

# 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

September, 2011

Volume 91

## September Garden Tips

\* Remember to plant another crop of lettuce, spinach and peas this month. You'll be able to harvest again before the frost.

\* If you moved your house-plants outdoors, start bringing them back inside gradually. Begin with an hour a day to acclimate them to their (old) new environment.

\* **BEST TIP OF THE MONTH!** Now is the time to divide perennials that have outgrown their space and become too crowded. Dig them up and divide them. You can even relocate to another landscape bed for a good source of new plant material. There are great deals on new perennials in local nurseries now too. We love gardening in the fall!

\* In addition to planting perennials, fall is also the best time of year to install new trees and shrubbery. Cooler weather gives the plant material several months to grow before winter. Root development is much faster when it's cooler.

\* Don't forget to water your plant material and lawns, especially if the weather is dry. Water in the mornings, if at all possible. It's better for your plants.

## A Personal Message

Excuse me, but where did the summer go? It was here just a minute ago.

I was happy. I was fishing, cooking and gardening at our small place in Ocean City. Now, I'm in St. Michaels, working my tail off. What the heck is wrong with this picture?

Melissa and I really enjoyed our summer. However, it's great to be back full time with lots of projects to keep me out of trouble.

Did you know I recently started a pest control company? ReCon Pest Control operates from the same office as my landscaping company. My general manager, Dave Lee, and I are equal partners.

We have a lot of experience that we've acquired during our landscaping careers, with insect, animal and rodent extractions. Additionally, we've passed all examinations required by law.

You'll soon be seeing our bright red ReCon truck on the road. You'll be hearing more about our services too.

If you have a pest control problem, please consider us. I know you'll be pleased with the results.

In other news, we've already begun working for many people to improve their lawns this fall. As you may remember, we offer a natural/organic lawn care program. It's 80% non-toxic, good for the environment and great for improving those lawns that may have suffered a lot of damage during the hot dry summer of 2011.

We offer aeration, organic soil amendments, organic fertilizers and overseeding with our special blend of high quality grass seed. Our equipment, including core aerators, tractors, spreaders and broadcast seeders make short work of even the largest lawns.

You may even choose to do part of the work yourself. We assist many do-it-yourselfers who enjoy lawn care projects. We can provide you with the products, while you save money doing the labor yourself.

During the next few months, you may be receiving several pieces of mail about our lawn care program. We're also doing some innovative advertising about our program, including live interviews.

Every Thursday morning, tune in to WCEI radio (96.7 FM) and hear me discussing natural/organic lawn care with Matt Spence. Our discussion begins at 8:10 AM and we generally talk about lawns and other current landscaping topics for about ten minutes. It's always a lot of fun!

We're offering **\$50.00 off** your aeration services this fall, so please feel free to use the coupon printed on the reverse side of this page.

### Core Aeration

This is a process that relieves compaction of the soil. It allows nutrients to get to the root zone more quickly.

Core aeration will leave a "plug" of soil on the surface of the lawn that will break down in one or two weeks. However, your lawn will appear to have been plowed like a field for a couple of weeks. (Remember, it takes a little "pain" to achieve beauty!)

Aeration is the single most important cultural practice that can be done for a lawn. Use the coupon below for \$50.00 off our aeration services this fall.

Did you know that the recommended mowing height is about three inches? Grass that's mowed any lower causes unnecessary stress on a lawn.

### Why "Bad" Grass Seed is Good for Your Lawn

Endophyte enhanced grasses have been bred specifically to be insect, disease and fungus resistant. These grasses taste bad to surface feeding insects, such as sod webworms and chinch bugs.

The use of this type of grass seed when you overseed your lawn will help reduce the chance of insect and fungus problems. We prefer to use only endophyte enhanced grass seed.

Adding grass seed to existing turf is the process known as overseeding. A strong lawn means a healthy lawn. A strong lawn will out-compete weeds for nutrients that it needs.

Overseeding is recommended once a year until a thick turf of grass is established.

### Help for Those Tough Spots

You may have an area where the "sun don't shine" and grass doesn't grow. Or, your entire lawn may have been damaged by chemically based lawn care programs.

In cases like this, we take strict measures to improve the health of your lawn. We may suggest eradicating your current stand of unhealthy grass. Then, we'll complete an entire lawn renovation. This is a total process of aeration, adding compost amended topsoil, seeding and fertilization. It's an extreme step, but extremely effective for lawns that are very troubled.

### Why We're Good for Your Lawn

Fall is truly the time for your lawn projects. If you've been thinking about lawn care, I ask that you consider letting me talk with you about our natural/organic program. There's no cost and no obligation for me to provide you with an estimate. It's a privilege to live this close to the Chesapeake Bay, one of the most beautiful bodies of water in the world. We should try to do our best to protect it from harsh synthetic chemicals, especially fertilizers that may enter it.

A healthy lawn acts as a natural filter to slow or stop unwanted pollutants from entering its tributaries. And, organic fertilizers are better for our environment than synthetic ones. You need to expect a 3-5% natural weed involvement with our program. If you choose zero weeds, you may need a program with a higher concentration of chemicals.

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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.



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

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

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

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

(One coupon per property, please.)