

the

Hedgelines



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Behind the Scenes at LMP

A good preventative maintenance program can distinguish between reliable, hassle-free equipment and machines that aren't ready to go when the workday is underway. LMP believes in the importance of routine and preventive maintenance service to ensure our equipment operates at peak performance. It also makes equipment safer, extends service longevity, and enhances operator confidence. Safety is a key concern in the landscaping industry. We operate a whole range of equipment daily, which comes with a responsibility—and some risk. That's why we focus intently on ingraining our safety culture into our people.

Our Mechanics

We employ full-time mechanics at our three branches to perform preventive maintenance and repairs, so our equipment runs well for as long as possible. We have a regular schedule for replacement parts and spare equipment, so downtime is limited while machines are being repaired. Each quarter, we review the condition of all pieces of our fleet so we can continue to plan for repairs and replacements proactively.

Our mechanics face several challenges in pursuit of excellence. By identifying and prioritizing the key areas to be addressed, we minimize the impact of maintenance performance and overall business results.

Our Fleet

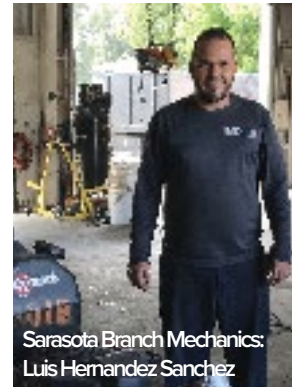
Our fleet is extensive, and it has grown over the years as our company has expanded. But it's not the fleet size that matters, but how you use it and take care of it. And you should care about a commercial landscaper's fleet of vehicles and equipment because you ultimately benefit.

We understand that the appearance of our commercial fleet of vehicles, equipment, and even people working and moving about on your property reflects your reputation. Additionally, proactively maintaining our fleet reduces operating and risks, lowering service costs overall. This also prevents any disruption in landscape care, protecting your valuable time.

Safety of our Team

We want our people to think about safety whenever they power up a piece of landscaping equipment. We are teaching safety at every opportunity: every day on the job and every week during safety meetings.

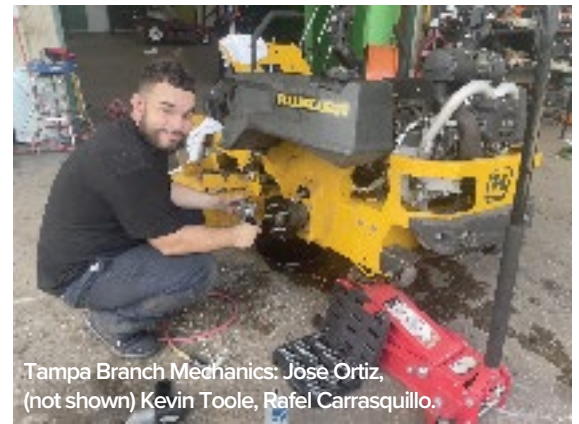
When new employees join the LMP team, they undergo an orientation process that includes learning to properly operate all of the landscaping equipment required to maintain LMP's commercial properties. They cannot use a piece of equipment until a supervisor has certified that they have been trained to use it properly. The operators have to understand how the machine behaves when everything is okay. That way, as soon as an issue arises, they can notice it and alert your maintenance team so that they don't use and damage the equipment that has a problem.



Sarasota Branch Mechanics:
Luis Hernandez Sanchez



Alexandro Padilla



Tampa Branch Mechanics: Jose Ortiz,
(not shown) Kevin Toole, Rafel Carrasquillo.



Wesley Chapel Branch Mechanics: Scott Murray,
(not shown) John Sindelar

Maintaining Equipment Performance



Routine is the key word; routine tasks like oil changes, lubrication, and tire inspections are part of our regular equipment maintenance program. We keep a maintenance log for all our equipment so they won't be overlooked at specific milestones. Our preventive maintenance is a team approach from operators to the mechanics.

LMP's routine and preventive maintenance programs cover **three primary components**. First is routine scheduling for mandatory service tasks like lubrication and oil or filter changes. This also takes in fluid analysis, one of the most critical tasks in all equipment servicing. Second, our crew leaders perform a daily inspection of their vehicle, equipment, and supplies. The third component is proactively replacing parts. Our mechanics identify parts showing wear or reaching the end of anticipated life. They're replaced before they cause problems.

Oil and Filters. Oil checks should be completed daily. The oil is changed every 50 to 100 hours, and oil every other oil change.

Air Filters. A clogged air filter can result in a rich-running engine, causing excessive carbon buildup. On the other hand, keeping air filters clean or replaced will reduce dirt indigestion and increase air circulation.

Belt Condition. We keep extra belts in the truck that could be put on in the field. As inexpensive as they are, belts can result in costly downtime and an unnecessary trip to the service facility.

Tire Pressure. Keeping tire pressures at correct levels will increase performance and efficiency while minimizing tire wear and flats. There's a side benefit regarding mowers: Properly inflated tires will improve cut quality. Tire pressure is vital for checking deck level. A low tire on one side directly affects the cutting level and quality.

Blades. Dull blades can hurt your lawn in more ways than one. It can first make your lawn look dull and uneven. This is especially visible in hot weather when the tip of each grass blade gets dried out and brown.

Failing to sharpen your mower blade can also leave your grass vulnerable to disease. A sharp blade gives a clean cut that seals off each blade of grass quickly. A dull blade can lower your lawn's immune system. Exposed torn grass can make your grass susceptible to insects, diseases, and chemical burns.

Lubrication. High-revolution parts such as blade spindles and wheel bearings are critical to grease daily. The type of grease used is also critical. We use a better grade of high temperature grease, which won't dissipate as quickly as multi-purpose grease. Our handheld equipment, such as string trimmers and hedge trimmers, also uses special greases.

Cleaning our mowers. Our mowers are cleaned after each job by removing clippings and other landscaping debris from the mower deck and deflection chute.

The care of our Zero-turn mowers is a good example. ZTRs are among the essential tools professional landscapers have in their toolbox. Our crews inspect the mower deck for excess debris to clean at the end of each day. Once a week, our mechanics inspect drive belts and remove and check the blade, looking for any signs of damage or excessive wear. A clean mower deck, good-condition belts, and sharp blades contribute to good airflow and the quality of the cut your lawns receive.

At LMP, we are focused on amplifying your reputation and limiting your headaches. A commercial landscape company that cares about the maintenance of its equipment and vehicles will also care about the meticulous details involved in properly maintaining your property. We value our customers and recognize integrity in relationships.



Property Spotlight: GRADY SQUARE

Grady Square, by Richmond Signature Properties, is a 300-unit residential apartment community offering luxury living in Tampa's Westshore Business District! The Grady Square Tampa apartments' design creates a community where residents can work, entertain and relax. Residents enjoy the finest amenities within the community, including a two-story clubhouse, a large resort-style pool and spa, a 24-hour fitness center with a yoga and spin studio, a meditation room, shaded picnic areas with outdoor grills, and more. A pet owner's paradise, Grady Square is also into pampering pets with a fenced pet walk and private pet spa.

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LMP has done a wonderful job with service for our community. The team has always been professional and attentive to the many challenges that arise at this site. We appreciate the attention and the personalization I feel we receive at our site and thankful to work with such a great team!

Najma DiPierro
Grady Square Property Manager

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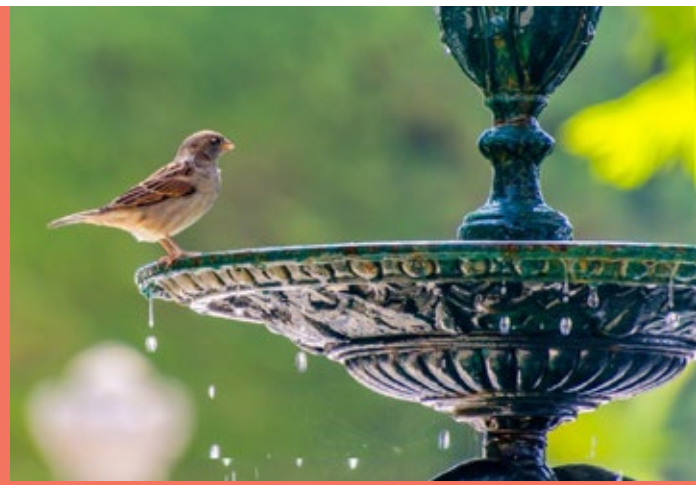
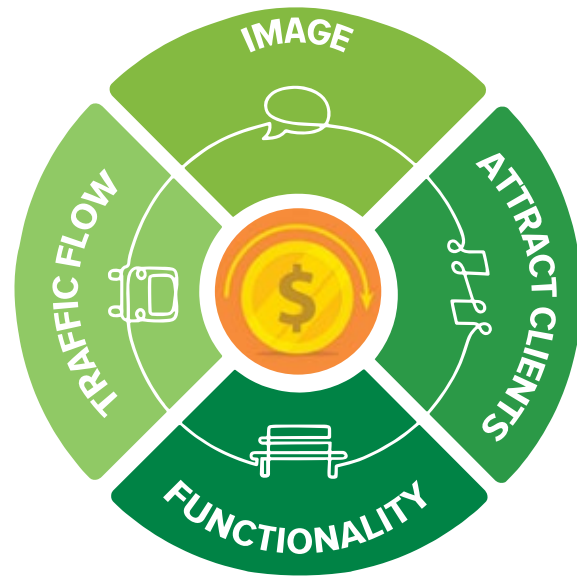


Maximizing ROI: Focus on the Landscape

Horticulture is as much art as it is science. Commercial landscaping is a natural extension of horticulture that incorporates a landscape's planning, design, installation, and long-term maintenance into a finished product that reflects a business's personality and values and makes both economic and aesthetic sense.

Good commercial landscape design is part form and part function. The design should enhance the overall look and image of your building, but the design elements should also serve a functional purpose. Most important the choice of plants determines how much maintenance a landscape requires and also how long it lasts. Now, take a moment and think about how you want people to interact with your property and what you want them to think about your business.

The effect of landscape on commercial real estate value stretches beyond a property's economic value. Landscape design can also improve the perceived social value of your business property, as well as the environmental value, not to mention intangible benefits.



Don't minimize landscape maintenance.

Understanding the level of maintenance required with your chosen design is paramount. Your annual maintenance budget should reflect a percentage of your total landscape investment.

Functionality.

A spectacular commercial landscape will accentuate the architecture, make building access straightforward, reveal clear walkways, frame a well-defined front entrance, and buffer designated parking areas. Consider how your landscape will look at maturity regarding the placement and scale of trees and shrubs.

Help people engage with your business.

Your landscape design can either encourage people to stay, or it can keep them moving along.

Direct the flow of traffic.

Most businesses want to direct people to entrances, and that can be done by highlighting the entrance points. Groups of plants are visually pleasing, and also provides environmental benefits.

Attract clients.

If your landscaping makes a bold statement or feels inviting, you can attract people to your business. The opposite is true, too; if there is little to no shade, no pizzazz, or things aren't well maintained, you can turn customers away.

Accentuate the architecture.

Accentuate your building with the right landscaping color and texture choices that bring harmony to it all.

Conserve water and energy.

Effective Design. It is essential to plant "the right plant in the right place" and to group plants with similar needs together.

Plant practical lawns. Lawns need moderate to full sun and well-drained fertile soil, and they take more work to maintain so only plant lawn where you need it for play or view.

Soil Improvement. In some planting areas, adding soil amendments can help improve soil structure and increase the water holding capacity of the soil.

Trees. Planting the right tree in the right place is the key to saving energy with trees. Trees should also be planted to shade paved areas. Tree leaves reduce heat and reflection as they absorb light energy and use it to evaporate water. Trees planted to the southeast, south, or southwest will only shade a building in the summer if they extend out over the roof.

Water Usage. Incorporate drought tolerant plants that will have the most success with minimal maintenance once established.

Florida-Friendly Ornamental Grasses

Ornamental grasses can provide variety and versatility to any landscape. Ornamental grasses are either clump-forming or creeping. They grow in compact tufts, with their bases gradually increasing in size. Ornamental grasses can be annual or perennial and come in a wide range of sizes, colors, and textures, and many have attractive flowers. Here are some of our top non-invasive options.



Red Fountain Grass

Red Fountain grass is a showy, clump-forming perennial grass with burgundy red leaves and feathery plumes of rosy purple blooms. The blooming of its foxtail-like flowers generally occurs from late summer through the fall. The small flowers of fountain grass are white, tan, pink, or purple. This thin-leaved grass is consistently pretty year-round. It grows to 4 or 5 feet tall, preferring full to part sun.



Dwarf Fakahatchee Grass

Dwarf Fakahatchee grass is a perennial, evergreen clumping grass with thin, slender blades. When mature, it can reach two to three feet tall and up to two to three wide. Also known as "Florida Gama Grass," this mounded grass looks like a beefed-up version of green liriopoe. This native grass doesn't mind having wet feet and is often used to edge water features or ponds. The leaves are a bit sharp, but the lovely white, pink, and rust-colored blooms make up for it.



Pink Muhly Grass

This ornamental grass produces clumps that can reach three to five feet tall and up to three feet wide when mature. Its glossy, wiry, thread-like, dark green leaves have a wispiest look than most ornamental grasses. Masses of billowy inflorescence of massed, pinkish-red flowers rise above the foliage in a beautiful fall bloom lasting for six to eight weeks. The flowers produce tan seed plumes less than half an inch long and remain attractive in the winter.



White Fountain Grass

With slender green foliage and delicate white flowers, this beautiful grass has cascading leaves, which create a fountain-like appearance. These leaves are narrow and curved, and the foot-long inflorescence of fountain grass blooms on and off all year. This plant grows between three and six tall and spreads up to four feet. It grows quickly, thriving in full sun.

Summer's Last Supermoon

August's full Sturgeon Moon reaches its peak on Thursday, August 11th, reaching peak illumination at 9:36 PM. The Sturgeon Moon rounds out this year's four supermoons, which started in May! Supermoons are commonly defined as full Moons that occur while the Moon is at its nearest point to Earth. (Because its orbit is not a perfect circle, the Moon's distance from Earth changes throughout the month.) Supermoons are every-so-slightly closer to Earth than the average full Moon, which technically makes them larger and brighter from our perspective.



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Now might be a good time to do a little planning.

Ultimately, we can do little to nothing to control inflation, supply chain issues, and labor shortages plaguing the economy. Good management and attention to detail can help defray some costs. No matter the circumstances, vigilance and planning are your best tools.



**Relationships are the roots of our business,
and we are here to help with the planning of your 2023 budget.**

Budgeting without a Plan

Every property can benefit from a master plan. A master landscaping plan recommends upgrades and improvements to be completed in the short and long term. Master plans not only include drainage, erosion control, and care for maturing trees and plants, but they can also outline overall themes and aesthetics of the property. Improvements are prioritized, and costs are summarized, making it easy to budget for annual improvements outside your regular maintenance contract.

LMP often creates plans for our clients that are implemented in phases over several years. Our team can help you strategize the best approach for implementing your landscape. If you are struggling with where to begin, give LMP a call.

Not Utilizing Expert Vendors

We are here to help you understand risks and costs associated with your property. Not only can your account manager walk your property, helping to create a master plan for improvements, but we can also provide meaningful insight into how labor and supplies will impact your property.

Landscape can be costly, and unplanned items can quickly throw a budget out of alignment. Not only can proper budgeting and assessing your landscape keep long-term costs down, but it can also ensure your budget remains balanced.



Quality Above All Else

Choosing the right landscaping company during inflation can be difficult. When faced with a challenging economic situation, many responses will be vague and unclear, with some companies making price changes, some unable to provide certain services, and supplies being short. Quality of service is the constant indicator you should use when choosing your landscaping company. With the quality assurance practices we use at LMP, you can be sure that your landscape will look the way you like. No matter the inflation situation, LMP will always be here to breathe life into your landscape, keeping you in the game.



How We're Mitigating Inflation

It's no secret the economy is experiencing supply chain woes and skyrocketing prices. It's no different in our line of business. Trucks and equipment are hard to come by and more expensive than they used to be. Some types of plant material are difficult to find. Fertilizer prices have gone up, and availability has gone down.

With this in mind, we're taking a few steps to partner with our clients to mitigate these rising costs.

First, we're working with clients to analyze their scopes of work to see if there's room for flexibility. In some cases, the scope of work has not been updated in many years. Rather than bidding the same thing year after year, we'll sit down with you to review your goals and see if there's an opportunity to re-engineer your program and save costs in the meantime.

We're also encouraging clients to consider multi-year contracts for a true partnership. You receive consistent pricing at a service level you expect while we become more efficient in maintaining your property over the long term.