxic. Weeds are the only thing we can't control without chemicals.

If you're interested in lawn care without the use of harmful chemicals, please give us a call for a free estimate.

Monthly Maintenance Program

Over the years, we've developed a program that's been met with lots of approval. Our monthly maintenance program provides you with an eye on your property without any cost to you.

Once a month, we come to your home and evaluate what we think needs to be done. Your driveway might need to be sprayed for weeds. Gutters may need to be cleaned.

We might suggest putting a few summer annuals in a landscape bed beside your house. Or, plants may need to be deadheaded.

You probably need to have shrubbery pruned at some time during the growing season. We're experts in trimming ornamental shrubbery and bushes.

If you have overgrown sections on your property, we can remove invasive plant material like poison ivy, vines or phragmite. Our walk-behind mower mulches as it mows vegetation up to one inch in diameter. We can make your overgrown woods look like a park.

If we see puddles, we may suggest drainage solutions. We're experts in grading lawns.

We have a checklist that we use to make recommendations each month.

We'll email our suggestions to you and YOU decide what projects you'd like to have completed. If you decide to skip a month, that's okay too.

It's a win-win situation. A expert opinion on a monthly basis FOR FREE! And, you call the shots. Remember, no work will proceed without your approval.



Here's one of the four beautiful gardens that we designed for our offices. Since this picture was taken, the plant material has matured and it's gorgeous.