

Dell J. Sadler III, Inc.

955 South Talbot Street

St. Michaels, MD 21663

410.770.5882

dellsadler@dellsadler.com

Visit our website at: www.dellsadler.com

**Natural/Organic Lawn Care
Landscape Maintenance**

**Tick Repellent Program
Natural Deer Repellent Service**

Monthly Newsletter

December, 2010

Volume 84

December Garden Tips

* Good gifts for gardeners are weather related items. Our rain gauge got so dirty that I threw it away.

Hint: I'd like a new rain gauge for Christmas.

Other cool items are outdoor thermometers and those fancy weather stations.

* Make sure your outside water source is shut off and your hoses are drained.

* This is the perfect time of year to prune your hollies, pines, spruces, magnolias and other evergreens. You will be able to enjoy their freshly trimmed look outdoors and you can use the cuttings for Holiday decorations inside.

* Keep leaves from accumulating on your lawn this fall. They are the single worst culprit that will harm your grass this season. Leaves prevent sunlight from reaching the root system of your grass. This prevents photosynthesis from occurring and from nutrients reaching the grass. We can help with our rapid response leaf removal. Our leaf vacuum mulches as it removes leaves, so it compacts the load. If you have a Holiday party planned, let us know. We'll change our schedule to accommodate your plans.

A Personal Message

December. The last month of the year. It always brings a sense of excitement, because of Christmas of course. Yet, it's also nostalgic because it signifies the end.

That nostalgic feeling isn't necessarily bad. And, it generally gets swept away in the excitement of year end.

However, on a professional note, I can't help but remember 2010 as one of the tougher years in business. The economy was and is quite a challenge. The weather challenged us folks that work outdoors too.

I remember the rains of this past spring. And the heat of the summer.

Being a landscaper was just plain tough work this past year.

However, there were lots of good times too. Melissa and I were

fortunate enough to spend some long hot days in Ocean City. Fishing on

Assateague Island was wonderful this summer. I worked on lots of

recipes in my cookbook this year. And, I've been able to find a terrific spot this fall for rock fishing close to my home, here in St. Michaels.

This fall has seen our company busier than ever with lawn installations and other projects. We aerated, fertilized and overseeded more lawns than ever before this fall. It's a source of pride to me that our lawn program is 80% non-toxic. Once again, we provided people with lush green lawns that are Bay-friendly and good to the environment.

Just a note to let you know that we're offering our usual **10% discount** on all labor during January and February. The jobs don't have to be completed at this time, just scheduled and on the books. Unfortunately, we cannot extend the discount to equipment and products, just labor.

To celebrate the end of another good year, I've plunged into my Holiday mode. Have you seen my Christmas lights yet? You'll remember my display if you have.

Once again, I've lit up the night sky with over 12,000 lights. There are lights and garland twinkling on the white picket fence that surrounds my property. There are over 20 Christmas trees strategically placed around the yard. Several jolly old elves in red suits are busy doing Santa-type stuff on my chimney and around the trees. Wreaths adorn every door and candy canes abound.

My pride and joy is our Nativity Scene. I wouldn't have a Christmas display without one. If you're in beautiful downtown St. Michaels one evening, I hope you'll drive by my business. Let us know what you think. On behalf of our staff, I wish everyone a very Merry Christmas and Happy New Year.

Our List of Programs and Services

From time to time, we try to let you know about the different services we offer. We are a full service landscaping company offering all of the usual maintenance programs. Additionally, we have several specialized programs such as natural/organic lawn care that is 80% non-toxic. We also offer deer and tick repellent programs.

PROGRAMS

Natural/Organic Lawn Program: *We use only natural/organic fertilizers and top quality grass seed. Our program is 80% non-toxic and includes disease, weed and pest deterrents. Please contact us for a free lawn evaluation.*

Monthly Property Maintenance: *Weeding is available as needed or on a regular monthly schedule. There is no minimum charge for the monthly program and no contract is required.*

Natural/Organic Deer Repellent Program: *The deer repellent program is applied on a periodic basis throughout the year. There is absolutely no possibility of harm to the deer because only natural/organic, non-toxic products are used.*

Tick Repellent Service: *Our integrated approach to tick control begins with a barrier tick repellent service. We may also suggest brush removal, Damminix tube placement and deer repellent spray as part of a total package of tick management.*

SERVICES

Mulching: *We apply a wide variety of locally available mulches for top dressing and plant protection purposes. Also, we stock pine straw mulch for a truly unique look.*

Weeding: *Weeding crews are available on an as needed basis or you may choose a regular monthly schedule. There are no minimum charges for the monthly maintenance program.*

Edging: *We create and maintain edges for landscaped beds and driveways. We offer both temporary and permanent edging solutions that help define landscape beds from your lawn.*

Care of Landscape Ornamentals: *A complete maintenance program of trimming and shaping your ornamentals is available as needed or as part of our regular monthly program. Please contact us about the fertilization needs of your valuable shrubs and ornamentals.*

Soil Amendments: *We use a variety of composted products to amend the topsoil in your landscaped gardens and beds. You may want to consider mushroom-based, pelletized compost which adds organic matter to your plant material and is odor-free.*

Debris Hauling: *Many customers maintain their property themselves and hire us only to haul away debris. We have the equipment to move both large and small quantities on an efficient basis.*

Installation of Flower & Landscaped Beds: *Whether you work with a landscape architect or design the project yourself, we are available to provide the labor and materials necessary to complete your job.*

Landscape Design: *Our landscape designer has worked on some of the most beautiful properties on the Eastern Shore. He loves to use indigenous plant material. As an extra added benefit, you'll actually have the designer on staff at the time of installation.*

Woods Restoration: *We can turn your woods into a park-like setting. Programs to remove poison ivy and other unwanted vegetation from your woods are available.*

Leaf Removal: *Complete leaf removal service is available for your entire property. However, our large leaf vacuum can also assist you in removing piles of leaf debris you have prepared.*

Grass Cutting: *Our state of the art mowers make short work of tall grass. And, the job's not done until we weed-eat the edges of your landscape beds and blow off walkways and the driveway.*

Please contact us if you need a service that is not listed above. We specialize in providing unique outdoor services that will meet your individual needs. We are willing to perform the entire job or assist you with any portion of your project. Call us or visit our website at www.dellsadler.com to sign up for your free newsletter which provides seasonal information relevant to the Eastern Shore.