



planting ideas™

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Managing Your Shrinking Budget

By Roscoe Klausung

Times are tough. Most business owners and managers are asking their staff and their vendors do more with less. Major expenditures continue to be postponed as we wait for stronger signals that the economy is rebounding. While most economists agree we are officially out of the recession, they predict a slow recovery and say that America won't be returning to "business as usual" any time soon. The idea of doing more with less is here to stay.

Maintenance budgets and recurring expenses are low hanging fruit when it comes to reducing expenses. For those of you who have been forced to reduce expenses consider the following as you work to cut costs:

Partner with Your Vendor – No one understands the services and products you buy more than the vendor you buy them from. If you need to reduce expenses, ask your vendor to define what is primary and secondary about the services and goods they provide you. They can help you make informed decisions that reduce the chances that you'll regret your actions later. Everyone is hurting for more business right now and most vendors are more

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Spring is the time to...

- Cutback ornamental grasses & Liriope
- Edge planting beds ■ Mulch
- Apply weed pre-emergent to beds
- Apply Crabgrass pre-emergent to lawns
- Plant summer annuals
- Install pots, baskets & planters



Perennial border

The Perennial Question

By Whitney Baker

Here at Klausing Group we have spent years refining our plant palette, a short list of reliable, tough, long-lived trees, shrubs and perennials that look great, don't invade the native landscape, and have long periods of interest. Commercial property is no place for complicated, overly delicate gardening. Commercial property, as landscaping goes, is a rough neighborhood. However, a site planted with perennials can be one of the most beautiful features in the commercial landscape.

We have chosen plants that reach maturity at a reasonable size and, with light maintenance, remain viable and attractive for many, many years. An example, featured in the picture, is the combination of disease resistant tall garden phlox 'David', hardy blue salvia 'May Night', reliable, upright and well-behaved feather reed grass 'Karl Foerster', and easy care upright sedum 'Autumn Joy.' This is only four perennials, combined with the hardy boxwood

'Green Velvet.' The combination is carefully designed to flower sequentially throughout the year, with many weeks of overlap. Minimal grooming allows each plant to 'step forward' for its time of flower, and then to visually recede when not in full flower. Because we insist on strong plants with good structure, at no time does the garden look messy or unkempt.

Perennials are never as loud and colorful as annuals. Perennials are more subtle, much more enduring, and often, over the long run, more affordable. The pictured planting's life span, allowing for the occasional replacement or division, is 15 – 20 years. The cost for this installation, planted in 2008, was \$3,900, with \$390 annual maintenance fee. Had this space been planted with summer and winter annuals, the cost would have been \$3200 yearly.

Consider where you might enhance your landscape with perennials; it can be a smart and beautiful decision.

Let our passion be your resource



Pest Alert

By Dan Stever

The blooming of spring is accompanied by the emergence of pollinators and pests. At Klausing Group we protect the pollinators by targeting pests with specific chemicals applied when the pests are most vulnerable. Preventative applications can be applied before the pests are even active, but can only be used on certain pests. Your Account Manager monitors your site and the accumulation of degree days, which is a modeling

system allowing us to determine pest life stages and the best time to treat for the pest.

The following is a list of common spring pests and later season pests that can be controlled preventatively with a spring application*: Birch Leaf Miner*, Boxwood Psyllid*, Japanese Beetles*, Lace Bugs*, Red and Spruce Spider Mites, and Euonymus Scale.

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willing than ever to work with their customers.

Understand the Consequences – Cutting maintenance services is one of the easiest ways to reduce expenses. But sometimes your decisions can have long term affects that outweigh the short term gain. If a professional maintains your landscape and you've been receiving routine, maintenance services, you have several short term options that won't affect you negatively in subsequent years. Your lawn will be fine without fertilization for a year. Your trees, provided they aren't impeding a walkway or drive, can wait a year to be pruned. Bed spade edging can really make a property look great, but it's not a necessity. Your vendor can help you determine where to cut costs now, so you don't pay for it later.

Get More Control – If your landscape maintenance contract is budget billed and includes all the services you purchase in a single year, you may want to renegotiate with your vendor. Request a base maintenance

contract that includes only the necessities and allows you the flexibility to purchase enhancements out of contract. Flower planting, turf core aeration, and bed spade edging are just a few big ticket services that can be designated as optional. This strategy gives you the control to reduce service levels and cut expenses mid season if you find that your initial budget savings aren't going to be adequate.

Choose Better Payment Options – Sometimes budget cuts can be avoided by negotiating better payment options. Your vendor should provide you with several bill pay alternatives. "Contract Billing" also known as "per occurrence billing," can be generated at the time services are rendered. Budget Billed Contracts are based on an agreed upon monthly billing schedule. Remember, budget billed contracts don't have to be billed evenly each month. If you prefer to pay more in periods of positive cash flow and less in periods of lower cash flow, your vendor should allow you to do so.

We believe...

Klausing Group is committed to giving back. That's why we donate five percent of our profit to make our community greener. Since 2001 Klausing Group has donated tens of thousands of dollars worth of landscape services to keep Lexington green, trim and blooming. We believe by sharing our good fortune with others, we all profit.



Picea omorika,
Serbian Spruce



Thoroughbred Plant

By Dan Stever

Versatility and durability are two qualities that make the Serbian Spruce a great landscape plant. The Serbian Spruce is a tall growing evergreen tree with a narrow spread which makes it ideal for planting in tight places. For many spruce trees in our Lexington area the winters aren't cold enough and the summers are too humid and wet causing many of them to decline

and become more susceptible to pests and diseases. The Serbian Spruce thrives in our clay soils and is well adapted to the climate which means it will look better in your landscape and cost less money in maintenance (or replacement). Michael Dirr, a well known plant expert for many years, describes the Siberian Spruce as being graceful and refined, making it the most handsome of the spruces.