

SEPTEMBER 2018

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION  
EAST BAY CHAPTER

**TUESDAY, SEPTEMBER 18**

## **SFBA Golf Tournament**

Spring Valley Golf Course, 3441 Calvareras Rd., Milipitas.  
Register online at <https://conta.cc/2AusqO0>.

**THURSDAY, SEPTEMBER 20**

## **Solving Challenging Hillsides**

Panel Discussion at Devil Mountain Wholesale Nurseries in  
San Ramon. See page 5 for more information.

*On the cover: The Kahn Residence by Indian Rock Landscapes  
winner of the Sweepstakes Maintenance Award at the 2018 CLCA  
East Bay Chapter Beautification Awards.*



CLCA state President, Aaron Huxley with his son and wife Liu



Tim Hendricks, his wife Bonni and Peter Rosen, CLCA Membership Director



Gina Valadez of Delta Bluegrass and Henry Bracamonte



## A Beautiful Day for the Annual A's vs Giants Baseball Outing



The weather was perfect for the annual Battle of the Bay Baseball Outing on July 20 at the Oakland Coliseum. Members of the CLCA East Bay Chapter came attired in their team apparel, and although that included A's and Giants fans, the rivalry stayed on the field and everyone enjoyed the evening.

Thank you to all the baseball fans who joined us for the event. Familiar and new faces were all smiles as they enjoyed delicious tri-tip with all the fixin's at the co-hosted Ewing tailgate party before the game. A special thank you to Stacy Nord, Mike Vivo and the Ewing crew for bringing the Ewing food truck and serving up an abundance of delicious food and refreshing beverages.

Although A's fans were disappointed in the outcome of the game, all went away with smiles and perhaps a few new friends.



### L.H. VOSS MATERIALS INC. Landscape Centers

**Nyoka Corley**

Territory Sales Manager

Email: [nyoka.corley@gmail.com](mailto:nyoka.corley@gmail.com)

Cell: 510.773.7063

**MAIN OFFICE:**

2445 Vista Del Monte  
Concord CA 94520  
FAX: 925.676.7976  
Acct: 925.676.7910

**AFFILIATED STORES:**

**Clarks U Save Rockery**  
Hayward 510.471.0755  
San Leandro 510.357.5220

**Mt. Diablo Landscape Ctr**

Concord 925.687.2930  
Pittsburg 925.778.3123  
**L.H. Voss Materials Inc.**  
Dublin 925.560.9920

**DELTA BLUEGRASS CO.**  
1978-2018  
**40<sup>th</sup>**  
Anniversary

PIONEERS OF SUSTAINABLE TURF

**Jeff Henninger**  
(925) 698-8295  
[www.deltabluegrass.com](http://www.deltabluegrass.com)

C-27 752734

## Upcoming Events

### SEPTEMBER 18

CLCA SFBA Golf Tournament.  
Spring Valley Golf Course, 3441  
Calvareras Rd., Milipitas. Register  
online at  
<https://conta.cc/2AusqO0>.

### SEPTEMBER 20

Solving Challenging Hillsides  
Panel Discussion at Devil  
Mountain Wholesale Nurseries in  
San Ramon. Details at left.

### OCTOBER 12

Landscape Certified Technician  
Written test. 1 p.m. Buckeye  
Ranch, Petaluma.  
<http://bit.ly/2BJDZgo>.

### OCTOBER 13

Landscape Certified Technician  
Hands- on test. All day. Buckeye  
Ranch, Petaluma.  
<http://bit.ly/2BJDZgo>.

### OCTOBER 11

General Membership Meeting and  
811 event. Save the date.

### NOVEMBER 7-10

CLCA Annual Convention. San  
Diego Hilton on Mission Bay in  
San Diego. [clca.org/convention](http://clca.org/convention)

### DECEMBER 7

Landscape Certified Technician  
Written Test. 2 p.m. CLCA  
Headquarters, Sacramento.  
<http://clca.org/certification>

## The East Bay Chapter Thanks Our 2018 Partners for Success

### Gold - \$1500

- Four Dinner Tickets to the Beautification Awards Banquet and sponsorship of a prestigious Judges or Sweepstakes Award plaque.
- Four Tickets to the Baseball Event (includes tailgate party).
- Free Admission to All Dinner Meetings during the year.



### Silver - \$1000

- Three Dinner Tickets to the Beautification Awards Banquet and Sponsorship of an Award plaque for one of the award categories.
- Three Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Three Dinner Meetings of your choice during the year.



### Bronze - \$750

- Two Dinner Tickets to Beautification Awards Banquet and Sponsorship of an Award plaque for one category.
- Two Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Two Dinner Meetings of your choice during the year.



### All Partners Receive

- Company Name recognition in the chapter's monthly newsletter, Inside Scoop and the mid-monthly electronic newsletter E-Scoop. Company event promotion in electronic newsletter, E-Scoop.
- Company Name recognition at every event, logo on table-tents or event fliers, Company logo on the chapter website and event announcements.

For information, or to become a sponsor, call Laura Leuer at (510) 207-4350.



**CHARLES CATES**

TERRITORY MANAGER SAN FRANCISCO & SOUTH BAY AREA

6901 BRADSHAW ROAD, SACRAMENTO, CA 95829

916-364-2945 / [ccates@villagenurseries.com](mailto:ccates@villagenurseries.com)

[www.villagenurseries.com](http://www.villagenurseries.com)

WHERE QUALITY GROWS....



Todd Gerrow  
(916) 216-2859  
[tgerrow@agsod.com](mailto:tgerrow@agsod.com)

12750 Guard Rd.  
Lodi CA 95242  
(800) 588-6882  
[www.agsod.com](http://www.agsod.com)

Growers of Quality Bluegrass, Fescue & Bermuda Sod



## Certification Test Dates

The Landscape Industry Certified Technician program seeks to recognize proficiency in the landscape workforce, upgrade the status of the landscape professional and provide the public with a means of identifying qualified landscape professionals. Written and hands on tests have been scheduled in Northern California.

### Written Tests:

- Friday, October 12, 2018 | 1 p.m.  
Buckeye Ranch | Petaluma, CA
- Friday, Dec. 07, 2018 | 2 p.m.  
CLCA Headquarters | Sacramento, CA

### Hands-On Tests:

- Saturday, October 13, 2018  
Buckeye Ranch | Petaluma, CA
  - Saturday, April 06, 2019  
Cuyamaca College | San Diego, CA
- Earn your Landscape Industry Certified Technician designation in 2018  
Register today at <http://bit.ly/2BJDZgo>.  
For more information, contact CLCA headquarters at [certification@clca.org](mailto:certification@clca.org).

## Individual Benefits Of Certification

- Validate your landscape skills, professionalism and commitment to safety.
- Stand out from others in the company and in the industry, and create opportunities for career advancement.
- Ability to meet minimum job requirements.
- Persons passing a Certification Test will receive a certificate, identification card, logo items and recognition on NALP's Honor Wall.

## Employer Benefits of Certification

- Give your company a competitive edge and the opportunity to sell more services by advertising that you have certified employees on staff.
- Show professionalism and expertise when you display credentials in your marketing efforts with logos/decals/certificates.
- Meet minimum job requirements in bids and RFPs that require a certified technician.
- Your company will be listed in our "Find a company with Landscape Industry Certified Technicians" page.

## Keep Your Certification Active

To keep your certification status active, you are required to report 24 Continuing Education Units (CEUs) to NALP every two years. Earn CEUs through CLCA by attending state or chapter events or CLCA's Landscape Industry Show, or by volunteering as a judge at an upcoming hands-on certification test.

## How to Make Money with Your Landscape Business

This straight-to-the-point workshop gives you the knowledge you need to compete, profit and prosper in today's market!

Estimating and pricing your services correctly are key to a profitable business. Learn the best methods from some of the most successful veterans in the landscape industry!

- Plan your business growth, considering employees, clients and retirement goals.
- Develop pricing habits that pay off -- don't let mistakes hurt your profits.
- Understand customer education, expectations and satisfaction.
- Review the three phases of a bid, plus margins and markups.
- Define and allocate general and administrative overhead costs including advertising, insurance, licenses, bonds, equipment, travel and much more.

## Upcoming Workshops

Los Altos Hills, October 11

- Workshop 9 a.m.-4 p.m., includes lunch.
- CLCA members: \$250, Non-members: \$350
- Second person from same company: \$150
- Register early and save \$25!
- To register, contact CLCA Headquarters at (800) 448-2522, or visit [clca.org/HTMM](http://clca.org/HTMM)



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

**GIL GONZALEZ**  
SR. ACCOUNT EXECUTIVE,  
NORTHERN CALIFORNIA

CA LIC # 0755906

1835 N. Fine Ave.  
Fresno, CA 93727

[ggonzalez@lcisinc.com](mailto:ggonzalez@lcisinc.com)  
[www.lcisinc.com](http://www.lcisinc.com)

P (800) 628-8735  
C (510) 928-7141  
F (800) 440-2378

Specialized Insurance & Business Services for Members of the Green Industry



**Imperial**  
SPRINKLER SUPPLY

**A FULL SERVICE LANDSCAPE AND IRRIGATION SUPPLIER**

**Paul Wong**  
SALES REPRESENTATIVE  
925.518.6331 cell  
[paulw@imperialsprinkler.com](mailto:paulw@imperialsprinkler.com)

**Raul Gutierrez**  
Branch Manager - Concord Branch  
1260 A Diamond Way  
Concord, Ca CA 94520  
925.771.8165 tel • 925.771.8170 fax

**SE HABLA ESPAÑOL**

[www.imperialsprinklersupply.com](http://www.imperialsprinklersupply.com)



*Contemporary Hillside Oasis. 2017 Judges Award - Roxy Designs*

Thursday, September 20 | 4-6 p.m.

## Solving Challenging Hillsides

Join us at Devil Mountain Wholesale Nursery in San Ramon as a panel of three experts talk about solutions for different challenging hillside situations. Designers, contractors and students will learn successful strategies for plant selection, irrigation specifics and erosion protection. Snacks and drinks will be provided. Cost is \$15 for CLCA members and students, \$20 for all others.

Stew Winchester will be talking about best plants, plant installation and plant communities. Christine Hawkins from Hunter Industries will be talking about the most efficient irrigation strategies for watering these challenging sites. John Oldenburger, from Earth Savers Erosion Control will be talking about best strategies to ensure slope stability and erosion control. Register online at [www.clcaeastbay.org](http://www.clcaeastbay.org).

### Sponsor Profile:

## Imperial Sprinkler Supply

Founded in 1980 by Dolores and Gabriel Moriel, Imperial Sprinkler Supply, Inc. started as a small irrigation distributor on Imperial Highway in Placentia, California to design and supply irrigation to local contractors and homeowners. Since then, Imperial Sprinkler has grown to become a leading distributor in the landscape and irrigation market while expanding their distribution services to numerous other trades. The company now has stores throughout California. Imperial believes high levels of inventory, a knowledgeable, helpful and friendly staff along with

competitive pricing is what makes them who they are. They strive each and every day to be a solution to customers' needs.

Since 1980, Imperial Sprinkler Supply has been an independent, family-owned and operated business, dedicated to the needs of landscape professionals. ISS stocks a comprehensive line of landscaping and irrigation products, including a wide variety of environmentally responsible products for a greener planet. ISS also stocks a comprehensive line of many other products such as lighting, drainage, erosion control and much, much more.

## East Bay Chapter Member Standings

*Congratulations to the following members for reaching membership milestones.*

### 30+ Year Members

George Sunayama (1952)  
Joe Korematsu (1956)  
Roger Fiske (1962)  
Paul Schultz (1963)  
Ken Gerlack (1967)  
Lafayette Tree & LS (1967)  
Horizon (1970)  
Ewing Irrigation (1973)  
BrightView Tree Co. (1973)  
SiteOne Landscape Supply (1974)  
Professional LS Mngmt (1980)  
Delta Bluegrass Co. (1980)  
Landscape Care Co. (1985)  
LandPlan's LS Inc. (1982)  
Village Nurseries (1983)  
L.H. Voss Materials (1987)  
Eisenstaedt LS & Maint. (1987)  
P.J. McNamara (1987)  
Suma Landscaping Inc. (1988)  
Berndt Landscape (1988)  
Trimacs Maint. & LS Const, Inc. (1988)

### 29 Year Members

Dryad LLC

### 26 Year Members

Scott Parker Landscapes Inc.

### 22 Year Members

Geo. Schandelmier Jr. Landscaping

### 20 Year Members

Peter Teng, Ewing Irrigation

### 9 Year Members

Susan Friedman Landscape Architect

### 8 Year Members

Simply Perfect Gardens

### 7 Year Members

New Image Landscape Company

### 6 Year Members

Dutchover & Associates

Lazar Landscape Design & Construction

### 3 Year Members

CLCA Insurance Solutions

### 2 Year Members

Paul Colon, Ewing Irrigation

A. Gomez Bonilla, Ewing Irrigation

Indian Rock Landscapes

### 1 Year Members

Christian Logan, Merritt College

## CLCA East Bay Chapter Address

3130 Balfour Rd., Ste. D #215  
Brentwood, CA 94513  
www.clcaeastbay.org

## 2018 East Bay Chapter Board of Directors

### IMMEDIATE PAST PRESIDENT

**ROXY WOLOSENKO** (925) 300-3948  
Roxy Designs roxy@roxydesigns.net

### PRESIDENT

**ERIC SANTOS** (925) 924-8900  
Brightview eric.santos@brightview.com

### PRESIDENT-ELECT OPEN POSITION

### SECRETARY

**LEEANNA SCHOEDER**  
Rubicon Landscape

### TREASURER

**MARTIN CLEARY**  
Cleary Brothers

### DIRECTOR-MEMBERSHIP

**LANCE PERRY** (925) 683-6013  
CLCA Insurance Solutions  
lance.perry@arm-i.com

### DIRECTOR-EVENTS OPEN POSITION

### ASSOC. MEMBER REPRESENTATIVE

### SPONSORSHIP CHAIR

**PAUL WONG**  
Imperial Sprinkler Supply

### EXECUTIVE ADMINISTRATOR

**LAURA LEUER** (510) 207-4350  
lleuer@comcast.net fax (866) 260-8869

### NEWSLETTER PRODUCTION

**JERRIE BEARD** (530) 621-1701  
Jerrie Beard & Associates  
jsb@beardassociates.com

## East Bay Chapter Monthly Board Meetings

Board meetings are held on the 1st Thursday of the month at 4:00 p.m. (some exceptions). Check the calendar for locations.

The CLCA East Bay Chapter newsletter is published monthly. Copy and advertising deadlines are the 10th of the month preceding publication. Materials may be mailed to: Jerrie Beard & Associates, PO Box 7, Pollock Pines, CA 95726. Or email to: jsb@beardassociates.com. For information on advertising and rates, contact Jerrie Beard at (530) 621-1701.

## CLCA State Headquarters

1491 River Park Drive, Ste. 100  
Sacramento CA 95815-8899  
(916) 830-2780 • (800) 448-2522  
(916) 830-2788 Fax  
email: hq@clca.org

## 2018 CLCA State Executive Board

Visit <http://bit.ly/1LE7p27>.

## Past CLCA State Presidents from the East Bay Chapter

1996 John Redmond Jr.  
1986 Roger D. Fiske  
1978 Joe Tanouye

## East Bay Past Chapter Presidents

*Past chapter presidents who are still members of the East Bay chapter.*

2017 Roxy Wolosenko  
2016 Calvin Craig  
2014-15 Peter Rosen  
2012-13 Tim Hendricks  
2011 DeeAnn Schuttish  
2009-10 Nate Silin  
2007-08 Barry Minor  
2006 Gregory Wrenn,  
Rick Martens, CLT  
2005 Dennis Brewer  
2003-04 Rick Martens, CLT  
2000-02 Gregory Wrenn  
1999 Rob Solomon CLT, CLP  
1997-98 Dave Wolkenhauer, CLT  
1996 Diane McNally  
1995 Dan Berger, CLT  
1994 Craig Hutchinson  
1993 Steve Schlitt  
1992 Matt Schiller  
1991 Robert Battinich  
1990 John Redmond  
1989 Jim Kwiat  
1988 Thomas Raeth  
1986-87 John Nishizawa  
1985 Thomas A. Adan  
1984 David Burnley  
1983 Don Young  
1982 David Gutru  
1981 Joe Tanouye  
1979-80 J. Warren Thurston  
1979 Peter Rumore  
1978 Pat Nichols  
1977 Joe Korematsu  
1976 Chuck Rich

## East Bay Chapter Life Members

*Congratulations and Thank You to the following CLCA East Bay Chapter Members for their continued support for over 25 years.*

Roger Fiske Ken Gerlack  
Jeffrey Jones Joe Korematsu  
George Sunayama Jack Rydman  
Thomas Raeth

## CLCA East Bay Chapter Contractor's Honor Code

The CLCA East Bay Chapter exists to support Contractor's AND their employees. To successfully meet this objective, and encourage the involvement of all levels of the landscape industry, the Board of Directors is committed to supporting the following Contractor's Honor Code:

The solicitation, recruitment of, or attempt to hire another Contractor's employees while attending any CLCA function is strictly prohibited.

# Preparing for Earthquakes and Other Emergencies

*Submitted by Leeanna Schoeder, Rubicon Landscape*

Do you know where your employees are all the time? For most of us, the answer would be no. What if there was an earthquake or other major event? Would your employees know what to do or how to contact you? Cell phones may not work, roadways may be blocked, what are they supposed to do? Do they know?

Many of us who call California home can recount several earthquakes in our lifetimes. The 1989 earthquake comes to mind, especially for those who were at or were watching the World Series Baseball game at Candlestick Park. An Earthquake can happen at any moment, and preparation is necessary to help keep people safe.

If you do not have an emergency plan, it is time to make one. Since there is a good possibility you may be separated from employees, they need a clear plan as to what to do if there is an emergency.

- Do your workers have an evacuation route?
- Do you have a contact list including employees, customers and key vendors? Do you have alternate numbers available?
- Are there any hazardous materials on the job site such as fuel, pesticides or propane? Do your employees know how to handle these in case of an emergency?
- Have you backed up your computer lately?
- Do your employees know where the closest Urgent Care Facility is to where they are currently working?
- Do you have a designated meeting place? Do you have alternate meeting places?
- What is the plan if cell phones are down? Do you have a contact available out of the area?
- Do your employees have an up to date emergency kit?
- Do your employees have extra water available?
- Do you have fire extinguishers on the jobsite and in your office?

Many of these points will change and need regular updating, depending on jobsite locations and staffing levels. These and many other questions can be covered in a basic emergency plan. Visit [www.redcross.org](http://www.redcross.org) for additional tips for creating an emergency plan for you and your workers.





Do you have questions about the best (and legal) way to handle employee or staff issues? Or would you like advice regarding a specific situation? For concerns about hiring or firing or just general procedures you want to ensure are done correctly, **CLCA's HR Hotline** has the solutions you need to make your business run smoothly.

[clca.org/benefits](http://clca.org/benefits)



**CLCA MEMBER  
ADVANTAGE**

*"Excavation,  
trenches and  
hole digging ...  
my favorite  
chapters!"*



Now available — the new Landscape Data Manual 2018 edition!

*"... An indispensable tool!"*



[clca.org/data-manual](http://clca.org/data-manual)

Order your  
copy now!

## Smart Irrigation just got smarter.

Get connected with Smart Controllers and accessories at Horizon.



### 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](http://www.HorizonOnline.com/blog).

in | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equipm

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



Menlo Park ..... 650.323.5161  
4060 Campbell Ave

San Jose ★ ..... 408.287.7882  
1990 Stone Ave

★ = service center on site

**Horizon.**

HorizonOnline.com  
shop online at [247.HorizonOnline.com](http://247.HorizonOnline.com)

# ~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



westcoastturf.com  
888/893-8873

## WEST COAST TURF

Ask us about  
other water saving  
turfgrasses, too!

# Your success. Our heritage.

- **Grower and broker since 1869**
- **Serving landscape professionals**
- **For one plant to an entire installation**
- **Delivery right to your job site**
- **Subscribe to our email Newsletter**



## Pacific Nurseries

www.pacificnurseries.com | 650.755.2330

# VR VISION RECYCLING

### Transforming Local Organics

- Quality Mulch, Wood Chips and Compost
- Disposal solutions for green waste and clean wood
- Convenient locations in Newark, Livermore and Benicia

***Vision Recycling accepts clean wood and yard trimmings on a per yard basis at all of its locations. The material is transformed into garden supply products for landscape applications. We deliver anywhere in the bay area.***

**Now with a new location in BENICIA serving the North Bay region. Call us to find out more!**

**510. 429. 1300**  
**www.visionrecycling.com**

