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# DELL J. SADLER III, INC.

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## Landscaping Newsletter and Garden Tips

November, 2012 Volume 104

**Here's the November issue of our newsletter. It's full of garden tips, landscaping information and my blog about life here on the Eastern Shore.**

**We appreciate you allowing us to come into your home with this newsletter. Please be sure to take advantage of this month's coupon at the bottom of our newsletter.**

**Remember to save the date of November 16th. We're sponsoring an environmental film festival at the Avalon Theater.**

**It's called the Wild & Scenic Film Festival brought to you by the Midshore Riverkeeper Conservancy. There's a silent auction, food and drinks and even a free children's program at 2:00.**

**The fun starts at 6:00 that evening with several stunning films offered from a global perspective about the environment. Finally, here's a *Holiday Invitation* for you. Please remember the lights go on Thanksgiving night! My Christmas light display will blaze into the St. Michaels skyline for the first time around 5:30 PM. If you're free after your turkey dinner, stop by to help us pull the switch.**



*Here's a picture of our beautiful Nativity Scene. We actually built a manger on the back of a flatbed trailer. It's one of the many scenarios we stage around the property.*

### **November Garden Tips**

\* It's important to clean up gardens where you may have rose bushes. Diseased leaves need to be raked up and taken away from the garden. Inspect trees and shrubs for bagworms. Remove and destroy them to reduce next year's pest population. Roses can harbor disease from year to year, so it's important to get

### **A Personal Message**

Everyone in our company has been busier than ever this fall. From the managers to our office staff, lawn care technicians to lawn mowing crews, we've had a much busier autumn than last year.

I'm not complaining! I mention this for informational purposes only. Please don't get me in trouble with Melissa.

If you're like me, you appreciate seeing signs that the economy is improving. We're a small business that operates locally. No matter who wins the election, I think that small businesses are the backbone of this country. If we're productive, I'm hopeful that our economy will improve also.

What have we been doing that kept us so busy? Our natural/organic lawn care program kept us jumping this fall. We installed over 200 lawns this fall using top quality grass seed and organic fertilizers.

New gardens were in vogue this fall. We assisted homeowners with everything from brand new landscape beds to replacing a sick plant or two. Here's a photograph

rid of all debris.

\* Time to trim back those beautiful chrysanthemum plants you enjoyed this fall. Cut the stems back close to the ground. Dispose of the stems and branches and any dropped leaves.

\* Don't forget to wrap up hoses and pick up garden tools and benches. Store them indoors so they'll be in good shape for next spring.

\* Nursery trees and shrubs can be planted until the ground freezes. Remember to apply a layer of mulch to protect the root system during cold weather.

of one of our new autumn gardens.



*This garden features Echinacea (Purple Coneflower) which is indigenous to this area.*

What else has been going on with us? Keeping people protected from tick bites with their fall treatments.

I'm pleased that we only have to spray twice a year to ensure your safety. If you find a tick on your person, I'll return and retreat the affected area at no charge to you.

On to other news. We're looking forward to Thanksgiving and all the good food it entails. I'll be cooking up a feast for about 20 people that day. I love preparing food almost more than I love eating it.

Then, as darkness falls on Thanksgiving night, something wondrous will happen here at 955 South Talbot Street in St. Michaels, MD.

Friends, family and anyone else who's interested will gather round to light up the night with our Christmas lights. We'll have a little ceremony and pull the switch about 5:30 on Thursday, November 22nd.

If you're in the area, please plan to stop by. I'll have about 15,000 Christmas lights switching on for the first time that night. It's my official start of the Holiday Season.

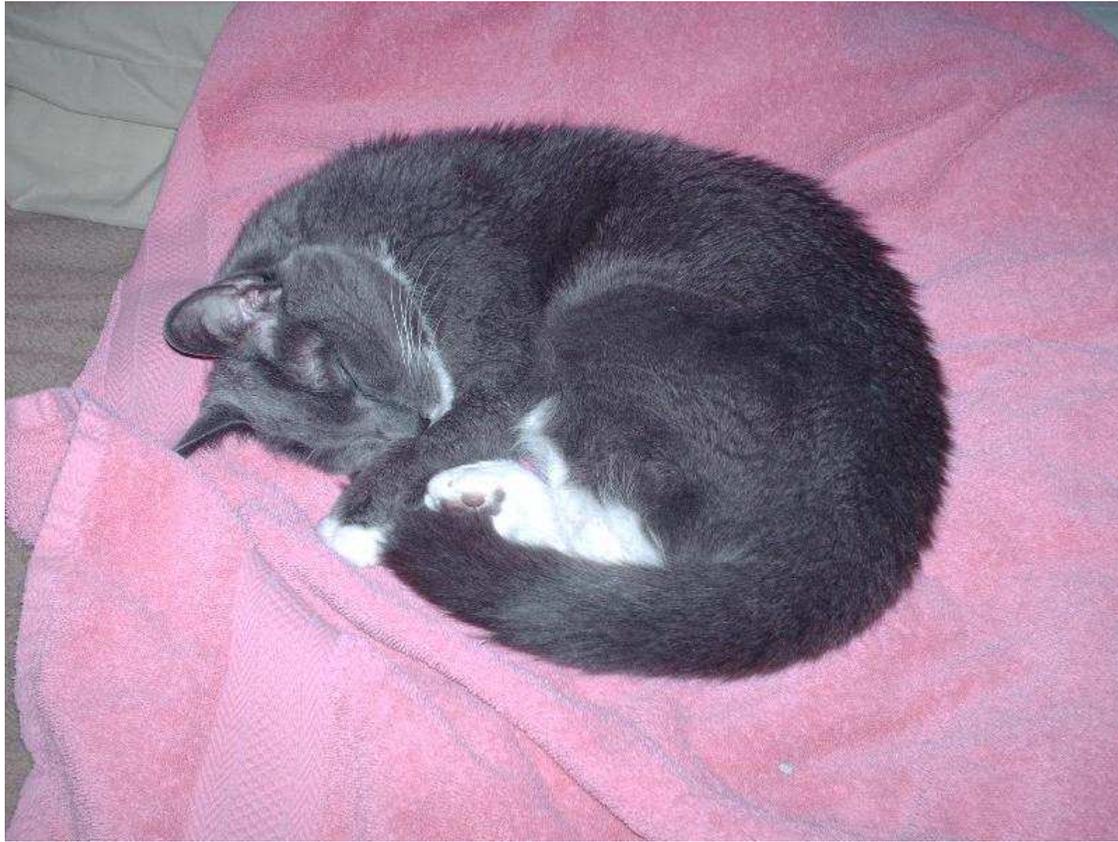
Hope to see you then! I'll leave you with a picture of our Christmas lights from two years ago. They were spectacular.



*These lights were from 2010. I wasn't able to set up our Christmas lights in 2011, due to my illness from a tick bite. This year's lights will be bigger and better than ever.*

### **Missing Mr. Hobson...**

**One of the perks of authoring a newsletter is being able to write about things that are important to you. Except for Melissa and my family, no one was more important to me than my cat, Mr. Hobson. Mostly, we called him Hobby. You've read about him many times in this space. You know that he was 22 years old, set in his ways and disdainful of most humans. He traveled back and forth to Ocean City often. Hobby had cat sitters, food feeders and a nurse toward the end of his life. Truth be told, he was cranky and slightly smelly. I loved him almost more than life itself. We were forced to end his life on Monday, October 8, 2012 at 11:10 AM. I believe it was the ultimate act of kindness for my oldest and dearest friend. Melissa and I have been quiet and reflective this past month. We've drawn closer to each other and drawn comfort from each other. We know we'll have more pets...but not quite yet. For now, we'll remember Hobby and share him with you one last time.**



*This was Hobby during one of his (rare) quiet moments. For a very small cat (he weighed less than five pounds during most of his life) he specialized in making sure you knew he was there.*

### It's Leaf Removal Time

We received our first request for leaf removal in October this year. It was a little later than usual.

When we arrived to do the job, I was surprised at the amount of leaves on the ground. There was a pretty fair size carpet of leaves and pine needles covering her grass. Some areas seem to have been hit a little harder than others this year. Seems as if leaves still haven't even turned color in certain spots.

The homeowner was smart to realize just what those leaves were doing to her grass. Fallen leaves block sunlight to grass, which in turn reduces photosynthesis production. Grass needs the nutrients which occur during photosynthesis, even during the cold winter months.

You and I only see a dormant lawn during the winter. The grass is brown and scraggly. Not a pretty sight as we longingly wish for the beautiful green lawns of summer.



However, your lawn is busy underground all during the winter. Each blade of grass is busy manufacturing food in its' root system. That way, grass can continue to grow underground, even during the dormant season.

Actually, your grass needs food now more than ever to keep it strong in the cold months. So, it's really important to get those leaves off your grass.

We can help you in several different ways. Our leaf vacuum has a 15 foot hose that can reach across your property to suck up huge piles of leaves. It mulches the leaves as it vacuums them.

This makes the entire process much more efficient. We're able to haul solid and compact loads of leaves off your property. Additionally, we use top of the line backpack blowers to reach into every nook and cranny of your yard to erase all traces of autumn.

However, you may be a do-it-yourselfer who actually enjoys raking and removing leaves yourself. We can assist you in a very economical way.

After you create piles of leaves, we're available to bring our leaf vacuum to your property to take them away. We can vacuum them for you and haul the load to the landfill. You'll save money on our labor and truck charges this way. You'll only pay for the time we spend to remove the piles, a nominal equipment fee and a small landfill charge.

We offer rapid response leaf removal services that are thorough and efficient. We understand that with the Holidays approaching, you may have plans. That means your yard needs to look sharp.

If you have a family function or a party scheduled, call us to clean up right before the event. We'll juggle our schedule to accommodate you.

**Because it's Autumn, this newsletter is full of information about the specialized services we offer at this time of year. However, please keep in mind that we are a full service landscaping company too.**

**We offer a full range of services from landscape design to plant installation. Lawn mowing to leaf removal. Monthly services to one time clean-ups.**

**If you don't see the service you need, don't hesitate to give us a call. We're specialists in working out the details of unique landscaping services. We're available to complete the entire job or to assist the do-it-yourself homeowner who may need a strong back or help hauling debris. Please consider us if you need assistance with your next outdoor project.**

Visit our website at:  
**www.dellsadler.com**

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**\$25.00 Off Leaf Removal**

This coupon will entitle you to a special offer! You will receive \$25.00 off of our leaf removal service.  
(One coupon per job. Coupon expires 3/31/13)

**\$25.00  
OFF!**

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**We look forward to the possibility of having you as a customer!**

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