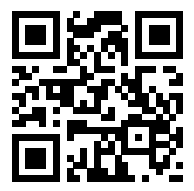


AUGUST 2020

Offshoot

The Official Publication of the California Landscape Contractors Association San Diego Chapter



www.clcasandiego.org

Offshoot
P.O. Box 242
Beaumont, CA 92223

Cover Photo: Rancho Bernardo Calle Pulido
by 2019 award-winning contractor
Greenway Irrigation Lawn & Landscape.

Thank You to Our 2020 Sponsors!

Platinum Sponsors



Gold Sponsors



Diamond Sponsors



Contractor Sponsors



Ruby Sponsors



President's Message

Willie Valdez



Running a landscape-related business can sometimes seem, well, like a crazy, passionate, sick, madness! If that has you laughing inside or out, I think it's because you can relate. While the pandemic and its difficulties are no laughing matter, this year's dramatic and rapid changes have intensified that madness like nothing I've ever seen or felt before. It's just a crazy world out there, with landscaping sometimes even more so.

Needless to say, our resilience is being tested in every aspect of our business and personal lives. The old adage "tough times don't last, tough people do" most likely never rang truer than it did at the start and halfway points of 2020. I sure hope to find out that not only are we tough enough to last, but that we also can all find a way to keep the crazy madness going for the remainder of the year and then some. If you're laughing as you read this, keep it up, that means you're relating.

The 2020 Beautification Awards event is no laughing matter, however, and it will be going forward. We have made some modifications for obvious reasons and we will be doing our very best to make sure all involved get

their hard-earned rewards. By the end of the contest I hope it reveals all of our stakeholders' best characteristics. We've got a lot to learn and to work out, but we are really tough.

Entry forms will be available on our website (www.clcasandiego.org) by Friday, August 14. An email notice will be delivered to members when they're available for download. I hope you'll consider participating!

Beautification Award notes:

- First, an advance THANK YOU to all staff and volunteers.
- Please read and follow the modifications as best you can.
- YOU MUST ENTER TO WIN!

As the pandemic rages on, we are all called to make sacrifices and pitch in where we can... even when we don't agree.

I'm very grateful for this crazy landscape industry... Best always! ~Willie

QUALITY *never grew so good!*



Supplying landscapers for over 40 years.
We deliver.

www.briggstree.com | (760) 727-2727 | 



BRIGGS NURSERY
& TREE CO.



**CLCA
MEMBERS
CAN SAVE
UP TO 20%***

**0% APR¹
FINANCING**
UP TO 48 MONTHS
ASK FOR DETAILS

HUSQVARNA CLCA SUPPORTING DEALERS

SAN DIEGO
Pro Power
1011 Buenos Ave. # A
(619) 276-2011

ESCONDIDO
A-OK Power Equipment
1671 S. Escondido Blvd.
(760) 745-1728

SAN MARCOS
Lawnmower Plus
289 S. Pacific St.
(760) 744-6761

FALLBROOK
Nutrien Ag Solutions
1043 E. Mission Rd.
(760) 728-1400

**NOW'S THE PERFECT TIME
TO UPDATE YOUR FLEET!**

Husqvarna Territory Manager, Dennis Huggins • (714) 287-0127 • dennis.huggins@husqvarnagroup.com



Coming Events

Mark your calendar!

August 14

San Diego Chapter Beautification Awards Entry Forms Available Online for Download.

This year's contest will be judged by photo submission.

September 8

San Diego Chapter General Meeting. All welcome.
8:45 a.m. breakfast/networking, 9:15 a.m. meeting.
Mimi's Cafe, 10788 Westview Pkwy, San Diego.

October 13

San Diego Chapter General Meeting. All welcome.
8:45 a.m. breakfast/networking, 9:15 a.m. meeting.
Mimi's Cafe, 10788 Westview Pkwy, San Diego.

October 23

San Diego Chapter Golf Tournament.
Rancho Bernardo Inn: 17550 Bernardo Oaks Dr., San Diego.

November 10

San Diego Chapter General Meeting. All welcome.
8:45 a.m. breakfast/networking, 9:15 a.m. meeting.
Mimi's Cafe, 10788 Westview Pkwy, San Diego.

FIND A DESIGNER NEAR YOU!



Association of Professional Landscape Designers
APLD San Diego District

Go to **www.apldca.org** and type in your zip code.

APLD—Where Residential Landscape Design Begins

Join the 2021 Chapter Board of Directors!

The San Diego Chapter is considering potential Chapter Officers for the 2021 CLCA year. If you're interested in joining the board and making a difference, please reach out to Chapter President Willie Valdez at (760) 500-9863.

2020 San Diego Chapter Board of Directors

President

Willie Valdez, Free Flow Products
(760) 500-9863 • willie@freeflowproducts.com

Immediate Past President

Rick Mandel, Ewing Irrigation
(619) 402-8432 • rmandel@ewingirrigation.com

Secretary/Treasurer

Bronwyn Miller, Eyescapes
(949) 466-1222 • bronwyn@eyescales.net

Associate Member Officer

Melissa Tetzlaff, LCIS, Inc.
(858) 353-4991 • mtetzlaff@lcisinc.com

Vice President Membership

Albert Canedo, MSE Landscape Professionals
(760) 743-4127 • albert@mslandscape.com

Vice President Legislation

Ian Campbell, Davey Tree
(619) 572-2674 • ian.campbell@davey.com

Education Chair

Mike Madewell, Hunter Industries
(760) 583-4479 • michael.madewell@hunterindustries.com

Resource Management Chair

Pam Kinne, CLCA Insurance Solutions
(562) 208-3427 • Pam.Kinne@arm-i.com

Public Relations

Amy Conrad, Conrad Public Relations
(619) 733-6538 • amy@conradpr.com

www.clcasandiego.org
(866) 699-2512

UC Riverside Discovers First Effective Treatment for Citrus-Destroying Disease

New license agreement commercializes innovative, safe technology

UC Riverside scientists have found the first substance capable of controlling Citrus Greening Disease, which has devastated citrus farms in Florida and also threatens California.

The new treatment effectively kills the bacterium, transmitted by the Asian citrus psyllid, with a naturally occurring molecule found in wild citrus relatives. This molecule, an antimicrobial peptide, offers numerous advantages over the antibiotics currently used to treat the disease.

UCR geneticist Hailing Jin, who discovered the cure after a five-year search, explained that unlike antibiotic sprays, the peptide is stable even when used outdoors in high heat, easy to manufacture, and safe for humans.

“This peptide is found in the fruit of



Oranges afflicted with Citrus Greening Disease. (Photo: UCR)

greening-tolerant Australian finger limes, which has been consumed for hundreds of years,” Jin said. “It is much safer to use this natural plant product on agricultural crops than other synthetic chemicals.”

Currently, some growers in Florida are spraying antibiotics and pesticides in an attempt to save trees from the CLAs bacterium that causes citrus greening, also known as Huanglongbing or HLB.

“Most antibiotics are temperature sensitive, so their effects are largely reduced when applied in the hot weather,” Jin said. “By contrast, this peptide is stable even when used in 130-degree heat.”

Jin found the peptide by examining plants such as the Australian finger lime known to possess natural tolerance for the bacteria that causes Citrus Greening Disease, and she isolated the genes that contribute to this innate immunity. One of these genes produces the peptide, which she then tested over the course of two years. Improvement was soon visible.

“You can see the bacteria drastically reduced, and the leaves appear healthy again only a few months after treatment,” Jin said.

Continued on next page...

CUSTOM CONCRETE LANDSCAPE BORDERS

Can be installed in new or existing landscapes!

A wide variety of color and molds available!

Clean and efficient installation process, generally completed in one day!

Curb Appeal
by Burgio Landscape Services
(619) 277-1399 CA Lic. #1036455

UC Riverside Discovers First Effective Treatment for Citrus-Destroying Disease

...Continued from previous page

Because the peptide only needs to be reapplied a few times per year, it is highly cost effective for growers. This peptide can also be developed into a vaccine-like solution to protect young healthy plants from infection, as it is able to induce the plant's innate immunity to the bacteria.

Jin's peptide can be applied by injection or foliage spray, and it moves systemically through plants and remains stable, which makes the effect of the treatment stronger. The treatment will be further enhanced with proprietary injection technology made by Invaio Sciences. UC Riverside has entered into an exclusive, worldwide license agreement with Invaio, ensuring this new treatment goes exactly where it's needed in plants.

The need for an HLB cure is a global problem, but hits especially close to home as California produces 80 percent of all the fresh citrus in the United States, said Brian Suh, director of technology commercialization in UCR's Office of Technology Partnerships, which helps bring university technology to market for the benefit of society through licenses, partnerships, and start-up companies.

"This license to Invaio opens up the opportunity for a product to get to market faster," Suh said. "Cutting edge research from UCR, like the peptide identified by Dr. Jin, has a tremendous amount of commercial potential and can transform the trajectory of real-world problems with these innovative solutions."

This article, authored by Jules Bernstein, was originally published on the UC Riverside news page located at <https://news.ucr.edu/>



The Asian citrus psyllid, pictured here, spreads the bacterium that causes Citrus Greening Disease. (Photo: Mike Lewis, UCR)

~KURAPIA~

NEW

DROUGHT TOLERANT GROUND COVER SOD

- A turfgrass alternative changing the industry
- No need to sacrifice lawns to save water on landscape
- Grows low to the ground rarely exceeding 1"
- Dark green year round, and if left un-mowed produces small white flowers May-November

WEST COAST TURF

westcoastturf.com
888/893-8873

Ask us about other water saving turfgrasses, too!

CDI # 0B64616

Text for a Quote!
562.682.0606
JOSE LARIS

Endorsed broker of the HAA

LANDSCAPERS ADVANTAGE
COMMERCIAL INSURANCE PROGRAM

TOR
INSURANCE SERVICES

Delivering Unsurpassed Quality, Selection and Service

TREE TOWN USA®

village nurseries | **Hines Growers**

Julianna Martinez, Territory Manager - Greater San Diego
jmartinez@villagenurseries.com • (714) 715-0046
www.villagenurseries.com

Business Books to Add to Your Reading List

Summer reading lists aren't just for those in school. Taking the time to read books on business, and even books on other topics can help with both your personal and professional growth. Check out these summer reading recommendations from other landscape pros.

For Mason Shaffer, senior garden designer with Blanchford Landscape Group, Audible.com has been a game-changer. He says he's always listening to books while driving to jobsites.

Some of his top picks include *The Magic of Thinking Big* by David J. Schwartz, *Mindset: The New Psychology of Success* by Carol S. Dweck, *Start with Why* by Simon Sinek and *Extreme Ownership* by Jocko Willink and Leif Babin.

Here are some other titles landscape professionals have enjoyed reading.

How to Stop Worrying and Start Living

"My favorite book is *How to Stop Worrying and Start Living* by Dale Carnegie. It's not necessarily even all business-related but is very apropos for business owners. It's hard to find balance in life. For me, a takeaway was to

be more in touch with myself and to get to the root of what's bothering me when something is wrong. And then you really do need to stop worrying about the things you can't change. That may be cliché but it's so true. Honestly, what's the worst thing that could happen? You usually learn that what you spend time worrying about is 10 times worse than what actually happens. And even when the 'worst' does happen, it's usually not as bad as we imagine it." – *Scott Fullerton, Fullerton Grounds Maintenance*

"Taking the time to read books on business, and even books on other topics can help with both your personal and professional growth."

Option B

"*Option B* by Sheryl Sandberg and Adam Grant. This book is my life. Having a life-altering event pushed me in a totally unforeseen direction." – *H. Jaclyn Ishimaru-Gachina, Gachina Landscape Management*

Necessary Endings

"It's probably *Necessary Endings* by Dr. Henry Cloud. I really enjoy that book and think there are many lessons to be taken from it." – *Brigitte Orrick, The Davey Tree Expert Co.*

This article was excerpted from the original, authored by Jill Odom, published on the National Association of Landscape Professionals (NALP) blog at <https://blog.landscapeprofessionals.org/>

Smart Irrigation just got smarter.

Get connected with Smart Controllers and accessories at Horizon.



RAIN BIRD
LNK™ WiFi Module



TORO
SMART LOGIC
A SMARTSCAPE.COM DEVICE



Hunter **Hydrowise™**
proven WATER SAVER

Now your Smart Irrigation system can save more than water!
Reduce labor with fewer callbacks, control irrigation systems from anywhere in the world, and give your clients only the control you want them to have. Home automation is advancing, why shouldn't irrigation?
Learn more at your local Horizon, or visit our blog at www.HorizonOnline.com/blog.

n | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equipm

Visit us online or stop in to your local Southern California Horizon store.



San Diego ★ 858.278.5151
7366 Engineer Rd.

Santa Ana 714.279.8060
2710 S Main St, Unit B

Vista ◆ 760.291.1916
975 Poinsettia Ave.

★ = Service Center on site
◆ = Outdoor Living Showroom



Horizon

HorizonOnline.com
shop online at 247.HorizonOnline.com

LandscapeProPac is a National Green Industry Specialty Program designed exclusively for the Green Industry by Landscape Contractors Insurance Services.

Coverages Included in Package

- General Liability • Business Auto
- Inland Marine-Contractors Equipment • Property • Crime

Residential and Commercial Coverages

- Landscape Maintenance
- Landscape Construction
- Synthetic Turf Installers
- Irrigation System Installation & Repair
- Arborists/Tree Trimming
- Hydro Seeding
- Nurseries and Nursery product sales
- Greenhouses
- Pond Installation & Repair
- Weed Control
- Landscape concrete curbing/paving
- Habitat Restoration Services
- Excavation with limited ornamental planting/tree and fencing work
- Landscapers with incidental snow plowing and/or street cleaning
- Landscapers with ancillary pool work such as decorative tile, rock, decking and limited plumbing work
- Landscape Consultants & Architects (except Errors & Omissions)

Program Highlights

- Tract home or multi-unit developments - Not Excluded
- Cranes, boom trucks and bucket trucks eligible
- New ventures OK with 3 years experience in the industry
- Multiple premium finance plans
- Flexible deposits and installment plans

Services Included

- Dedicated Certificate Unit - 24 hour turnaround
- Customized claims oversight
- Claims handled by a leading National Claims Administrator
- Loss Control
- MVRs run for new hires
- LCIS Business Services (legal, HR, safety and more)

Brought to You by



**LANDSCAPE CONTRACTORS
INSURANCE SERVICES, INC.**
Member owned. Service focused.

Landscape Contractors Insurance Services, Inc.
1835 N. Fine Ave, Fresno CA 93727
Tel (800) 628-8735 Fax (800) 440-2378
www.lcisinc.com CA LIC # 0755906



San Diego Chapter Member Milestones

Congratulations to the following companies for reaching membership milestones this month.

21 Year Member

McKowski's Maintenance Systems

20 Year Member

Hybrid Landscape Maintenance & Design

17 Year Member

Briggs Tree Company

16 Year Members

Horn Preston Landscape
LandGraphics

11 Year Member

Rappoport Development Consulting Services

10 Year Member

Landscape One

9 Year Member

Tierra Data

6 Year Member

Barrels and Branches

5 Year Member

South Coast Wholesale

4 Year Members

A & G Tree Company

3 Year Member

Soil Retention Products

1 Year Members

Wild West Landscaping
RDO Equipment

Southwest Environments Landscape Services
Burgio Landscape Services
L. Watson Landscape Design

New Modules Allow Remote Management of ACC2 Controllers via Cellular Connection

New A2C-LTE and A2C-CELL-E modules from Hunter Industries enable Centralus™ cloud management for ACC2 controllers via cellular technology.

These simple, compact cellular kits are easy to install and set up. They provide near instant connectivity to enable a suite of remote irrigation control capabilities.

“The modules allow users to manage ACC2 controllers from a cell phone when no internet connection is present,” said Dave Shoup, Senior Product Manager. “These capabilities reduce the need for costly and time-consuming site visits.”

With Centralus, users can receive SMS text alerts in the event of critical alarms, view complete alarm logs and flow histories in a web browser, and adjust, stop, or cancel programmed irrigation as required.

www.hunterindustries.com



Shrubs ▪ Trees ▪ Annuals ▪ Succulents

With 5 locations to serve you!

Will Call Locations:

31461 Avenida de La Vista San Juan Cap., CA 92675 (949) 496-9356	1511 North Main St Orange, CA 92867 (714) 921-1004
--	--

Deliveries & Will Call
5708 North River Rd
Oceanside, CA 92057
(760) 732-3501

4343 Carmel Valley Rd San Diego, CA 92130 (858) 794-1858	545 Smilax Rd. Vista, CA 92081 (760) 305-0427
--	---

sales@dmcolorexpress.net

WHERE QUALITY GROWS...



PAUL GAUDET
(951) 906-5746 • (800) 233-5254
www.AGSOD.com

Growers of Quality Fescue & Bermuda Sod

Preventing Heat-Related Illness

Helpful tips for beating the summer heat provided by CLCA Insurance Solutions License 0172721

Summer heat can be more than uncomfortable; it can be a threat to your health. Unfortunately, you do not have much of a choice when it comes to the job site. Follow these tips to stay safe in the searing heat.

Heat Exhaustion

Heat exhaustion occurs when a person cannot sweat enough to cool the body—usually the result of not drinking enough fluids during hot weather. Symptoms include:

- Dizziness, weakness, nausea, headache, and vomiting
- Blurry vision
- Body temperature rising to 101° F
- Sweaty skin
- Feeling hot and thirsty
- Difficulty speaking

A person suffering from heat exhaustion must move to a cool place and drink plenty of water to avoid a more severe heat-related condition—heat stroke.

Heat syncope is fainting or dizziness that occurs from prolonged standing in hot weather. Avoid this by staying hydrated throughout the workday, even if you don't feel thirsty.

Heat Stroke

Heat stroke is the result of untreated heat exhaustion. Symptoms include:

- Sweating stops
- Unawareness of thirst and heat
- Body temperature rising rapidly to above 101° F
- Confusion or delirium
- Possible loss of consciousness or seizure

Heat stroke is a serious medical emergency that must be treated quickly by a trained professional. Until help arrives, cool the person down by placing ice on the neck, armpits, and groin. If the person is awake and able to swallow, have

them drink a small glass of water every 15 minutes or until help arrives.

Tips for Staying Cool

The combination of heat and humidity in the summer months can be downright uncomfortable and even dangerous. Stay cool by following these safety tips:

- Drink plenty of water—enough water to quench your thirst. The average adult needs eight 8-ounce glasses of water a day, and even more during hot weather.
- Skip the caffeine and soda; drink water instead.
- Dress for the weather. When outside, wear lightweight clothing of natural fabric and a well-ventilated hat.
- Eat light. Replace heavy or hot meals with lighter, refreshing foods. And always eat smaller meals before work or intense activity.

This article is for informational purposes only and is not intended as medical or legal advice.

David Diehl
Product Consultant
Licensed P.C.A.

(909) 393-3744 OFFICE
(909) 393-2773 FAX
(714) 321-4359 MOBILE
david@gropower.com

GRO POWER[®] INC.

15065 TELEPHONE AVE • CHINO, CA 91710
www.gropower.com

Support Those Who Support Our Chapter!

Genuine
MARATHON SOD

When you want the Best

1-800-532-3489

www.sod.com



AGRI SERVICE

Call to schedule your mulch application today!

(760) 295-6255
www.agrismerviceinc.com

Organic Recycling • Mulch • Compost
Custom Blends • Bioretention Soils

Otay Mesa 434 Alta Road San Diego, CA 92154	El Corazon 3210 Oceanside Blvd. Oceanside, CA 92056
--	--

CLCA San Diego Chapter Life Members

Thank you to the following Life Members for their continued support of the association.

Jerrie Beard
Steve George
Stephen Jacobs
Alfred Lehmann

John Mohns
Randy Newhard
Daniel Olson
Kim Rusing

Steven Smith
William Schnetz
Mark Schroeder

Gary Weems
Keith Wilhite
Glenn Wilhite

25+ Year CLCA San Diego Chapter Members

Thanks to the following Chapter Members for their continued support for over 25 years.

American Sod Farms
Aristocrat Landscape Maint.
Banister Landscape
Benchmark Landscape
Bradley Ldscp Development
Brightview Landscape Services
California Backflow Specialist
Cuyamaca College
Daniels Landscape
Eagle Spec Sales Group
Ewing Irrigation
Holmes Landscape Co.

Horizon
Hunter Industries/FX Luminaire
Hydrosprout
Imperial Sprinkler Supply
J.M.D. Landscape
Kellogg Garden Products
KRC Rock
Landscape Contractors Ins. Serv.
Mark Schroeder & Co.
Milfield's Nursery
Nature Designs Landscaping
New Way Landscape & Tree Srvc.
Pacific Green Landscape

Parsons Designsapes
Performance Landscape Services
Robert Brown Ldscp Irrigation
Schnetz Landscape
SiteOne Landscape Supply
Southland Sod Farms
Southwest Boulder & Stone
Sowell Landscaping
Steven Smith Landscape
Sunlite Landscape
Van Slyke Landscape
Village Nurseries



SAN DIEGO'S LARGEST
WHOLESALE NURSERY
40+ YEARS IN THE
INDUSTRY
500 ACRES IN
PRODUCTION

www.evergreennursery.com

Huge Selection
4" Color to 60' Box Trees
All Sizes of Gallons
1000's of Succulents

Carmel Valley **Oceanside**
(858) 481-0622 (760) 754-0340
Blossom Valley
(619) 443-0873

info@evergreennursery.com

