



Swingle Lawn, Tree & Landscape Care / 303.337.6200 / www.myswingle.com

Spring 2005

When it comes to your outdoors, choose Swingle.™

Since 1947.



TOM'S VIEW
By Tom Tolkaez



As a service company, Swingle does many things extremely well, but most importantly we listen to our customers.

After conducting an extensive customer survey we are responding to your wishes. Our customers opinions and voices are important to us. Most of our customers prefer to use only one landscape healthcare provider that would offer a high degree of value in their services. In response to your desire to have one firm do all services we are offering an incentive as a SOLUTION to your desire for one firm. **Take \$20.00 off the first service of any new program(s) you add and authorize by MARCH 31, 2005.**

What did you tell us you were looking for when selecting a landscape healthcare services and solutions provider? Simply put; reputation, high ethics and guarantees. Our team at Swingle believes we fulfill those requests through being in business since 1947, through our numerous awards for service and ethics in business. We are recent recipients of Colorado Business Service Company of the year for the STATE of Colorado. We are the past finalists of the Denver Better Business Bureaus' Torch Award for ethics in business and we are past recipients of the Colorado Ethics in Business award. **You can trust us. The Swingle Promise: 100% guarantee.** Simply put we offer a full and complete refund if not completely satisfied with any of the Swingle services provided on your property.

PREPAY NOW AND RECEIVE a loyalty discount. For those customers who pay for their landscape services by March 31, 2005, you can simply total up your proposal and take a 3% discount off the total as our way of saying thanks for renewing your trust in the Swingle Team. Payment can be made via credit card or by sending a check with your proposal indicating any new services desired. ■

Keeping the green side up!

Thomas R. Tolkaez

Tom Tolkaez, President of Swingle

Lawn Care: Means Green

"The **Advantage-Plus**™ fertilization program guarantees you a green, weed-free lawn throughout the entire growing season."



Swingle's **Advantage-Plus**™, a five-time application program, produces a beautiful green weed-free lawn. Our highly trained lawn care technicians will identify any turf insects, diseases and weed problems throughout your lawn's **Advantage-Plus**™ pro-

gram. We treat your lawn during every application with blended fertilizers enriched with vital nutrients to stabilize and maintain your lawn's maximum health. Weed and insect control is included with every application when needed.

The Advantage-Plus™ Guarantee means our customers never need to lift a hand when it comes to a beautiful weed-free green lawn. If a respray is needed for weed or insect control between applications, just call Swingle and we will revisit your property at no additional charge to maintain a beautiful weed and insect free lawn. ■

With our additional Advantage-Plus™ Program services your neighbors will turn green with envy.

The additional **Advantage-Plus**™ service includes **AERATION** and the natural organic penetrating soil enhancer called **REVIVE**®.

Aeration: Removes thousands of small cores of soil 1" to 3" in length. This relieves compacted soils allowing oxygen and water to move more freely into the root zone. This encourages the roots to naturally grow and thicken in the process.

Revive: Penetrating deep into the soil, this organic enhancer allows your soil to store more water longer. This reduces run-off and evaporation and helps increase water efficiency.

Pruning: FYI

"Pruning, it's more than cosmetic surgery for your trees and shrubs."

Pruning is an important part of our **"FOUR STEP"** program to maintain the beauty and health of your valuable trees and shrubs so they continue to grow strong for many years to come.

SWINGLE'S 4 Four Step

The past several years of drought have severely stressed trees and shrubs, pushing them to the edge of decline and making them more susceptible to insects, disease and storm damage. Swingle recommends the following to help return trees and shrubs back to peak condition:

1 Regular Pruning: Pruning is more than a cosmetic procedure. When trimmed by Swingle experts, we eliminate dead and weak branches that can harbor insects. It can also reduce the chance of breakage caused by storms. Pruning trees and shrubs to clear sidewalks, patios and driveways provides safety to your home or business.

2 Regular Watering: With a consistent watering program, you don't have to depend on Mother Nature's whims. When you subscribe to Swingle's **ReCHARGE**™, **Supplemental Watering Program**, we'll come out on a regular basis and deep-root water your trees and shrubs - and we will use our own special water and Yucca™ formulation

3 Regular Fertilization: Just like all living things, trees and shrubs need nutrition. We have a number of fertilization formulas and treatments (**starting as low as \$44.00 per application**) that can correct a wide variety of tree problems.

4 Regular Insect Control: Controlling pests before they can seriously harm, or even kill your landscape plants is vital. Swingle offers the largest combination of targeted and general plant healthcare solutions available on the market today.

Call Swingle for your personalized consultation today. ■

Irrigation Services: Open to close



Standard Plus Package includes:

Spring Activation: This service is crucial to getting your landscape up and growing. Every system component is checked to ensure it is operating as effectively as possible within its current design capabilities.

Winterization: Your system is properly turned off and protected from freezing temperatures throughout the winter months. The use of compressed air ensures all moisture is removed from lines and other critical components. All electrical components are thoroughly checked and notes are made for any repairs needed to be completed for the following spring.

Premium (Priority Scheduling) Package includes:

This service is comprised of the activation and winterization, but adds the most critical component of our irrigation service, the **Irrigation Summer Check**. This service includes checking for broken lines and clogged heads, as well as leaks in the mainline or valves. After readjusting heads to provide improved coverage, we reprogram your controller for proper seasonal watering. ■

"Our **Premium** or **Standard Plus** packages makes your spring activation and winterization a worry free, hands off, walk in the park."

After all, everyone has different needs and different budgets. Our Irrigation services are offered two ways - our Premium or our Standard Plus. Regardless of your choice, you can rest assure of the same high quality service. So, enjoy your walk.

Swingle Receives: The TCIA Seal

"Swingle, the seventh company in American history to receive the prestigious TCIA accreditation."

A seven member team led by Jeff Oxley, Director of Enhancement Services, spearheaded the accreditation process. The team also included Steve Geist-Supervisor, Kelly Gouge-Plant Health Care Assistant Manager, Tom Dunlap-Training Manager, Jim McDonald-HR Director, Terry Schroder-Sales Manager and Nancy Ducey-Customer Care Specialist.

The team spent four months gathering all the necessary information for the **Tree Care Industry Association (TCIA)**. The accreditation process is administered by the TCIA which is America's oldest and most respected tree care trade association.



The accreditation is the only business practice and compliance audit program for tree care companies in America. The program is built on a threefold foundation of ethics, quality and consumer confidence.

Since 1938, the Tree Care Industry Association has been conducting educational programs and creating standards and best business practices to help tree care companies provide the highest levels of service to homeowners.



"The TCIA Accreditation seal gives the consumer a more effective way to select a tree care service company with ease and total confidence."

Companies accredited by TCIA are required to provide documented proof in many areas that protect consumers. As an example, all tree care sales personnel must be trained to a level of technical proficiency equivalent to TCIA's **Tree Care Specialists** credentials. This training includes tree biology, pruning standards, transplanting, tree disease and injury diagnosis, construction injury prevention, safety, soil science as well as disease and pest control.

When you hire an Accredited tree care company, you can rest assure that TCIA has thoroughly checked the company for proper insurance, applicable business and pesticide licenses, and customer service that is reliable and ethical. ■

Your Landscape Asset Protection Program Annual Continuing Service Agreement.

"Why customers prefer Swingle's convenient way of allowing us to provide you with continuing landscape healthcare services and solutions to protect and enhance your outdoor environment."

Swingle prides itself in providing our customer SOLUTIONS to your landscape healthcare needs, problems and concerns. Our Landscape Asset Protection Program continuing service agreement is one step in that process. Throughout the previous year we either provided you services or evaluated your landscape looking for needs and offered solutions through our program offerings. If you want us to do exactly what we did last year, you

don't have to do anything. **Just sit back and relax** we will be out during the appropriate times to take care of your landscape needs. If you wish to add recommended services, take advantage of our \$20.00 discount offerings and our 3% loyalty discount, just follow the instructions enclosed. If you have any questions just call us. During the months of January through March we have extended hours for service, you can call Swingle's **HOTLINE** at 303.306.3103 from 8 am to 8 pm for answers to your questions.

Of course, we realize you expect results, not just convenience and ease of doing business. It is for that reason we want to assure you that we will continue to invest in our team through education and training programs. We will constantly follow-up on our work and look for new ways to provide you the best in landscape healthcare services and solutions.

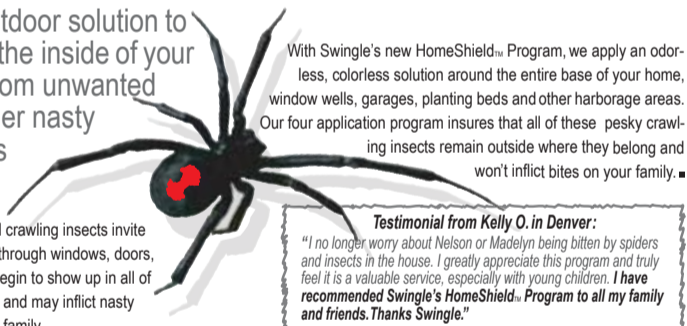
We thank you for putting your trust in the Swingle team. We thank you for showing us this by referring your friends and neighbors, which is our number one source for new customers. ■

If you have any questions, please call our Customer Care Specialists at 303.337.6200. Thank you for choosing Swingle!

HomeShield. Perimeter Pest Control: Bite Back

"The outdoor solution to protect the inside of your home from unwanted spiders and other nasty crawling insects that can bite!"

Many unwanted spiders and crawling insects invite themselves into your home through windows, doors, cracks and crevices. They begin to show up in all of the rooms inside your home and may inflict nasty bites on you and your entire family.



With Swingle's new HomeShield™ Program, we apply an odorless, colorless solution around the entire base of your home, window wells, garages, planting beds and other harborage areas. Our four application program insures that all of these pesky crawling insects remain outside where they belong and won't inflict bites on your family. ■

Testimonial from Kelly O. in Denver:

"I no longer worry about Nelson or Madelyn being bitten by spiders and insects in the house. I greatly appreciate this program and truly feel it is a valuable service, especially with young children. I have recommended Swingle's HomeShield™ Program to all my family and friends. Thanks Swingle."

Plant Health Care: Building Roots



"A healthy root system is the difference between your plants thriving or not surviving."

Most soils are deprived of nutrients that are essential for healthy roots. Your trees have specific needs and Swingle has services with specific fertilization formulations to meet those needs.

First Four Fertilization Program™: Specifically formulated to increase root development for new or young trees and shrubs. A great way to get your valuable trees and shrubs started on a healthy course, before damage occurs from lacking nutrients. We recommend one treatment annually for 4 consecutive years.

Root Builder: for mature trees, shrubs and large transplants this root enhancing formula is designed specifically to stimulate root growth. We recommend this type of fertilization program once annually to help maintain the health and growth for your trees long term. ■

Bed & Borders: Weed Freedom

"Swingle's painless solution for the weeds in your beds and borders."

If invasive weeds and unwanted grasses in your flower and ornamental beds literally have you on your knees for hours at a time, Swingle's pain-free solution will set you free.

Our exclusive Bed and Borders weed free control program will keep your bed and borders, path and walkways, crushed rock, low-growing evergreen beds and mulched areas weed-free throughout the growing season. ■



The Swingle Promise: A 100% Guarantee

Swingle's mission is a company wide commitment to providing our customers with the highest quality of landscape care possible. Our 100% guarantee is that all work will be done correctly and to your complete and total satisfaction.

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