

# Fresh from the Garden



## JANUARY EVENTS

### NEW YEAR'S DAY

Tuesday, January 1, 2019

### EMPLOYEE APPRECIATION DISCOUNT DAYS

Enjoy 30% Off

January 3, 4, 17, 18 and 31, 2019

### FREE SEMINAR

Indoor Herb Gardening

Saturday, January 5, 2019

1 p.m. • All stores

### FREE SEMINAR

Plan Your Spring Garden

Saturday, January 12, 2019

1 p.m. • All stores

### KID'S CLUB EVENT

Plant a Mini Garden

Saturday, January 12, 2019

2:30 p.m. • All stores

### FREE SEMINAR

House Plants 101

Saturday, January 19, 2019

1 p.m. • All stores

### MITI WORKSHOP

Make a Macramé Planter

Saturday, January 19, 2019

2:30 p.m. • Select stores

### MARTIN LUTHER KING DAY

Monday, January 21, 2019

### FREE SEMINAR

Arranging Fresh-cut flowers

Saturday, January 26, 2019

1 p.m. • Select stores

### MITI WORKSHOP

Hands-on Fresh Flower Arranging

Saturday, January 26, 2019

2 p.m. • Select stores



## OBSERVATIONS

### We're Opening a New Store

by John Darin, President



This year will bring many exciting changes to our company.

We'll be celebrating our 65th year in 2019. On March 1, we'll be opening a new store. English Gardens has acquired Plymouth Nursery, 9900 Ann Arbor Rd W, Plymouth, Michigan.

We've been looking for a new location in this market since we lost the lease in Ann Arbor last January. We're pleased about this opportunity and look forward to servicing customers who shopped our Arbor store and meeting current customers of Plymouth Nursery.

The store is located 1½ miles south of M-14, just 7 miles east of US-23 and 7 miles west of I-275. It's about 13 miles from our former Ann Arbor location.

Jeff Jones and his team built a beautiful operation at Plymouth Nursery. We plan to continue his tradition of offering high-quality products and services, while expanding upon the store's selection. We'll also continue to operate the landscaping portion of the business.

English Gardens Plymouth Nursery sits on a 19-acre site at the corner of Ann Arbor Road and Gotfredson Road. The store features a 12,000-square-foot retail space and 12,000-square-foot enclosed greenhouse. The outdoor selling space is approximately nine acres. We will offer a complete range of top-quality garden products and plants, patio furniture and garden décor. We'll have a Garden Pharmacy and host free weekly seminars, monthly workshops and Kid's Club events.

Our Management Team will include: Kim Milewski, General Manager and Greg Pizzino, Department Sales Manager. We've hired Patti Small from Plymouth Nursery as the store's Operations Manager. Additionally, Karen Carducci from Dearborn Heights will transfer to the Plymouth store and Tally Hayes will be re-joining us at the store.

We've extended offers to others from Plymouth Nursery and hope they'll join us.

We're looking forward to a successful opening and more great activities throughout the year.

*John Darin*

## GRATITUDE CAN IMPROVE YOUR HEALTH

It's a new year and this is a perfect time to be grateful for everything in your life – big and small.

Being grateful or showing gratitude is about being thankful for the positive things in your life. And the small things count too! It could be a smile from a stranger, the postal worker who delivers your mail or even something as pleasant as a sunny day.

When you are grateful for the things and people in your life, you reap the benefits. You are a happier person, with a positive attitude. And it takes a positive attitude to eat healthy, exercise and be kind to others AND yourself. Studies also have shown that

grateful people are more likely to exercise regularly and eat healthier. The benefits of having gratitude can also help lower your blood pressure, reduce stress, and improve immune system function. It also helps you sleep better, reduce depression, anxiety, substance abuse disorders, and puts you in a better frame of mind. Gratitude makes the rough days feel easier and gives you the power to take on anything that might come your way.

Here are a few ways you can be more grateful – every day of your life.

Be thankful for the little things: It's helpful to start your day by appreciating all the little things around you. It's the little things that make it possible for the big, amazing things going on in your life.

Be grateful for yourself: You don't have to wait until you achieve a certain goal before you begin to treat yourself well.

Start now. I always say that the best gift you can give to yourself – is the gift of good health.

Get rid of negative thoughts: Don't allow negative thoughts to get you down. When you start to think negatively, quickly send yourself a positive message. Try not to take things personally. Keep in mind that you can't always change others, but you can change your own thoughts and how you respond to negativity.

When you're having trouble feeling grateful, always remind yourself how far you've come and what you want to achieve. When you look back over your past achievements you may feel a new appreciation for where you are on your journey in life.

- Love, love, love,

*Florine Mark*

## SELLING SUPERSTARS



English Gardens organized several fundraising efforts during the 4th quarter of 2018. Thank you to everyone who helped make these a success:

October 2018 – Round Up Your Purchase to benefit Forgotten Harvest: \$4,411.53 donated

November 2018 – A portion of sales from Christmas Open House and money collected from Santa photos donated to Festival of Trees, the largest fundraiser for Children's Hospital of Michigan: \$7,200.61

November 2018 – 100% of the ticket sales for Ladies Night Events in Clinton Twp. and Royal Oak donated to Forgotten Harvest: \$6,360.

November/December 2018 – Trees for Troops: We collected \$17,770 to donate 591 trees to two army bases – Great Lakes Naval Station in Illinois and New York State Armory in Syracuse, NY.

A total of \$35,672.14!!!  
Great job, everyone!

## SELL FOR SUCCESS: JANUARY 2019

### DID YOU KNOW THIS ABOUT HOUSE PLANTS?

1. Indoor air quality is generally more polluted than outdoor air quality
2. For a clean, healthy indoor environment, plants are an essential element for home or work
3. Plants improve indoor air quality by helping to remove chemicals like formaldehyde and carbon monoxide
4. Plants thrive on carbon dioxide and convert it to oxygen. Increases in oxygen allow people to be more focused, creative, happier, and most important, healthier
5. Plants help reduce the level of many common indoor air-borne impurities or volatile organic compounds (VOCs)
6. Plants help reduce noise levels, decrease temperature, and lower humidity
7. Plants can reduce stress and promote an overall sense of well-being

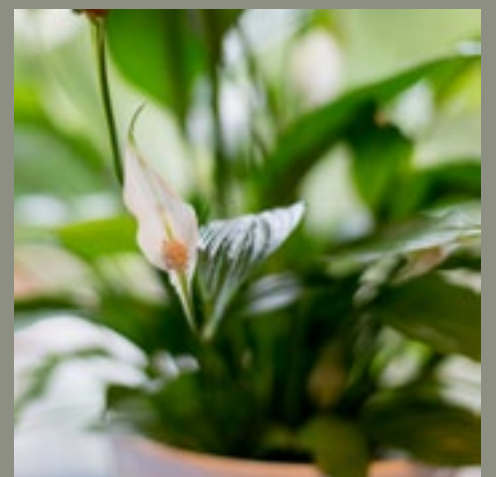
The best house plants for clean air:

Peace Lily  
Spider Plant  
Snake Plant

Aloe Vera  
Bamboo Palm  
Pothos

Dracaenas  
Philodendron  
English Ivy

Chinese  
Evergreen



# GREETINGS

from the Landscape Company

## PROFESSIONALS DOING EXTRAORDINARY WORK

January is still a busy month for the Landscape Company; as we spend time taking down all of the holiday displays from 2018.

This year quite a bit of effort will be spent getting our Plymouth Nursery location ready for spring. We also spend time reflecting on 2018, and find ways to improve ourselves for the upcoming year. Our staff will attend several classes and trade shows to further our expertise and give us fresh ideas which will benefit our clients.

As we remove our holiday displays and signage from the stores, we urge you to please start talking to customers about their landscape projects. We know it's challenging to get customers into this mindset during the winter, but this is a great time for our designers to work on designs as they have more time to spend with each customer. Our design team stays in contact with our existing customers year round to try to earn more business, and get projects scheduled for the spring. Nevertheless, we still rely heavily on the leads we receive from the stores each year, and we will continue to reward associates for turning in leads. Please do your best to get customers excited about their spring landscapes!

Happy 2010!

Special thanks to Amy Friedman, Amy Kanakri, Ann Reimer, Andonetta Ferris, Rebecca Menger, Bob Walker, Bonnie Thorp, Carol Grillo, Carol Wilkinson, Christine Forton, Christopher Scott, Cassandra Kus, Colleen Sullivan, Danielle Roffe, Dena Serrato, Dillon Wauldron, Debra Matthews, Daniel Lemanski, David Cooper, David Gruenawald, Denise Miller, Elisabeth Johnson, Erin Harvey, Judith Darin, John Darin, Jordyn Bronstein, Erin James, Francis Janosz, Gregory Pizzino, Gale Payne, Jill Clissold, Jennifer Youngquest, Jennifer Lau, James Welch, Karen Carducci, Jordan Vanek, Kimberly Milewski, Katharine Hathaway, Kristie Graber, Lori Heiden, Laura Milliken, Emilia Irizarry, Liza Drew, Leah Debene, Marianne Zyla, Michelle Wieferrich, Patricia Birch, Paula Kus, Sara Miller, Sanae Lamdarass, Sean Matthews, Silvia Buse, Sarah Randall, Steven Alman, Steven Burke, Tuesday Green, Tristin Pickett, & Zach Garsh. They all have sent us a lead in 2018.



## SAFETY

*It's Everyone's Business*

### AVOID WINTER SLIP-UPS

Winter months present additional hazards that are typically not factors for employees during warmer weather – specifically, slip and fall concerns. With snow and ice covered conditions, you run the risk of taking major falls, which can lead to serious injuries.

#### Prevention

Education is essential in preventing winter weather-related injuries.

Consider these tips:

- Wear proper footwear that provides traction on snow and ice. Footwear should be made of anti-slip material; avoid plastic and leather-soled shoes or boots.
- Exercise caution when entering and exiting vehicles, and use the vehicle for balance and support.
- Try to walk only in designated areas that are safe for foot traffic. If you notice that a walkway is covered in ice, walk on the grass next to the sidewalk, which will have more traction.
- Avoid inclines that are typically difficult to walk up or down as they may be more treacherous in winter conditions.
- Take small steps to maintain your center of balance, walk slowly and never run. When possible, walk with your hands free to maintain your balance. And despite the cold temperatures, avoid putting your hands in your pockets. This will help you better maintain your

balance and allow you to break a fall should you slip.

- Use handrails, walls or anything stationary to assist in steadying your feet.
- Look ahead to the path in front of you to avoid hazards.
- Test a potentially slippery area before stepping on it by tapping your foot on the surface first.
- Remove debris, water and ice from all working walkways.
- Steer clear of roof edges, floor openings and other drop-offs to avoid slipping hazards.
- Sand or salt surfaces covered by ice or snow to provide traction.
- Dry your shoes or boots on floor mats when entering a building.
- Report trip and fall hazards immediately to your supervisor.
- Seek shelter immediately in the event of severe weather conditions.

#### If You Begin to Slip...

- Twist your body and roll backward to avoid falling forward and injuring your face.
- Try to relax your body when you start to feel your legs give way.
- If you are carrying a load, throw it off to the side so it does not land on you when you fall. This will also free your arms to help break your fall.





## Benefits Corner for EMPLOYEES

We HAVE heard your voice!!! Suggestion Boxes, in each location, ARE utilized and taken seriously. Only Human Resources has access to them, so please feel free to drop a note in there. Feel free to share your opinion of anything that could better the business or your store/team. Otherwise, you can contact Human Resources directly: Nicole at (586) 233-5691 or [nphillips@EnglishGardens.com](mailto:nphillips@EnglishGardens.com) Suggestions for Landscape or the Corporate Offices can be sent directly to [KBleakley@EnglishGardens.com](mailto:KBleakley@EnglishGardens.com) or (248)758-8581.

## MANAGER & ASSOCIATE ANNIVERSARIES

### MANAGERS

- 53 Linda Yugovich, MO
- 39 Rick Vespa, MO
- 11 Mike Grundman, ACO

### ASSOCIATES

- 15 Sally Miller, RO
- 9 Valerie Tarquini, LC
- 2 Emmie Haynes, EP
- 2 Tyler Lease, EP
- 1 John Wilson, DBN
- 1 Cassandra Kus, CT



## THEY TOLD US!

from our Customers

### FROM DEARBORN HEIGHTS –

*Carol was a wonderful person. She also helped with the delivery of flowers and was very courteous.*

### FROM CLINTON TOWNSHIP –

*I wanted to tell you what a wonderful employee you have at the Clinton Township store. This year I had to shop for a Christmas tree by myself for the first time. Chris was so helpful, showing me different trees and telling me which ones would last longer. He helped me pick one out, figure out the height needed for my room and tied it to the top of my car, ensuring that it would make it home. He helped make my Christmas this year a little brighter. You are lucky to have such a wonderful employee!*

### FROM EASTPOINTE –

*So much appreciate the quality and professionalism of the staff I dealt with. Kristie, Mary and Tyler all were so professional, knowledgeable and patient. This was worth the money!*

### FROM LANDSCAPE –

*Good morning! I wanted to share with you on how delighted we are with Valerie's work and also her crew. Valerie was a pleasure to work with on all levels. We at the sorority house made a very, very late decision to have English Gardens decorate our house and Valerie pulled it off. She showed professional skills from the planning, buying, getting our style right and to having an outstanding crew executing the creating and decorating. The sorority members were thrilled when they returned from Thanksgiving break. Our house was the talk of social media with pictures and pride that we wanted to share with others and this was all made possible by Valerie and her crew. They brought the magic of Christmas and Hanukkah to our house. Thank you!*

### FROM ROYAL OAK

*I have had the pleasure of working with your custom Christmas planter department at your Royal Oak store. Shelly has been absolutely great and so helpful! I used to buy my Christmas planters from Rochester Bordine's. Last year, I purchased 2 from your Royal Oak store. This year, I spoke with Shelly at your store. It was so easy to design my own Christmas planters, with her expertise! I wanted you to personally know that you have such a wonderful employee!*

### FROM WEST BLOOMFIELD –

*Jordyn B. was kind, helpful, knowledgeable and fun! Keep her!*

## RECOGNITION DINNER

It's Time for our 2018 Employee Recognition Event!

**WHEN:** Saturday, January 19, 2019

**WHERE:** Club Venetian (29310 John R. Road, Madison Heights, MI 48071)

**RSVP:** by January 7, 2019 (Sign up in Your Location)

Enjoy the Fun of Family Feud as Store Teams Play to be Big Winners!

