

SUMMER 2019

# the **Daily Plant-It**

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 California  
Landscape  
Contractors  
Association  
Inland Empire Chapter

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## FREE MWEL Certificate Workshop September 26 in San Diego

- Earn CEUs for your APLD, IA, ISA and NALP certifications!

Attention landscape contractors, landscape architects & designers, city planning & code enforcement, and water agency conservation personnel! CLCA's Mastering Water Efficient Landscapes (MWEL) is holding a FREE workshop on Thursday, September 26, at SDG&E Energy Innovation Center in San Diego from 8 a.m.-4 p.m., to help you master new opportunities in water efficiency. Continental breakfast and lunch are included thanks to MWD and the San Diego County Water Authority.

This is landscape training that focuses on mastering the basic elements of water efficient landscaping for new California landscapes. As more outdoor California building ordinances are imposed on new landscapes and the landscape industry, this training focuses on creating and maintaining water efficient landscapes. All the essential elements to help you comply with the MWEL, design, build and maintain healthy, water efficient landscapes for California's "new normal" will be covered.

This workshop will offer CEUs for your current certifications, provide you with a participation certificate, and attendees will:

- Review a relevant case study of California's Model Water Efficient Landscape Ordinance (MWEL)
- Receive knowledge of MWEL's most important elements
- Have an understanding of soil, irrigation, water budgeting and plant relationships
- Have an understanding of overall water efficient landscape best management practices (BMPs)
- Participate in an interactive landscape water budgeting exercise
- Participate in a question and answer session with proven industry experts

This workshop is free to all those in Southern California thanks to a generous sponsorship by the Metropolitan Water District.

To take advantage of this offer, you must:

- Register with CLCA & place a \$50 deposit\* on the workshop.
- Upon full attendance at the workshop, you will receive your \$50 deposit back.

\* Your \$50 deposit becomes non-refundable if you do not attend the workshop or attend less than 90% of the workshop or if you cancel your attendance within 10 days of the workshop.

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f.fontes@casaverdelandscape.net

(909) 749-3535

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mpedicone@imperialtechnical.com

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**SECRETARY - Pam Kinne**

CLCA Insurance Solutions

pam.kinne@arm-i.com

(562) 208-3427

**DISTRIBUTOR RELATIONS CHAIR - Ted Byrne**

T. Christy

ted.byrne@tchristy.com

(951) 452-1500

**SENIOR ADVISOR CHAIR - Charles Nunley**

cnunley@dslextreme.com

(626) 676-1505

**CHAPTER WEBMASTER/EDITOR - Bronwyn Miller**

Eyescapes

bronwyn@eyescapes.net

(949) 466-1222 • fax: (949) 242-3774

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The mission of the California Landscape Contractors Association (CLCA) is to serve and protect the interests of its members, promote professionalism, and advance public awareness of the landscape industry.

**Register for this free MWEL  
Certificate Workshop at:  
[clca.org/mwelo/workshop](http://clca.org/mwelo/workshop)**

# Unleashing Your Ambition

By Jim Paluch, President, JP Horizons, Inc.

Several years ago I worked with some salespeople and brainstormed ideas to unleash their ambition. We invested a day away from their sales duties to discuss the habits, attitudes, techniques, and direction of the top producers. Our goal in this meeting was to zero in on these positive habits and duplicate them throughout the rest of the team. The following list of directives was developed with a team conclusion that these could very well be the secret to ambition.

**1. Set goals.** Each of the top performers had goals written on paper and reviewed them on a regular basis. By the end of the day's session, all fifteen had written their month's goals into positive affirmations on 3 x 5 cards and made a commitment to review them several times daily.

**2. Develop your why.** The top performers all expressed a love for what they were doing and the positive effect the product had on their customers. We assembled a list of over 50 positive statements about the company, product, and profession and later typed and distributed the list to each salesperson to be reviewed in sales meetings throughout the year.

**3. Review habits.** We concluded that the salespeople who produced the least had several habits in common that the top producers didn't have. Most hit the snooze button and got up late. The front page of the newspaper was their morning reading. They would often meet a friend or associate mid-day for coffee or sometimes stopped at the mall in the afternoon. They would often partake in a late night during the week at a local "watering hole" making the next day seem a little "sluggish." All of these habits seemed contradictory to success. We decided that each salesperson would review their habits and begin replacing them with more positive, result-oriented ones.

## The Power of 3 X 5 Cards

- Goals are written on the last day of the month for the next month
- Each goal is written in a positive affirmation
- Start each day reading it and end the day reading it
- Use the five senses and imagine what it will be like when you obtain your goal
- The card is read no less than five times a day



**4. Be aware of who you associate with.** The top performers talked about constantly making new acquaintances and networking with people who shared ideas that helped them become more successful. The less productive salespeople talked about having the same friends they grew up with and going to the same parties and events where most of the conversation centered around complaining and negativity. We concluded that while old friendships are wonderful and important to nurture, stretching ourselves to meet people who can create a mutually beneficial relationship may be a missing link to successful results.

**5. Honesty and integrity.** It was evident that the top producers held themselves accountable. Their calendars were full of appointments and their sales reports and orders were all up to date. They didn't allow themselves the luxury of excuses and didn't promise their customers something they couldn't deliver. Again, these traits were exactly opposite to those of the other 11 salespeople. We discussed that this may very well be the most difficult of the five steps. It means looking in the mirror every morning and asking, "Am I giving my best?" Then answering honestly.

It doesn't matter if a person is in sales, production, service, management, or trying to be a good parent, following the above steps can remove the obstacle that lack of ambition adds to your success journey. How did it affect the sales team mentioned above? Collectively they produced 58% more per client than the year before. Remember, if you keep doing what you're doing, you'll keep getting what you've got. What could unleashing your ambition do for you?

*Jim has helped thousands of individuals and organizations across North America excel over the past 30 years. He has written hundreds of articles and been published as an industry expert throughout those years dozens of times. Jim's ability to help audiences address obstacles and discover opportunities that lie between the current state they are in and the future state they desire to move toward is remarkable. His talent in facilitating a group and creating a collaborative effort where ideas and solutions can emerge to be implemented always produces inspiring results for everyone involved. For more info. about Jim and JP Horizons, visit [www.jp horizons.com](http://www.jp horizons.com)*

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Lots of business owners and supervisors joined us at Toro in Riverside on July 24 for a sexual harassment prevention training, required by January 1, 2020 of employers with 5 or more employees (SB1343). At the training, attendees learned about the different types of prohibited harassment, discrimination, retaliation and abusive conduct. They engaged in discussions on all forms of sexual harassment (verbal, visual, and physical) and left with a certificate of completion for their HR records. Thank you to our speakers Scott Dear and Astrid Servin with the California Employers Association and to Toro for hosting this highly educational event!



CALIFORNIA EMPLOYERS ASSOC reps Scott Dear and Astrid Servin are welcomed to the sexual harassment prevention training by CLCA Insurance Solutions reps Pam Kinne and Dan Dvorak.



ATTENDEES engaged in discussions on all forms of sexual harassment (verbal, visual, and physical) during the training, required by January 1, 2020 of employers with 5 or more employees (SB1343).



DIFFERENT TYPES of prohibited harassment, discrimination, retaliation and abusive conduct were covered by Scott Dear and Astrid Servin (not shown) during the sexual harassment prevention training.



TORO hosted this informative training at their Riverside facility and provided attendees with a continental breakfast and tasty lunch. We are grateful for their support of our association!

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# Toro Adds to TRX Walk-Behind Trencher Lineup With Two New Models

TRX-250 and TRX-300 offer enhanced performance, serviceability, and ease of use

Toro has enhanced its TRX walk-behind trencher line with two new models that are designed for exceptional performance, serviceability, ease of use, and operator comfort.

The new TRX-250 and TRX-300 feature Intelli-Trench™ technology, an innovation that optimizes the machine's hydraulic flow for the digging conditions. This system automatically diverts the hydraulic flow from the traction motors, providing more power for the trencher head. As a result, the traction handle can be held in one place without requiring constant adjustment, reducing operator fatigue, and optimizing performance. In addition, the Intelli-Trench feature decreases track wear and maintains engine RPM for efficient engine cooling.

The new TRX models also have a new hydraulic design that requires significantly fewer components than previous models. This new design simplifies maintenance, potentially reducing service needs.



Other features include differentiated traction controls that are easy to learn and use. Operators will find the familiar TRX trencher valve handle and boom lift lever, as well as independent traction control for the left track and the right track. The boom lift function has also been enhanced with a new hydraulic valve that allows the boom to move up and down smoothly.

The TRX-250 is equipped with a powerful 24.5 hp Toro® engine and offers a maximum forward speed of 2.4 mph (3.9 km/h), while the new TRX-300 has a 26.5 hp Kohler® EFI engine and has a maximum forward speed of 2.3 mph (3.7 km/h). A heavy-duty air cleaner is standard on both engines. Both models are 82.5 inches (209.6 cm) long, 33.8 inches (85.9 cm) wide and 46 inches (116.8 cm) high.

The TRX-250 and TRX-300 walk-behind trenchers are now available from Toro's trusted dealer network. For more information, visit Toro's website at [www.toro.com](http://www.toro.com).

*See you in Tahoe!*

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# Hunter® Hunter Industries Welcomes Warren Gorowitz as Director of Corporate Social Responsibility

*Excerpted from Irrigation & Green Industry News, Sarah Bunyea*



and Landscape Supply, Phoenix. Gorowitz most recently led Ewing's sustainability efforts and has been instrumental in spearheading sustainability programs throughout the green industry, including controller recycling programs, ground-level work with the EPA's Water Sense program and development of the Water and Sustainability Innovation Award, presented by Ewing and Audubon International. Additionally, Gorowitz served as the 2018 president of the Irrigation Association, Fairfax, Virginia.

of the opportunity he has to join the Hunter family to further elevate sustainability and corporate social responsibility in the green industry. We are looking forward to building upon our continued partnership with Hunter, especially in areas of corporate social responsibility."

In addition to leading Hunter's corporate social responsibility efforts, Gorowitz will direct Hunter's industry relations activities.

"Through advocacy, community outreach, stewardship, and employee education and engagement, Warren led key initiatives to build sustainability as an integral part of Ewing and our culture," says Douglas W. York, president and CEO of Ewing. "Warren's been a part of the Ewing family for 25 years, and I'm proud

"Warren has shown remarkable leadership in sustainability initiatives at Ewing, the Irrigation Association and the industry at large," says Greg Hunter, CEO of Hunter Industries. "I know he will build on Hunter's strong legacy of sustainable manufacturing and corporate social responsibility, working with great partners like Ewing and others to further sustainability initiatives in the green industry."

**W**arren Gorowitz joined Hunter Industries, San Marcos, California, on August 12, 2019, after two and a half decades at Ewing Irrigation

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## Landscape Data Manual Updated

Published 2018 by the California Landscape Contractors Association  
152 pages, Spiral bound, \$49.95 on Amazon.com



The *Landscape Data Manual* covers the technical aspects of a breadth of landscape projects - from estimating and planning to implementation and maintenance. It contains the formulas, charts, and calculations needed to design and complete projects to industry standards. This book can help estimate material and labor costs important for job quotes and budgeting time and money. From weights and measurements of materials to spacing, planting, irrigation, and building - the necessary and helpful data is all in one place.

To quote Ralph Waldo Emerson, "Life is a journey, not a destination." The same can be said for this edition of the *Landscape Data Manual*. The California Landscape Contractors Association published the first *Landscape Data Manual* in 1972. In 1999, members of the association researched and produced a revised version. Rather than wait another 20 years to update this valuable resource, the association has committed to a process of continual improvement, recognizing that today's rapid changes in green industry technology and best practices warrant more frequent updates. By registering your *Landscape Data Manual*, you will be provided with two years worth of updates.

Special thanks to CLCA Insurance Solutions for their generous support of the *Landscape Data Manual*.

CLCA members who register their *Landscape Data Manual* can earn a \$10 rebate\*

\*CLCA members who register their *Landscape Data Manual* purchase will receive a \$10 Amazon Gift Card. Fine print: Allow three to six weeks for processing. Purchase must be made from Amazon.com to qualify for rebate. More information can be found at <https://clca.org/data-manual/>

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## The Basics Of Troubleshooting An Irrigation Controller

By Rex Irick, Ewing Irrigation

When a failure occurs in an irrigation system, the controller commonly gets blamed as the culprit. But the problem may not lie with the controller. If you're having problems with your system and are unsure of the cause, these electrical troubleshooting tips could help you discover if the controller is the issue or something else.



and live power to the valves could damage your multimeter when measuring ohms.

To test the valves, disconnect the common terminal from the terminal strip. Touch one lead to the common terminal, and the other to the zone you want to test. You should get a reading of 20 – 60 ohms.

### Look for the obvious

Start with the quick and easy stuff. Is the water supply turned on? It could be turned on partially, or the valve could be broken, so check for this first. If the system includes a rain sensor, inspect that next. The sensor may have shut off the system due to a rain event, or the sensor could be faulty. Next, take a look at the controller. Is there power to your controller? First confirm that you have line voltage coming in. Most controllers have a battery backup, meaning you could still have a working display without line voltage. You can confirm this by removing the battery.

### Test the transformer

Now it's time to test the controller, starting with the transformer. This is where a good multimeter, like the Pro90 Armada Automatic Clamp Multimeter or Pro30 Armada Digital Volt Ohm Multimeter, comes in handy. Set the multimeter at 200 VAC (volts, alternating current), then touch the probe leads to the output side of the transformer.

The transformer should put out 19 – 30 VAC. If not, verify that the incoming voltage is around 110-120 VAC in order to determine if the problem is actually in the transformer.

### Test the stations and valves

After that, check the terminal strip to see if it has power. Turn on the stations one by one, and test whether each is receiving proper voltage. Turn your multimeter to 200 VAC and touch one lead to the common terminal and one to the zone terminal. The reading should be 19 – 30 VAC. If the readings are good to this point then the problem lies in the field and not the controller.

Next, measure the ohms on the terminal strip to each valve. First check that the power is turned off by disconnecting the field wires. This helps ensure an accurate measurement,

If the reading is above 60, you could have a weak connection or open circuit; a reading below 10 indicates a short. An open circuit or short at the clock means you'll need to test the valve's solenoid.

### Test the solenoids at the valves and the wire path

To test the valve's solenoids, the Pro48 Armada Irrigation Station Tester activates the solenoids to test, verify and identify clock 24v power output and open and shorted wiring.

You can pick up a Pro48K Armada Irrigation Station Test Kit to get everything you need. This kit includes the testing tool, a Pro 210F Tone Probe & Pro48 Solenoid Activator and a Pro21 Carrying Case.

Disconnect the wires from the valve, and check the solenoid the same way you checked the terminal strip. If the solenoid is good, then it's possible that your wire or wire connections are bad.

### Make sure the controller is set up correctly

If the system's functionality is all working properly inspect the controller's programming as one last check. First make sure the zone has a run time and a start time. A common feature in newer controllers allows for the master valve to be turned on or off for each zone, so remember to check for this, as well.

If your controller passes all of these checks, then the controller is likely not what's causing the issue and you will need to do additional system troubleshooting to find the problem.

*This article originally ran on Ewing Irrigation & Landscape Supply's blog at [www.ewingirrigation.com/news](http://www.ewingirrigation.com/news). Find other green industry tips and solutions there too!*



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