

the Grassette

TERRE VISTA LLC

As of the middle of last month we have reached the half way point of our lawn mowing season and August marks the 22 year Terre Vista has been in business. The last 22 years along with this season have been a blur. Business is great and we have truly been blessed, in fact, we have been turning away new business and passing it along to those who really need it. We are still taking on new work; it just has to be in the areas that we are currently serving, it is all about maintaining our schedule efficiency. Please keep passing our name around as this is our only advertising and it has been for the past ten years. Thank you to all of you as you have proven again and again that word-of-mouth is the best for of advertising.

I am currently sitting at my desk in an empty house pounding out this little publication. You see, my wife and daughters are in Denver visiting my wife's father and the girls' grandfather. My son Kolby, and his girlfriend, Emily, are in Seattle visiting Steph's mother; Kolby's grandmother. And I am in Wichita with our dog, Indy, bored out of my mind. When the idea was originally kicked around I was all for it as once in a while I like to be selfish and do what I want when I want, but alas this old house is quiet and lonely; I have even resorted to talking with our dog.

AUGUST 2009

I checked out the mirror today to see if the word "sucker" is printed on my forehead. You see because everyone went out of town it was left up to me to take care of all the little jobs that my family has taken on for the summer. Our next door neighbor has asked Regan to water the flowers and to take care of their cat, Jonnie, which includes feeding, watering, and cleaning out the litter box. I have a very weak stomach so cleaning out the litter box is above and beyond the call of duty for me. My daughter Alex was in charge of watering the flowers and taking in the mail for her best friend's family, also our neighbor across the street has employed Alex to water his flowers and take in the mail as well. And Kolby asked for a whole week off so that he could go to Seattle, luckily he did not have any outside jobs other than his responsibilities with me. Anyway it was up to me to take on all their extra work so that they could all go on vacation and it is not as if my plate is already full. Of course I agreed and all was well. I realize that doing all these odd jobs for my kids does not rise to "suckerdom," but what follows does.

Earlier this summer my wife was having her annual garage sale. My daughter Regan came to

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me and told me that she wanted to sell bottled water and soda at the garage sale I was proud of my "little capitalist" and I thought that it would be a good lesson to teach her about "net profit" and "gross profit." I told her that we would go to Sam's and by a variety of drinks. After we got back home we sat down to figure out how much each can costs us and then how much we needed to sell it in order to make a profit. I explained to the difference between net and gross profits. Saturday after the sale was over I called Regan in and I asked how much she had made and her little face lit up and she told me that she made \$75.00 dollars. I told her that that was her gross profit I then showed her that it cost me \$50.00 dollars to buy the drinks. So I explained that the difference between the gross and the amount that we spent for the drinks was the net, so in reality she only made \$25.00, which was her net profit. She looked at me and said "that's gross." I just smiled. She then looked at me with those big brown eyes and she said, that she thought I was going to "donate" the drinks to her. How could I resist those big brown eyes? I just sighed and said oh well I guess P.T. Barnum was right, there is a sucker born every minute. I really thought I



was going to teach my daughter about economics and she in turn taught me a lesson.



Turf's Up

As July comes to a close and August is quickly upon us (only 32 more days til kickoff) watering becomes the most important thing that we can do for our lawns. I do not want to sound like a broken record yet again but here are a few pointers to watering. 1. Water early in the morning if you can. 2. Water at least 1 inch per week. 3. Water at least every other day 4 times a week preferably.

I have noticed a lot of slime mold this year. It is not harmful to turf, unless it covers the entire plant and interferes with photosynthesis. Slime mold cannot be treated chemically; the best way to get rid of it is to blast it away with your garden hose. You might also find slime molds on mulch in your bed areas. They are often very easy to spot because of their bright colors and disgusting appearance. Their names are equally repulsive i.e. "dog vomit slime mold," "yellow blob slime mold," and "regurgitated cat breakfast slime mold." I think that their names give a very good description as to what they look like so I will not waste any valuable ink. These slime molds do not hurt anything and the best way to control them is to simply use a shovel to rid your garden of the offensive area and then stir up that area to promote air circulation.

Tent caterpillars are also making a return to our part of Kansas. These are found in all kinds of deciduous species of trees but I have mostly seen them in birches, elms, honey locusts, and maples. These critters are found in the branches with massive spider-like webbing. The best way to control them is to cut out the affected area and discard. There are also a couple of chemical controls that will do the trick just check your garden center and read the label. I have seen tent caterpillars so bad in Oklahoma that they completely defoliated a grove of trees. But even after all the leaves were gone the next season the tree leafed out and the trees all looked normal.

We are also doing our part in combating the dog days of summer we are mowing your grass a notch higher and our blades on our machines are sharpened daily. Also every year at this time some chemical

lawn companies are blaming lawn equipment for the spread of fungus. This is absolutely false. Fungi are not spread by lawn equipment but rather are **always** present in **every** lawn just waiting for the weather conditions to appear.

Over the next several weeks there will be a lot going on in our yards diseases, insects, heat stress ect. I will keep on top of things as much as I can and I will keep you informed if we spot anything. Call if you have questions.

Right now is the time to think about overseeding, especially if we have to kill out some areas before September seeding conditions arrive. Call me or e-mail me if you have any questions or want to get on our overseeding list; it is filling up fast.

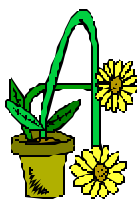
My Family

In these ever uneasy and changing times I am very thankful that I come from a pretty hardy stock. My family, originally from southeastern Oklahoma, from a little town called Bokoshe. In Bokoshe you are either a Burcham, Reese, or a Pollock. But it really does not matter because all three families are related in some matter shape or form. In 1927 my grandfather, who was nine at the time, was at Sunday evening service when a tornado ripped through Bokoshe and killed his father and mother an infant brother and another brother who was only three. My grandfather had to move in with his older sister, Rita, who was only fifteen and a new bride of six months to my Uncle Arlie. My Great Aunt Rita took in two brothers Ruben (my grandfather) and my uncle Gene who was only five. She did not complain and ask for any help from the government she just did what was the only thing to do; in our family it has always been "family first." My great aunt's and uncle's combined income was only about \$25.00 a week. One year later came the "Dust Bowl" which led to the great depression and a whole host of real economic tragedy.

A few years later the Japanese bombed Pearl Harbor and our nation was at war, my grandfather, like most men of his generation went off to fight for his country always remembering "family first." When things get particularly tough in my life I just recall the preceding story and I cannot even comprehend the sacrifices my family made for me, I am thankful for them and I am thankful that I still live in the greatest country on the planet.

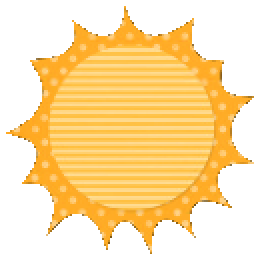
Most folks are about as happy as they make up their minds to be. [Abraham Lincoln](#)

16th president of US (1809 - 1865)



August To Do's

1. Feed your mums before bloom time.
2. Start spraying Round-up on Bermuda if overseeding this fall.
3. Highest temp. ever recorded in Wichita 114 degrees 8/12/1936 (Global Warming as far back as 1936?)
4. Divide daylilies
5. Natural needle drop may begin on pine trees.
6. Spray for 2nd generation of euonymus scale. Remember there are only two types of euonymus those who do not have scale and those who are going to get it.
7. Every Saturday in August is the Kansas Grown Farmer's Market 7 a.m. to noon. At Sedgwick County Extension (21st @ Ridge Rd)
8. Stay inside at leave your yard work to the professionals.
9. Now is the time to plan for fall overseeding give me a call so that we can discuss your specific needs. 685-1794



Company news

I have some exciting news that is twenty-two years in the making. As many of you know my son Kolby will be graduating from college next season and his major is "Christian Ministries with an emphasis on Sports Management" and a minor in "Disaster Relief." With the current recession, although ABC Radio and CNN have both reported today (7/30) that the recession is over, anyway he has calculated that jobs by graduation will be hard to come by so he approached me with an idea that he had earlier this spring. Actually he has heard me kicking the idea around for several years he just came to me and told me that he was ready to step up and take on the responsibility. For the past five or six years I have wanted to grow the chemical (fertilizer and tree & shrub care) side of my business but I have not found the right "fit" so when Kolby came to me and said that he wanted to be "the guy" I was truly excited. Ever since he was born it has always been my dream to have my son go into business with me. And even on a more personal note when he settles down and has children the grandchildren will be here and we will not have to travel to see them, I know that I am getting the cart before the horse a little but oh well it is none the less just as exciting.

To be successful at the chemical lawn care business one man will have to service about 250 to 300 accounts. We already have about 85 of you that subscribe to our chemical business and now I am asking the other 50 or so to give us a try. So over the next few weeks I will be measuring each of your lawns and I will be giving you an estimate for us to provide this service for you, next season. I am really excited about this opportunity to work with my son on a more permanent basis. During the transition I have hired another certified applicator that wants to work part time for me to help us get our service up and running. It is as if everything is falling into place, I have been praying about this for many years and to see God's timing work is a real blessing.

Lawn maintenance will always be our bread and butter and for that reason I do not want to take a lot of new mowing accounts. Like I said earlier we have about 135 mowing customers and the most I feel comfortable with is about 145 any more than that and

I feel that our quality will not be what I want it to be. And frankly that is why I decided to grow the chemical side of my business. Like I said earlier on man can service up to 300 customers and can also bring in about the same amount of revenue as a three-man mowing crew. I will be purchasing a 200 gallon spray tank and I have another 100 gallon tank at my disposal.

Squirrel Damage to Trees

By Ward Upham

I have seen an unusual amount of damage to trees this season; especially to pine trees. Below is an article that I took from K-State.

Tree squirrels can cause a couple of different types of damage to trees. Most commonly they clip the tips of branches off of trees. The length of severed branches is often 2 to 3 feet though they can be longer or shorter. When squirrels snip off a branch, they cut it at about a 45-degree angle and the cut is rather tattered. This is a nuisance type of damage and normally does not hurt the health of the tree.

More serious damage is caused when squirrels strip the bark off of limbs. Attacked branches can be quite large and the squirrel can effectively girdle the branch by removing all the bark completely around the circumference. Branches girdled in this way will die and the tree may be ruined if those branches are major.

Why squirrels do this is still a bit of a mystery. Some people think it is simply a means to sharpen their teeth or that they are seeking nesting material. Other people think that there are certain squirrels that are high-strung and cause this damage out of nervous energy.



So how do we protect our trees? If the damage is limited to snipping the ends off of branches, it is probably best to ignore the activity as the tree suffers little harm. However, if real damage is occurring due to extensive bark removal, control may be necessary. Squirrels are a game animal and can be hunted in season where it is legal and safe to do so. They can also be trapped and moved away from the area they are causing damage.



Homemade Ice Cream

I have been a father for 22 years and I feel that I have failed my children. You see this is the first summer that I have ever made homemade ice cream with them, this is a right of passage that we have in the south and I cannot believe it has taken me so long to share it with my children. What follows is quite possibly the best homemade recipe I have ever tried.

You will need:

2 ½ cups whole milk	2 ½ cups sugar
½ teaspoon salt	2 ½ cups half & half
1 ½ tablespoon vanilla	5 cups whipping cream

I said it was good not good for you.

Scald milk until bubbles form around the edge of saucepan. Remove from heat. Add sugar and salt. Stir until dissolved. Stir in half & half, vanilla, and whipping cream. Cover and refrigerate at least one hour. Freeze in your ice cream freezer as directed. It will take about 45 minutes to an hour to set up. At this time it will be the consistency of soft serve, freeze an additional 3-4 hours for harder ice cream. You can also add 5 cups of either peaches or strawberries half way through the freezing process.

Enjoy!



Happy birthday to us

On August 22nd Terre Vista turns 22.

Terre Vista



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