



## Fall Planning for Spring Projects

**Mark Barker, Vice President-Sales**

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.



www.hmlandscaping.com  
Office 440-564-1157/440-729-4252  
Newbury, Ohio 44065  
10389 Kinsman Road/PO Box 69

Design • Build • Maintain  
**LANDSCAPING**



Seasonal Newsletter

Fall 2022

# NEWSLETTER H&M LANDSCAPING



10389 Kinsman Rd  
Newbury, OH 44065  
440-564-1157

## A Letter From The President

After 35 years in business, you would think I could say I have seen it all. Well, lesson learned! I have run my business during really challenging times, but this has been by far the most difficult year of my career.

I can explain this year in one word, HEADWINDS. With rising fuel prices, labor shortages, material challenges, vehicle shortages, equipment shortages...I could go on and on. Yes, I have experienced these hardships before during any given year, but what makes 2022 unique is these costs are going up and not maintaining for at least the entire year as is usually the case. Every time the Fed decides to increase rates this year, everything we buy or want to buy flows with those increases. As a business, we did take these rising costs into consideration in March right before our busy season kicked off, but what we didn't factor in was price increases every quarter. Yes, you read it correctly, every quarter.

H&M is blessed to have many strong vendor partners to work with. But in today's world, our pricing from these suppliers is guaranteed for only 30 days. Subsequently, trying to schedule our production out 60 to 90 days has become challenging to say the least. We have an amazing team and as much as we try to buy in volume and group jobs together, when it comes to freight costs, every dollar we seem to save in one aspect gets spent on another unforeseen cost. I have always said that times like these allow you to dig in and get leaner at what you do, but it sure would be nice to hop off the hamster wheel soon.

With that being said, I want to thank each one of you for your continued patronage of our company. Your loyalty allows us to provide for many great people (fathers, mothers, sons, daughters, brothers, sisters, etc.). Your years of support have allowed so many the opportunity to raise their families, send their kids to college, allow their families advantages that perhaps they did not have available to them. We sometimes forget what is important in the world and it's times like this where I reflect and focus on our people. I always say, "We don't sell product, we sell people." Everyone has the same product, but what makes your experience better is the people you deal with. This is so important to me and my team and I feel like we don't say thank you enough.

Mark Mazzurco, President



# Water Feature Winterization

**Brian Franko, Construction Account Manager**

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.



# Fire Pits and Countertops

**Steve Fuller, Construction Account Manager**

As we are getting closer to spring and itching to get outside as the weather warms up a great addition is Adding a custom fire pit as part of your backyard which will enhance the enjoyment of your backyard for you and your guests by providing warmth, light, and ambiance, making them a gathering spot for entertaining. A fire pit also is the perfect way to extend your backyard time well into the evening, even during the spring and fall. Nothing makes a cool evening more enjoyable than sitting by a roaring outdoor patio fire pit. An evening around the fire pit, alone or with friends is a great way to rejuvenate yourself after a long day at work. A fire pit can also add a romantic element to your outdoor living area.

## DESIGN IDEAS

There are many creative design options when it comes to the size, shape and style of a fire pit. You can have a built-in fire pit installed with a variety of outdoor finishing materials including concrete, Natural stone, clifrock and brick. Also, fire pits don't have to be round, they can also be square, L-shaped, triangular, or an entirely custom shape. Fire pits can be tailored to any size. The fire pits or tables can be wood or gas.

## KITS

Our vendors (Unilock) & (Belgard) are offering fire pit kits or packages that come either pre-assembled or ready for easy construction. These packages are usually slightly lower in price since they are pre-packaged and come with the material pre-made. We also have premade clifrock fire pits. Ask your salesman about options.

## HOW MUCH DOES IT COST?

There are several variables that determine the price of a custom fire pit such as size, location, and materials used. Another factor that could also affect the price significantly would be the choice between wood burning and natural gas. Please contact our H&M Salesman for a free estimate.

