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Offshoot

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

www.clcasandiego.org



Cover Photo: 2019 President's Award winning project, Belt Residence, by multi award-winning contractor Falling Waters Landscape.

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For some strange reason, the events over the past month have me reflecting on life lessons I've learned while attempting to be a top-quality landscaper and hopefully making life a little greener for my clients and myself. Going through hard times – when you're up to your neck in water, with sharks circling – rarely ever feels like you're going to come out with some great benefit. After reflecting, however, I've found there is always something to gain and it's my job to discover it and put it to good use.

A few years back, I was building a masonry wall for a premium client who specifically had a taste for Indonesian tropical landscapes. The project was in a very desirable community, coastal Encinitas, and his goal was to make his home and landscape very unique, with his desired tastes and style. He loved the coastal area and was an avid surfer – frequently surfing global locations, thus the taste for Indonesian style. The property featured lots of stained teak or mahogany wood with black volcanic rock veneer on the walls, khaki and olive-green colors, deep green lush vegetation, and black/charcoal grey colored concrete with exposed volcanic aggregates. The client was extremely happy with our progress and his art form coming to life, all right on schedule. All of it was going well until the crew, myself included, used grout bags to fill in the gaps. After the grout had dried, we realized we were getting sloppy with the bag and had cement stained the top of the black volcanic rocks – unacceptable to say the least – we had screwed up a beautiful and expensive element of the project.

I'm sure many of you have been here before and did exactly what I did: panic! Two gallons of muriatic acid and a day and a half later, the top was looking worse and we began to fall behind schedule with no improvement in sight. Twenty-four man-hours down the hole and two sleepless nights, all gone. Finally, I decided it was time to tear down the veneer, the problem was the volcanic stone had come special order via private shipper from Fillmore, Utah, and we were running too low to reface the wall. Now, I really had to try something new.

I decided to get away from the project and directed the crew to work on the treehouse that was to be built in a massive ficus tree. While walking on the nearby beach after deciding no one was going to die, I relaxed enough to reflect and rethink, what else could be done to get this right and back on track. Scrub harder? No.

Grinder? No. Use the acid straight? No, too dangerous and unpredictable results. Finally, while watching the surf pound the incredibly beautiful sandstone bluffs it occurred to me: why not use the last volcanic rocks to add one more layer and cover the stains where needed and carefully finish the grout work with our best man placing the grout?

Of course, no one died and the client never even knew what I *thought* was going to be the end of the world. He did ask me about the bags under my eyes.

Why some simple solutions work best and are last to come to mind, for me is a matter of habit. I had to stop trying harder in order to reflect properly on the situation, gain perspective to find peace, then clarity – then and only then would the best solution present itself. The removal of the stressors opened up a new path with a new outcome.

Right now, as we are buried in stress, please make time to reflect. Find some peace and clarity before making tough decisions. It may give you a pathway to new and better outcomes.

Best always! ~Willie

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~KURAPIA~

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Coming Events

Mark your calendar!

June 9

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.

June TBA

Beautification Awards Judging.
Entry forms available soon.

August 11

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.

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.

September 12

San Diego Chapter Beautification Awards.
Farmer & The Seahorse, 10996 Torreyana Rd., San Diego.

October 8

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

With advocacy, action on upcoming events and a Company/HR information portal, CLCA is taking action to help you survive the coronavirus pandemic. Visit www.clca.org/covid for the most up-to-date information.

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Advertiser Spotlight

Curb Appeal – Custom Concrete Landscape Borders

Born from a desire to provide his customer's the best landscape borders, Chris Burgio of Burgio Landscape Services started Curb Appeal. Curb Appeal's custom concrete borders are extruded from one of several molds using a zero-slump mix that holds its shape without the use of traditional forms. The curb can be installed in an existing landscape or in a new project. The process is clean and leaves very little need for touch-up of the landscape. Even better, it is generally completed in one day on most residential projects. It's a perfect alternative to other border materials and will outlast and look better for the life of the landscape.

How it all started

Burgio Landscape Services was started in 2013 by Chris Burgio. Chris has been involved in the landscape industry for 26 years, working for a variety of San Diego-based landscape companies and a school district. His experience and education come from a combination of trade schools, educational workshops, fellow tradesmen, and a lot of hands-on experience. Today, Burgio Landscape Services is a prominent east San Diego County company serving primarily residential customers with landscape design, installation, and maintenance services.

As his business continues to grow, Chris is always looking for new ideas and the best products to offer his customers. One design flaw he started noticing on his projects was where bender board and plastic edging material was used to separate landscape materials. No matter how many stakes were put in the material, it always buckled and popped out of place over time. Additionally, it just wasn't strong enough to hold back the base materials that synthetic turf required.

While looking for a better product, he came across a concrete mow curb that a local company offered. He was impressed with the product and how it added to his overall design. While the reliability of the product was great, the company he was partnering with to install it wasn't. To remedy this problem, he decided to purchase a curb machine and hire on an experienced operator for it. That's when Curb Appeal was created and is now a division of Burgio Landscape Services.

If you're looking to take your design to the next level, call Curb Appeal by Burgio Landscape Services. They serve all of San Diego County. No project is too big or too small! Call (619) 277-1399 today for a free quote on your residential or commercial project.

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Reduce Your Risk of Back Injuries

Helpful tips for lifting properly at the site provided by CLCA Insurance Solutions

Construction tasks often require working around heavy equipment and being in situations that can cause serious injury. Follow these simple guidelines to ensure that you're lifting properly.

Proper Lifting Techniques

- Wear gloves if you are lifting rough equipment.
- Clear away any potential obstacles before beginning to carry an object.
- Get a good grip and stable footing. Use your hands, not your fingers, to grip the load, and position your feet so that one foot is next to the load and one is behind it.
- Get under the load by bending your knees, not your back. Bending over at the waist to reach for the object can cause serious injury.
- Keep the load close to your body.
- Never twist your body when you are lifting. Turn your entire body by using your feet.
- Do not lift above the shoulders or below waist level.

Be safe and healthy on the job. If you start to experience any back pain from a specific task, listen to your body. Ignoring even minor back pain can lead to more serious injuries.

Size up the Load

Before lifting an object, check its weight. Decide if you can handle it alone or if you need assistance. As a general rule, most men should not lift more than 37 pounds, and most women should not lift more than 28 pounds. If a particular load is heavier than you can handle, take the following steps:

- Get someone to help.
- Break it down into smaller loads, if possible.
- Use lifts or other equipment as aids. These tools were made for heavy lifting.

Lifting as a Team

When others are helping you lift, teamwork is very important. If you're going to be carrying the load to another place at the construction site, both of you should coordinate this prior to lifting the object. Check the route and clearance. One worker needs to be in a position to observe and direct the other. Lifting and lowering should be done in unison. Don't let the load drop suddenly without warning your partner.

Get Fit!

People who are in poor physical condition are at greater risk for back problems. A conditioning program that includes aerobics, weight training, and stretching exercises will help you prepare your body for the rigors of lifting. If lifting is a regular part of your job, consider wearing a back belt for added support.

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

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Virtual Human Resources Being Offered by HR PRO – Steve Cesare

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- you get a call from one of your Account Managers telling you your zero-turn mower rolled over onto the operator and he needs to be airlifted to the closest hospital?
- Homeland Security shows up at your door asking for all your I-9's?
- you open your mail and it's a letter from your State Labor Department informing you one of your employees is filing an age discrimination suit against you?
- one of your managers calls and tells you he was just in an accident and your brand new truck was totaled?

...Human Resources PRO – Steve Cesare!

Steve has achieved his Ph.D. in Industrial/Organizational Psychology and helped lead companies such as NASA, Jack In The Box, Old Dominion University, CitiCorp, and most recently, Bemus Landscape to success in the organization of their External, Internal, and Longitudinal Human Resources Paths.

Sign up for virtual human resources and get exclusive contact with one of the best Human Resources Consultants. If you have an issue or question about something related to HR, you will be able to reach out to Steve directly so that he can share his knowledge.

This is a good and affordable way to mitigate liability when faced with one of those crazy HR situations. Plus, it's always nice to know you have a valuable partner when running a growing business in our litigious society. For more info., visit www.harvestlandscapeconsulting.com/product/virtual-human-resources/

San Diego Chapter Member Milestones

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

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- 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

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5 Fun Facts About Horticulture

By Richard Restuccia, JAIN Irrigation



Banana plants are large herbs, distantly related to ginger. They are considered an herb because they never form woody stems the way trees do. The pseudo-stem begins as a small shoot from an underground rhizome called a corm. It grows upward as a single stalk with a tight spiral of leaf sheaths wrapped around it. Banana leaves are simply extensions of the sheaths.

the moss and gave it the name Spanish Moss.



The average strawberry has 200 seeds. It's the only fruit that bears its seeds on the outside.



Some plants are carnivores, gaining nutrients by eating various small insects and spiders. A well-known example of a carnivorous plant is the Venus flytrap.



Spanish Moss is not a moss; it is actually a bromeliad, the same as succulent houseplants and pineapples. Guess what, it's not from Spain either! It is native to Mexico, South America, America and the Caribbean. French explorers in the United States were reminded of Spanish Conquistadors long beards when they saw



An apple is 25% air and that is why it floats in water.

This article was excerpted from JAIN Irrigation's blog at www.jainsusa.com.

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Imperial Sprinkler Supply Launches Newly Designed Website

Imperial Sprinkler Supply recently announced the launch of their newly designed website at www.imperialsprinklersupply.com.

On the website, an Imperial Sprinkler Supply rep wrote: "It's long been our goal to make a faster, easier to navigate, and more user-friendly website and as an industry leader, it's important for us to make information regarding our services, product innovations, and promotions readily accessible for our current and prospective customers. At Imperial Sprinkler Supply, we continually work to provide our customers with the most accurate, up-to-date information and share our knowledge and expertise in the field of landscape and irrigation supply.

It's our intent with this new website to provide every customer an easier way to gain industry-relevant information based on their business needs. Visitors will find useful information about our extensive, customer-focused services on the homepage of our website and improved access throughout the site to Who We Are, What We Do, Training Opportunities, Industry and Product Expertise, Services, News and an expanded Education and Resources space, as well as upgraded Careers and Locations pages.

Additionally, our new site features integrated social media buttons for Facebook, Instagram, Twitter, and LinkedIn to foster improved communication and engagement with



our customers. We will also be consistently updating our content with useful information, cutting edge product updates, company announcements, and customer successes both on our site and on our social media platforms. You can also sign up for our promotions, customer marketing events, and monthly specials easily and quickly.

Our new site was created with you in mind, designed to add value to your business and we genuinely hope you find it a successful resource for your furthered business growth."

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