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# DELL J. SADLER III, INC.

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## Landscaping Newsletter and Garden Tips

February, 2013 Volume 106

**We've been on a little break this winter. However, I've had a small crew working, doing winter projects. The office has been open and we're already gearing up for a busy spring.**

### **GOOD NEWS!**

**There's still time to take advantage of our labor discount this winter. Book your job before the end of February and we'll give you 10% off all labor. Just mention this ad or send in the coupon at the bottom of this newsletter when you pay your bill.**

**The job doesn't have to be completed this month, just scheduled and on the books.**

### **A Personal Message**

I've really been looking forward to writing this newsletter again. Melissa and I have enjoyed our traditional "winter break" by staying busier than ever. So, we've got lots to tell you.

I've spent a lot of time getting our equipment in order. I hope to buy a new forklift this spring. So, I've repaired the old one and it's working better than ever.

I'm also in the process of painting it. Ever try to paint a large piece of equipment? Unbelievable process.

I've spent hours taping the sides to paint it a bright "Safety Yellow." Next, I'll use painter's tape to section off the moveable parts. I'll hit those with a high gloss black.

Finally, I'll go back over the forklift to paint the graphics with a bright red.



*Here's the first stage of painting. It's called "Safety Yellow."*

Maybe I should keep it. It runs better and looks sharper than it did in the years I used it.

Actually, I need one with higher access. As we've grown over the years, so has my need to warehouse larger quantities of product.

There is other non-forklift related news too. Melissa had surgery on her hand for carpal tunnel syndrome. She

happily reports that the numbness and tingling is almost gone.

She used some of her recuperation time to work on genealogy. I gave her a subscription to ancestry.com for Christmas. She and her sister have worked hard and traced their lineage back to England in the 1300's. Somewhere along the line, Melissa's family was related to William the Conqueror. Who knew?

We've also spent time working on several landscaping programs. We've made some changes that I think you'll find intriguing. More on the changes to our programs next time.

We'll be writing a newsletter every month for the rest of the year, so I hope you'll enjoy them.

Please don't hesitate to let me know if I can assist you with any outdoor projects as we grow closer to spring.

## **List of Services**

*Occasionally, we publish our menu of programs and services. We're a full service landscaping company with several specialized programs such as organic lawn care and tick and deer repellent sprays. If you don't see what you need, please ask us. We tailor our services to meet your individual needs.*

### **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.

**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.

**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.

**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.

## 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.

**Plant Health Care:** We use a compost tea blend to prevent plant diseases. Our best selling point here is that our clients call us back year after year to schedule their sprays. It really works!

**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 weedeat 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 [dellsadler.com](http://dellsadler.com) to sign up for your free newsletter which provides seasonal information relevant to the Eastern Shore.*

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**Winter Work Special**

**Don't forget about our Winter Work Special...available again this year. We offer a 10% discount on all work which is scheduled during January or February. Your work does not have to be completed during these months, just scheduled on the books. If you have a garden project that you've been considering this spring, why not call us now for a cost savings on all labor charges?**

Unfortunately, we cannot extend this discount to our lawn care program or deer and tick repellent services.

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