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D E E H A N
 S C A P E S

CHANGING THE WAY YOU RELAX

No matter how long the winter, spring is sure to follow. -Proverb from Guinea

News at DLI!

Our 2007 Grounds Maintenance Contracts were delivered back in November of 2006. So far we've received greater than 75% renewal rate! Thanks so much for your confidence and loyalty! If you still have questions about existing services, or perhaps new ones you're pondering, we'd love to help with the decision process. Please mail your contract ASAP so that we can complete scheduling for a smooth transition. The ten month billing cycle begins in March.



Important Update: our office will be closed from February 6th - 22nd. If necessary, scheduled snow removal will occur for storms with greater than two inches in accumulation. An answering service has been arranged to receive calls during our absence. They'll forward emergency information as needed. E-mail is available as another communication option. It's likely you'll receive a return call from Lynn, our temporary receptionist.

THE FECK FILE

Warning: Rock Salt, Toxic for Plants

Plants intended to beautify roadsides and areas around sidewalks & driveways often have the odds stacked against them in colder climates. Rock salt commonly used to melt ice in these areas can leave plants looking as if they're struggling to survive a drought.

Plants actually mistake the sodium in sodium chloride (rock salt) for potassium and absorb it. Unlike potassium, the sodium prevents plants' stomata from opening to absorb water, causing drought-like symptoms. At DLI, we never use rock salt because of the damage it can cause. Rock Salt, by virtue of being a salt, can kill your plants. The blended professional products we use have calcium, magnesium & potassium chloride as their active ingredients. These products work at lower temperatures and will not cause damage to plants or paved surfaces.

It is important to make walkways safe to prevent slips and falls, but it's also important to plan ahead and keep your plant's health in mind.

Warm Wishes During these Cold Times

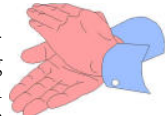
- Cate Feck

TRAINING & CERTIFICATIONS!

Winter is our time for rest and renewal. While this is officially our "off season", landscape associations we belong to offer a variety of seminars featuring both business & horticultural topics. In January, Jaime & Cate participated in Pesticide Recertification with the NVNLA (Northern VA Nursery Landscape Association). New regulations and requirements are now in effect that will change our record keeping process. Mario & Sergio also attended a two day NVNLA course that focused on cultural relations, employee training & team leadership. These seminars provide some of the CEUs (continuing education units) required to maintain our various professional certifications such as Certified Arborist, VA Certified Horticulturist, CLT & CLP designations.

The last week of January had Cate & Jaime traveling to VA Beach to attend the VA Horticulture Short Course. This week long conference covered topics from arboriculture, landscape design, turf & ornamental maintenance to business topics such as computer securities and marketing. Some of the prevailing themes involved conservation, native plants, passion for horticulture and "rain gardens", an important trend in our industry working in harmony with mother nature to protect precious water resources.

Later this month Mario & Edwin will be attending the LCA Winter Workshop covering plant biology, pruning & leadership.



**PLANTS FOR
 LOVERS**



Bleeding Heart



Love Lies Bleeding



Sweet Heart Plant



Rose species



Forget Me Not