



40 YEARS 1974-2014

CMSlandscaping.com

CMS Curb Appeal

A more personal approach to lawn care

Round 5, 2017
413-533-3300



(NOT) FROM THE TOP

In our last Curb Appeal Bob told you that I could be a bit bossy LOL. Well, Bob has quite a few things going on with his family right now, so I bossed him around again, and told him to take care of the family and not to worry about this newsletter. Maybe sometimes bossy is a good thing. 😊

So now that I have the whole newsletter to talk to you, I thought I would tell you a little bit about our staff.

If you call the office, the first folks you usually have contact with are **Karen and Jenny**. They both have been with us well over a year and are doing a super job keeping the office running smoothly on a daily basis. They both are great with all the things that are involved with customer service. In addition, Karen does most of the scheduling and receivables and Jenny takes care of marketing, website and sales. If you get a chance, stop in and say hello.

Jay is our Operations Manager. For years he was the Irrigation Manager, and is an expert at Irrigation design, installation, and repair. Last year he took over all CMS operations and now oversees the Lawn Care division as well. He is doing a fabulous job and juggles everything beautifully.

Cisco is our sprinkler technician and if you have an irrigation system, I guarantee Cisco has been to your house and serviced your system at some point over the years.

Brandon and Jim are our irrigation installation guys. Once the system is designed, these are the guys who put it together.

Vernon is our Lead Lawn Technician, and is a graduate of the UMASS program. If you get a chance to talk to him, it will be obvious by his enthusiasm that he has a passion for turf care. If he is on your property, don't be

surprised to find him on his hands and knees looking for bugs. 😊

Kevin and Doug are our lawn technicians and are doing a great job this season. If they service your property, be sure to go out and say hello.

• FALL SEEDING •

Whether you seeded yourself or we did it for you, here are a few really important things to remember.



1. **PATIENCE:** New seed takes time to germinate! Depending on the variety, it could take up to 3 weeks to sprout.
2. **WATERING:** Keep the newly seeded areas moist. Not soaking wet. Moist.
3. **LEAVES:** Seed and new grass needs sunlight. You should blow leaves off, rather than rake as raking can damage those tender shoots.
4. **MOWING:** Don't mow it until it is 3-4 inches tall.
5. **MORE PATIENCE:** Please understand, it's not going to be a nice lush carpet this year! It will

continue to germinate this fall and some even next spring. It's **BABY GRASS**, and next season it will be important to treat those areas with fertilizer and weed control to give it a solid start. Be prepared to wait until next fall to see results.

• RENEWALS •

Our renewals for our lawn care program for 2018 will be coming out between Christmas and New Year's this year. We will again be offering the option of a pre-payment discount good through 3/16/18. Of course, you can always pay per application as well. **Please remember that this is a continuing service and unless we hear from you, we will be out in the spring to start your applications again.** If you have any questions about your program or would like to make any changes, please just give the office a call.

• TICK / MOSQUITO CONTROLS AND TREE AND SHRUB PROGRAMS •

If you would like to schedule any of these services for next year please call the office for pricing. The pricing will not be included in your renewal information but would be subject to the prepayment discounts if you are interested.

FROM ELAINE'S CORNER OF THE WORLD

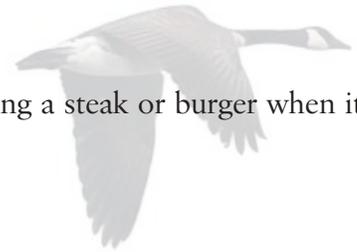
Hard to believe we are getting ready to close out another season. For some reason this particular summer just seemed to fly by for me. So much for being retired and living at the beach, this year I never even got in the water 😊. But that's OK because the fall is a beautiful time of year down here in RI too. Lots of things to do and see. Fall festivals with pumpkin and apple picking, hay rides and tractor pulls. Because it is so clear and quiet, you can see and hear flocks of geese from a long way off. We had some great news at our house a few days ago. Steve and I became grandparents for the second-time last week and we couldn't be happier. Reid Stephen Bristol joined our family on 9/28 weighing in at 5lbs 13 oz. and he is adorable. Eric and Beth are doing great with their newly expanded family and big brother Graham (4) thinks his little brother is "just awesome". Our daughter and son in law Laura and Kristian are also doing great. We are very, very blessed indeed.



Hope you and yours have a wonderful holiday season. Stay safe and warm!

MY END OF SEASON TIPS

- ⇒ For the season's last mow, set at the lowest setting but don't scalp.
- ⇒ Clean out the gutters.
- ⇒ If we get a cold snap before your system is drained for the winter, be sure to wrap your back flow with a large towel or blanket to help prevent it from freezing. If you need how-to instructions - go to our website at www.cmslandscaping.com. Go to irrigation and click on Winterization and Backflow wrapping.
- ⇒ Drain your irrigation system. - Better yet - have us do it!
- ⇒ Drain the outside water spigots.
- ⇒ Put away or cover up and secure the outdoor furniture.
- ⇒ Keep the grill handy and grill as long as you can - There is nothing like grilling a steak or burger when it's snowing. It almost feels a little naughty! 😊
- ⇒ Put your bird baths away - unless they are heated.
- ⇒ Change the batteries in your smoke detectors.



SILVERPLUS

Silver Plus Club 25 Years

We are pleased to welcome Norman Cournoyer of Holyoke and Normand Cloutier of South Hadley to the Silver Plus Club. We have had the pleasure of servicing their properties for 25 years or more. The most exciting part for me, is that the club membership list keeps growing. Thank you so much for trusting us with your landscape year after year. We really appreciate it.



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CMS Landscaping Corporation
175 Suffolk Street
Holyoke, MA 01040

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