

SOTTOSANTI LAWN CARE

**WHERE SERVICE IS
ALWAYS IN SEASON!**



For more than four decades, Sottosanti Lawn Care has established a stellar reputation for providing exceptional residential and commercial lawn care, hardscaping and landscaping services to residential and commercial clients in Berks, Western Montgomery and Northern Chester Counties.

All jobs are either management or owner supervised, and through owner/operator Sebastian Sottosanti's persistent dedication to excellence, integrity and dependability, his family business, started by his father in 1978, has steadily grown over the years. Today, Sottosanti Lawn Care provides a wide range of lawn care, hardscaping and landscaping

services (see accompanying sidebar for a complete listing of services).

In addition to a growing list of residential and commercial clients, Sottosanti Lawn Care has also expanded to include the Home-Owners Association market and the municipal market — providing services for townships and municipalities. The company is fully insured and provides FREE estimates and a one-year warranty on all hardscape and landscape materials installed, and a FREE consultation on all services except landscape design. The company is highly rated by *Home Advisor* and has received numerous business awards for providing outstanding service.

Sebastian Sottosanti clearly loves what he does for a living. "I love the business and I love making a difference in people's properties," he said. "We're all about property value enhancement. I take great pride especially in 'before' and 'after' photos. It's a great feeling of pride when you come into a property that's been neglected for a while and you turn that property around and get it to where it once was or should have been," he explains, adding, "I'm a strong proponent of supervised work. When we take on a job, we strive to service it as if it was our own property . . . If you do a good job for people, it's going to make a difference, and you make it a point to keep an open line of communication with clients as well. You don't want any miscommunication or misunderstandings getting in the way of a good client relationship."

Sebastian's hard-working father started the business by cutting lawns and doing yard work from 7:00 AM to 1:00 PM as a side job before heading to his full-time factory job each day in season. Since those humble beginnings, the business has steadily grown to currently include a fleet of seven trucks and 11 employees.





"I love hearing from people who tell me 'I see your trucks all over the place,' Sebastian says."

As the list of satisfied customers continues to grow, so does the demand for the company's services. On the cusp of becoming a large company with an eye toward future growth, Sottosanti Lawn Care is currently interested in hiring additional employees. "We are currently looking for motivated self-starters seeking the security of stable employment with a solid established, employee-friendly company," Sebastian explains. "There is a

definite opportunity for internal advancement, and our goal is to become a year 'round industry and expand into indoor property management," he said, adding, "This is not an easy job. It takes a special kind of person and that's the type of worker this company is looking for."

As a 10-year-old who sometimes butted heads with his father about having to help mow lawns during the summer months while other children played, Sebastian had no idea he was actually building the foundation for his future. "Instead of getting in trouble or wasting time, it

developed my career path" he said, adding, "It also instilled some values in me, and a hard work ethic. You always say you're going to be different, and you turn out exactly like your parents."

Ironically, Sebastian's father would have preferred that his son had gone into the business world, wearing a suit and tie to work instead of engaging in the struggle of hard labor that he had himself endured his entire life. Sebastian saw it differently. Upon graduating from LaSalle University in 1994 with a degree in Business Management, he decided to combine his knowledge of business with his innate love for the landscape work he grew up doing, and he decided to join forces and partner with his father in the family business.

Although it turned out to be the right decision for Sebastian, there were, of course, challenges along the way, particularly with the passing of his father in 2002. "The business was thrust upon me by necessity," he said. "I would say there was a good five or six years of struggle. Working with my dad, we were splitting profits basically. He was quite the efficient worker and when hiring workers as employees who were not as involved or invested in the business, the profits were not what they once were," he

LIST OF SERVICES

EFFICIENT LAWN MOWING

- Full-Scale Lawn Mowing Services
- Commercial lawn mowing
- Residential lawn mowing
- Lawn maintenance
- Weekly contracts tailored to your project
- Maintenance contracts available

PRECISION LANDSCAPE DESIGN

- Professional Landscape Design Services
- Landscape installation
- Property face-lift
- Renovation services
- Rearrange or design a new layout for your landscape

HARDSCAPE DESIGN

- Hardscape installations
- Patio pavers
- Walkway pavers
- Retaining walls

PREMIUM SHRUB TRIMMING

- High-Quality Shrub Trimming Services.
- Scheduling options available to ensure that no shrub or hedge becomes overgrown.

PROFESSIONAL FERTILIZATION

- Preemergent crabgrass control
- Weed and feed
- Lawn aeration
- Seeding and lime application

MULCHING

- Mulch installation
- Refresh flower beds with defined edges
- Brown mulch installation
- Black mulch installation
- Red mulch installation
- Premium double-shredded hardwood

PROMPT SPRING & FALL CLEANUP

- Removal of all winter depress
- Prepare bed for planting
- Turning over existing mulch and garden
- Weekly schedule available

We provide a FREE consultation on all our services except landscape design. For a complete list of services. Please visit: www.sottosantilawncare.net.

explains. As a result, Sebastian was determined to develop and expand his business skills. "You definitely sharpen your pencil on that. I've learned more professionalism, to under promise and over deliver, and generally do what you say you're going to do," he said.

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