



Fall 2014

THE DIRT

K&H CLIENT NEWS

a quarterly seasonal update

K&H LANDSCAPE AND GROUNDS MAINTENANCE

Our Client Services Pledge

K&H's Ongoing Commitment to You, Our Client

We strive to deliver a unique caliber of service – Great workmanship, performance, and customer service.

We are competitively priced and give 110% every day.

We take responsibility – if we make a mistake, we fix it.

September 2014

Dear K&H Client,

The year continues to fly by – School is back in session, autumn is right around the corner and Trick-or-Treat will be here before we know it!

And yes, we continue to keep busy as well:

- K&H Crews are already providing fall services – See page 4 for your **Fall Check List**. Don't hesitate to contact our Client Services Team if we can be of any service (contact info is below).
- According to the Farmers' Almanac, **Fall Foliage** here in Northern Virginia is expected to arrive between October 12-28th.
- Kudos to K&H's **Paula Flowers** who recently completed her degree in Landscape Design.
- We continue to reinvest in our fleet and equipment – check out our newest addition on page 2.

As always, thank you for the opportunity to serve you. While you are in good hands with K&H's Client Services Team, please don't hesitate to call me directly with any question, problem, or concern you may have.

Meanwhile, here's to an enjoyable fall season.

Kris,

Kristofer D. Hjort,
President & CEO
703-470-0055
khjort@khlandscaping.com



First Day of Fall
Tuesday,
Sept 23rd

Client Services Hours

Monday-Friday, 8:30AM – 4:30PM

All voice mails and e-mails received after hours will be responded to NLT the following business morning.

703-849-1272

703-849-0728

customerservice@khlandscaping.com

K&H LANDSCAPE AND GROUNDS MAINTENANCE

Mailing Address

20098 Ashbrook Place
Suite 185
Ashburn, Virginia 20147

Houseplants: The Gift That Keeps Giving

Houseplants bring nature indoors – a touch of green that softens hard lines and strong light. When you embellish your interior spaces with houseplants, you're not just adding greenery - these living organisms enhance the quality of life for you and your family.



FIVE Benefits of HOUSEPLANTS:

1 Breathing Easier

Adding plants to interior spaces can increase oxygen levels.

2 Releasing Water

Plants release approximately 97 percent of the water they take in thereby increasing humidity of the air around them. Studies also show that using plants in interior spaces decreases the incidence of dry skin, colds, sore throats and dry coughs.

3 Purifying Air

Plants remove toxins from air – up to 87 percent of volatile organic compounds every 24 hours, according to NASA research.

4 Improving Health

In hospital rooms, plants speed recovery rates of surgical patients, according to researchers at Kansas State University. Compared to patients in rooms without plants, patients in rooms with plants request less pain medication, have lower heart rates and blood pressure, experience less fatigue and anxiety, and are released from the hospital sooner.

At the workplace, plants play an instrumental role in decreasing fatigue, colds, headaches, coughs, sore throats and flu-like symptoms.

5 Sharpening Focus

Research studies found that students demonstrate 70% greater attentiveness – and overall attendance - when they are taught in rooms containing plants.

Source: www.bayeradvanced.com



@ Your Service

Contact Danielle Pearson, Lead Client Services Representative, at **703-849-1272** or customerservice@khlandscaping.com with any special requests, questions, or changes to your account.

All voice mails and e-mails received after hours will be responded to no later than the following business morning.

Client Advocate

Please consider Danielle your K&H advocate on behalf of managing your account, facilitating special requests, and/or coordinating with K&H Managers and Crews. She will either handle your inquiry or coordinate with the appropriate K&H Manager on your behalf. She's just a phone call or click of a mouse away. [Monday-Friday, 8:30AM-4:30PM].

Special Requests? Need to Reschedule?

We are happy to accommodate you in any way we can. We just ask that you give us at least 48 hours of notice to cancel, reschedule, or to make a special request. Contact K&H's Client Services Department directly.

On-Site Picture Taking

You may periodically see K&H Crews taking pictures while on-site; please don't be alarmed. It is a feature of our integrated software system and photographs are taken for a variety of reasons: tracking the progress of a project ("before & after"), documenting damage at a property, educating you, the client of a pending issue, data collecting for a requested proposal or estimate, coordinating with other service companies, etc. The pictures are automatically "tied" to your customer account profile for historical purposes and are available to you at any time.

K&H's Referral Program

It's actually our **Thank You** program. K&H is very proud of its 80%+ client retention rate and we recognize – and appreciate – that we wouldn't be so successful without you. It's our pleasure to thank you for any referrals you send our way (Up to a \$500 Visa check card upon contract signing). Thank you in advance for keeping us in mind.



Spotlight: Out with the Old; In with the New



The home was purchased many years ago with standard 3-foot wide concrete sidewalk and basic contractor grade landscaping. Owners are finally ready for a change – an updated walkway that would complement their brick facade and perennial gardens – featuring azaleas and lots of color!



The design features a nice wide, meandering walkway (7' feet wide at both ends) with Nicolock Adobe tumbled pavers that offer a soft look against the traditional red brick. The lamp post has been relocated to allow for the new curvy approach to the front entryway.



Both color and low maintenance were priorities for the new landscape. Outdated and overgrown plants were removed, azaleas were pruned and repurposed, and 15 different types of plants (mostly perennials) are now featured throughout the front of the home.

Fall Check List For Your Lawn, Garden & Home

The fall is a great time to tackle a few things around your home and yard.



Here's a short check list:



Feed Your Lawn

Fall is the perfect time of year to fertilize, fight weeds, aerate and seed your lawn. Break this effort into two smaller tasks: (1) Fertilize and, as necessary, spot spray for broadleaf and grassy weeds; (2) Aerate and seed.



Spruce Up Your Flower Beds

Fall is the perfect time to remove dying annuals from this past spring/summer, cut back perennials, remove debris, prep the soil (till, add soil conditioner and pre-emergent, as necessary), plant fall annuals (pansies, ornamental cabbage, etc.), freshen up your mulch. Plant spring bulbs in late fall so you can enjoy them next spring but avoid planting tulips – the deer enjoy them too much. Aim to have everything planted before December 1st.



Leaves, Leaves, and More Leaves

Peak fall foliage is expected to arrive October 12th – 28th here in Northern Virginia. So whether you want to do a little at a time or rake/remove them all at once, you need to finalize your plan of attack. Your lawn will look better without them and your grass will be happier too.



Clean Gutters Before Snow's Arrival

Don't start this project until AFTER all your leaves come down. You will want to have your gutters free of leaves before winter's arrival to avoid any clogging, overflowing, or drainage issues. Keep your outdoor water on and a long garden hose available.



Shut Off Outside Water

Hoses, Faucets & Irrigation Systems – Check and repair leaking spigots; drain, wrap-up and store your hose(s) (reminder – keep them out – and your water on – for gutter cleaning), and shut off outdoor water spigots for the winter.

Properly shut down your irrigation system to include servicing sprinkler heads; remove all excess water from pipes to avoid freezing, cracking or rupturing. Remember to turn off main water valve to system.

**K&H offers all of these services;
Contact Client Services today for an estimate
or to schedule services 703-849-1272.**