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JANUARY 2018

Founders' Message

Happy New Year from our team at Landesign Construction & Maintenance, Inc.! 2017 was a terrific year for our team; not only did we work to strengthen existing relationships with our wonderful, loyal clients, but we also added many prominent new properties to our portfolio. We owe much of our success to our hardworking team, who constantly strives to exceed customer expectations and produce the very best quality in landscaping services. Of course, we are also thankful for you and your continued support, and are committed to making 2018 our very best year yet.

We are constantly working to improve our business and company as a whole, and plan to focus our efforts on identifying the areas in which we can be better in 2018. As part of our planning for the New Year, we've surveyed and met with our team at a Strategic Planning Session to identify our SWOT



(Strengths, Weaknesses, Opportunities, and Threats). At our next meeting we'll be reviewing the results of your feedback from our annual customer survey and setting our priorities for 2018.

You should have received our customer survey via email last week (please check your spam and junk folders if not). We strongly value your opinion as a customer and supporter of our company. Your feedback is greatly appreciated and we look forward to hearing from you!

Sincerely,

John and Denise Fitzgerald
Landesign C&M, Founders



New Client Spotlight: Willows of Sausalito



We are proud to announce our partnership with a new client, The Willows of

Sausalito Home Owners Association, managed by Hill & Co. The HOA will be serviced out of our new San Rafael Branch, which we are very excited to continue to grow.

The Willows showcases mature and beautiful landscaping in a tranquil setting that includes redwoods, hydrangeas, rhododendrons, and many other unique features. We look forward to building this new relationship and to maintaining this beautiful property for years to come!



Tree Care

Winter is upon us, and while it may often be considered a dormant season for your trees, these next few months are actually crucial as they pertain to tree care. Now is the time to take the necessary steps to prepare your trees for the year ahead.

- **Pruning:** The winter season is the ideal time to prune your trees. During the winter months, plant material enters a state of dormancy where it can better tolerate the removal of dead branches. Pruning is always more effective when done proactively versus reactively, and not only does regular pruning keep your trees looking their very best, it also helps to protect them against disease and rot.
- **Mulching:** Mulching can aid in allowing the soil around your trees to continue to supply the necessary nutrients. Applying 2 to 4 inches of mulch around the base of your trees during this time of year can help to regulate soil temperature. Young tree roots have a tendency to break through the surface of the ground with continual freeze-thaw cycles, so maintaining the



soil temperature is key. Also, organic mulch can help to conserve soil moisture, prevent weeds, and keep the organic matter that your trees need in the soil.

- **Inspecting:** You can schedule a tree inspection through your account manager. We will take a look at the roots, especially near the tree base, for decay. Signs of cracking, swelling, and bark coming off typically signal a tree that may need to be removed. Insect infestation is also a common sign of a failing tree. If you have any concerns about a tree, contact your account manager right away for an expert opinion.
- **Bracing for Ice:** Our upright evergreens are the most susceptible to ice and becoming brittle. Bracing and proper pruning of weak branches is the best defense to help keep your trees and property safe during winter storms.
- **Fertilizing:** With fertilizer applications, timing is everything. If applied too early, trees may start to use it too soon. If applied too late, trees may already be too susceptible to malnutrition. The best time to fertilize your trees and lawn is typically just before the spring season.

If you have any questions about winter tree care, [contact our team of tree care experts](#).



We hope that you've enjoyed this month's newsletter! Please let us know if there is anything you'd like to see in future newsletters by replying to this email or contacting us [here](#) – we look forward to hearing from you!

Do You Have a Landscaping Project in Mind?

[Click here to contact us and get started!](#)



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