

## Personal Message

Can you believe that it's autumn already? This is the beginning of the most exciting time of year.

Melissa and I are already planning our Thanksgiving dinner. And, yes, we're setting up a big Christmas display again this season. So, we're already excited about the Holidays. Talk about rushing things.

Between now and then, we've got plenty of work to do.

Our natural/organic lawn care program is in full swing. We're proud of the healthy lawns we have created for our clients. Most people who choose an organic treatment program are able to enjoy a beautiful lawn, while not adding to environmental pollution.

Our program combines the use of organic fertilizers and composts with naturally occurring products to deter insects, fungus and diseases. We also combine basic cultural practices, such as aeration and proper mowing heights to enhance our products.

Over the last few weeks, you may have received several pieces of mail from us. We've been sending detailed information about our lawn care program to you.

We're hoping you'll give us a chance to prove that our program is comparable to synthetic lawn care. We are able to offer an effective program that is very similar in cost to traditional lawn care. An estimate is free, so please give us a call and we'll be happy to schedule a convenient meeting with you.

This is an easy way to lessen the footprint that we're leaving. The benefit to the Chesapeake Bay and its tributaries is tremendous. Chemical based fertilizers are one of the Bay's worse pollutants.

Another thing that will keep us busy is leaf removal. What a messy time of year this is. Leaves that are allowed to accumulate on a lawn just make everything appear unkept.

Aside from the aesthetics of leaves on a lawn, the harm that they do to your grass is significant. A ragged carpet of leaves doesn't allow sunlight to penetrate to grass. Sunlight is essential for the growth and development of your turfgrass.

It's our sincere hope that you enjoy our newsletter. Melissa and I still write it from home every month.

Unfortunately, we can't afford to mail it to you as we once did. However, we're happy to email you a copy every month. Please take a moment to let us know your email address. Call the office or visit our website at [dellsadler.com](http://dellsadler.com) to sign up for your free copy.

## October Garden Tips

- There's still time to plant spring flowering bulbs this month. You'll be so pleased with your results next April.
- Your garden will need a good clean-up this fall. Remember to cut back the leaves and stems of your perennials after they start to turn brown. The blooms will be much more vibrant next year.
- We didn't follow our own good advice last fall and made some of the same mistakes in our garden as before. This year, we're writing garden notes about what plants were successful and which ones were duds. We had great luck with zinnias and cleomes. Not so much with black-eyed Susans. And why did our purple verbena stop blooming midway through the summer, then burst into vibrant color again? I'm definitely planting more of these beauties next year.
- My greatest garden achievement for 2009 was our sunflowers. We planted all sizes. The color mixtures were a real treat. We had everything from yellow to scarlet. The mammoth sunflowers were especially fun. Their heads were the size of pumpkins.

## Why Aeration Works

Kids playing ball. Sitting on the lawn in the evening. Carrying packages back and forth from the car to the house. All of this foot traffic may compact the soil in your lawn.

Clay based soil is a fact of life here on the Eastern Shore of Maryland. Clay based soil is much more likely to become compacted than other types of dirt.

Aeration relieves compaction of the soil. This type of process allows much needed nutrients to get to the root zone of your grass much more quickly.

Larger properties are aerated with a tractor attachment. It's known as a core aerator. Smaller areas and tight spaces are pushed off by hand.

Core aeration will leave a "plug" of soil on the surface. The lawn will actually look like it's been plowed. These plugs are about 1/2 inch in diameter. They are around three inches long. Plugs break down in 1-2 weeks and disappear back into the ground.

Aerating a lawn is known as a basic cultural practice. Aeration is probably the single most important element in our natural/organic lawn care program. It can do the most good for your lawn.

This process allows more space in the soil for air and water to reach the root system of the lawn. Your fertilizer and grass seed will reach the root area more quickly.

Aeration also increases drainage capabilities in the lawn. If your lawn has drainage issues, this can help. Water won't be left lying on top of the grass. Your yard won't feel like granite under your feet next summer.

There are lots of good arguments for aeration. It's a fairly low tech solution for a problem that plagues many lawns in this area. Please give us a call and we'll be happy to meet with you.

## Leaf Removal

It's fall and that's exactly what leaves are doing around this time of year. If you want a strong, healthy lawn, unfortunately leaf removal is a necessary part of your outdoor maintenance.

Your lawn needs sunlight now more than ever. Leaves that are left lying on the grass block sunlight.

A lack of light reduces photosynthesis production. Grass needs the nutrients that occur during photosynthesis.

As the weather grows cooler, your grass manufactures food inside its root system. This way, grass can actually continue to grow underground, even when there is a reduced amount of sunlight.

You may be a do-it-yourselfer, who enjoys being outside in the autumn weather. Or, maybe you prefer a full-service leaf removal service. Either way, we can help.

We're available to pick up piles of leaves that you have prepared. Our large leaf vacuum can remove them quickly and efficiently.

Or, we can blow the leaves into piles for you, then vacuum all traces of autumn away from your lawn. Our professional equipment mulches the leaves as it vacuums them up. We haul away large, compacted loads of leaves which will save you time and money.

## Natural/Organic Deer Repellent Service

You'll probably remember that fall is the most active time of year for white tail deer in our area. They run rampant in the Talbot and Queen Anne counties of the Eastern Shore.

They are beautiful and fun to watch. They can also be dangerous if they collide with a vehicle. Years ago, the car that Melissa was driving was totaled when a deer hit the drivers side. And once, one of our brand new trucks was blindsided when a deer ran across the road, directly into its path.

That's not the reason we implemented our deer repellent program. Years ago, clients began to request this type of service because of the expensive damage deer inflict on landscape plants. So, we began testing various products. Over the course of a year, we developed our own proprietary blend of repellent. We've been offering this spray for over 5 years and it's one of our most popular products.

Our spray program repels deer both by smell and taste. The spray smells like a peppermint candy bar. Apparently, deer DO NOT LIKE peppermint. And, you aren't forced to endure the horrible garlic and egg based odors that accompany some other repellents.

It's environmentally safe and non-toxic, so it's okay to use around people and pets. It's not a good idea to use in vegetable gardens because you run the risk of pepperminty produce.

Best of all, your cost actually reduces after the first 3 months of service. The initial applications of repellent are much heavier and more labor intensive to apply. After that, deer seem to grow used to this invisible shield around plants and go elsewhere to graze. So, we're able to pass this cost savings on to you.