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## Judi's Professional Lawn Care

*Making neighborhoods beautiful, one yard at a time.*

### ***AN IMPORTANT LETTER TO OUR CUSTOMERS***

*November 1, 2018*

Hi! This is Judi with some important information for our customers. For 22 years I have just loved takin' care of my customers and their lawns in Madison County and adjoining areas. Many of us even had relationships in our Lawn Mower Plus business in Madison along the way as well. So many years together! Unfortunately, age and health issues are now forcing Neil and me to sell our business.

I can't begin to tell you how much I will miss our many wonderful customers – and the few old grouches, too! I feel like we have become such good friends over the years. For some you've shared with me your marriages, the birth of children or grandchildren, kids growing up and going on to college, your own retirements! I've grieved with a few over the loss of a loved one, and I've been on the receiving end of your prayers and good thoughts when Neil or I had a medical crisis we went through along the way. Through it all, we've had many brief (and some long) conversations and emails about our and your personal lives - as well as figuring out what kind of things were going on with your lawns or shrubs and what needed to be done to rectify things. But now it is time for Neil and me to rest and enjoy more private time together, so we have decided to close this chapter in our Life Book.

We've been very careful in choosing who we would consider passing along the important charge of taking care of the business we've cultivated all these years. We are very fortunate to find someone to pass it along to that shares our passion about customer service, quality, and the concern for our very special customers and our wonderful employees. The new owners will operate under a different name, "Lawn Man", and out of a larger facility in Madison. One of the owners will manage the business. His name is Luke Hankins and he is extremely experienced in our industry. Here are some details he asked me to pass along to you:

*I have an Associate of Science in Turfgrass Management Degree, and I have been in the turf management field for over 18 years managing golf courses, sports fields, commercial and residential lawns. I am passionate about using my knowledge and expertise to assist people in creating a beautiful and sustainable turfgrass environment for their home or business. My success is built upon the great team of professionals that surround me and our motto of "Do what you say you are going to do" In other words, don't promise something that you cannot achieve, and when you say that you can do something, make sure that you deliver.*

He is hiring our employees and they will continue to service their groups of customers. So, if you like your technician, you can keep your technician! How great is that?

I really like Luke and his way of doing business and I'm sure you will, as well. So now that I have my customers and employees taken care of, I'll just say my farewell and wish you the very best of everything in your lawn care and in your lives.

Sincerely,

Judi Pittman  
President

# LAWNMAN

104 Westchester Drive, Madison AL 35758

Hello! My name is **Luke Hankins** and I would like to **welcome you to LawnMan**, your best choice in Lawncare! Over the course of the last several months I have been communicating with Judi and Neil Pittman about Judi's Professional Lawncare and how much they care about you and their business. We have very similar thoughts regarding operating a lawncare service. First, we look at each client as a friend and neighbor. Second, we enjoy providing a great service with unsurpassed value. Third, we care about you and our staff. These reasons led to an agreement of sale for "**LawnMan**" to purchase **Judi's Professional Lawn Care**.

I have been in the turfgrass industry for 18 years beginning in the golf course industry where I have led a group of professionals growing and manicuring some of the best turf in the entire world. I believe in working from the ground up providing key nutrients and soil conditioners coupled with the best and safest herbicides and insecticides on the market to bring you the best-looking lawn in the neighborhood.

As Judi referred in her letter **there will be little change to you regarding service and your technician**. I will be employing all current employees of Judi's and they will continue to service your property. Due to herbicide resistance issues some of our applications will be performed using liquid products instead of granular products. This is imperative due to these resistance issues, but I promise you will see a drastic improvement in weed control. Also, **I will honor all pricing from 2018 through the 2019 season including the 10% pre-pay option for 2019**. Online payments are also available through our website [LawnMan.com](http://LawnMan.com). Service tags will be placed on the front door of your property and a lawn sign will be placed along the curb of your front lawn immediately following service. Invoices will be emailed to you or if you prefer a mailed invoice we can do that as well. I am sure that many of you will have questions or concerns and we are here to help. **Judi will be with us through November to assist with the transition and you can call us at 256.562.1116 or email me directly at [Luke@lawnman.com](mailto:Luke@lawnman.com) with any questions.**

I look forward to getting to know you and servicing your property. LawnMan is dedicated to providing the best possible service while insuring a sustainable turfgrass environment. Please visit our website [LawnMan.com](http://LawnMan.com) or give us a call with any questions. We are excited to bring you the best choice in Lawncare!

Thanks,

Luke Hankins "LawnMan"