



slo X PRESS



San Luis Obispo Chapter
California Landscape Contractors Association
Representing the Landscaping & Irrigation Industry

Deadline Extended!

Enter Your Best Projects by June 1!

The deadline for entries in the CLCA San Luis Obispo Chapter awards program has been extended until Friday, June 1! Don't miss this opportunity to enter your best work and possibly win! Judging will take place June 8 and 9. Download the entry form at www.clcaslo.org/j_ip. Be sure to RSVP for the gala awards program on Friday, June 22.

Volume 28, Issue 5
May 2018

Board Meetings

Chapter Board Meetings are typically held on the third Wednesday of the month at 5 p.m. at Ewing Irrigation, 1175 Prospect St., San Luis Obispo. Upcoming meetings:

- July 18
- August 15
- September 19

In This Issue:

- President's Message
- Member Advantage: Legal Hotline
- Building Life in the Soil Video Series
- Supplier Spotlight: Zurn Wilkins

www.clcaslo.org



Join us for the Beautification Awards Program

**Friday, June 22, 2018
5:30 p.m.**

**Ventana Grill
2575 Price Street
Pismo Beach**

Summer is almost here and our chapter's 2018 Beautification Awards event is around the corner. This event is an opportunity for you to showcase your best projects and enter in a competition of the finest landscapes on the Central Coast. Judging will take place June 8 and 9. We hope you will join us for the awards ceremony on Friday, June 22, at 5:30 p.m. at Ventana Grill in Pismo Beach, 2575 Price Street, Pismo Beach. A cocktail reception begins at 5:30 p.m. Dinner and the presentation of awards to follow.

As an "award winning landscape contractor" you can show your company provides top of the line, professional services. No matter the size of your company or your projects, your work is important and deserves to be recognized! The awards are also great for employee morale and provide an incentive for your employees to do their best.

Please visit our website at http://clcaslo.org/j_ip/ to RSVP and register for the event by Friday, June 15, 2018. Cash, check or credit card will be accepted at the door. Or contact Taylor Boyle at 805-709-6319 or by email at taylor@purlieulandscapes.com. The cost is \$55.00 per person. A table of eight for the same company is \$385.00.

2018 San Luis Obispo Chapter Officers

President	Evan Moffitt, SiteOne Landscape Supply	EMoffitt@siteone.com	805-616-9858
Immediate Past President....	Mike Kneeskern		
VP, Membership	Gary Abney	gabney@airvolblock.com.....	805-543-1314
VP Programs	OPEN POSITION		
Secretary	Matt Hames		
	mhames@landscapedevelopment.com.....		805.722.1955
Treasurer	Taylor Boyle	taylor@purlieulandscapes.com.....	805-709-6319
Associate Member Rep	Levi Marks, Ewing Irrigation	levimarks@ewingirrigation.com..	805-598-7291
Board Member	Pat Connelly, St. Francis Landscape.....	stlandscape@gmail.com.....	805-235-1859
Editor.....	Jerrie Beard, Beard & Associates	info@beardassociates.com.....	530-621-1701

CLCA Board of Directors

President	Aaron Huxley	(415) 256-1711
President-Elect	Elizabeth Burns.....	(310) 831-6132
Past President.....	Tim Hendricks.....	(925) 957-8831
Secretary/Treasurer	Andrew Simpson... ..	(916) 721-1635
Executive Director.....	Sandra Giarde.....	(916) 830-2780
DIRECTORS		
Legislation	Megan Rios	(661) 835-9259
Education.....	Lindsay Ono	(661) 395-4938

Membership	Peter Rosen	(510) 697-2460
Associate Member	Chris McNairy.....	(707) 933-0488
Co-Director Chapter Pres. Council North		
	Henry Buder, Jr., CLP, CLT	(415) 460-0381
Co-Director Chapter Pres. Council South		
	Paul Henderson	(714) 235-1427

SLO CLCA Past Presidents

2014-15	2009-10	2005-06	1998-2001	1994
Mike Kneeskern Central Coast Landscape Products	Erik Wolting All Seasons Gardening & Landscaping	Erik Wolting All Seasons Gardening & Landscaping	Bruce Courter Day Star Enterprises, Inc.	Duane Morris Duane Morris Landscape Designer/Contractor
2012-13	2007-08	2004	1996-98	1993
David Brown Mari Landscaping	Jim Trask California Water Shapes	John Doyle J Doyle Landscaping	Lloyd Gracey Pacific Coast Landscapes	John Ruggiero Arcadian Gardens
2011		2002-03	1995	1991-92
Aaron Huxley Hunter Industries		Pat Connelly St. Francis Landscape	Danté D'Alfonso D'Alfonso's Landscape	Bruce Courter Day Star Enterprises

Guide to Advertisers

Please support our advertisers by remembering them first when making your next purchase. Let them know you saw their ad in the SLO Xpress!

Birch Equipment Finance	6
Coastline Equipment	4
Farm Supply	2
Greenfields Turf	5

Gro-Power, Inc.	2
Landscape Contractors Insurance Services, Inc.	5
Olson Irrigation Systems	3
Quinn Company	7
Rossi Transport Services	6
San Marcos Growers	6
West Coast Turf.....	3

Soil Analysis Service

- National Independent Certified Lab
- Analysis Recommendations with Graphics
- Reports can be sent via email or U.S. mail*
- Fast Turnaround • Consulting Services



GRO POWER.INC.

www.gropower.com

909-393-3744 • FAX 909-393-2773 • 15065 Telephone Ave., Chino CA 91710

- EST. 1950 -

FARM SUPPLY

★ COMPANY ★

Serving your irrigation needs since 1950

PASO ROBLES ★ SAN LUIS OBISPO ★ ARROYO GRANDE ★ SANTA MARIA ★ BUELLTON

president's message



Evan Moffitt, CLCA-SLO President
Site One Landscape Supply

We have entered the busy season. Year over year the month of May is the busiest. It is in the midst of weed abatement many with deadlines of June 1st. Many residential jobs want their yard to be finished before summer so it can be enjoyed during summer break. We are fortunate to have the amount of work we have this time of year, but also work so hard for it. The biggest struggle everyone is having right now is not only finding great employees but finding ANY employees.

Did you know that one of the main

purposes of CLCA is to be active with state legislative issues? CLCA works hard advocating for its members on topics related to our trade like immigration reform, license protection, blower bans, etc. At our last Chapter Presidents Counsel (CPC) meeting we discussed the need for each chapter to have a local legislative board member. In addition to legislative support, this position is also in charge of protecting the contractor's license by helping coordinate license stings in our area. If this is something you feel strongly about and would like to have the opportunity to make a difference, please let me know.

A couple of weeks ago we had our first CLCA happy hour. The purpose of these get togethers is to give members the opportunity to socialize and learn more about what CLCA has to offer. They are open to all members and non-members. We want to make sure you know the benefits that are available to you as a member. Also, this is a great opportunity to learn more about the business of landscape contracting by getting to know your fellow contractors. The next happy hour will be July 12.

The Beautification Awards are here! Award Applications and sponsorship ap-

plications have been sent out. If you have not received them please let me know. We have changed a lot regarding the Beautification Awards. We have basically responded to all the suggestions for the awards in previous years and answered them all. You are going to get all the Public Relations asked for, and the process for entering has been simplified. Just to recap from last month:

- The Annual Beautification Awards will take place Friday, June 22, at 6 p.m. at Ventana Grill in Pismo Beach. This is our biggest event of the year.
- No Photos required. We have hired a professional photographer to travel with us during the judging taking photos and drone footage (where possible)
- Social Media Boosts for all Winners
- Increased Public Outreach
- Two new awards (Landscape Lighting and Design/Build)
- A Garden Tour for all winners to showcase their projects in person. It's going to be an amazing event!

I hope to see you at the awards banquet in June!

EH-12 EMITTER
A BETTER IDEA BY DESIGN

A logical idea - Drip irrigation in a head - twelve individual pressure compensating outlets. The patented filter is built right into the unit, and good filtration is what makes drip work.

Drip irrigation designed for landscape - not adapted to it. Call or write for more information.

OLSON IRRIGATION SYSTEMS

10910 Wheatlands Ave.
Santee, CA 92071
619 562-3100, 800 770LSON
FAX: 619 562-2724

~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!

CLCA MEMBER
ADVANTAGE

Your client claims he was 'distracted' and didn't mean to sign the \$45,000 change order.



But the work has already started. Now what?

Call CLCA's Legal Hotline!

Whether you have a contract dispute or another tricky situation, **CLCA Attorney on Retainer** is a helpful resource — one of the many benefits of CLCA membership.

clca.org/benefits



Member Advantage Legal Hotline

Need general legal advice or have questions about construction law? CLCA's attorney on retainer is a valuable resource to offer guidance to members. Members should keep in mind that this free advice will be general and brief. Members who need legal representation, in-depth advice, or other legal services will be charged a fee.

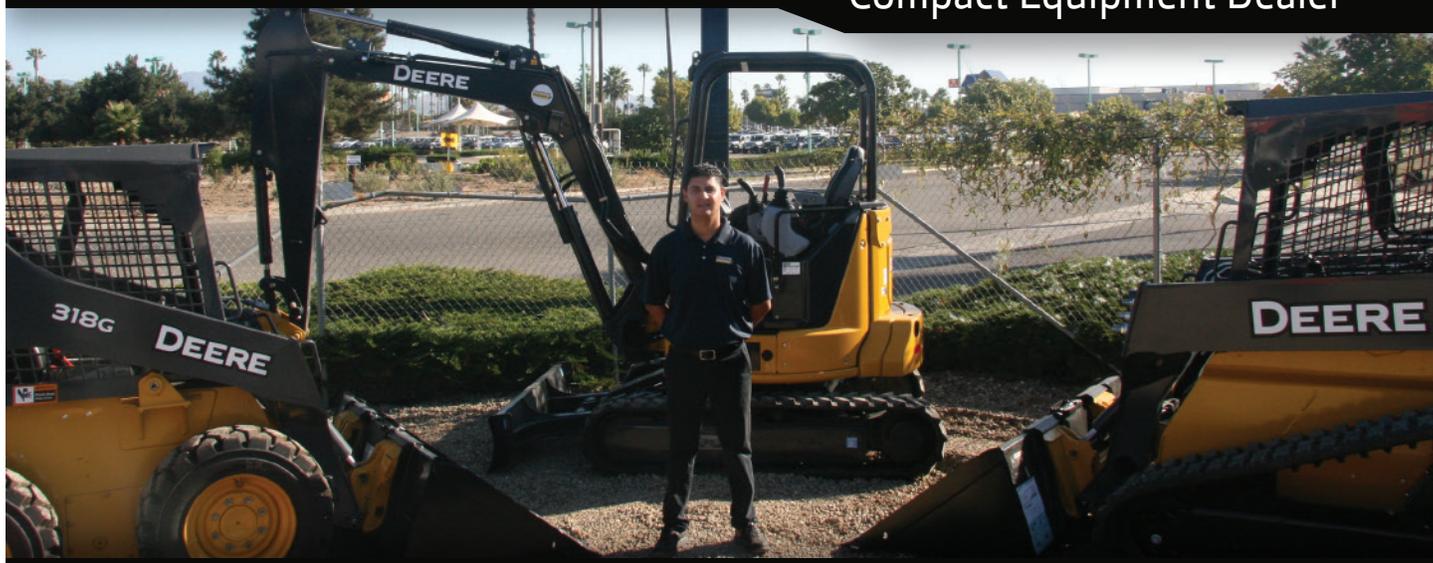
Porter Law Group specializes in construction law, labor and employment law, and business entities. This northern California firm provides consulting and litigation services in a variety of areas, including mechanics' liens, stop notices, bond claims, construction defects, contract claims, prevailing wages, bid protests, and labor and employment matters. Its clients include large as well as small contractors, subcontractors, and suppliers.

Porter Law Group
Bill Porter
(916) 381-7868

When calling the attorney, please identify yourself as a CLCA member and mention the password: CLCA HELPS

Sales • Rentals • Parts • Service

Your Southern California
Compact Equipment Dealer



Call: Albert Fernandez at (805) 256-5767

www.coastlineequipment.com



COASTLINE
Equipment

OXNARD
1930 E. Lockwood St.
Oxnard, CA 93036
(805) 485-2106

SANTA MARIA
1950 Roemer Place
Santa Maria, CA 93454
(805) 922-8329

SYLMAR
12435 Foothill Blvd.
Sylmar, CA 91342
(818) 890-3353

Building Life in the Soil Video Series

Village Nurseries teamed up with Kellogg Garden Products on a new video series to help you make smart soil decisions for job sites and projects.

Now is a good time to do a spot-check on the soil, fertilizers, and mulch you're using. Are you giving plants the nutrients they need to build healthy roots and thrive? Are you getting the most bang-for-your-buck out of products you purchase?

Village Nurseries teamed up with Kellogg Garden Products on a new video series to help you make smart soil decisions for job sites and projects. In this series, titled "Building Life in the Soil", KGP's Educator, Gisele Schoniger, and Village Nurseries' Nicholas Staddon will explain how to choose the best products for a variety of landscapes and plantings: raised beds, natives, low water, tough soils, and more.

Soil for Palms, Succulents, Citrus

This video is all about a sandy, well-draining soil mix: Kellogg Garden Organics Palm, Cactus & Citrus Mix. This ready-to-use mix is great for indoor and outdoor use (in ground or containers) and has plenty of coarse sand and pumice for good drainage.

Watch Gisele and Nicholas demonstrate how to use this soil and keep succulents (and palms, cactus, citrus, plumeria, tropicals) happy!

View at <http://bit.ly/2BzmVc4>

Planting Mix for Acid-Loving Plants

Some plants thrive on soil with a more acidic pH. This video in the Building Life in the Soil series is all about the right mix for acid-loving plants like blueberries, Japanese Maples, azaleas, and camellias. G also gives her tips to give the mix a boost for healthy growth.

View at <http://bit.ly/2DIpbDO>

Mulching Matters

Why add mulch to your landscape? In this video, we take a look at mulch: what it is, and why it's important for a healthy, thriving landscape. In addition to its plant health benefits, mulch is the visual "icing on the cake" and can make your plants pop!

G and Nicholas talk about a variety of

mulch options and explain the benefits of each. Finally, Nicholas offers some great plant pairings for each. Take a look!

View at <http://bit.ly/2Bv9n1h>

Get 24/7 access to any of Village Nurseries videos on mobile or desktop on their YouTube channel.

Water Management Certification

The demand on landscape contractors to provide more efficient water management is the highest it's ever been. To help landscape contractors and other green industry professionals meet this growing demand, CLCA developed the Water Management Certification Program. This program is designed with a simple goal: to train water managers to provide customers with good to excellent landscape appearance using the right amount of water based on plant requirements. For more information visit clca.org/water-pro//index.php



Save the Date

CLCA
Convention
2018
San Diego
Hilton San Diego
Resort & Spa
NOV 7-10

California
Landscape
Contractors
Association

clca.org/convention



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



RAMON SIMPSON
ACCOUNT EXECUTIVE

1835 N. Fine Ave.
Fresno, CA 93727
CA LIC # 0755906

rsimpson@lcisinc.com
www.lcisinc.com

P (800) 628-8735 Ext. 541
C (559) 704-7207
F (800) 440-2378

Specialized Insurance & Business Services for Members of the Green Industry



**GREENFIELDS
TURF INC**

Christopher Voelker
Phone (831) 674-3058
FAX (831) 674-3163

P.O. Box 248
Greenfield, CA 93927
Sod Orders 1-800-525-8877
Web: www.greenfieldsturf.com

Thank you to our 2018 sponsors

Thank you to the following companies for their generous support of the CLCA San Luis Obispo Chapter. Please support the firms who support our chapter.



SLO Chapter Events

June 1

Chapter Awards Entries Due

Download the entry form at clcaslo.org/j_ip

June 8 and 9

Chapter Awards Judging - All Day

Download the entry form at clcaslo.org/j_ip

June 15

Landscape Industry Certified Written Test

Mira Costa College, Oceanside, CA

Registration deadline: June 4, 2018

June 22

Chapter Beautification Awards - 6 p.m.

Ventana Grill, 2575 Price St, Pismo Beach.

July 12

Chapter Happy Hour - 4-6 p.m.

Barrel House Brewery 3055 Limestone Way, Paso Robles.

July 18

Chapter Board Meeting - 5 p.m.

Ewing Irrigation, 1175 Prospect St., SLO.

July 25

Landscape Industry Certified Written Test

Green Valley Landscape & Maint.

Escondido. Registration deadline: July 11, 2018

October 5

17th Annual Chapter Golf Tournament

Cypress Ridge Golf Course, Arroyo Grande.

8:30 a.m. checkin, 11:00 a.m. shotgun start.

Dinner and awards to follow golf tournament.

PROVIDING YOU FINANCING FOR NEW AND USED EQUIPMENT

- 24 hour approval
- Competitive Rates
- 90% Approval Rate
- Up to 5 or 6 year loans
- No pre-payment penalties
- Flexible acceptance policy
- Loan refinancing available

Call Nelson Colvin at
(800) 959-3701 or
www.birchfinancial.net

BIRCH FINANCIAL, INC We finance people, not equipment.



San Marcos Growers

Peggy Koegler

Sales Manager

Phone: (805) 683-1561

Fax: (805) 964-1329

peggy@smgrowers.com

<http://www.smgrowers.com>

125 S. San Marcos Rd

P.O. Box 6827

Santa Barbara, CA

93160-6827



WHOLESALE

REDWOOD • FIR • CEDAR
BARK • SOIL AMENDMENTS
ERRO-CONTROL STRAW
PLAYGROUND FIBER

ROSSI TRANSPORT SERVICE

STEVEN L. ROSSI

VICE PRESIDENT

RES. (805) 466-6195

PHONE (805) 434-2884

(800) 321-3092 • FAX (805) 434-0877

P.O. BOX 120 • ROSSI ROAD

TEMPLETON, CA 93465

Chapter Sponsor Spotlight



Zurn Wilkins

Zurn Industries delivers industry-leading water safety and water pressure management solutions with our Zurn Wilkins irrigation series products. Developed with an emphasis on superior performance, customer value, and lowest lifecycle costs, Zurn Wilkins irrigation products are the smart solution — saving contractors time and money.

At Zurn, we understand the importance of a healthy exterior environment, and believe your irrigation systems should be designed to protect your customer's investment. Zurn Wilkins irrigation products protect the potable water supply and manage water pressures to pro-

mote water conservation and extend the irrigation system's life. Through reliable performance and simple, low cost repair and maintenance, Zurn Wilkins irrigation products deliver the lowest life-cycle costs. Zurn Wilkins irrigation products provide innovative water control solutions for contractors.

Zurn Wilkins irrigation videos are available on YouTube. Easily troubleshoot and complete repairs in less time for backflows, pressure reducing valves and automatic control valves with the help of step by step YouTube videos. Zurn Wilkins has a new Irrigation Playlist on their One Zurn YouTube Channel, a complete video library that puts valuable videos in one location. Zurn has a large

library of helpful irrigation videos that cover start-up, winterization, step by step troubleshooting and repair guides, and product overviews to help you maintain optimum system performance.

Zurn Industries manufactures a spectrum of advanced water solutions including site drainage, water safety and water control, behind-the-wall plumbing systems, and front-of-wall fixtures and trim. We're focused on solving smarter for our customers through continuous improvement. Our innovative thinking keeps us forging ahead in customer service, specification and design expertise, lean construction, and products that provide low lifecycle costs.



GET 0% FOR 60 MONTHS

ON A QUALIFYING NEW CAT[®] MACHINE.*

NOW WITH A NEW, 2-YEAR STANDARD WARRANTY.**

No matter what your size, the success of your business isn't about just one thing. It's a million little things. Deciding whether to own or rent. Getting that part today, not tomorrow. Making the most of every load, and every hour. Plus financing that works for you. With the right support, it all adds up.

Your work is personal to you. Quinn Company feels the same.

*For complete details, contact Quinn Company. Offer valid from January 1, 2018 to June 30, 2018 on all new models of qualifying machines manufactured by Caterpillar Inc. Building Construction Products Division. **The 2-year standard warranty applies only to new Cat Compact Track Loaders, Multi Terrain Loaders, Skid Steer Loaders and Mini Excavators purchased in the USA.



BUILT FOR IT.™

Contact David Needelman for complete details.

Quinn Company
1655 Carlotti Dr.
Santa Maria, CA 93454
QuinnCompany.com



David Needelman
(805) 310-9296

dneedelman@quinncompany.com

