

# Dell J. Sadler III, Inc.

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

Monthly Newsletter

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## October Garden Tips

\* If you haven't done so already, it's time to clean out those landscape beds for fall. Remove the dead vegetation. Pull weeds so that you don't run the risk of overwintering diseases. Store cages and plant stakes until next year.

\* We don't like to cut back our perennials such as Black-Eyed Susans, Sedum and Purple Coneflowers until mid-winter. Same for ornamental grasses. The seeds help feed the birds. And, the plants look pretty in the snow.

### 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.

## A Personal Message

My name is Dell Sadler and I operate a small landscaping company in St. Michaels. We've been in business for over 13 years here on the Eastern Shore. You may have seen my trucks and equipment working around this area.



*This truck is one of my favorites. That's my niece and nephew on each side panel. We built up the sides of the truck to haul products like mulch. We can also haul away a lot of debris, especially when we're doing leaf removal.*

I'm mailing you this newsletter to introduce you to some of the services I provide. There's even more information available on my website at [dellsadler.com](http://dellsadler.com).

We've been writing this newsletter for over ten years. There are plenty of past issues, archived on the website. If it pertains to landscaping, we've done it all. Then, we wrote about it!

We offer a variety of traditional landscaping services as well as a natural/organic lawn care program. We're experts in design and installation. Another cornerstone of our business are the specialized spraying programs we offer.

*Here is one of the formal front gardens in front of my office. That's a Japanese Red Maple that's bordering the garden. The riverstone provides drainage for the bed. And, most of the bushes are dwarf varieties...easy to maintain.*



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).

### It's Almost Leaf Removal Time Again

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. We have been installing organic lawns in this area for over ten years.

We make use of organic fertilizers, compost teas and basic cultural practices to create a healthy lawn. These products, along with basic cultural practices such as Aeration and slightly higher mowing heights, can help deter insects, fungus and diseases.

By ensuring a healthy lawn, your grass can out-compete weeds for necessary nutrients.

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.

### Our Deer Repellent Program is Really 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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### Oxford Residents Only

If your zip code is 21654, we'll double our offer to you! We'll give you **\$50.00 off** your aeration service when you sign a contract for our Natural/Organic Lawn Care Program.

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

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

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



This coupon is only good for aeration services completed during the Fall of 2013. Oxford residents only!