

Learn more at our Website - www.belknaplandscape.com

Landscapes for Living

The Official Publication of Belknap Landscape Company, Inc.

Spring 2010

Greetings!

Belknap Landscape's residential Property Maintenance kicks into high gear as the Lakes Region weather breaks. Let us be of service at your Lakes Region residential property. We provide Weekly Maintenance, Spring Cleanups, Pruning, Edging and Mulching along with Softscape and Hardscape Design & Construction.

If your business needs similar services, Lakes Region Commercial Property Owners and Business Managers will appreciate our huge manpower and equipment investments. Mechanical Sweeping/Trash Removal, Spring Irrigation Design, Installation, Start-up and Monthly Monitoring, Seasonal Property Enhancement - including Garden/Display Maintenance, Weeding, Deadheading, Watering and Fertilizing, Compost/Manure Application and Pest/Disease Control, as well.

Add to that list Belknap Landscape's unmatched Interior/Exterior Masonry Design, Waterfront Permitting & Construction capabilities and it becomes a one-stop landcare decision, all on one convenient statement. But we do even more...

Our Certified Arborist services include Large Tree Pruning /Removal, Cabling/Bracing of weak limbs or crotches, Vista Pruning, Complete Health Care Packages and Waterfront Tree Surveys in compliance with the recently enacted Comprehensive Shoreline Protection Act or "CSPA".

Plus, Belknap Landscape provides unparalleled design and installation services for Irrigation Systems and Low-Voltage Landscape Lighting Systems. We'll take care of irrigation system start-ups, adjust flow levels and provide monthly monitoring, too. BLC's Landscape Lighting Group will create Lifestyle-specific Custom Designs, install and provide ongoing service.

If a friend forwarded this Newsletter your way, be sure and sign up for future issues! Please read on to learn more and give us a call for a quick, free inspection and quote!

Hayden McLaughlin, Owner Belknap Landscape Company, Inc.



In this issue...

Get Ready for a Great Summer Commercial Property Upgrades for the Summer Season Architectural Masons - Artists in Stone... Arboriculture - To The Trees!!
Irrigation Systems Designed to Your Lifestyle
Low-Voltage Landscape Lighting Adds Value...
Employees Make the Difference
Spring Bark Mulch Free Delivery Offer



Get Your Property Ready for a Great Summer

Tips for Homeowners

Reliable references for quality contractors often come from family and friends. Go ahead and ask your family and friends about Belknap Landscape! You'll find us to be a competitively priced, local family business serving Lakes Region homeowners for more than 20 years. No surprises with Belknap Landscape!

Contact your state trade association, the NH Landscape Association and you'll see we are a member in good standing with State Certified professionals on board. Need a referral? We are happy to provide them!

Your landscape represents a real estate investment and an asset. A landscape contractor can help maximize that value, offering a variety of services, including design, installation and maintenance for your property based on your specific needs and requests.

Many firms do not have landscape architects and designers on staff and are unable to offer the expertise required to create and orchestrate the complete design, installation and maintenance of the most complex landscapes. Not the case with Belknap Landscape.

For a better understanding of the process, please contact Stephanie Sanford, NHCLP - New Hampshire Certified Landscape Designer and Waterfront Permitting Specialist at: steph@belknaplandscape.com or give her a call at 603 528 2798 ext. 28



- 1. Decide how a landscape contractor can help you. Many homeowners do not realize what a landscape contractor can do to help them improve their living environment. Landscape contractors not only install plant material, but install hardscape material, including patios, decks, retaining walls, gazebos and irrigation systems.
- Landscape Professional
- 2. Ask how long the company has been in business. Professional landscape companies should have employees with either a secondary education in Ornamental Horticulture or several years of experience and BLC provides both. Additionally, professional companies are most often active members in national or state landscape associations. Affiliation indicates that a company is interested in excellence and progressive thought. Ask the firm for a list of references and professional affiliations. Look at each of the jobs listed to see if the work is the size, style and quality you desire. Belknap Landscape maintains a portfolio of amazing landscape results.
- 3. Select a landscape company that is certified and insured. The company you choose should be certified by the NH Landscape Association an assurance the company is knowledgeable, operating legally, and employs staff that have passed examinations demonstrating experience, knowledge and a level of professionalism. Check "yes" for BLC in every case!
- 4. Decide what you are looking for in a landscape design. Do you want an area for entertaining, an extension of your living space, a low maintenance landscape or a high impact design that is colorful? Determine your budget before you speak with a landscape professional. If you do not know what you want in a landscape design, a qualified professional like our own <u>Stephanie Sanford</u>, NHCLP NH State Certified Landscape Designer will bring your needs and landscape style preferences into focus. Call her at 603 528 2798 ext. 28 for more information.



- 5. Visit a job in progress. Come take a ride with us or meet us at a jobsite? Ask to see a project that will be similar to the work you will request. You want to hire a company that does good work, reflects professionalism and integrity. Depend on all that and more with Belknap Landscape's team of professionals.
- 6. Ask the company to provide a written plan and/or contract. Prior to making any agreement, BLC Designers will prepare the details in writing. This plan can include the design, plant material to be used, all costs, a time table and the terms of payment. No surprises with Belknap Landscape. You may phase your project, spreading the work over time and still accomplish all of your goals.
- 7. Know which services are provided in ongoing maintenance. Ongoing maintenance is necessary in order to protect your investment. You can do the ongoing maintenance or you can ask Belknap to do the work. Generally, ongoing maintenance involves mowing, fertilizing, pest control, among other services.

To learn more please use this link to Belknap Landscape's Landscape Design Services Group

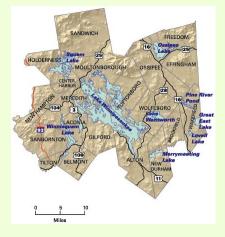


Lakes Region Commercial Property Owners and Business Managers - Start your Summer engines!

Serving Belknap County Businesses... ...for over 20 years!

If your business needs similar services to those described above, Lakes Region commercial property Owners and Business Managers will appreciate our huge manpower and equipment investments.

Mechanical Sweeping/Trash Removal, Spring Irrigation Design, Installation, Start-up and Monthly Monitoring, Seasonal Property Enhancement including Garden/Display Maintenance, Weeding, Deadheading, Watering and Fertilizing, Compost/Manure Application and Pest/Disease Control, as well.





Seasonal Decorating

Let BLC help decorate your commercial property for your spring and summer promotions and special events with lighting, greenery, and colorful live decorations.

Garden/Display Maintenance programs

Weeding: Need we say more? Yes, we can do that for you.

Deadheading: Increase flower production by removing spent blossoms, creating a tidy look.

Watering and Fertilizing: Keeping your flowers fed and watered will produce top results.

BLC can add compost & mulch to your flower beds, enriching the soil.

Bedding prep: Pest/Disease Control: The bug squad is at your service. Don't let your investments get eaten away!

View our Commercial Enhancement Portfolio Page

Contact:

Jonathan Marchant, NHCLP - New Hampshire Certified Landscape Professional; Estate Gardening Supervisor

603 737 0015 ext. 922



Architectural Masonry

The highest level of workmanship available in our area

BLC maintains a year-round staff of highly skilled masons to accommodate any large-scale building or landscape masonry project - <u>interior</u> or <u>exterior</u> applications. We consistently provide an advantage to our clients with a complete Design <u>and</u> Build service capability. This service allows our team of professionals to reach your completion goal in a timely fashion. Our passion for quality and customer service insures repeated project success stories.

Call us at 603 528 2798 to discuss unique features, beautiful homes and interesting masonry applications.

Need Inspiration? Please use the link below to examine our achievements. If the work shown doesn't move you, check your pulse. It's an online gallery of the best in masonry design and construction you'll see in New England.

Discover the beauty and versatility of locally quarried granite and imported blue stone by browsing through our Masonry Showcase - a portfolio of indoor fireplaces, outdoor patios walkways, steps, stone walls and even fully functional kitchens under the stars.

Call in your general ideas or let our Masonry Division Manager, <u>Craig Wentworth</u> guide you - let us come by for a quick inspection and return a landscape design with elements you may not consider. Your back yard will

become part of our outstanding masonry architecture portfolio in short order!



SEE SAMPLES of Belknap Landscape's unmatched Interior/Exterior Masonry Design, Permitting & Construction capabilities

Contact:
Craig Wentworth
Masonry Division Manager
<u>craig@belknaplandscape.com</u>
603 528 2798 ext. 29



Arboriculture - To The Trees!!!

Belknap Landscape has the tools and skills...

Trees in your landscape provide shade, windbreaks, wildlife habitat and a distinctive New England ambiance. Belknap Landscape Company's Arboriculture Division is dedicated to preserving the



health and vigor of one of most valued landscape features of your property.

BLC Arborists provide the following services:

Large Tree Pruning
Large Tree Removal- with crane or by hand
Cabling/Bracing of weak limbs or crotches
Vista Pruning
Complete Health Care Packages

Waterfront Tree Surveys in compliance with the revised 2008 DES Comprehensive Shoreland Protection Act

Crane Service, too!



BLC is proud to announce the latest addition to our fleet - an Altec 26 ton crane.

Our new crane has a reach of over 140 feet. In addition to tree work, our skilled operators will set construction materials, large signs and assist in any other project where the use of a crane will speed completion in a timely and efficient manner.

What's a Landscaper's Air Spade, you ask?

From Wikipedia: An landscape air spade is a high-pressure tool used to blow off liquid or debris. In our case, these hand-held tools convert compressed air to a supersonic jet stream that is used to dig safely in the ground - to remove soil from tree & shrub roots, without damage, saving the plant from normal digging damage. Even huge trees may be transplanted bare-root - if you have the right tools.

Belknap Landscape prides itself on cutting edge technology. Our landscape air spades have allowed BLC to be proactive in the health of the plant material we provide our clients. Especially designed for the purpose and operated by BLC skilled arborist staff.



BLC recently used landscape air spades at a property on Squam Lake in Center Harbor, NH. Instead of having to cut down all of the surrounding trees to make room for the new foundation, the new technology helped BLC to save the existing trees, providing the newly constructed home with a mature, natural landscape and thus protecting the local ecology.

Few companies would even offer such a service; no other method provides such terrific results on large tree relocations!

View our Portfolio Page to see our Tree Division at work.

Contact:

Andrew Morse
Arboriculture Division Manager
andrew@belknaplandscape.com
603 737 0015 ext. 902



Irrigation Systems - Custom Design, Installation and Ongoing Service

It's Easy with Belknap Landscape!

Belknap Landscape Co. provides unparalleled custom design and installation services for <u>Irrigation Systems</u>. BLC design methods result in optimum water distribution because our technicians *design to your landscape* -

- your lifestyle and property uses
- your plantings' species
- your yard and planting beds environment dry or wet, prevailing winds, soil acidity and composition, amount and orientation to sunlight.

No other NH landscape lighting contractor will match the level of care placed into the design process. The result - great results - electricity savings and minimal water waste!

Beyond the design and installation phase, we'll take care of annual irrigation system start-ups, adjust flow levels and

provide monthly monitoring, too.

With water restrictions becoming the norm, it makes sense for NH landscape contractors to focus on conservation efforts.



By integrating water conservation into the center of our irrigation design process, we gain professional benefits - customers, while at the same time helping our state and region conserve water.

Irrigation contractors and water suppliers around the country confirm several important trends we see here in the Lakes Region.

As water rates increase, property owners realize water waste costs a great deal of money. Most of the regulated water utilities in New Hampshire, as around the entire United States, continue to struggle with the challenges of complying with the Safe Drinking Water Act (SDWA) as well as with the need to replace aging infrastructure. The result of this struggle is continued upward pressure on water rates.

Thirteen of the twenty currently regulated NH water utilities have petitioned for rate increases in the last five years, or have cases currently pending. NH water rates, at present, range from a low of about \$250 annually to a high of just over \$1,000 for a typical year-round residential customer.

Property owners need irrigation contractors, like Belknap Landscape's <u>Gerry DuBreuil</u>, Irrigation and Lighting Division Manager, to maximize water savings. Gerry and his team are skilled in water conservation techniques and are able to make on the spot improvements, minimizing irrigation expense.

Begin with an Irrigation Audit

Just as soil tests provide the basis for a soil fertility program, irrigation audits are the foundation of a sound water management program. The regular charges for the initial audit run \$65.00 per hour...

Give <u>Gerry DuBreuil</u> a call at before April 30th and you'll learn, at no charge, what repairs, irrigation equipment upgrades and/or system adjustments could be implemented to minimize your water use and associated water and/or electricity costs. Monthly maintenance agreements may be calculated at that time as well, with no obligation.

How much can I save?

To give you an idea, most commercial landscapes and golf courses could save thousands of dollars a year on water, chemicals and pump-fed electricity - just through reducing water waste. Homeowners will typically see smaller, but still significant reductions in consumption and increased savings.

- Golf courses have seen a 20 percent reduction in pesticide and fertilizer use after implementing water conservation. Decreased pesticide and fertilizer use lowers chemical costs and reduces run-off pollution.
- Water management can decrease mowing frequency, which reduces labor and fuel costs. Two to three fewer mowings per season can add up to considerable labor savings.
- Improperly designed or adjusted pump-fed systems use heavy electric loads.

Residential irrigation systems can waste 12 gallons a minute or more if left unchecked! BLC certified irrigation specialists can analyze your system's problems and find ways to save water, money and future headaches. Call Belknap Landscape Company at 603 737 0015 ext 903 to schedule your no charge Irrigation Audit!

We'll also take a look at, and advise you, on projects such as:

- · Irrigation retrofits and upgrades
- Controllers (replace confusing electromechanical clocks with ATM-style digital controllers)
- Sensors (rain, wind, soil moisture and freeze)
- Fertigation systems
- · Graywater systems
- Rainwater harvesting systems
- Drip irrigation
- Pond management (aeration and fountain equipment)



Belknap Landscape provides all manner of landscape services

- we'll be at your service if you'd like to place the savings into other parts of the landscaping, such as night lighting

installation, hardscape installation, landscape enhancements and installations of holiday decorations.

As a Lakes Region leader in water conservation, we wish you lower water bills!

Contact:

Gerry DuBreuil Irrigation and Lighting Division Manager gerry@belknaplandscape.com 603 737 0015, ext 903

Savings by the Gallon...

Here is a special promotion from BLC's Irrigation Division:



SAVE significantly on orders for a custom designed and installed Irrigation System...

Each system is custom-configured but, all designs initiated by April month end enjoy a 5% discount. This could amount to hundreds of dollars - give us a call to calculate your discount! These are Instant Rebates - discounts taken off the BLC billing statement - no forms to mail / no waiting!

BLC's state of the art designs are powered by the very best equipment from Hunter Irrigation Products

I-Core Modular Water Controllers are designed for demanding Lakes Region commercial and high-end residential applications, with a variety of new features that redefine irrigation



intelligence. The I-Core is expandable and comes with real-time flow monitoring capability, provides overflow protection and flow totaling to minimize water waste!

Hunter's Solar Sync Sensors detect everything but the shadows...



Passing showers require a sensor that can react quickly. The built-in "Quick Response™" feature does just that. For soaking showers, the adjustable Rain-Clik™ sensor ensures your lawn isn't watered unnecessarily. The solar sensor measures the sun's rays to keep your lawn at peak performance with optimal watering.

Some restrictions do apply so please do call or write to the Water Man at:

Gerry DuBreuil Irrigation and Lighting Division Manager gerry@belknaplandscape.com 603 737 0015 ext. 903

This e-coupon is transferable! We encourage you to share the offer with Lakes Region friends and family. Imagine the possibilities for your property.

Use this LINK to spark your Landscape Irrigation Project!

Offer Expires: April 30, 2010



Low-Voltage Landscape Lighting Systems

Let BLC Light Up the Night

Belknap Landscape Co. provides professional Design-Install services for Low-Voltage Landscape Lighting Systems here in the Lakes Region. Afterwards, BLC provides ongoing service - bulb replacements, fixture adjustments, updating and system additions and verification the system is adhering to the integrity of the original design. And they do this for hundreds of customers in our area - ask a friend or neighbor about BLC.

Just as irrigation audits provide the foundation of a efficient water management program, our Lighting Division technicians will analyze your needs and your property to carefully design the optimum 12-volt lighting system. Normally \$65.00 per hour, Gerry DuBreuil, Irrigation and Lighting Division Manager, is offering, at no charge, an inspection of your property or existing system, if you'll schedule that review before April 30th.

BLC's Landscape Lighting Group will create custom designs, install and provide ongoing service, as well...



Our approach is unique, starting with an inventory of how you want the property illuminated - do you seek privacy or do you want to show off elements of the landscape and home? We then take a close look at the key landscape features to light, choosing the appropriate bulbs first. Many customers are surprised that the fixture is the last decision!

Expect BLC Technicians to secure necessary permits and contact local utility marking companies to mark all underground utilities associated with the project site.

BLC offers design and installation of custom lighting systems using the highest quality products including Nightscaping™, CAST™, and Kichler™ brand fixtures, in addition to hand-crafted specialty fixtures. From solid copper to decorative painted brass - contemporary styles to cast aluminum, our vast selection of lights will satisfy your unique tastes and compliment your outside decor. We know landscape lighting!

Turn your garden into a wonderland at night; make your home stand out in your neighborhood; improve safety and security; and expand your outdoor entertaining options. Choosing 12 volt lighting systems provides maximum flexibility in the design process - bulb selections run from soft to crisp appearances and last up to 5 years at 6 hours per evening.

BRIGHT TIPS: Light Up the Night

If you're staging your warm weather party outside, here are some suggestions from Gerry DuBreuil Irrigation and Lighting Division Manager:

- Be certain that stairs and steps are well lit keep your
- · Create a comfortable area to inspire conversation with a well-designed landscape lighting system that provides low, indirect light.
- Define your entertainment area and set a festive mood by using specially designed fixtures to project virtually any color on the side of your home, roofline and trees

Contact:

Gerry DuBreuil Irrigation and Lighting Division Manager gerry@belknaplandscape.com 603 737 0015, ext 903





Savings!

Gerry's Landscape Lighting pros:

Each Low-Voltage Lighting Design is custom-configured to your lifestyle - to your property's unique landscape features. Designs initiated by April month end enjoy a 5% discount, saving you plenty - call us to calculate yours! The savings are immediate, too! No forms to mail / no waiting as your discounts are taken right off the BLC billing statement -

BLC's state of the art designs are powered by the very best equipment from Cast and Kichler Lighting Products

CAST brand solid bronze fixtures - no other manufacturer offers such quality at such a competitive price.



<u>Team</u> transform the area around your home into outdoor living spaces. Kichler Outdoor Lighting is designed to bring professional interior design principles to the exterior of your home with the high quality fit and finish that you expect from Belknap Landscape Lighting.



CAST Master Series Multi-Tap Low Voltage Transformers are rugged, reliable and host exclusive features.

- No-Surge Soft-Start Technology™ A CAST exclusive that extends lamp life and prevents inrush problems
- Voltage taps of 12, 13, 14, 15, 16, 17 and 18V.
- Extra-large 125-amp terminal blocks To accommodate up to (10) #12/2 wires
- Includes 24" PVC conduit Hides and protects home run wires going into the transformer
- · All in a handsome Stainless Steel enclosure



Gerry DuBreuil Irrigation and Lighting Manager gerry@belknaplandscape.com 603 737 0015 ext. 903

This e-coupon transferable! We encourage you to share the offer with Lakes Region friends and family. Imagine the possibilities for your property.

Use this LINK to spark your landscape lighting plans!

Offer Expires: April 30, 2010



Spotlight on our People

Our Competitive Advantage...

The current Belknap Landscape Company owes its longevity and reputation to its commitment to quality,

horticultural expertise, concern for the Lakes Region area, and to its many high profile projects, many of which are now Lakes Region landmarks.

We are continually updating and refining our skills, educating our staff as the landscape industry requires.

Of note are two accomplishments by a couple of our seasoned landcare professionals...

Gerry DuBreuil, Irrigation, Lighting and Winter Management Division Manager, is now a Certified Snow Professional (CSP)

The Snow & Ice Management Association, Inc. (SIMA) recently announced that Gerry DuBreuil of Belknap Landscape Company, Inc. in Gilford, NH, has earned the Certified Snow Professional (CSP) credential.

The CSP credential is recognized as an indication of demonstrated skill in Business, Human Resources, Marketing, Sub-contractors, Snow & Ice Science, and Snow & Ice Operations and Techniques. To earn the CSP credential, an applicant must have obtained a minimum number of years of required experience in the snow and ice



industry, passed a stringent examination which tests fundamental knowledge of all areas of the profession, and pledged to uphold a code of ethics. The Snow & Ice Management Association, Inc. (SIMA) is a trade association for those who manage snow and ice, ensuring professionalism and safer communities by helping those who manage snow and ice master essential skills and practices. For more information on SIMA, visit www.sima.org.

Jonathan Marchant, BLC Estate Gardening Supervisor heads up our commercial and residential Seasonal Property Enhancements. Jonathan recently achieved his New Hampshire Certified Landscape Professional Certificate - known as a NHCLP Certification.



CERTIFIED _ The New Hampshire Landscape Association offers a Certification Program for NH landscape professionals to increase industry professionalism through further education. Certified members must have worked in the industry for at least three years and have to pass a rigorous exam based on a manual of study and plant identification. To maintain Certification, members need to attend educational conferences and workshops each year. Jonathan already carries his BLC Landscape sponsored NH State Pesticide Applicator's License and is making progress towards his NH

If you are curious as to which plants will prosper at your home or business, contact Jonathan at: 603 737 0015 ext. 922

We appreciate these fine employees!





Our Spring Bark Mulch and Screened Loam "Free Delivery Offer"*

How much do you need?

Mulch and loam are sold by the cubic yard. 1 cubic yard covers approximately 100 sq. ft. (a 10' by 10' area) when spread 3" thick.

Belknap Landscape uses local organic materials, reclaimed from our Turf Care, Enhancement and Construction Division jobs and recycles it into a premium composted loam. This isn't the sandy stuff you typically buy - it is tested and produces superior results!

Need bank mulch before the summer heat destroys your plantings? We stock it and - it comes from New Hampshire - another BLC effort to reclaim otherwise wasted organic materials.

Give it a try and get it DELIVERED FOR FREE....



provides New Hampshire property owners with valuable landcare tips. They recently noted:

"A garden mulch is any material spread on the soil surface to modify the environment where the plant is growing. The materials used can be natural or synthetic and can be used in any number of combinations within a single garden or around a homestead. The proper selection and use of a mulch will result in increased growth and yields. Mulches used improperly can have the opposite effects."

The benefits of annual mulching include:

- · Reduces soil evaporative water losses
- · Increase soil temperature
- Controls or suppresses weeds
- · Reduces nutrient leaching during heavy rainfall
- Maintains soil tilth keeps soil open and loose for water and air penetration
- May add nutrients to soil (organic mulches)
- · Keeps fruit clean during heavy rainfall

Visit the UNH Coop Extension website to learn more.

Dramatic savings may be enjoyed when the delivery charges are removed from the cost of

landscape mulch or loam... Order 5 or more yards of premium Belknap bark mulch or screened loam and we will bring it to the house for free! Our free delivery area is limited to Gilford and Laconia addresses. Please call for delivery rates outside of this area.

Contact:

ADMINISTRATION and the CONSTRUCTION DIVISION

Village West 25 Country Club Road Unit 302

Gilford NH 03249

info@belknaplandscape.com

603 528 2798





Learn more at our Website - www.belknaplandscape.com

Thank you for looking over our service capabilities. We look forward to hearing from you! Sincerely,

Hayden McLaughlin

Belknap Landscape Company, Inc

