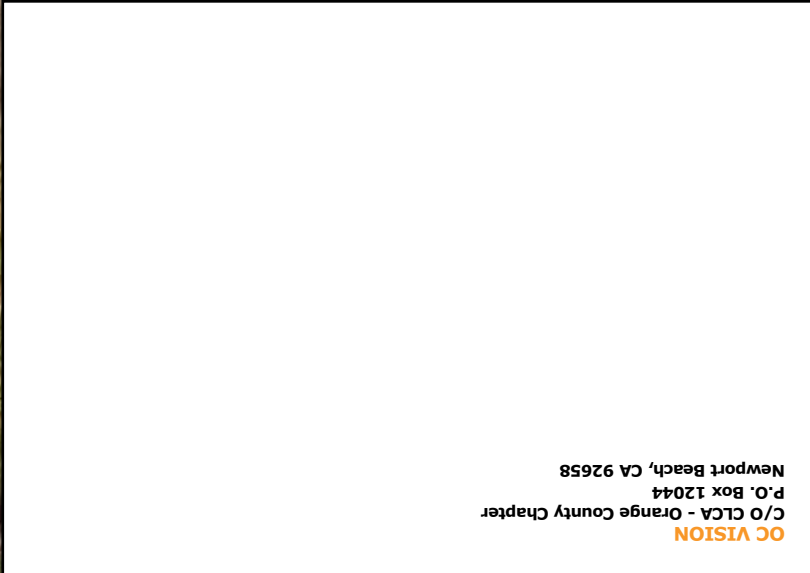




# OCC Vision

Official Publication of the Orange County Chapter of California Landscape Contractors Association • [www.clca-orangecounty.org](http://www.clca-orangecounty.org)



OC VISION  
C/O CLCA - Orange County Chapter  
P.O. Box 12044  
Newport Beach, CA 92658

Cover Photo: The CAMP by  
2019 multi award-winning  
contractor Mission Landscape.



**Edward Wallace**  
**Midwest Landscaping**  
**Chapter President**

### Freedom Isn't Free

**W**ith all the various events going on in our country today, it is becoming increasingly challenging to stay focused on remaining positive and encouraging our family and business teams to continue a consistent faith and work habit.

CLCA has brought together businessmen and women who have a common interest, passion, and desire to make our world a better place. We do this through sensible use of our natural resources, cutting edge technology to increase production and conserve energy, and much more; these are the tools at our fingertips as industry professionals.

The educational opportunities that are available provide our industry leaders with the "juice" to make things happen in a positive way. These can be found through our various webinar series, chapter zoom meetings, and many green industry trade publications.

Instead of giving up hope in our unique and one-of-a-kind system of government and way of life here in the United States, we should all realize that we are able to do what we do in our beautiful green industry because someone, somewhere paid the ultimate price for us to retain our freedom—so let's not squander that gift.

My PMA book of the month this month is *Free to Choose* by Milton Friedman.

Stay safe and see you on the trails. ~Ed

By keeping faith that your present situation will eventually get better (as long as you do not commit to whining and complaining about your plight), and working like your life depends on it (which it does in many cases), we will overcome our present challenges and become stronger as individuals and as a country.

Many younger folks today expect to get the top pay and respect without doing anything to earn or deserve it. Sacrifices of time, energy, and resources are key ingredients to the recipe of success. Teamwork and accountability are traits we must all work into our daily lives as we deal with the day's problems—as we know that problems are always ready to rear their ugly heads.

**Connect, Learn and Grow with CLCA! Join at [www.clca.org/join](http://www.clca.org/join)**

<b>CLCA-OC Calendar &amp; Other Upcoming Events</b>	
<i>Mark Your Calendars &amp; Save the Dates Now!</i>	
<b>Oct. 6</b>	Chapter Golf Tournament, Irvine. <i>Oak Creek Golf Club: 1 Golf Club Drive, Irvine.</i>
<b>Oct. 28</b>	2021 OC Chapter Planning Meeting.
<b>Dec. TBD</b>	Chapter Holiday Party.

In our pursuit of  
**Quality**  
we never cut corners.

*Genuine*  
**MARATHON SOD**



**When you want the Best**  
**1-800-532-3489**  
**[www.sod.com](http://www.sod.com)**

*Support Those Who Support Our Chapter!*



*Yes! That's exactly what I want to say.*

**Judy Rose**  
*Custom Writing & Writing Repair Services*

3631-C Aspen Village Way, Santa Ana, CA 92704  
714-654-0963 E-mail: [rose@jlrco.com](mailto:rose@jlrco.com) [www.jlrco.com](http://www.jlrco.com)

**ADVERTISE IN THE OC VISION!**  
Call (949) 466-1222 or visit the chapter's website for information.

## 2020 Orange County Chapter CLCA Coaching Staff



**President**  
**ED WALLACE**  
Midwest Landscaping  
(562) 755-9914

*For information about what we're doing in 2019, contact Ed.*



**Secretary**  
**JUDY ROSE**  
Custom Writing & Writing Repair  
(714) 654-0963

*For records of the chapter board meeting minutes, contact Judy.*



**Treasurer**  
**STEVEN BECKSTROM**  
Angeffects  
(949) 463-3284

*For anything chapter finance related, contact Steve.*



**V.P. Education**  
**ROLAND ZAMORA**  
Veterans Landscaping, Inc.  
(714) 393-2726

*For inquiries relating to educational programs and their development, contact Roland.*



**V.P. Membership**  
**SAL HERNANDEZ**  
Pacific Breeze Landscape, Inc.  
(714) 909-3784

*For information about becoming a CLCA-OC Chapter member, contact Sal.*



**V.P. Events**  
**DENNIS VO**  
DV Construction & Landscaping, Inc.  
(714) 271-1442

*For questions relating to our educational meetings or annual programs and events, contact Dennis.*



**V.P. Legislation**  
**DAVE NORRED**  
Nor-Land Landscaping Co.  
(949) 495-6469

*For legislation information, on both the state and local level, contact Dave.*



**AM Representative**  
**SCOTT MOAN**  
Site One Landscape Supply  
(562) 338-0896

*For questions relating to our OC Champions program or Golf Tournament, contact Scott.*



**Chapter Editor/Webmaster**  
**BRONWYN MILLER**  
Eyescapes  
(949) 466-1222

*For inquiries relating to chapter communications, both print and online, contact Bronwyn.*

### Connect with Us...



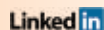
CLCA Orange County Chapter



Follow us on Instagram  
CLCAOC



CLCAOCChapter



California Landscape Contractors Association  
- Orange County Chapter



**Director**  
**RICHARD COHEN**  
Richard Cohen Landscape & Const.  
(949) 768-0599

*For answers to general inquiries, or to learn about CLCA's mentor program, contact Richard.*

# Sales • Rentals • Parts • Service

# Your Southern California Compact Equipment Dealer



## INVESTING IN IMPROVED CUSTOMER SUPPORT

www.coastlineequipment.com



**COASTLINE**  
*Equipment*

**LONG BEACH**  
6188 Paramount Blvd.  
Long Beach, CA 90801  
(562) 272-7400

**SANTA ANA**  
3216 Westminster Ave.  
Santa Ana, CA 92703  
(714) 265-5500

# Landscape Industry Certified Exterior Technician Exam Now Available Online AND Offered in Spanish

The National Association of Landscape Professionals (NALP) recently announced that the Exterior Technician exam will now be administered online through a secure, remote proctoring service; giving greater access to the program across all 50 states. This program is designed to cover the technical aspects of exterior landscaping: installation, maintenance and irrigation. It offers the same five (5) practice areas: Hardscape Installation, Softscape Installation, Ornamental Maintenance, Turf Maintenance, and Irrigation. It is also being offered in Spanish.

The exam includes the following sections:

**Exam 1: Common Core**

- Communication
- Safety and first-aid
- Vehicle operation and safety
- Tools and equipment
- Basic math

**Exam 2: Specialty - Select One**

- Softscape Installation
- Hardscape Installation
- Ornamental Maintenance
- Turf Maintenance
- Irrigation



**Certification Process**

- Step 1. Enroll
- Step 2. Purchase Study Materials
- Step 3. Study at Your Own Pace
- Step 4. Take the Exam at Your Convenience

**Study Materials**

The Landscape Industry Certified Exterior Technician is a self-study program. You can study using the publications (available in both english and spanish) that can be purchased during the online enrollment process.

**Exam Fees**

NALP Member: Full Exam: \$445/ Non-Member: \$545  
Exam fees include enrollment and proctor fees.

Learn more and enroll for the exam at [https://www.landscapeprofessionals.org/LP/Learn/Certification/Exterior\\_Technician/LP/Certification/exterior.aspx](https://www.landscapeprofessionals.org/LP/Learn/Certification/Exterior_Technician/LP/Certification/exterior.aspx)

**About the Exam**

The Technician-Exterior exam has five specialty areas to choose from: Softscape Installation, Hardscape Installation, Turf Maintenance, Ornamental Maintenance, or Irrigation.



## ~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!

## Thinking About Selling Your Maintenance Business?

We would love to talk to you.

Call us at (714) 865-5764!

Delivering Unsurpassed Quality, Selection and Service

## TREE TOWN USA<sup>®</sup>

SUSAN POWERS (714) 715-0896 cell  
 spowers@villagenurseries.com (714) 279-3165 office  
[www.villagenurseries.com](http://www.villagenurseries.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



# CLCA Advocacy – Working for Landscape Contractors for Over 65 Years



Advocacy is the cornerstone of CLCA’s history. California landscape contractors first banded together to protect the scope of work and activities that could be performed by those contractors with a C-27 license from the Contractor’s State Licensing Board (CSLB). Out of that work, CLCA was born.

To help further our work, CLCA formed LandPAC in 1976 and it is still the only political action committee representing landscape contractors in California.

California’s landscape contractors have one of the widest scopes of work of all the states that license landscape contractors. Why? Because of the consistent advocacy work by CLCA’s members, volunteer leaders, staff, and legislative advocate.

CLCA’s legislative program includes professional lobbying in Sacramento, grass roots action, and involvement in political coalitions.

In each two-year legislative session, over 2,500 bills are introduced for consideration. We read them, flag them, and track them as we continue our advocacy for landscape contractors.

**Connect, Learn, and  
Grow with CLCA!**  
Not a Member? Join at [clca.org/join](http://clca.org/join)

**Bill Deeble**  
Program Agent

11 West Court St., Suite D | Woodland, CA 95695  
855.662.2522 (CLCA) Toll Free | 530.662.1710 Fax

bill.deeble@arm-i.com  
Direct: 562.243.5330  
www.arm-i.com  
License CA# 0172721

Endorsed by: California Landscape Contractors Association

Here are a few bills currently passing through the legislature:

**AB 196 Workers’ compensation: COVID-19: essential occupations and industries.**

Would define “injury,” for certain employees who are employed in an occupation or industry deemed essential in the Governor’s Executive Order of March 19, 2020 (Executive Order N-33-20), except as specified, or who are subsequently deemed essential, to include coronavirus disease 2019 (COVID-19) that develops or manifests itself during a period of employment of those persons in the essential occupation or industry. The bill would apply to injuries occurring on or after March 1, 2020, would create a conclusive presumption, as specified, that the injury arose out of and in the course of the employment, and would extend that presumption following termination of service for a period of 90 days, commencing with the last date actually worked.

**CLCA Position: Oppose**

**AB 2999 Employees: bereavement leave.**

Would enact the Bereavement Leave Act of 2020. The bill would require an employer with 25 or more employees to grant an employee up to 10 business days of unpaid bereavement leave upon the death of a spouse, child, parent, sibling, grandparent, grandchild, or domestic partner, in accordance with certain procedures, and subject to certain exclusions. The bill would require an employer with fewer than 25 employees to grant 3 business days of leave, in accordance with these provisions. The bill would prohibit an employer from interfering with or restraining the exercise or attempt to exercise the employee’s right to take this leave.

**CLCA Position: Oppose**

**SB 1383 Unlawful employment practice: family leave.**

Would revise and recast specified provisions to make it an unlawful employment practice for any employer to refuse to grant a request by an employee to take up to 12 work weeks of unpaid protected leave during any 12-month period to bond with a new child of the employee or to care for themselves or a child, parent, grandparent, grandchild, sibling, spouse, or domestic partner, as specified. The bill would require an employer who employees’ both parents of a child to grant leave to each employee.

**CLCA Position: Oppose**

To see a complete listing of bills that CLCA is working on, visit: <https://www.clca.org/wp-content/uploads/2018/08/legreport.pdf>

**MISSION** LANDSCAPE  
360

14025 Magnolia Ave  
Chino, CA 91710

T: (800)545.9963  
F: (949)224.0044

Info@missionlandscape.com  
www.missionlandscape.com

- Nature Cover Mulch Products
- Firewood
- Mulch Delivery
- Green Waste Disposal

## Ewing Irrigation Helps to Create an Easier Path to Sustainability

*Irrigation Controller Recycling Program is one of Ewing's flagship sustainability and community outreach initiatives*

As every landscaping contractor knows, old irrigation sprinkler controllers wear out over time. When they break down, they're removed and discarded, ending up in the garbage and ultimately finding their way to a local landfill. But it can take hundreds if not thousands of years for the parts to decompose. However, since most irrigation controllers are manufactured with recyclable materials, it's possible to find a secondary purpose for these old units.

### A One-of-a-Kind Recycling Program

Sustainability and community outreach coexist as part of our foundation at Ewing. Our Irrigation Controller Recycling Program is one of our flagship sustainability and community outreach initiatives. Along with partners Hunter Industries and Blue Star Recyclers, a Colorado based non-profit, the program merges sustainable electronics waste management with employment opportunities for those with autism or other disabilities. By working together to collect unwanted irrigation controllers, this partnership recycles metals, plastics and other parts that would normally wind up in a landfill.

After the initial pilot program in 2015, we're up to a total of 31 Ewing branches participating in the program. In 2019 alone, we recycled 5,378 pounds of controllers! We would like to increase the amount to 11,000 pounds over the next five years.

### How It Works

Bins dedicated to the program are placed at participating Ewing branch locations. Check with your local branch ahead of time to verify their participation. Then when you replace an old controller, instead of throwing it away, bring it into the branch and place it in the bin. It's that simple! The controllers we collect are shipped to Blue Star and disassembled so the components can be recycled, with Ewing and Hunter co-sponsoring the shipping costs.

Blue Star hires people with autism and other disabilities based on their aptitude and attitude for the careful, detailed, repetitive work of recycling electronics and other materials. Many of their employees come from the Cherry Creek School District's Transition Program where young adults with special needs can learn Blue Star's recycling process. Over the past 10 years, Blue Star has recycled 14 million pounds of electronics.

Along with Hunter and Blue Star, we are proud to be part of this integrated approach to environmental sustainability. We look forward to continuing to drive the program for many years to come. For more information about how you can participate, visit [www.ewingirrigation.com](http://www.ewingirrigation.com).

*This article, authored by Robyn Hazen, originally ran on Ewing Irrigation and Landscape Supply's blog at [www.ewingirrigation.com/news](http://www.ewingirrigation.com/news).*



**Find out how GPS Tracking can help your business!**

## Fleet and Asset Management Solutions

### Improve:

- Profitability
- Vehicle Life
- Productivity
- Route Efficiency
- Employee Satisfaction
- Customer Satisfaction

### Reduce:

- Fuel Costs
- Maintenance Costs
- Insurance Costs
- Accidents & Tickets
- Vehicle Wear
- Overtime/Payroll

**EasyFleetGPS**  
"Keeping Your Fleet on Track"

**949.390.4837**

[info@easyfleetgps.com](mailto:info@easyfleetgps.com)  
[www.easyfleetgps.com](http://www.easyfleetgps.com)

**SAFETY • SECURITY • PROFITABILITY • PRODUCTIVITY**

## 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 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.”



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

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...*

### Get the job done.

Find labor-reducing products & solutions at your local Horizon.

**Hunter**  
Hydrawise

**RAIN BIRD**  
LNK™ WiFi Module

**UNIQUE LIGHTING SYSTEMS**  
LIGHT LOGIC™

**TURFGRO**  
PROFESSIONAL FERTILIZER

**Toro Dingo**

**Toro TRX**

\*Dingo available in Texas only  
TRX products in select locations only.

Labor Saving Solutions

- WiFi Controllers
- Plant Growth Regulators
- Slow Release Fertilizers
- Wide Deck Mowers
- EZflow French drains
- Toro Dingos\*
- Toro TRX Trenchers\*
- and more!

24/7 Order online, get it delivered!

tion | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equipment | irrigation | outdoor living | landscape | equi

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



# UC Riverside Discovers First Effective Treatment for Citrus-Destroying Disease

... Continued from Previous Page



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

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/>*

**Advertise in the OC Vision!**

**Call (949) 466-1222 for information.**

## Our 2020 OC Champions...

### Premium Member

CLCA Insurance  
Solutions

DM Color Express  
Site One Landscape  
Supply

### Preferred Member

Municipal Water District  
of Orange County

Orco Block & Hardscapes

### Partner Member

Marina Landscape

Tree Town USA

### Contractor Member

Glen's Landscape  
Pacific Breeze Ldscp.

Richard Cohen Ldscp.  
SouthWest Landscape



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

CDI # 0B64616



**LANDSCAPERS  
ADVANTAGE**  
COMMERCIAL INSURANCE PROGRAM

**Text for a Quote!**

**562.682.0606**

**JOSE LARIS**

Endorsed broker  
of the HAA



**WHERE QUALITY GROWS . . .**



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

**Growers of Quality Fescue & Bermuda Sod**



# PROFESSIONAL PERFORMANCE, LESS NOISE, ZERO EMISSIONS.

## NEW HANDHELD BATTERY PRODUCTS



K535I POWER CUTTER



550IBTX BACKPACK BLOWER



520iHT4 HEDGE TRIMMER

## BATTERY POWERED SOLUTIONS

- User-friendly ergonomics
- All-weather use
- Increase efficiency and productivity



© 2020 Husqvarna AB. All rights reserved.

## HUSQVARNA CLCA SUPPORTING DEALERS

### ANAHEIM

B & M Lawn & Garden Center  
2801 E. Miraloma Ave.  
(714) 996-5490

### LA HABRA

Best LawnMower Service  
722 S. Beach Blvd.  
(562) 697-4550

### SANTA ANA

Alan's Lawnmower & Garden  
4621 W. 1st Street  
(714) 775-1250

### IRVINE

Parkway Lawnmower Shop  
9935 Muirlands Blvd.  
(949) 855-4288

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



# 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 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. Always eat smaller meals before work/intense activity.

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

***“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.”***

## CLCA 2020 Trophy Awards: Now With Video Judging



Entry Form Now Available >>

**“The show must go on!”** CLCA President Regan Barry announced in response to COVID-19 safety precautions prohibiting the usual state-wide in-person Trophy Awards judging.

This year, CLCA is asking Trophy Awards entrants to submit a five-minute video of their project.

The Trophy Awards judges considered using just photos to judge, but were concerned that still shots could not adequately display the stellar aspects of many projects. They instead conducted a series of tests to see if video was a viable alternative.

“Video really brings a project to life and allows the judges to see and honor excellence in landscaping,” notes Gordon Larson, a driving force of the Trophy Awards program. “It makes the competition about who is the best landscape contractor, not who is the best photographer.”

### Video Is Easy!

*“It was pretty easy to submit a video. I whipped out my iPhone and walked the property. No problems!”*

- Participant in the judges’ video tests

### Deadlines Extended

Recognizing that change is never easy, CLCA’s Trophy Awards committee is extending the deadline to submit entries.

- The August 31 entry deadline is now September 14.
- Submit your entry by August 31 to save \$100 per entry.

### Enter Early & Win!

Wondering if you should enter today?

The Trophy Awards Team says **“Hock, yeah!”** Early entries help us identify and resolve potential problems in this never-done-before video program. We’d really appreciate your early entries.

Added Bonus: Prizes for First 20 Entrants!

20 prizes! The first 20 video entries will each receive a bonus prize!

Prizes include:

- Landscape Data Manuals (\$49.95 on Amazon)
- Free registrations for a CLCA Fall webinar (normally \$25)
- Autographed picture of CLCA President Regan Barry’s backyard (priceless)

Fine print: One prize per company.

### Change Is Never Easy

CLCA recognizes that change is never easy. This is the first time that the association has requested video submissions, and there are sure to be questions and concerns that we hope we will be able to address with grace and panache. We look forward to working with you as we celebrate excellence in California landscaping, and thank you (in advance) for your entry and your support.

P.S. Interested in boosting your company’s brand by supporting excellence in landscape contracting? CLCA Events Manager Micheyl Barnett would like to talk to you about Trophy Award sponsorship opportunities. Give her a call at (916) 830-2780.

Entry Form, Video Submission Guidelines & More @ [clca.org/2020trophyawards](http://clca.org/2020trophyawards)



CLCA Insurance Solutions: CLCA’s official insurance provider. License 0172721



**JOHN DEERE**

**COASTLINE**  
*Equipment*

# See Coastline Equipment for Your Compact Equipment Needs

**0%** APR for up to  
**60 MONTHS\***



**TAKE DELIVERY OF ANY OF THESE MACHINES BY OCTOBER 31, 2020  
AND RECEIVE UP TO 0% FINANCING FOR UP TO 60 MONTHS!**

\*Offer ends October 31, 2020. Prices and models availability may vary by dealer. Some restrictions apply; other special rates and terms may be available,

### **California**

Long Beach, CA (562) 242-7400 · Bakersfield, CA (661) 399-3600 · Oxnard, CA (805) 485-2106 ·  
Santa Ana, CA (714) 265-5500 · Santa Maria, CA (805) 922-8329 · Sylmar, CA (818) 890-3353

### **Idaho**

Jerome, ID (208) 324-2900 · McCall, ID (208) 634-3903 · Meridian, ID (208) 888-3337

### **Nevada**

Elko, NV (775) 777-7070 · Las Vegas, NV (702) 399-2700

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