

# Fresh from the Garden

Connect with us on



## MARCH EVENTS

### FREE PRESENTATION

Top 50 Perennials  
Saturday, March 3, 2018 • 1 p.m.

### JOB FAIR

Saturday, March 10, 2018  
9 a.m. - 1 p.m. • All locations

### FREE PRESENTATION

Starting Seeds Indoors  
Saturday, March 10, 2018 • 1 p.m.

### KID'S WORKSHOP

Planting Seeds  
Saturday, March 10, 2018 • 2:30 p.m.

### DAYLIGHT SAVING TIME BEGINS

Sunday, March 11, 2018

### MITI WORKSHOP

Plant a Terrarium  
Thursday, March 15, 2018 • 7 p.m.

### ST. PATRICK'S DAY

Saturday, March 17, 2018

### FREE PRESENTATION

Herb Gardening 101  
Saturday, March 17, 2018 • 1 p.m.

### EMPLOYEE APPRECIATION DISCOUNT DAYS

Enjoy 30% Off • March 19-21, 2018

### FIRST DAY OF SPRING & DAFFODIL GIVEAWAY

Tuesday, March 20, 2018

### GARDEN PARTY WEEKEND

March 24 - 25, 2018

### PALM SUNDAY

Sunday, March 25, 2018

### GOOD FRIDAY & PASSOVER BEGINS

Friday, March 30, 2018

### FREE PRESENTATION

Pruning Basics  
Saturday, March 31, 2018 • 1 p.m.



## OBSERVATIONS Spring is in the Air!

*by John Darin, President*



It's nearly 60 degrees outside as I write this at the end of February. Spring is in the air!

Everyone's been hard at work preparing for our upcoming busy season. We're seeing the results. Our landscape designers have been meeting with customers who want to beautify their outdoor living areas. Our stores are looking great - filled with great new products to entice our customers.

Offering great products and services at a great value is our mission. Each of us plays a part:

- Merchandising: Getting the right product at the right price at the right time;
- Marketing: Getting customers into the stores and leads for the Landscape Company;
- Human Resources: Helping to build a winning team;
- IT & Accounting: Paying bills and providing support to keep everyone and everything running smoothly; and, of course,
- Operations: Displaying and selling products.

We all work together to make sure our customers get what they want, when they want it and where they want it.

You'll hear about many of the new products our buyers are bringing in this year at Spring Training later this month. You'll learn about ways we can help our customers, including design advice from our in-store experts and garden coaches for our do-it-yourself customers, and our expanded planting services. Plus, we'll discuss ways to get products into our customers' hands thru multi-channel retailing.

Today, more than ever, it's important we look for creative ways to satisfy our customers. It's a team effort!

I appreciate everything you do to help English Gardens accomplish our goals. I look forward to seeing everyone at Spring Training!

*John Darin*

# WELLNESS CORNER

## GO FOR IT!

Is there something you've always wanted to do, or thought about doing, but didn't believe you could do it?

Well, what was holding you back? Was it your weight, your self-esteem or the negative messages you were sending yourself?

These are some of the questions I thought about after reading an email from a Weight Watcher member, Laura F.

For years, Laura dreamed of running a marathon and competing in a triathlon. But she always told herself she was too overweight and too old to try it.

At Weight Watchers, we know what happens when our fears hold us back. And we also know how great it feels when we overcome our fears to reach our goals.

And that's exactly what Laura did. She lost 60 pounds and gained the confidence she needed to try something new. She recently completed a marathon and has her eye on competing in a long distance triathlon in the near future.

This month, when you're having a bad day or a bad hour – think about Laura. If she gained the motivation and confidence to turn her dreams into a reality, so can you. It took a lot of hard work and dedication, but she did it.

It doesn't matter what your goals are... you can do it. Believe in yourself, then GO FOR IT!

- Love, love, love,

*Florine Mark*



## SELL FOR SUCCESS: MARCH 2018

### WHAT GOOD LOOKS LIKE

#### House Plants: Indoor & Tropical Plants

English Gardens has a great indoor houseplant section with low to high light plants, low water plants and tropical bloomers. We help our customers find the perfect plant to meet their needs whether it is for their home or simply to give the gift of something living.

#### Light Requirements for Interior Plants

We divide light requirements of interior plants into three categories: High Light, Medium Light, and Low Light. We will have the most success if they match the right plant for the light conditions. Check our interior plant signs if not sure.

**High Light Plants (Bright)** – Bright light means a sunny southern or western facing window with bright, direct light all day long. Good choices include succulents and cactus, crotons, weeping ficus, yucca and areca palms.

**Medium Light (Indirect)** – Indirect light can be either an eastern facing bright window or in the interior of a room with a southern or western facing window that receives full light. Some choices are cyclamen, ivy, schefflera, pothos, and Norfolk Island Pine.

**Low Light** – Many rooms qualify as low light, especially in winter. Rooms with north facing windows, rooms partially shaded by outdoor trees and even tables set too far in to receive much light from a window, would all qualify as low light situations. You should be able to read a newspaper comfortably to qualify as having enough light to grow a low light plant. Good choices are Peace lily, button fern, dieffenbachia, aglaonemas, maranta, snake plant, cast iron plant, lucky bamboo, bamboo palm, kentia, draphis palms and dracaenas.

#### Foliage Combination Pots

Pots with a combination of plants are very popular. To put them together correctly, the plant's water and light conditions need to match, otherwise some of the plants will suffer. We put together a "Thriller" or a tall upright plant, with a "Filler" or full mounding plants, and a "Spiller" or low growing trailing plant to make a well-balanced combo pot. Pots should have good drainage using a saucer to catch the water.

The potting soil used should be high quality for best drainage and fertility. Accessories

such a bow, small figurine, or a pot cover complete the look.

#### WATERING GUIDELINES

Houseplants have specific watering requirements. Watering assessments are done first thing every morning. There are four types of watering techniques in the greenhouse.

1. Plants whose soil needs to be kept moist
2. Those who prefer to dry out a little
3. Ones that must completely dry out before watering
4. Plants that need to be watered from the bottom. It's important to water plants individually to account for their differences.

- Hanging baskets are lifted slightly to feel their weight. If they are light, they need water; if heavy, they don't need water.

- Pay special attention to Bonsai plants, water gently and thoroughly. These are high end items that need water more frequently.

- Take your time when watering the houseplants. Establish a regular pattern to prevent missing areas when you water.

- Be aware of customers when pulling the hose. Never leave the hose in aisles and use signs to alert the customers.

#### Benefits of Houseplants

- They help clean the air
- They help fight colds & add life-giving oxygen in a room
- They can remove airborne contaminants
- They can make you happier and improve mental health
- They can reduce allergies

So, when you decorate interior spaces with houseplants, you're not just adding greenery. These living organisms interact with your body, mind and home in ways that enhance the quality of life.

**Breathing Easier** - Our body needs oxygen and releases carbon dioxide.

**Releasing Water** - Plants release roughly 97 percent of the water they take in. Place several plants together to increase the humidity of a room.

**Purifying Air** - According to NASA research, plants remove toxins from air – up to 87 percent of volatile organic compounds every 24 hours.

**Improving Health** - A study by the Dutch Product Board for Horticulture discovered that adding plants to office settings decreases fatigue, colds, headaches, coughs, sore throats and flu-like symptoms.

# SAFETY

*It's Everyone's Business*

## MARCH IS EYE SAFETY MONTH

More than 2,000 eye injuries occur on the job every day and about one in 10 of them require missed work days to recover. Of the total amount of work-related eye injuries, 10 to 20 percent will cause temporary or permanent vision loss in the affected employees.

And, while many people think that eye injuries primarily occur in manufacturing, construction or trade jobs, nearly 40 percent of work-related eye injuries occur in offices, healthcare facilities, laboratories and similar environments.

Flying objects, tools, particles, chemicals and harmful radiation, are the causes of most eye injuries. And in many cases, implementing safe work practices and utilizing appropriate personal protective equipment could prevent them entirely.

March is Workplace Eye Safety Awareness Month and it's a great opportunity to remind you of a few tips to help protect your eyes while on the job.

- Always wear the appropriate safety eyewear for your job site or role, even if you are just passing through a hazardous area.
- If working in an area with particles or dust, be sure to wear safety glasses with side shields to protect against flying objects.
- When working with chemicals, always wear safety goggles or face shields to protect against splashing.
- When working around hazardous radiation like welding, lasers or fiber optics, be sure to use special-purpose safety goggles and helmets designed specifically for the task.

So, remember - something as simple as putting on a pair of safety glasses can prevent serious eye injuries. These injuries are painful, cause many lost workdays and sometimes lead to permanent vision loss. Always remember to protect your eyes by wearing your safety glasses!



# GREETINGS

*from the Landscape Company*

## PROFESSIONALS DOING EXTRAORDINARY WORK

The Landscape Company is currently preparing for the upcoming spring rush. We have spent much of the winter implementing some changes and new ideas for 2018 that we are all very excited about. We are always aiming to better ourselves to create a more efficient operation and improve our sales. To do this, the design team is getting in touch with past clients and finishing up winter projects aimed to set us up for a successful spring.

We know the hardest thing to do in the landscaping industry is generate business during the "off season." Typically, as soon as the weather warms up, we get busy. However, please remember us during the remainder of winter.

We are still able to meet customers in the cold, and get their projects scheduled before the spring rush. The best way for us to acquire new customers is from store leads. We have already received several leads from the stores, and we urge all associates to continue discussing our landscaping services with potential customers, and send us their information.

Special thanks to, Ann Reimer, Becky Menger, Carol Grillo, Danielle Roffe, Dillon Wauldron, David Cooper, Elisabeth Johnson, Erin Harvey, Kim Milewski, Lori Heiden, and Michelle Wieferich. They all have sent us leads in 2018.

Please tell prospects this is a great time to contact us about our services, as the design staff can spend a bit more time with them during this time of the year. We promise to treat all clients with the same level of customer service that they experience in the stores!

Also, remember our Spiff Program, where you can be rewarded for turning in a lead.

We appreciate all the help, and look forward to a successful 2018!

# MANAGER & ASSOCIATE ANNIVERSARIES

## MANAGERS

- 32 Kevin Lowman, ACO
- 31 Michelle Hamilton, ACO
- 28 Brian Wotta, ACO
- 13 Jim Morris, LC
- 5 Michelle Wieferich, CT
- 4 Holly Dentico, MO

## ASSOCIATES

- 30 Christine Miller, CT
- 21 Karen Sexton, ACO
- 21 Recina Ward, ACO
- 13 Debbie Matthews, CT
- 11 Greg Gallerini, LC
- 10 Laura Milliken, WB
- 6 Elissa Hoffman, DB
- 6 Sterling Weber, LC
- 4 Jeff Pack, LC
- 3 Barbara Spendal, CT
- 3 Shelley Sams, RO
- 2 Kim Vineyard, LC
- 2 Dena Serrato, RO
- 1 Dillon Wauldron, DB
- 1 Denise Fisher, CT
- 1 Jaxon Malcolm, EP



## Health Corner for EMPLOYEES

### WHAT IS INFLUENZA/THE FLU?

Influenza (flu) is a viral infection. People often use the term “flu” to describe any kind of mild illness, such as a cold or a stomach virus, that has symptoms like the flu. But the real flu is different. Flu symptoms are usually worse than a cold and last longer. The flu usually does not cause vomiting or diarrhea in adults.

Most flu outbreaks happen in late fall and winter. Because symptoms may not start for a couple of days, you may pass the flu to someone before you know you have it.

What causes the flu? The flu is usually caused by influenza viruses A and B. There are different strains of the flu virus every year.

What are the symptoms? The flu causes a fever, body aches, a headache, a dry cough, and a sore or dry throat. You will probably feel tired and less hungry than usual. The symptoms usually are the worst for the first 3 or 4 days. But it can take 1 to 2 weeks to get completely better.

**5 Ways to Prevent the Spread of the Flu**  
As flu activity continues to be widespread in Michigan, here are five tips to help prevent the spread of germs:

**Get your flu shot.** The flu shot is the best way to protect yourself, and it’s not too late to get vaccinated. While it may not stop you from getting the flu, the vaccine helps lessen the symptoms and decrease the risk for complications.

**If you’re sick, stay home.** Rest and drink plenty of liquids to stay hydrated. Avoid going out to prevent the spread of germs.

**Wash your hands.** Frequent hand washing is essential, especially before touching your face and mouth. Soap



# 2018

## Spring Uniform Sale

February 21 - March 7, 2018

Freshen up Your English Gardens Uniform Before Garden Party  
Take advantage of our Spring Uniform Sale  
50% discount on apparel and accessories.  
Order online at [EnglishGardens.com](http://EnglishGardens.com)  
Located in the Associate Login Section (right side of page at bottom)

Associate Login Password: senior18    Uniform Site Login: english Password: gardens

Any questions, please contact Nancy Cook, Human Resources Manager at 248-703-9363

# SECRET SHOPPER SCORES

## January 2018

Clinton Township	100%
Dearborn Heights	97%
Eastpointe	100%
Royal Oak	87%
West Bloomfield	94%
Landscape	100%

and water is best; if not available, use alcohol-based sanitizing gel or wipes.

**Clean and disinfect your home and office.** Some germs can stay on hard surfaces like door handles and countertops for at least 24 hours.

**Talk to your doctor.** If you have flu-like symptoms, call your doctor to discuss medication specific for flu. Treatment can lessen the duration of your symptoms and prevent complications, like those associated with this year’s most troublesome strain, H3N2.

## THEY TOLD US!

from our Customers

**FROM CLINTON TOWNSHIP –**  
*We ordered a custom floral piece for a funeral through Jim Miller and Patricia Birch. It turned out beautifully! We simply asked for specific “items” to be included and Jim wrote it up and Patricia created a masterpiece.*

**FROM EASTPOINTE –**  
*Always have had very positive experiences at your store –everyone is always knowledgeable and very helpful. Elisabeth Johnson was the very helpful associate who assisted me today with my purchase.*

**FROM ROYAL OAK**  
*Zach Garsh was the young man who helped me. He did a great job!*

**FROM WEST BLOOMFIELD**  
*Matt Draper was extremely helpful!*

learn what's new this year!

# 2018

## Annual Spring Training

March 19 & 20, 2018 • 8:30 a.m. to 1:30 p.m.  
Club Venetian • 29310 John R., Madison Heights, MI 48071 • 248-399-6788

Come learn what's new for the season!  
Lots of fun, prizes and lunch!

Bring your EG Business Card for a chance to win raffle prizes.  
Mandatory event for all associates. Uniform and name badge required.

## ANNUAL SPRING TRAINING

March 19 & 20, 2018  
8:30 a.m. to 1:30 p.m.

Club Venetian  
29310 John R.,  
Madison Heights, MI 48071  
248-399-6788

Bring your EG Business Card for a chance to win raffle prizes.  
Mandatory event for all associates.  
Uniform and name badge required.