

MARCH 2020

Offshoot

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

www.clcasandiego.org



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Willie Valdez

President's Message

Hello CLCA SD stakeholders! People are developed the same way gold is mined. "Several tons of dirt must be moved to get an ounce of gold; but one doesn't go into the mine looking for dirt—one goes in looking for the gold."

Recently I ran across this quote while reading a book about helping people change. Taken from a Houston business journal printed many years ago, a highly curious and non-relenting reporter asked a famous industrialist how it was possible for him to pay such staggering amounts of money to several key employees. You see, at the time, the industrialist had many millionaires working for him. The reporter was boggled at the amount of resources used by the man. Answering back the industrialist replied with the above quote.

The answer given by the industrialist provided insight into his thinking, which in turn provided insight into his incredible successes. By now you may have figured out the quote was from Andrew Carnegie who died as one of the richest American tycoons ever. His net worth, if converted into 2020 dollars, would be over \$400 billion.

The man, whom I'm certain some of you will despise as an original robber baron, and others may look up

to, had remarkable business success. The gold he was developing was the people who led his companies into total dominance in every sector he pursued.

Well, we are not likely to find gold while we are digging ditches, but we are certainly in the business of converting dirt into green and green into paydays. That process takes up all types of resources—most importantly, brain power.

The brilliance of Mr. Carnegie's quote was to keep the right people focused on the right goals and make darn certain they remembered the goal was about the gold and not the dirt.

The book itself was about helping people change, and it applied this quote to embed the thought that if we look first for the best qualities in our people and in ourselves, we are likely to find it in them, and develop it into the gold. However, if we are always looking for flaws in people, we are likely to end up with piles of dirt with no gold and no paydays.

Thanks for your valuable time. ~Willie



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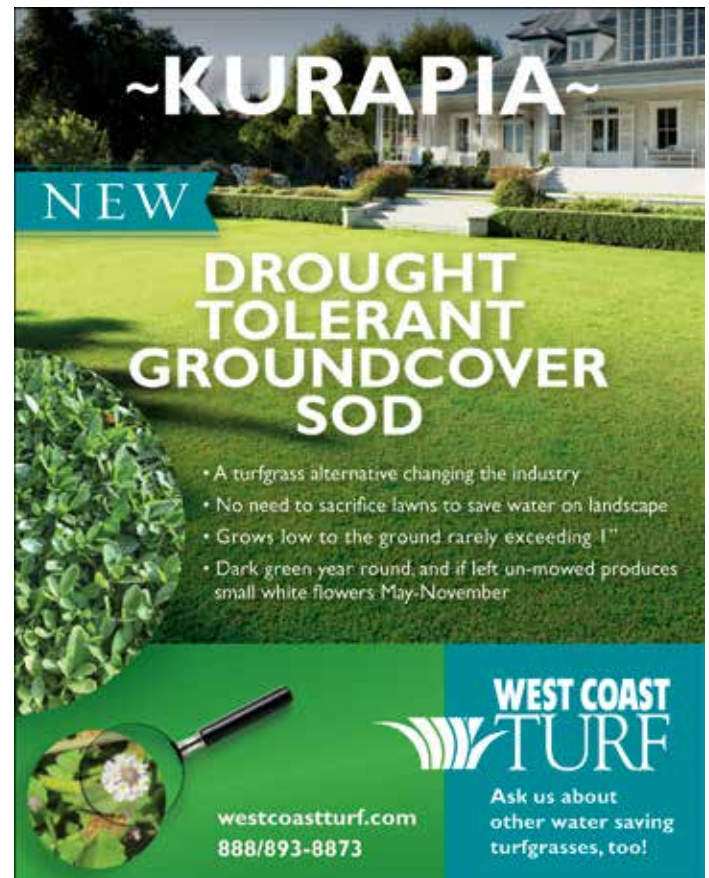
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Coming Events

Mark your calendar!

May 15

San Diego Chapter Golf Tournament.

Rancho Bernardo Inn, 17550 Bernardo Oaks Dr., Rancho Bernardo.

June 1-5

Beautification Awards Judging.

Entry forms available soon.

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.

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 12

San Diego Chapter Beautification Awards.

Farmer & The Seaborse, 10996 Torreyana Rd., San Diego.

San Diego Chapter Member Milestones

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

24 Year Members

North County Yard Care
Nutrien Solutions

23 Year Member

Columbine Landscape

20 Year Member

Barenbrug USA

17 Year Member

Elite Landscape
Development

16 Year Member

Western Gardens
Landscaping

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Watersedge Landscape

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PWLC I, Inc.

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Smart Landscape

1 Year Member

Christopher Burroughs

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Importance of Backflow Preventers

Backflow preventers are saving lives across the United States. Sound dramatic? It's really not when you think about the potential danger of consuming water not suitable for drinking. Many states require the installation of a backflow preventer on every sprinkler irrigation system. A properly installed backflow preventer protects a home's pure drinking water supply by stopping contaminated water from mixing with the drinking water. Understanding what backflow is, how it occurs, and how to stop potentially dangerous backflow situations will help to avoid problems in your clients' drinking water.

What is backflow and how does it occur?

When non-potable water or other substances flow through a cross-connection and into the piping of a public water system or consumer's potable water system it is called backflow. Backflow can be caused by a downstream pressure that is greater than the supply pressure or by negative pressure (a vacuum). Increases in downstream pressure can be created by pumps, temperature increases in boilers, etc. Reductions in potable water supply pressure occur whenever the amount of water being used exceeds the amount of water being supplied, such as during water line flushing. Backsiphonage (a vacuum) can occur when there is a stoppage of water supply due to nearby fire fighting, a break in a water main, etc.

How can I stop potentially dangerous backflow situations or avoid them all together?

Irrigation systems make watering lawns and gardens easier and save time BUT water that may be contaminated by weed killers and/or fertilizers can backflow into the home's drinking water. Irrigation systems not protected by approved backflow prevention assemblies could endanger the health of a household neighborhood or community. Steps can be taken to prevent this dangerous situation.

First, ensure that a proper backflow preventer is installed and maintained. A backflow preventer is a mechanism to prevent backflow by providing a physical barrier to backflow. The principle types of mechanical backflow preventer are the reduced-pressure principle assembly, the pressure vacuum breaker assembly, and the double check valve assembly. A secondary type of mechanical backflow preventer is the residential dual check valve.

All irrigation systems new or existing should be equipped with an approved backflow prevention assembly. Only properly installed state-approved backflow prevention assemblies meet the plumbing code and provide health protection for families and communities.

This article was excerpted from Site One Landscape Supply's blog at www.siteone.com.

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LEAF Scholarship Applications are Available Online!

- Deadline to apply is April 15, 2020

CLCA is pleased to announce that the application for LEAF scholarships is now available online.

How many of your students struggle with funding their education? Every year, the number of students needing financial assistance grows.

LEAF is here to help!

Since 1972, CLCA's Auxiliary has offered scholarships to college and university students majoring in landscape-related programs. In 1988, the Landscape Educational Advancement Foundation (LEAF) was formed to carry on the tradition of awarding financial aid to deserving students.

The largest struggle LEAF has is building awareness that scholarships are available.

Any student attending an accredited California community college or state university majoring in a landscape-related program and taking a minimum of six units is eligible.

Please help us spread the word by letting students know of this scholarship opportunity! The deadline to apply is April 15, 2020.

Thank you for your help. Together we can help students get the funds they need to continue on with their education!



Students can apply online by visiting
www.clca.org/industry-resources/college-scholarships-leaf/

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Hunter Industries Introduces X2™ Controller

The X2 controller continues the legacy set by the popular X-Core® with a similar set of reliable and highly efficient capabilities, but brings irrigation management into the next generation by providing the option to add Wi-Fi for remote management and advanced water-saving features using Hunter's industry-leading Hydrawise® software.

With X2, you can keep the familiar dial-based programming style offered by X-Core. If you upgrade X2 with WAND, programming is familiar, fast, and easy thanks to a helpful setup wizard using a smartphone or desktop device. Hydrawise maximizes water savings by automatically adjusting irrigation schedules based on local weather measurements sourced from the internet.

X2 ensures healthy, green landscapes to make site management more convenient and profitable in routine installations. You can quickly set irrigation schedules and manage an

unlimited number of controllers with real-time controller status updates.



X2 Benefits

- Number of stations: 4, 6, 8, or 14 (fixed models)
- Wi-Fi capable controller automatically managed by Hydrawise® software
- Backlit display provides optimal visibility in any light
- 3 flexible programs with 4 start times each & up to 6-hour run times
- QuickCheck™ provides simple diagnostics of faulty field wiring
- Hide Programs option shows 1 program and 1 start time for simplification

- Suspend irrigation up to 99 days during the off-season
- Short-circuit protection detects wiring faults and skips the station without system damage
- Easy Retrieve™ memory backups the full irrigation schedule
- Delay Between Stations for slow-closing valves or pump recharge
- Cycle and Soak prevents water waste and runoff in areas with elevation changes or tight soils
- Seasonal adjustment for quicker schedule adjustments without changing run times

Wi-Fi Module Benefits

- Provides online irrigation management and controller status alerts
- Standard ABC programming with 3 programs and 6 start times and run times up to 24 hours
- Predictive Watering™ provides precise weather adjustments for maximum water savings
- Compatibility with Amazon Alexa™ and Control4® home automation

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SD Members Kick Off 2020 at Gravity Heights on February 26



Congratulations 2019 Award Winners!

The following CLCA members were recognized at the Kickoff event:

Contractor Member of the Year
MSE Landscape Professionals

Board Member of the Year
Willie Valdez, Free Flow Products

Volunteer of the Year
Janet Pozzuoli-Vallin, Belle Terre Landscapes

New Member of the Year
Andrew Shea, Wild West Landscape

Associate Member of the Year
Michael Derewenko, JAIN Irrigation

The chapter appreciates your support!

Response to the Coronavirus

By Steven Cesare, Ph.D., The Harvest Group

Due to the constant media attention, numerous business owners from across the country have contacted me regarding the need for an acceptable response to employee and client inquiries about the Coronavirus. While no protocol can sufficiently address all variables related to individual health concerns, I've detailed some focused, practical actions intended to help business owners deal with this issue below.

Remain calm. Business leaders are defined by their ability to solve problems. By taking prudent action, this problem will be solved as well. Remember that you are a leader in your organization: Always remain calm.

Adopt best practices by reviewing the current Coronavirus summary on the CDC homepage. <https://www.cdc.gov/coronavirus/2019-ncov/community/guidance-business-response.html>

Review the current guidelines offered by NALP on their homepage. https://www.landscapeprofessionals.org/LP/lp/About/Coronavirus.aspx?_zs=9VF1c1&_zl=6e5b6

Define the problem: The Coronavirus is a contagious respiratory illness that produces symptoms of fever,

cough, and shortness of breath, primarily affecting the elderly, and those individuals with respiratory conditions (e.g., weakened lungs, emphysema, asthma).

At its essence, treat this situation as a sick leave issue.

- If an employee demonstrates any of the symptoms related to the Coronavirus, send the employee home in a manner consistent with your company Sick Leave Policy.
- Employees have the discretion to use available sick leave and vacation hours during this time away from work; employers cannot force them to use such available leave balances.

Encourage employees to visit their personal physician if they demonstrate any of the specific symptoms.

If an employee contracts the Coronavirus, the employee will only be permitted to return to work after his/her personal physician provides a formal written, return-to-work statement stipulating the employee is not a health risk to others.

Per OSHA, if an employee contracts the Coronavirus while at work, the company must document that illness on the OSHA 300 Log.

Employees are strongly encouraged to conduct basic personal hygiene practices at all times: cover mouth when coughing; cover nose when sneezing; wash and sanitize hands frequently.

Employees are strongly encouraged to conduct basic workspace hygiene practices at all times: wipe down computers, mouse, phones, printers, kitchen appliances with a sanitizing wipe; drivers of vehicles should wipe down steering wheels and controls with a sanitizing wipe.

Continued on next page...



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Response to the Coronavirus

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While employees are warned to avoid all non-essential international travel, employees who do engage in international travel must comply with the following requirements:

- Upon return to the United States, employees must participate in a quarantine period, with a specified duration identified solely at the Company's discretion (e.g., 14 days); employees should not leave their home for any reason during that time.
- During that quarantine, exempt employees may be allowed to work from home using their cell phone and laptop computer. Non-exempt employees are not allowed to work during the quarantine period. Track all work time accordingly.
- Employees must have no direct interaction with Company employees; only phone and e-mail communication are permissible.
- These employees will only be permitted to return to work, after their personal physician provides a formal written, return to work statement stipulating the employee is not a health risk to others.

“Remain calm. Business leaders are defined by their ability to solve problems. By taking prudent action, this problem will be solved as well. Remember that you are a leader in your organization: Always remain calm.”

drinking water, hand sanitizers, and dust masks available to those who request them, (5) we are reassuring our clients as appropriate, and (6) we continue to monitor the situation.

Have ongoing meetings with management staff to ensure company-wide communication on this dynamic issue is current, fluid, and accurate. Make decisions as appropriate based on that information.

Remain calm.

Public health is a top concern for all of us in the green industry, at your company, and at the Harvest Group. Accordingly, it is believed

that by taking practical, measured responses to address the Coronavirus directly, we will be able to solve this problem in a manner that benefits our employees, our companies, and the public health within our nation.

If you have any questions or comments about this topic or anything else related to human resources, call Steve at (760) 685-3800.

While the decision is unique to each company, it is recommended that companies conduct business as usual, taking all administrative (e.g., attached policy, sick leave, international travel restrictions) and operational precautions (e.g., hand washing, avoiding work in the cold/rainy weather, client concerns) as necessary.

In the event that someone asks “What are you doing about the Coronavirus?” simply say: (1) we have a policy replete with accompanied active procedures in place, (2) we are monitoring our employees each day, (3) we are cognizant of and compliant with local public health laws and legal guidelines, (4) we have made extra

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

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