

# Dell J. Sadler III, Inc.

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**Natural/Organic Lawn Care  
Landscape Maintenance**

St. Michaels, MD 21663

Visit our website at: [www.dellsadler.com](http://www.dellsadler.com)

**Tick Repellent Program  
Natural Deer Repellent Service**

Monthly Newsletter

October, 2011

Volume 92

## October Garden Tips

\* I love to read about fall garden tips all around the internet. The ones from Vermont are the most fun at this time of year. They're always discussing harvesting apples and pumpkins. It sounds so autumnal!

### TOP TIP OF THE MONTH!

Did you know that fall is a time of heavy tick activity? In fact, this is the peak time for deer ticks. They will become inactive usually around mid-December, when temperatures really drop.

You're dealing with adult ticks at this time of year. In the fall, ticks molt from the nymph stage into adults. Adults feed primarily on deer in this area. When they become active again next spring, the females will lay their eggs.

The trick is to kill adult ticks before they become dormant this fall. Our tick repellent service will help.

We have a barrier spray for your lawn and landscape beds that is guaranteed to be effective. Call us for a no cost estimate. Your family and pets can be outside without the threat of a tick bite.

\* We don't cut back our perennials like Black-Eyed Susans, Sedum and Purple Coneflowers until February or so. Same for ornamental grasses. The seeds help feed the birds. Looks pretty in the snow too.

## A Personal Message

In preparation for this month's newsletter, I was leafing through some older issues of October's version. Apparently, I really love autumn! Every year, I start this issue with a statement about how much I enjoy cooler weather and fall activities. Guess I don't need to repeat myself again this year.

Although the weather is changing, we are still staying busy. Lawn care remains our primary focus at this time of year.

Remember, we have a natural/organic lawn care program that is 80% non-toxic. Weed control remains the only piece of our program that we're unable to control with organic products.

You can have a lush, green lawn for about the same price as a traditional program without using harmful chemicals. There's more about our program on the next page.

I'd like to take this opportunity to tell you a little more about another side of me. ReCon Pest Control is a company that we formed as a result of our experience and expertise with pest extractions as landscapers. My General Manager of many years, Dave Lee, and I own ReCon together. Over the years, as we worked with our tick and deer repellent services, we also realized there was a need for other types of pest extractions. 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 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. And, you'll know it's us when we arrive. I'm here to tell you that truck is bright!

Thank you for allowing us to enter your home with this newsletter. If you'd like to receive it on a monthly basis, please sign up on our website at [dellsadler.com](http://dellsadler.com).

### Leaves Should Leave Us Alone!

Leaf removal is one of the most important “good health” things you can do for your lawn in the fall. Aside from the fact that they look messy, fallen leaves are actually bad for your grass.

A heavy mat of leaves will prohibit photosynthesis from occurring. Leaves actually block sunlight from your lawn.

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 looks scraggly. Not a pretty sight as we remember 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 important to get those leaves off your grass.

We can help remove leaves quickly and efficiently. Our commercial leaf vacuum has a 15 foot hose that can reach most areas of your lawn while it’s parked on your driveway.

We blow leaves out of your landscape beds and off the lawn to the vacuum. It picks up all the debris and mulches it as it vacuums.

We can haul solid, compact loads away for very reasonable price.

### Natural/Organic Lawn Care

Have you received any of the mailings I’ve sent out over the last few weeks? We’ve mailed thousands of pieces about natural/organic lawn care to many people here on the Eastern Shore.

My company is well known for our 80% non-toxic lawn care program. The only part of our service that isn’t organic is weed control. Although we’ve tried everything from vinegar to rock salt, nothing takes the place of chemical intervention. I’m always open to new suggestions, but at this time, we are forced to use herbicides to control unwanted vegetation.

The rest of the program is organic and non-toxic. We make use of organic fertilizers, compost teas and basic cultural practices. You can have a beautiful lawn without the use of harsh fertilizers that harm our environment and the Chesapeake Bay. Call us for a no-cost, no-obligation estimate.

### Deer Repellent Program is Effective

Here’s another organic program that we offer. (Can you tell we like helping the environment?)

Natural/Organic deer repellent is a very popular program here on the Eastern Shore of Maryland. And, fall is the time that deer can do a lot of damage.

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.

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.

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### \$50.00 Off Your Aeration Service

This coupon will entitle you to a special offer! You will receive \$50.00 off your aeration, if you sign a full service annual contract for your lawn care.

This is a special offer for recipients of this mailing only.



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

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

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

We look forward to the possibility of having you as a customer!  
(One coupon per property, please.)