

# Dell J. Sadler III, Inc.

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**Natural/Organic Lawn Care**  
**Natural Deer Repellent Service**

**Tick Repellent**  
**Landscape Maintenance**

Monthly Newsletter

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## October Garden Tips

\* I never get tired of talking about gardens. Here's an unusual one, even for us. This is a "rain garden." It's a shallow depression where a landscape bed has been created. Rainwater from our client's downspouts flow into this bed and not into the Chesapeake Bay. Deeply rooted, mostly indigenous plants help create good drainage.



\* Time to plant those spring flowering bulbs. Try a new variety of daffodil or tulip this year. One of our favorite tulip websites is [tuliptown.com](http://tuliptown.com). Lots of bulb choices and you can take a virtual tour of their tulip gardens.

\* There is still some great plant material in local nurseries. However, you need to make a decision now about getting plants in the ground. Instead of putting those pots away this fall, how about installing a dwarf conifer with a border of colorful pansies at the base?

\* Leaf removal is the one of the most important things you can do for the health of your lawn at this time of year. Clumps of leaves prevent sunlight from reaching the grass. Without sunlight, photosynthesis can't occur to produce food for your lawn.

## A Personal Message

We just hung our birdfeeders on large black shepherd's crooks in the back yard. Melissa likes to gently fill the feeders so that the birds can perch and eat, keeping an eye out for predators. I prefer to just throw the seed out on the deck so that I can see our dinner guests a little more closely. You'd think we could agree on something!

Actually, we do agree that we both love fall weather. There's something that just invigorates you when the temperature drops down from the 90+ degree mark of this past summer.

As I said in last month's issue, fall is actually our busiest time of year. There's so much to do before cold weather arrives.

We're installing and renovating lawns as fast as the shorter days will allow us. This is the time of year your lawn really needs a boost to repair damage from this past summer. Our natural/organic lawn care program can help you have a lush, green lawn. We're different because we can do this without most of the harsh, harmful chemicals for about the same price as a traditional "weed and feed" program.

If I had to mention just one thing about our program, I guess I'm proudest of the fact that we tailor the program for each individual lawn. We actually visit each and every lawn each fall to review the progress and make recommendations.

Often, we'll take a soil test of several areas in the lawn. Our diagnosis generally begins with the results of those soil tests. How we can improve soil health is the basis of our recommendations for each lawn.

Another big project this fall is protecting almost 400 properties with our barrier tick repellent spray. Last year, I developed Ehrlichiosis from a tick bite. It's an illness that attacks your white blood cells.

I spent five days in Critical Care. After it was over, I was finally told how close I came to not making it through. This was my second bout with a tick borne illness. As you might guess, I'm passionate about preventing disease caused by ticks. My program is extremely effective. If you find a tick on yourself, I'll return and retreat the affected area at no cost.

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

Thought I'd leave you with a picture of my New York City niece, Scarlett Rose Carroll. She's holding her birthday card with a picture of Scarlett O'Hara on it. Although our Scarlett just turned seven, we predict they'll be a lot alike!



## Organic Deer Repellent Program

Here's another organic program that we offer. Our 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 because it's mating season.

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.

## Tools of the Trade

One of the benefits of having a landscaping business is the opportunity to buy new toys. My latest one is a doozy! I recently purchased a new Ryan Slicer Seeder for my lawn care program.

We use a tractor attachment to aerate and overseed many lawns. However, when a tractor is too large, we'll drop back to a slicer seeder. A slicer seeder still drops grass seed below the surface, depositing it there to germinate.

Sub surface grass seed has a much higher germination rate.

Wind won't blow the seed away and birds can't eat it.

My old machine gave up the ghost late last year. I got such good results that I just purchased a new and improved model.



*Stephanie Lee and John Sharman take the new overseeder for a test drive.*

## 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.

I hope we haven't worn out our welcome in your mailbox. This is our way of introducing ourselves and our Natural/Organic Lawn Care Program.

We're pretty excited about our program, especially this year. The heat of this past summer was really difficult for lawns. Blazing sun, lack of rain and consistently high temperatures turned green grass to brown quickly.

However, now that we've had rain and the weather is more moderate, I'm so impressed with the results of our program. As I walk the grounds of every individual lawn with the property owner, I'm seeing impressive results. They're enjoying a beautiful lawn that isn't harming the environment with harsh chemicals.

And, it's costing them about the same price as a traditional program.

My time, recommendations and estimates are always at no cost and no obligation to 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.

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:  
[dellsadler.com](http://dellsadler.com)

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## \$25 Off Aeration Service

This coupon will entitle you to a special offer! You will receive \$25 off our fall aeration service.



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

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

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

*This offer is only applicable for aeration services during the Fall of 2012.*

*One coupon per property, please.*