

## “WELCOME ABOARD...”

It is Tuesday morning. I am waiting for the 7 am flight from Oakland, California to Ontario, California. After twenty-five years in Riverside County, my wife, two children and I have decided to call Danville our new home. We still have our home in Riverside where I will be staying three days a week.

My agenda: work Tuesday, Wednesday and Thursday in southern California, then return to California's central valley and work Friday, Saturday and Monday. We have begun a new adventure.

If I put my compass point on Danville and draw a sixty mile radius, I can easily establish the boundaries of our northern California territory. I, along with my new vice-president Jack Crane, am busy with logistics and employee interviews.

Most of you do not know Jack Crane yet. I have personally known him for thirty years and I can easily say he is one of the finest people I know. A competent, confident leader with great communication skills and a dedicated work ethic, he is not one to disappoint expectations. Jack often goes beyond the call of duty. He is a good friend. I look forward to working with him and hope you also get a chance to meet him – perhaps at our company Christmas party aboard the Ambassador yacht out of Newport. The invitations will be in the mail in the upcoming weeks.

In our five acre yard and office on Pedley Road, in Riverside, nothing has changed. We have a great team in southern California and are still expanding at a reasonable rate. I still have the same

phone number, e-mail address and availability. I will continue to take care of the same issues with an emphasis on sales, quality assurance and budgeting. I inform you of all this because I do not want there to be miscommunications regarding the direction we are headed in and how this might affect you. Of course, my schedule will be flexible based on the demands of each area. Sometimes Jack Crane will assist in southern California, and others of my SoCal team may assist in northern California. For Jack, it will likely be 90% north, 10% south, whereas the dynamic will be reversed for Greg Charpentier and Fernando Milian. But for the most part, the status quo remains. Rest assured, keeping your grass greener is still our main concern.



### TREE OF THE MONTH: *Koelreuteria bipinnata*

a.k.a. Chinese Flame Tree. This tree native to Asia grows to a height of 20-30 feet. It's spread is also 20-30 feet, but asymmetric, creating a rather dramatic silhouette. It gets the spotlight here this month because of the beautiful colors it displays as it starts to bloom and produce its papery fruit capsules this month and well into October. In addition to this tree's beauty, it exhibits the additional benefits of (1) not having an invasive root system, thus reducing the damage to irrigation systems, and (2) being tolerant of poor drainage, soil, smog, extreme heat and wind.