

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

February, 2012

Volume 95

February Garden Tips

* Start feeding your houseplants again as they exhibit signs of new growth.

* Are you into vegetable gardening? I ran across a charming idea as I did research for this article.

There are Potato Fairs all across England in January and February. They're usually sponsored by local garden clubs. These fairs (sometimes also called "Potato Days") offer you a chance to buy dozens of varieties of seed potatoes. The fairs also sell vegetable seeds, onion sets, garlic bulbs and tools. Demonstrations and workshops are usually a big part of the fair. Tally ho!

* Could you benefit from a little professional advice about your springtime gardens? Remember, our estimates are always free. Whether you need just a little nudge in the right direction or a full scale design, we have the right people on staff to assist you. We pride ourselves that our rates for full design plans are some of the lowest in this area. And, our designs are some of the best. Check out past projects at our website's Photo Gallery: dellsadler.com. We think you'll like the beautiful landscapes that you'll see.

A Personal Message

Our newsletter has returned after a brief winter vacation. Hello again everyone. Hope things are well with you since we wrote to you last December.

I can't say that I was sorry to let go of 2011. Our family saw another health scare right before Christmas when Melissa was hospitalized for bleeding ulcers.

Two of her medications "didn't play nicely together" as she puts it and caused a drug interaction. She lost about a quarter of the blood in her body. However, she received two blood transfusions in the nick of time and was able to come home right before Christmas. Needless to say, we had a lot to be thankful for this past Holiday.

Thanks again to the Memorial Hospital at Easton for their compassion and healing. We've said it in this column many times before. We are fortunate to have this wonderful local hospital here on the Eastern Shore. They have treated so many family and friends with their usual standards of excellent health care service.

Although it's still cold and blustery, we've been hard at work throughout most of the winter. Leaf removal projects kept us busy well into the month of January.

Now, winter maintenance projects are taking precedence. Most of these projects involve trimming ornamental grasses. This is the best time of year to get ornamentals in order so they don't look scraggly and overgrown next year.

New growth begins in the very early spring, so winter is a great time to give them a "haircut." If you don't trim them, new blades begin to grow into the existing plant. When this happens, it's extremely difficult to cut the grasses back into a tidy shape.

We're also involved in woods restoration projects at the moment. It's the most efficient time of year to cut back dead limbs and remove undergrowth. Leaves are off the trees, so we're able to work faster and be even more cost effective.

Also, please remember that you can still take advantage of our Winter Work Discount. You can save 10% off all labor costs if you book your job in February. The project doesn't even have to be completed now; just scheduled and on the books.

Our staff has done a great deal of preparation for 2012. We've tweaked some programs, made a few changes and are ready to manage all your landscaping projects when the weather is ready for us.

Landscape Designs

Reprinted by request

Since the pace of life is a little slower for us right now, I'd like to take this opportunity to let you know more about our design services. For years, I was reluctant to offer designs. It didn't seem to be a good fit for a landscape maintenance company. However, my company manager has proven me wrong. Sigh. He usually does.

Dave Lee has worked for me for many years. His installation work has been impeccable. His design work is stunning, creating visual spaces where there was only emptiness before. Area nurseries have told me that he knows his plant material well beyond other local landscapers. He's a big proponent of using native plant material in area gardens. It just makes sense to go this route. Eastern Shore plants thrive in our clay based soil. Lioripi, coneflowers and black-eyed Susans are beautiful, long-lasting plants that are staples in his designs.

Dave is a graduate of George Washington University in Landscape Design. His formal training even goes back to high school when he took design classes as an elective.

He is a rarity in the design world because he designs as well as supervises your projects. No one knows the design better than the person that drafts the work. And, Dave will always be on site to supervise your job. You can see samples of his work on our website at www.dellsadler.com.

I also am the fortunate recipient of Dave's work here at our home offices. The garden in front of our office is beautiful, thanks to his careful planning.

Photographs of our beautiful gardens are also on the website.

NOTE: Since this article was originally written in 2008, we've completed probably a hundred additional design and installation projects. Be sure to check out some of more recent work, such as the formal garden we built over top of a swimming pool. We've also designed and installed several stunning rain gardens.

We're offering a 20% discount for design work completed during February.

ReCon Pest Control

Several months ago, I introduced our new pest control service company to you right here in this newsletter.

Our name is ReCon Pest Control. My General Manager of many years, Dave Lee, and I own ReCon together.

We began this business by popular demand. Over the years, we developed tick and deer repellent services together for many of our landscaping customers. Some of our clients began to ask us for help when they had problems with bugs, spiders and other critters.

As our experience and expertise with pest exclusions and extractions grew, we began to add additional services.

We were successful at eliminating everything from ticks to moles, so we decided to make this part of the business a separate entity.

First, since we wanted to be a complete full service company, we needed additional licenses.

Studying for the required complex exams took several months.

Dave's previous employment included a long stint as a pesticide applicator. He fulfilled the necessary experience module.

And, we developed a business plan that worked in tandem with the landscaping side. We were determined that the great quality and service we offer as landscapers wouldn't diminish as ReCon grew.

As we continue to expand, we just added a new tool to our arsenal. I recently purchased a BRIGHT RED Ford Super Duty pickup truck. It's been lettered with our distinctive yellow ReCon logo. You can see us from a mile away. It's become the workhorse spray truck for our new company. You'll know it's us when we arrive.

Lawn Care Alert

Just a note to let you know we'll begin fertilizing lawns on or about March 1st, depending on the weather. If the winter stays mild, we may be able to start even sooner.

We will also treat your lawn with a crabgrass deterrent at this time. So, we'll be applying two separate treatments to the lawn as we start the growing season for this year.