

## WATER FEATURE WINTERIZATION

BRIAN FRANKO, CONSTRUCTION SUPERVISOR

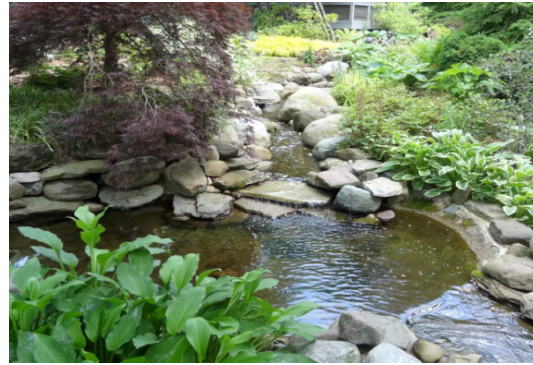
There is a debate whether or not to shut down your water feature for the winter or just let it run all year round. There are many factors to take into consideration when making this yearly decision if you do own a water feature. Once the leaves start to fall along with the temperatures, it is time to start thinking about prepping your water feature for the winter.

Continue to keep the pond free of leaves and plant debris. Loose vegetation left in the pond will break down over the winter causing a spike in harmful ammonia levels. To help with this, cover your pond with netting before the leaves start falling and keep the area around the pond raked.

Keeping pond water circulating throughout winter can help prevent the water from standing still and freezing. If you have fish, turtles or other aquatic life in your pond, the pump may need to run all winter to help keep the water warm enough for them, as long as there is at least 18" of living space under the freeze thaw line. When keeping fish over the winter in pond water that will freeze, place a pond heater or deicer in the pond. It will keep a breathing hole open at the water's surface preventing toxic gas buildup, and it can help keep water flowing to prevent damage to the pump. The gas buildup under the ice can become toxic. Keeping the water from turning to ice can also help prevent damage to the pond from the expanding ice. If you leave the pond pump running, keep an eye out for ice buildup where the water flows. The ice can create a dam and divert water out of the pond. If you do see the ice building up, melt it by pouring warm, de-chlorinated water over it.

If your pond does not have marine life in it, then turning off the pump makes winter pond maintenance simple. Keep an eye on weather reports to know when to turn off the pump. Once the nighttime temperature goes below 32 degrees Fahrenheit, turn off the pump. Empty a concrete or above-ground pond of all water to prevent cracks and other damage to the pond's lining from ice. When taking out your pump, make sure to store it in a 5-gallon bucket half full of water and place it in your garage or basement. Keeping it submerged in water for the winter will help keep the seals from drying out and cracking, thus damaging the pump.

If you are unsure or afraid of doing damage to your water feature, just call H&M Landscaping and we will come out and give you a free estimate, as well as some guidance on the best route to take when winterizing your water feature.



*Plan. Design. Build. Enjoy.*



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A LANDSCAPE DESIGN / BUILD FIRM  
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FALL 2017

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## A LETTER FROM THE PRESIDENT

Our Commitment Is To Exceed Your  
Highest Expectations The First Time

**How time flies!** I know that this may be a little off the landscaping topic, but I feel compelled to share some personal thoughts with all of my customers who have allowed me to enjoy life over the years and raise two beautiful daughters. Thank you to all of you that have supported our company through the good times and the bad. I know it hasn't always been smooth sailing, but I appreciate the patience you have shown with not only my staff, but also me. I feel like over the last 30 years we have grown together; so many of you have allowed me to be part of your special family occasions - weddings, birthday parties, Confirmations, Bar/Bat Mitzvahs, etc. - sprucing yards up for all these festivities, let alone some of the amazing backyard environments we have been so blessed to install.

I dropped my oldest daughter off at school at the end of August. I mentally prepared myself for this day for over a month trying to be strong and showing her support, not allowing my emotions to kick in and make the day even harder for her than it had to be. Well, I did really well and held it together (for the most part) as we said our goodbyes. What I was amazed at was the confident young woman who stood before me ready to go tackle the world, more ready to be apart from me than I was ready to be apart from her. As I walked away, she handed me a letter and a CD labeled, "I GOT THIS", and said to me and my wife, "Read this letter and listen to the lyrics of each song." Wow!!! It was one of the hardest things to read that letter and listen to those songs she so carefully picked out to describe her experience growing up as a Mazzurco. I share this with all of you because I know so many of you have had similar experiences throughout your lives, many of which you were so kind to allow us to share with you. I still remember how often I thought when you told me how hard it is to say goodbye and let them go that I'm strong and I can handle it when it is my turn. Well, I couldn't have been more wrong. For those of you that have younger children, give them an extra hug today because I will tell you that time does fly by way too fast; [I know you hear this all the time from your friends and family].

I am reminded now of the song written by Harry Chapin, "Cat's in the Cradle." I have always tried to be there for all those special moments in my kids' lives, but today I feel like if I could have made one more baseball or soccer game or, if I didn't have to go on that business trip, I could have been home for that Dads and Donuts or other occasion I had to miss. To my oldest daughter Maria, fly and fly high. Don't let anyone tell you that you are not special or that you can't reach your dreams. I will always be here to support you through the highs and lows, and I can't wait to see you cure the next disease, change someone's life, invent something unique or touch someone in an amazing way that they will never forget their experience with you.

Thank you to all of you for giving me these experiences. Without your loyalty to H&M, who knows if I would be sitting here typing this letter.

*Mark Mazzurco*

Mark Mazzurco, President



**HAPPY BIRTHDAY  
TO OUR H&M  
TEAM MEMBERS**

October

- Michael Gregal, Oct. 6
- Alberto Carmona Lopez, Oct. 9
- Roderick Knaus, Oct. 9
- Thomas Milde, Oct. 10
- Bobby Lester, Oct. 11
- Luis Frausto Reyes, Oct. 11
- Kevin McCausland, Oct. 13
- Jose Guadalupe Lopez, Oct. 14
- Patrick Sarver, Oct. 17
- Ruben Hugo Padilla, Oct. 17
- Miguel Angel Juarez, Oct. 21
- Steve Petersen, Oct. 21
- Thomas Berta, Oct. 26

November

- Ismael Perez Reyes, Nov. 1
- Miguel Angel Santos, Nov. 6
- Victor Garcia, Nov. 8
- Angel Aguirre, Nov. 9
- Jorge Torres Vazquez, Nov. 13
- Alejandro Huerta Mora, Nov. 13
- Luis Francisco Martinez, Nov. 15
- Tonya Bukky, Nov. 17
- Cesar Perez Diaz, Nov. 17
- Arturo Zapien Rodriguez, Nov. 19
- Daniel Horta Rodriguez, Nov. 19
- John Huxel, Nov. 21
- Omar Hernandez Perez, Nov. 24
- Alejandro Huerta Zarate, Nov. 25
- Nicholas Cota, Nov. 27
- Shawn Oliver, Nov. 28
- Cruz Adrian Juarez, Nov. 30



**IRRIGATION FALL SHUT DOWN  
LOW VOLTAGE SYSTEM MAINTENANCE**

Kevin McCasuland, Account Manager

In northeast Ohio this year, we experienced a pleasant and enjoyable summer season and fall looks to be just as good! For those of us with landscape irrigation systems, we need to be reminded to have the system winterized and prepared for the brutal winter temps. Usually this work is done in the month of October. This is a very inexpensive service for us to get done for you, and it could save you hundreds or thousands of dollars if pipes freeze and crack causing damage. We will come out and give you a free estimate at your convenience. We are also able to get most older systems up and running that have not been turned on in a few seasons. If you just bought a house with a system, we would be happy to show you how to use it and also do a quick audit to make sure things are running smoothly.

Another task to put on your to-do list is landscape lighting maintenance. Whether you have Kichler, Vista or any incandescent landscape lighting, now is the time to do routine bulb changes so that you aren't out in the snow and freezing temps swapping out burned-out bulbs. If you have LED fixtures, you should not have any work to do. And, if you do not have LED bulbs or fixtures, the fall is the best time to get end-of-season pricing on LED replacement bulbs. We are now capable of upgrading most fixtures with 10,000 hour LED replacement bulbs!! Call any of our account managers to see how much it would be to upgrade now.



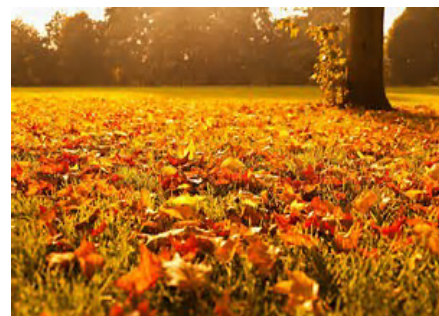
**PREPARATION FOR THE FALL SEASON**

Eddie Murillo, Maintenance Supervisor

Fall is one of my favorite seasons and it is fast approaching. The cooler temps are becoming more frequent and it is just about time to say goodbye to summer. Trees and shrubs prepare for autumn by exploding with beautiful colors and although you may be enjoying the change of scenery and festive displays outside your home, you may have realized the task ahead that comes with the fall-season cleanup is a bit overwhelming.

The beginning of the season is a critical time for all your landscaping and lawn needs. Curb appeal is important this time of year as it can add a beautiful touch to an already beautiful home. Starting early also gives you a second chance to move forward with over-seeding or a new lawn install. Late in the fall you can plan on a hard pruning or removal of overgrown shrubs that weren't taken care of in the spring. Preparing shrubs for next season, transplanting plant material safely to a new location or adding new installs are just a few elements of fall preparation that will help to establish mature growth through the winter months and prepare your lawn for a beautiful spring.

As you know, the cleanup can be messy and time-consuming. Here at H&M we perform fall cleanups on all lawn and bed surfaces to prevent damage from leaf piles left behind. We can provide cleanups to all of our customers which include blowing all turf areas, beds, hard surfaces such as patios and decks, removal of seasonal perennials and grasses on a weekly basis. Let us take care of your landscaping needs so you can enjoy your outdoor living space with family and friends. Please reach out to one of our team members; we will be glad to stop by and give you a free consultation and estimate on your lawn maintenance needs. Let us know how we can improve your landscaping and help you to enjoy this beautiful fall season.



**GET TO KNOW LARRY KOON**

Nick Tinik, Maintenance Production Manager

Larry Koon came to H&M Landscaping in late winter 2016. Larry is a former landscape and design business owner of 11 years. His love for landscaping began at the young age of 13 when he started working for his uncle's landscape firm in 1993. From there, Larry attended Trumbull County Technical Career Center, and in 1998 graduated with his apprenticeship in landscape and design.

Larry continued to work for his uncle's landscape firm until 2005 when he decided to start his own business. He also used to help H&M with snow removal from 2007 to 2016 on the east side of Geauga County where he ran most of his business.

When the opportunity arose, we couldn't have been happier to add him to our team. Larry comes with 25 plus years of experience and a strong background in landscaping, sales and business management. Larry is currently an account manager for us, overseeing 4 crews and 160 accounts. In his spare time, he is a volunteer fireman; his love for serving the community in this capacity started just after his love for landscaping. Larry started as a cadet in the fire service when he was 14 years old. From there he went to Howland Fire Academy in 1998 where he became a certified fireman. Larry has since served as a training officer for 2 years and captain for 7. He also has certifications in hazmat awareness and operations, along with natural disasters' staging and command.



We are looking forward to Larry growing with us and making this his permanent home of employment.

**CHECK OUT H&M ONLINE!**

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AND SEARCH US ON FACEBOOK!

**DID YOU KNOW?**

Nick Tinik  
Maintenance - Production Manager

- September 22 is the autumnal (fall) equinox. There are two equinoxes each year, the other is in March at the start of spring.
- On this date the day and night are each about the same length. The term equinox comes from the Latin for "equal night".
- One of the visible signs of fall is the changing color of the leaves. This happens because photosynthesis stops during this period so leaves do not stay green.
- Evergreen trees remain green through the winter because they have waxy leaves which do not freeze.
- Composting fall leaves is an excellent way to improve yard and garden soils. Mixing green and brown materials together is the basic rule.
- The distance some birds travel every year when they migrate is really unbelievable. The Arctic Tern journeys about 11,000 miles each way for its annual migration; that's like going all the way across the United States about three and a half times!
- In order to know which way to go when they fly south, birds use a variety of techniques such as the position of the sun or the stars, and big landmarks like lakes, rivers, or mountains!

**FALL PLANNING FOR SPRING PROJECTS**

Mark Barker, Vice President-Sales

Did the landscape project you were thinking about undertaking this year fall to the bottom of your to-do list? If so, there is still plenty of time to plan for the spring. With everyone's busy schedules, projects often get put aside by default as there are more important tasks to tend to. Having said that, now is the time to start your planning again so as to allow you the time needed to get onto your provider's production schedule.

Here are some tips to assist with your project planning:

1. Meet with your provider of choice to identify the scope of the work to be done.
2. Identify if a design is needed to confirm the concept. I would strongly recommend a design to make sure all parties involved have a clear understanding of the entire project. Be mindful that design work typically takes 12-14 days to turn around.
3. Make any and all final revisions to the initial concept provided.
4. Contract your project with your service provider as soon as you are ready, keeping in mind that most contractors will have rollover work that wasn't completed in the fall due to weather or other constraints and will need to be completed before new projects can begin. Spring weather in Cleveland can bring snow, rain or possibly 80 degree days, but is often a factor in project start and finish delays.
5. Be certain your contractor of choice can secure the materials needed for your project prior to the start, and identify any specialty materials that may have longer delivery and/or manufacturing lead times.

By following these few steps, you are more likely to have a successful and enjoyable time planning and watching your project come to life.

Should you wish to find out how one of our representatives can help you with your next project, please call our office to speak with a sales associate.