



H.A.M.

Landscaping, Inc.

Spring 2009 Issue

Ham I Am By: Herrick A Mann

Recession-Recession-Recession? Everyone asks me how we are doing, how is business, what is the effect of the current economic conditions on our business? It is a hard question to answer!

We have a client base of approximately 600 clients of all different backgrounds, jobs, economic levels and lifestyles. We are just completing a 1600 sq ft bluestone patio around a new swimming pool for one client. Yesterday I met with a client who employs a dog poop-removal service and this morning met with another client who had to drop her dog at the groomer before our meeting. Everyone has their priorities and we want to help you with your own priorities.

We are trying to help in our community. Today the Plain Dealer said the Ohio jobless rate soars

to 9.4%. I look at the current employment rate as 90.6%. We just hired 14 new employees to join our year round work force. All of our employees are members of our community. We do not hire H2B labor. We do not hire temporary foreigners at minimum wage.

We at H.A.M. realize that many clients have been hit hard by the recession or have to be cautious in their spending. We are more than willing and eager to work out a new maintenance contract to meet your budget and priorities. Last week we worked with a client to help him buy a lawnmower so that he could now start cutting his own lawn.

We are here for you..through better or worse. If you need to re-work some services to meet a budget or want to invest in your home, just let us know and we will be more than happy to work with you so you can continue to enjoy your home and yard.

H.A.M. Landscaping Inc. employees installing a 1600 Sq Ft Bluestone Patio around a swimming Pool during the winter



DIFFERENCES By: Ari Benjamin

When choosing a company to install a landscape, it is important to make sure that you are comparing "apples to apples" as the saying goes. There can be a large difference in the cost between bids on the same design. This is why, if you get multiple quotes on a project, it is important to make sure that you are pricing the same sized plant material. There can also be differences in wall and patio stone - for example, there is a difference in quality between what some companies and home centers sell and what professional landscape contractors install.

As an authorized Unilock installation company, H.A.M. Landscaping sells only the highest quality pavers and wall stone products. We also sell and install some of the finest natural stone. Sandstone and bluestone are the most common stone used. Sandstone is great for patios and walkways. It is available in many different shades and can be "old stone" which is usually recycled sidewalks or "new stone" which is quarried. However, sandstone has a tendency to become mossy

and slippery when used in a shady or damp location. For these areas, bluestone is a great choice. Bluestone is a type of slate. It comes in many shades and does not have to be blue. It can include different shades of brown, beige, and other earthy tones. Bluestone usually has a slight texture that can provide better traction and it does not become mossy or slippery in shady locations.

Many elements go into a landscape. It is the individual differences that make each special. It is important to use plants and other materials that are able to thrive in our climate. Each different element allows us to vary the look and feel of a landscape.



IT'S A DOGS LIFE By: Macy our 6yr. Old Doberman Pinscher

Macy knows that May 15th marks the last "frost" date and it will then be fairly safe to install pretty annuals and delicious vegetables.

Here is her advice: Over the winter my master had over 1000 flats of annuals contract grown for him including red begonias, white begonias and pink begonias, impatiens in white, red, pink, lavender, salmon and mixed, petunias in mixed pinwheel petals and solids of red, white, blue and yellow, red and white salvia, blue and white ageratum, marigolds in yellow and orange in large and small, geraniums galore—red, white, pink, upright or hanging, zinnias large and small in all colors...the list goes on and on....

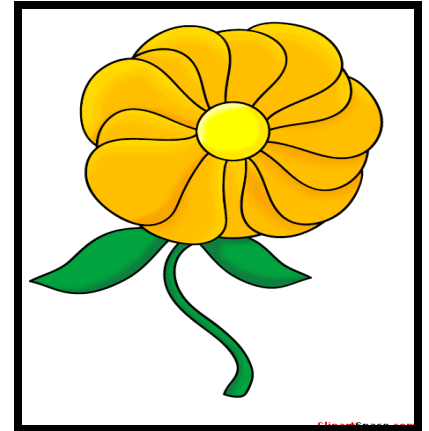
What do our experienced clients do? They call and order their annuals now while

there is a good variety from which to select. Or they email us at hmann@hamlandscaping.com. They opt for the "priority" client service and have them installed early so they can have their choice of flowers, colors and planting time.

Now is the time to get the priority service while supplies last. I will have 60 flats of impatiens installed in my yard again year....so now we are already down to 940 flats left.

Call or email us today to reserve your plants and installation date.

*Very truly yours,
Macy Mann*



FEATURE JOB WINTER 09 By: Ari Benjamin

Fireplaces and Grills

One of the best ways to enhance a property and extend our outdoor enjoyment is a fire pit or fireplace. A fire pit is usually constructed from a pre-cast wall stone such as Unilock's Roman Pisa, but they can also be built using traditional brick and mortar and even granite boulders.

Fire pits are a simple way to bring warmth and ambience to an outdoor living area. They can be as elaborate or as simple as you want. They can have a gas log or gas start for easy burning. Some don't even need wood -- you can use gas

and glass beads to create a very contemporary design statement.

Outdoor fireplaces add more of a structural element to a space. They tended to be constructed from brick and mortar, but now can be built from concrete paver products. This allows them to be more user friendly and gives us many more design possibilities. Unilock now offers a product that can be built in as little as two days making it easier than ever to enjoy.

Outdoor kitchens are one of the most popular items to add to a property. They can have all the conveniences you have



in your kitchen. The best place to start is with a built in Jenn-Air grill with plenty of counter space. Other items like sinks, coolers, icemakers, and smokers can be added to customize the kitchen to your needs.

All these elements can add beauty and function to your yard and extend your outdoor living time.

BACK TO SPRING By: Ari Benjamin

Spring is finally here and it is great to be getting back to cleaning up the mess that winter left us. This past fall and winter cut short our season and left us trying to get caught up all winter long. All of our crews did a fantastic job working through the weather. We here at H.A.M. are dedicated to providing all of our clients the highest level of service.

It would not be spring without thinking about doing some improvements around the house and your yard. When it comes to landscape improvements, it is the time to think perennials. Perennials can be used to provide color and texture throughout the season. There are hundreds of different varieties of them. Some of my favorites are Astilbe, Coriopsis, and Pulmaria.

Astilbe is a wonderful plant that comes in several different sizes and colors. It likes to be planted in a moist partially

shady area but can be tolerant of some sun. Coriopsis is a perennial that I like to use in full sun locations. It has feathery foliage and has yellow or pink flowers that bloom in the summer. Pulmaria, or lungwort as it is sometimes called, has turned into my favorite shade perennial. It is a great substitute for Hostas and does not turn into deer food like Hostas can. Pulmaria has a smaller spotted leaf and a purple flower. It can be used as a ground cover or as specimen plant.

Spring is also the time to get the inside of the house cleaned up, open the windows and let in some fresh air. One of the best things about spring is the fragrances of some of the early blooming trees and shrubs. My favorite blooming tree is the Sweetbay Magnolia. This hardy small ornamental tree has the best scent and it usually blooms in May when it is warming up enough that our windows can be opened.

Now that the days are getting longer, we try to spend as much time as possible outside. Why not make your property your own private retreat away from work. A outdoor living space can serve as a vacation spot right in your backyard. Patios placed away from the house are a great way to separate yourself from all the stress of the day. Most properties can have a spot that can offer privacy and tranquility. Your yard can have a main patio for entertaining and a separate one that is just perfect for a hammock or a small sitting area.

Its so nice to leave the cold winter weather behind us. But all of us here in northern Ohio still need to remember to make the most of our time outdoors and always - think spring.