

ESMDispatch

A Publication for the Best Facility Managers in the Country!



Letter from Scott Milnes

We just recently celebrated Earth Day. First celebrated in 1970, it is estimated that every year over a billion people in 192 countries take part in Earth Day to demonstrate support for environmental protection. Did you plant a tree this Earth Day?

While many celebrate Earth Day just once a year, for DENTCO, environmental consciousness is a year-round initiative. We make it our business to help our clients make good decisions that enhance their curb appeal. This is especially important in the transition from winter to spring.

Since spring is upon us, this is a great time to review landscaping plans for your facilities for the warmer days ahead. As the snow has melted over the last few weeks, you may have noticed

that your facility took a beating from the harsh winter we just experienced. DENTCO can help with that. We create a plan of action, budget and execute the project to get your location ready for the summer rush.

If you're still not sure of what to do or where to begin repairs on your property from winter damage, contact us and let us help you. I look forward to speaking with you personally.

Warm regards,
Scott Milnes



Scott Milnes
President

BROUGHT TO YOU BY:



In This Issue



Letter from Scott Milnes



It's So Hard to Say Goodbye



C.A.R. Chat: Landscaping Tips for the Spring



2014 PRSM National



Congratulations Fit Friendly Awardees

It's So Hard to Say Goodbye

Kevin Dent has officially announced his retirement from his day to day activities at DENTCO as chief executive officer. The news comes nearly 13 years after he took the helm after older brother, Greg Dent, retired.

DENTCO Chairman Greg Dent recently said, "When we named Kevin CEO in 2001, the company experienced considerable growth, and to this day maintains a 99 percent customer retention rate. I am grateful for Kevin's leadership, and I know it's selfish, but I am really looking forward to his retirement so we can spend more time together. Not sure what I did to deserve such a great brother and leader to run the family business for so long, but I want to thank him for everything from the bottom of my heart."

Scott Milnes, 12-year DENTCO veteran and the company's former COO, was named the new president in 2013. Milnes commented, "I know I have some big shoes to fill, but I also know the entire team here will make it happen together, as always. We want Kevin to know how proud we are of

him and we will carry the torch that he so vigorously ignited."

On behalf of the entire DENTCO team, we would like to thank Kevin for his tireless commitment and countless contributions. Enjoy retirement, Kevin; we will miss you!



C.A.R. Chat Customer Alliance Representative

Landscaping Tips for the Spring

Spring is a time when many of us are looking to refresh and spruce up our properties. Here are some helpful tips when determining where to focus in on your property:

- *Reach your long-term goal for a location's curb appeal by setting a series of short-term goals.*
- *Create a unique, functional and attractive design for each site.*
- *Consider how the space is used and if there is a need to renovate.*
- *Select the right plant for the right place. Plants placed in inappropriate growing conditions (lighting, moisture, temperature, etc.) become stressed and are more prone to pest problems. Also keep in mind that selecting a diverse plant list can*

discourage plant pests and disease while increasing the sustainability of your landscaping.

- *Choose plant material that is appropriately scaled to the planting area.*
- *Consider your mulch options as mulching is a great way to instantly brighten up a property. Mulch is also very beneficial to your landscaping in that it holds in moisture, moderates soil temperature, and reduces weed growth.*
- *Prune your plant material in accordance with its natural growth pattern. You do not want to prune too early in the growth cycle preventing blooming and proper growth.*

- *Discuss with your landscaper the health of your lawn. Is it receiving the proper nutrient levels? Do you have weeds that need to be treated? Determining the answers to these questions can help you establish a turf program that will be specific to your location's needs.*

Regardless of what landscaping area you choose to focus on for your property's exterior this spring, DENTCO is here to help you through this process.



Angela Hills
DENTCO
Customer Alliance
Representative



Ben Scott, Susser; Teresa Phelps, DENTCO; Tony Mabe, Tom Buser, Susser



Jeff Adam, Kohl's; Scott Milnes, DENTCO; Brian Rabideu, Kohl's



Blake Hooker, Wal-mart; Lena Sliver, DENTCO

2014 **PRSM** Professional Retail Store Maintenance Association

National Conference

From the Desk of Teresa Phelps

What a great turnout at this year's PRSM National Conference! We had the pleasure of seeing some of our wonderful clients, and gained a wealth of knowledge from the educational sessions.

Thank you to everyone who stopped by and said hello! Hope to see you again at PRSM Mid-Year in Columbus, OH, on September 9th-11th.

We are now gearing up for the upcoming snow season! It may not feel like it outside yet, but don't get caught unprepared this winter. If we learned anything this past winter, we learned that we should always have a plan of action when it comes to Mother Nature. So contact me today, and let's get a snow removal preparedness package ready! I look forward to hearing from you!



Lena Sliver, Tori Bondy, DENTCO; Dave Donaldson, The Pep Boys; Teresa Phelps, Angela Hills, DENTCO



Tori Bondy, DENTCO; Charles Richardson, Sterling Jewelers; Teresa Phelps, DENTCO

Angela Hills, DENTCO; Todd Sherwood, Lowe's



Tim Backstrom, Staples; Kevin Dent, DENTCO; Maureen Lux, Dollar Tree



Tori Bondy, DENTCO; Angela Sitosky, Ron Bevilacqua, Rachel Hailey, Sterling Jewelers; Scott Milnes, DENTCO



Kevin Dent, DENTCO; Jim Brooks, Ashley Hudler, Lowe's; Angela Hills, DENTCO

To learn more about the products and services we provide, contact DENTCO today.
 Teresa Phelps, National Sales Director • Phone: 800.993.3689 • E-mail: tphelps@dentco.com

Congratulations *Fit Friendly* Awardees

The American Heart Association recognizes employers who go above and beyond when it comes to their employees' health. DENTCO was recently one of the recognized employers for achieving a *Fit Friendly* worksite. The *Fit Friendly* program recognizes employers who champion the health of their employees and work to create a culture of physical activity and health consciousness in the workplace.

Last year, DENTCO initiated their second annual weight loss challenge. The DENTCO team took on the challenge with much enthusiasm and competitive drive, and two team members outshined the rest. We would like to recognize and congratulate Kailee Dewitt and Lena Silver for their solid determination, which led them to win the weight loss challenge!



Exterior Service Management® (ESM)
Dark Property Management

Snow & Ice Management
Exterior Asset Inventory

Parking Lot Management
Landscape Management