

WHERE / HOW/ AND WHY TO ‘PLUG US IN’

I. Design / Specifications

- This is actually the best stage to get us involved in. By proper plant selection (which I’ve seen even the most respected Landscape Architecture firms get wrong), removing superfluous / outdated details, closing loopholes, adjusting plant sizes, etc. it is possible to not only A) save big money up front but to B) get a landscape that will actually grow and thrive into the future. How many times have you seen projects that have been installed / in the ground for years but the plants are either sick, dead or dying? This is typically traced back to improper design / specifications.

II. Bidding Process

- My first step is to go through the details of the specifications to ensure that everything is clear and concise; remove problems causing ambiguity; and to put out a bid package that will provide a true ‘apples – to – apples’ comparison of prices.
- Choosing which contractors to bid:
 - My thirty years of experience in this area have provided me with great insight on which contractors are best suited to which projects (large vs. small; ‘detail’ vs. ‘basic’, etc.).
 - After the bids come in, I carefully go through them all to (again) make sure that everybody is still on the ‘same page’.

III. Installation Oversight

- Even the best of contractors have been known to ‘cut corners’ sometimes. Perhaps their best foreman is on another project. Maybe the shipment of plants from the nursery is substandard but nobody notices. Unless you have someone on your side to inspect the project, how would you know if the right kind of trees or shrubs are being planted (or of what quality)?
- Having me help to oversee your landscape installation projects is a way to ensure that you truly get your money’s worth out of the contract; that the contractor does all the necessary soil prep, brings out the right plants (and of the right size, quality, and quantity), etc.
- Once the contractors know that we will be overseeing the project; you’ll already be that much closer to getting your full value out of the contract.

IV. Maintenance Oversight

- Even the best of contractors ‘cut corners’ sometimes. Maybe they took on more business than they can properly monitor. Maybe their best foremen are on other jobs. But why should that be your problem?
- Having me oversee your landscape maintenance contracts goes a long way to ensure that you are really getting your money’s worth and that the contractors are doing their part to provide you with the ‘curb appeal’ that you’re paying them for.
- Once the contractors realize that you will be having your own expert checking on their work: experience tells me that their level of service increases very quickly.