

TURF TIPS

Volume 3, Issue 1 • 2009

The Grass is *Always Greener* at HillSide

P.O. Box 176, Darlington, MD 21034, 410-399-2207

Meet Our Dedicated Core Group of Employees



Wesley Cohen
 General Manager

My name is Wes Cohen and I'm the facility manager for HillSide Lawn Service. I am 42 years old, hold a B.S. degree from Towson University, certified in Maryland, Delaware and Pennsylvania as a pesticide applicator. I have been in the green industry for 19 years, the last 15 with HillSide.

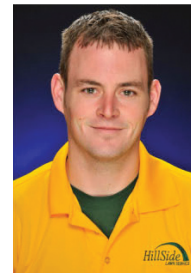
I handle day to day operations, sales/advertising and compliance/technical training for the business. I very much enjoy what I do and feel that is my responsibility to make sure HillSide operates in an efficient, safe manner while delivering the best possible lawn and tree program to our diverse customer base. My specialty is providing accurate well thought out problem solving measures and lawn recommendations for our customers. Without our customers we would be nowhere, so that's where my dedication will always be. Feel free to call or e-mail me personally with your questions or concerns at anytime of the year.



Chad Zimmerman
 Field Manager

Hello, my name is Chad Zimmerman and I have been an employee of HillSide Lawn Service for nine seasons. I am a registered lawn care applicator with the State of Maryland. As an employee of HillSide, I take pride in the fact that our company has a strong family

oriented atmosphere. Although our employees work hard, it is a very enjoyable place to be. Recently, I was given the position of Field Manager. This will allow me the chance to get to know a wider customer base, and I am looking forward to this opportunity. One thing you might not know about me is my passion for local sports. To be honest, you would be hard pressed not to find me at an Iron Birds, Orioles, or Ravens game most weekends. In closing, thank you for the opportunity to service your property. I hope that you enjoy your lawn as much as we do.



Keith Clark
 Route Manager

Hello, my name is Keith Clark and I am a Route Manager at HillSide Lawn Service. I grew up in Fallston, and currently live in Bel Air. In my free time, I enjoy fishing, camping, and football. I am a die hard Ravens fan and try to make it to most home games.

Yeah, I'm the guy that shows up at 7:00am for a 1:00pm game. I recently got engaged to my girlfriend of four years. I have been in construction, painting, and even fast food. I landed a job in the lawn care industry in 2003 and quickly realized that this is my passion. I worked for Tru-Green ChemLawn, but made my move to HillSide last year. HillSide is a family oriented business and a great company to work for. Since being here, I have been certified and registered with the Department of Agriculture. I truly enjoy what I do and always treat every lawn as if it were my own.



Matt Delaney
 Route Manager

My name is Matt Delaney; I am 30 years old and have been with HillSide for 8 years. I am a certified pesticide applicator and a graduate of John Carroll High School. I recently got engaged and set a date for next year. I enjoy what I do and pride myself on always doing an

honest job for our customers.

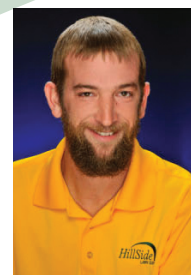


Scott Ertwine
 Tree/Shrub Route Manager

Hi, my name is Scott Ertwine. I have been in the lawn care industry for seven years, specializing in tree and shrub health care.

I am 27 years old and enjoy fishing, hiking, camping, and playing ladder ball with my family. I truly take pride in my

work and will treat your landscape as if it were my own. I have treated lawns and landscapes of all sizes, from town homes to college campuses. I am happy to have you as a customer and look forward to serving all of your lawn care needs.



Ben Brockmeyer
 Landscape Route Manager

Hi, my name is Ben Brockmeyer. I am 31 years old and have been in the lawn and landscape industry for 12 years. I have experience in all fields of lawn care, but enjoy landscaping the most. I like leaving a job with the satisfaction of completion and being able to see the finished

product that day. I enjoy working outdoors and getting my hands dirty. Even when I am not working, you will find me outside working in my own yard or hiking and fishing. I treat each job as if it was my own home and I really enjoy meeting new people when I take care of their property.

HillSide's Green Initiative

It certainly makes sense for lawncare companies to adopt methods of fertilizing and pest control applications which make use of organic fertilizer sources and environmentally friendly less toxic pesticides. At HillSide we are doing just that. All of our fall fertilizer was made with an Organic based product (agricultural biosolids). We also reduced the use of weed control products in 2008 by emphasizing spot treatment of problem areas over the summer months. More organic products are being applied as part of a nationwide shift to environmentally responsible lawncare. Here are a few things we are doing to help with the cause: soil testing, use of organic based fertilizers, use of new environmentally friendly insecticides in our tree services and practicing IPM in our daily approach to lawncare. Since we live in the Chesapeake Bay watershed area it is very important to reduce the runoff of fertilizers and pesticides into the local tributaries which ultimately feed into the Chesapeake Bay. We pledge to do all we can to deliver a program which meets and exceeds all our customer's expectations while being environmentally responsible and wise.

Preparing and Preserving Your Lawn Over Winter: Winter Turfcare Tips

With winter well underway in Maryland, it's probably good to consider ways to protect your lawn in the cold winter months. Since grass blades are mostly comprised of water, they can freeze and be easily damaged in cold, harsh conditions. Here are a few tips to help your lawn through to the warm turfgrass days of spring:

- Fertilize in late fall with a high Nitrogen analysis fertilizer to promote health, root development and an early spring green up. Call HillSide ASAP if this has not been done. HillSide applied a fall product made of 50% organic fertilizer. This provides a good slow release feeding of nitrogen all winter long. Organic fertilization is also good for microbial activity in the soil. The late fall application is essential in a good turfcare program.
- Remove all leaves and debris from the yard to expose the turf to sun, air and rain all winter long. Excessive leaf coverage can smother the turf causing it to thin out in areas over winter. Mulching the leaves into the thatch layer is an ok option, but can cause problems in the long run.
- Do not cut grass shorter than normal on the last cutting for improved cold weather tolerance. Do not leave grass excessively long, this will promote fungus causing damage. 2.5 inches is a good height in our region for the winter months.
- Apply pelletized, dolomitic limestone in winter to lower the soil acidity and provide micronutrients for the grass plants. HillSide tests the soil every 3 years to check the soil acidity. In some cases we may need 2 applications of lime per year to buffer the PH to optimum levels. A good soil PH is essential for fertilizers to promote healthy growth.

Landscape Planting Tips:

- Winter is a good time for bed cleaning and mulching to reduce weed growth and insulate roots.
- It is also a good time for cutting back annuals and pruning shrubs.
- Our Tree and Shrub technicians can apply an Anti-transpirant application for your ornamentals to reduce winter frost damage.
- Apply pre-emergent bed weed control in Feb/March to reduce annual weed growth in April and May.

Call to Schedule or Request a Free Estimate for any of the Following Winter/Spring Services:

Lawncare:

Winter Fertilization
Potassium Fertilizer Application
Limestone Application
Aeration and Dormant Seeding
Spring Fertilization and Crabgrass Control

Tree and Shrub:

Horticultural Oil Spray
Winter Anti-Desiccant Spray
Deep Root Fertilization

Landscape and Yard Maintenance:

Pruning and Mulching
Debris Clearing and Removal
Seeding/ Sodding work
General Yard Work

2009 Technical Update

- Agrotain International introduces UFLEXX Nitrogen fertilizer. A new type of slow release nitrogen which ultimately reduces usage by 20%
- Kohler introduces new EFI-equipped engines which reduces fuel use and emissions for turf equipment.
- DuPont launches Acelepryn Insecticide a "new chemistry" product for turf insect control
- Rising costs of synthetic fertilizer have enabled lawncare companies to use organic based fertilizers on a regular basis
- Bayer Environmental Science develops Core Tect Tree and Shrub tablets. Combination of nutrients and insecticides for use when planting new plants

www.HillSidelawn.com / 410-399-2207

The logo for HillSide Lawn Service features the word "HillSide" in a large, green, serif font. A green curved line arches over the letters "Side". Below "HillSide" is the text "LAWN SERVICE" in a smaller, green, sans-serif font.

HillSide
LAWN SERVICE

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