



New Jersey
Irrigation

NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 19 No. 1 April 2017

President's Message

Here we are at the start of another irrigation season. I am extremely honored to serve as your President for another year. As in the past, your Board of Trustees and myself will make every effort to improve the IANJ and make it better than before. The Board of Trustees and I thank you for the trust you have placed in us to do that.

We introduced the Monday Morning Memo in January. We intend to provide you with pertinent information in a timely manner to keep you current on what is happening within the IANJ and our industry. We would appreciate your feedback on the MMM so we can improve the delivery of this important information.

Thank you for your support of WinterTech which was a very successful event. The backflow recertification course was filled to capacity. It will be offered again next year. Several new courses were introduced and feedback

IANJ has partnered with Chris Pine Associates and is now offering WEB based training courses for CEC credit. The courses offered have been approved for the State of New Jersey and national IA credit.

on the new offerings was very good. We will continue to broaden the course selection in upcoming training events.

IANJ has partnered with Chris Pine Associates and is now offering WEB based training courses for CEC credit. The courses offered have been approved for the State of New Jersey and national IA credit. The link to access the online training is on the IANJ WEB site.

On March 13, 2017 a seminar was held at the Crown Plaza in Jamesburg on the updates to the New Jersey Motor Carrier Safety Regulations. Sgt. Dorrlor of the NJSP Transportation Safety Bureau held a very informative session on the new regulations affect our industry. The new regulations will affect practically every small contractor in the State be it irrigation, landscaping, construction, etc. Information can be found on the NJSP WEB site: <http://www.njsp.org/njoption>. It starts with acquiring a DOT number either intrastate or interstate depending on where your clients are. If you leave NJ to do business, you must get an interstate DOT number. There are many other requirements on how you trucks and trailers must be registered, vehicle lettering, personnel records, training records, log books, etc. Please investigate and comply with the new regulation as the NJSP, port authorities, and Federal authorities will be enforcing the new regulations and the fines are not cheap.

The Board of Licensed Irrigation Contractors has

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New Jersey Irrigation NEWS

The Newsletter of the Irrigation Association of New Jersey

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President's Message

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been successful in pursuing unlicensed/expired licensed contractors and the courts are now issuing civil penalties to these individuals. A link to the updated BLIC regulations is on the IANJ WEB site. Print out a copy and read the regulations. There are many requirements concerning vehicle lettering, correspondence, contracts, advertising, WEB sites, etc. Not following the regulations can result in being cited and fined.

One thing we don't know about these WEB based controllers going forward is what happens when operating systems are updated on the various platforms accessing the WEB.

WEB based controllers seem to be the current irrigation "thing". If your clients insist on a WEB based controller, try to guide them to a brand that has a technician interface. Also, if connecting to a weather station for "real time" weather information, try to guide them to a local network to keep the weather information as accurate as possible. There may be a subscription charge for this type of weather info but it is the best source for weather data. One thing we don't know about these WEB based controllers going forward is what happens when operating systems are updated on the various platforms accessing the WEB. Will they be backward compatible or will this be a planned obsolescence issue. Wait and see.

CEC training will be available at the DCA Building Safety Conference being held at the Borgata in Atlantic City, May 3, 4, 5, 2017, SummerTech the week of August 7, 2017, and at the Winter Meeting in December 2017 in Atlantic City. The Golf outing will be in September 11, 2017 at Galloping Hill Golf Course in Kenilworth, NJ

On behalf on the Board of Trustees, I would like to thank each of our members for your continued support. Have a safe and profitable 2017 season.



Pannouncing The IANJ Philanthropic Awards Program

IANJ PHILANTHROPIC AWARDS

In sponsoring these awards, the IANJ strives to increase the professionalism in irrigation contracting and to encourage the contractor's consistent use of water conservation, quality materials and workmanship through philanthropic activities by its membership. The IANJ will present the awards at the Annual Meeting in December.

ELIGIBILITY

Applicants must be a member of the IANJ and professionally engaged in and responsible for the installation and/or maintenance of sprinkler systems described in the entry. All applicants must possess a valid Landscape Irrigation Contractors License and provide a copy with entry.

ACKNOWLEDGEMENTS /AWARDS

All applicants will be acknowledged.

To include:

Service or Installations to nationally recognized operations such as:

“Habitat for Humanity”, “Wounded Warriors” or “Green Care”

Donation of installation or service to a facility, building, or park.

*Service should be a year-long event and not a one-time visit.

*Installation should be an addition, a complete rebuild or new installation.

An Certificate of Honor recognizing the accomplishment will be awarded for each qualifying submission.

COST

There is no cost to participate

ENTRY

Application will include:

Company name

Contact information

Project / Facility / Property owners name

Location

Photographer (for credit)

Identity of anyone in the pictures (for credit)

Applicant can join the IANJ to participate

Include a question if they will attend the December meeting.

Entry must be submitted by October 1.

Can be submitted online or by mail.

Photos, video and all paperwork should be submitted on a CD or DVD.

All entries become the property of the IANJ and may be used in IANJ publications and marketing.

PHOTOS

Submit 5 to 10 high quality photos as digital files.

Company vehicles or employees should be included in some photographs.

Photos should be of the project while being constructed (or serviced for recognized projects) as well as the completed project showing the system running.

Submit high quality photos that can be reproduced and published.

Your photos will be displayed at the Annual December Association meeting as well as possibly being used for IANJ newsletters and publicity.

Select your photos carefully and making sure the photos are clean of anything that can distract from the subject matter such as leaves on a patio, toys, hoses, hand tools or pipe left lying around.

If you include company vehicles or employees in your photos be sure they represent you professionally.

Pay careful attention to lighting when taking your pictures which can result in poor quality photos.

Avoid photography in bright sun.

If you include multiple pictures of the same subject take them from different angles.

Your photos will be publicized – be sure you maintain high levels of safety and professionalism in your subject matter. Photos that will not enhance the industry or display unsafe conditions will not be considered, displayed or utilized in any promotional material.

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The IANJ Philanthropic Awards Program

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PROJECT ENTRY APPLICATION

Include the following:

- Description of the project including:
 - Gallorage flow
 - Water pressure encountered
 - Number of zones
 - Number of sprinkler heads
 - Types of equipment used
- Special or unusual circumstances encountered.
- Photograph Descriptions included with:
 - 5 to 10 photos of the project (1-3 if for a Service Event).

If a design was utilized for the project, include one photo of that.

A single video can be included but should be no more than 30 seconds in length.

Application can be submitted electronically or on a disk.

All applications and materials submitted become the property of the IANJ

You may enter more than one qualifying project.

You cannot enter the same project more than one time even if it is a continuation of the original project. If incomplete, it would be wise to wait until the project is finished.

RECOGNITION OF APPLICANTS

- All awards will be given at the Annual Association meeting in December.
- As each qualifying application will receive a certificate.
- Pictures will be displayed on a screen prominently during the December meeting. (Backdrop to stage?)
- Pictures may be used in any IANJ promotions, newsletters, website, marketing, etc..
- Applicants can utilize their award and acknowledgements in any of their promotional or marketing for their own company.



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Bob McCracken
Branch Manager
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6004 E Black Horse Pike | Egg Harbor, NJ | (609) 645-7760 | egg_harbor@atlanticirrigation.com

Education Round-Up

2017 Winter Tech – FABULOUS!

The 2017 Winter Tech had close to 200 contractors attend the week long series of education workshops. There were 14 new seminars in business, design and maintenance tracks plus 9 classes in water conservation. Additionally, in accordance with the new renewal requirements for backflow prevention device testers, a two-day updated Backflow Prevention Device Tester Review/Re-Certification was held on Monday with the exam scheduled on Tuesday from 8am-12Noon. This class was filled to capacity.

13 supplier/distributor members exhibited at the two hour winter trade show. “This was the best attendance we have seen in years,” said Paul Garris of Atlantic Irrigation. “Contractors came out in full force to ensure they had their CECs in order to renew their licenses.”

“We have been very pleased with the cooperation we have received from the Department of Community Affairs,” said Roy Nau, IANJ President. “The department is reaching out to ensure this transition from DEP goes smoothly.”



Attendees enjoyed lunch during the Trade Show portion of the event.



Craig Borland teaching a packed room on Advanced Irrigation Wiring.

March 13 DOT Workshop

On March 13 at the Crowne Plaza in Jamesburg, Sergeant Scott Dorler of the NJ State Police Transportation Safety Bureau led a two hour workshop on the new New Jersey regulations under N.J.A.C. 13:60 that were enacted in February to make state regulated vehicles comply with Federal Motor Carrier Safety Rules and Regulations (FMCSRs). This means that vehicles that previously only had to comply with FMCSRs when crossing state lines would have to do so even if they never leave New Jersey.

Perhaps one of the biggest changes under this new regulation, is that vehicles with the gross weight at which compliance is required has changed from 26,000 lbs. to 10,000 lbs. Landscapers, construction and otherwise smaller companies utilizing trucks that used to be under a lot less regulatory scrutiny now must have the same as an interstate carrier.

IANJ is working closely with the NJDOT and State Police to educate members on the new rules. We hope to schedule a second workshop for our North Jersey members in late May or early June. In the interim, please got to <http://njsp.org/adoption> for specific information on the new regulations.

LICENSE EXAM STUDY COURSE SCHEDULED for April 24 and 25

Are you or anyone from your firm planning to take the April 26th Irrigation Contractor License Exam? If so, you may want to register for our two day study course, geared toward preparation for the exam. 16 CECs are available for attending both days

Monday & Tuesday, April 24th & 25th
Atlantic Irrigation West
Berlin, NJ

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Delivering The Best In Health Benefits!

All employers are aware of the ever increasing cost of providing health benefits to your employees. IANJ has worked to provide you a tool to help manage these costs with it's partnership with Association Master Trust (AMT).

Association Master Trust is a unique not-for-profit benefits trust formed to serve the health coverage needs of participating association employer members, and has been doing so for over 30 years. AMT offers a full menu of "cutting edge" benefit plans available to meet your specific needs and currently contracts with Horizon **Blue Cross Blue Shield of NJ** to provide AMT members with access to Horizon's outstanding network of hospitals and doctors in New Jersey.

While many Americans are currently exploring new options in health care coverage, your best choice may be right here... through the IANJ Benefits Trust and AMT. Great rates, great coverage and a health benefit plan run by members for members.

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Call today at: 973-379-1090

www.amt-nj.com | info@amt-nj.com



Education Round-Up

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8:00 am to 5:00pm (both days)

Instructor: Chris Pine

IANJ Member Price: \$400 per person

Non-Member Price: \$600 per person

Call Candi at 973-85-3366 to register.

IRRIGATION CONTRACTOR COURSES AVAILABLE AT THE 2017 BUILDING SAFETY CONFERENCE OF NJ, May 3-5, Bally's Atlantic City

The NJ DCA (Department of Community Affairs), in conjunction with the **Rutgers Continuing Education Series** is coordinating the **2017 Building Safety Conference** - May 3rd, 4th and 5th at Bally's in Atlantic City.



Craig Borland will be teaching two of his more popular courses **Electrical Troubleshooting 101** and **Electrical Troubleshooting 201/2 Wire**. Each class offers 4 CECs.

Conference Schedule

WEDNESDAY, MAY 3

4:00PM-7:00PM

REGISTRATION

Conference Floor

6:00PM-8:00PM

CRACKERBARREL

Grand Ballroom

Roundtable discussions on various topics.

Conference Floor

Get your questions answered by the experts.

THURSDAY, MAY 4

6:15AM-8:15AM

REGISTRATION

Conference Floor

6:00AM-7:45AM

BUFFET BREAKFAST

Ocean Ballroom

Conference Floor

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Education Round-Up

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8:00AM-11:45AM

CONTINUING EDUCATION SEMINARS

12:00PM-2:00PM

AWARDS LUNCHEON

Ocean Ballroom

Conference Floor – (Ticket required)

Annual event to honor Inspectors of the Year and Technical Assistant of the Year.

2:00PM-4:00PM

CONTINUING EDUCATION SEMINARS

4:00PM-5:00PM

ASSOCIATION MEETINGS

To register, go to www.inaj.com and download the registration brochure.



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New For 2017! IANJ Scholarship Available

The IANJ Board is proud to announce the launch of the IANJ Scholarship Fund. The program goal is to award four \$500 scholarships to deserving high school seniors and college students in 2017. There will be a preference for at least two scholarships to be given to “green industry” applicants and employees of IANJ member companies are encouraged to apply.

WHO MAY APPLY:

High school seniors who are currently enrolled in an accredited high school and will graduate in 2017

College undergraduate students who are currently enrolled in an institution of higher learning.

Graduate students who wish to further their education beyond the Bachelor’s Degree program.

Go to www.ianj.com for the complete scholarship criteria and the application.

The deadline to apply is May 1, 2017.

ALSO NEW FOR 2017!

NEW! IANJ Offers Special CIC (License) Study

Course Package... In-Person & ONLINE Learning!

Take advantage of this special package offer to help you better prepare for the Irrigation Licensed Contractor Exam! The training package offers the traditional in-person 2day course (April 24th and

25th), as well as 24/7 access to the online Certified Irrigation Contractor training! You will have 90

days to go over the course material at your own pace, review each module as many times as you need

and refresh your knowledge before taking the exam.

Member Price: \$475.00 per person

Non-Member

Price: \$675.00 per person



To register for this special package deal, go

to <http://cpineassociates.com/>

You can also register for JUST the Online Study Course at a reduced price without participating in the in-person class. Once you purchase this course you will have 90 days to complete it. The entire course is 20 hours long and consists of 25 lessons that you can access any time convenient for you, on any device, and with any computer.

In Memoriam – Mary Lou Des Champs



MaryLou Des Champs, 81, passed away peacefully on Friday, March 31, 2017. MaryLou was the President and CEO of Storr Tractor Company in Branchburg and led operations of the company since 1990. Under her leadership, Storr Tractor Company was able to generate partnerships with Yankee Stadium, Citi Field, the Great Lawn at Central Park, The Botanical Gardens in Brooklyn, the Bronx Zoo, Liberty State Park, and MetLife Stadium, to name a few. She was active in community affairs back in Boonton Township, joining the women's Auxiliary Police while her husband served in the Boonton Township Police Department. She had been a member of the New Jersey Irrigation Association of New Jersey for nearly 50 years and was the recipient of the 2008 Lifetime Achievement Award from the Irrigation Association of New Jersey. Memorial contributions may be made in her memory to the Eastern Amputee Golf Association, 2015 Amherst Drive, Bethlehem, PA 18015.

“Mary Lou was an ardent supporter of IANJ and the industry and she will be greatly missed. We are honored to have given her the IANJ Lifetime Achievement Award for all she did for the entire industry,” stated Roy Nau, IANJ President

Motivating Employees

By Mark Bradley
Lawn Landscape

Once again, this winter, I had the opportunity to visit a wide variety of different states and provinces, and met landscape contractors of all different types and sizes. There is still a common theme prevalent in our industry...

“Hey guys, let’s all work out tails off this year. If there’s some money left – and nobody’s sure that there will be – but if there is, we’ll see if we can share it around.”

Step 1: Create and Explain Your Company’s Budget

Every company should start the year with a budget – planned/ forecast sales and expenses that, when executed, will result in a fair profit. Without a budget, you and your employees are in the same boat.

- Without a budget, you’re all condemned to the same fate...work hard, then a little harder, and hopefully something will be left to share.
- How much do we have to sell (work completed) in order to be profitable?



- How many hours (labor costs) are planned to get that work done?
- Do we have enough equipment and/ or overhead? Do we have to much?
- Are our prices enough to cover all out costs, overhead and result in a profit?

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Motivating Employees

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All these questions can be laid to rest with a budget. Once you know what needs to happen in order to be profitable, you can confidently present it to your crews. Without it, you have no place to present.

You don't need to share all your information. You can use percentages to keep things simple. Stick to easy-to-digest information like "Payroll costs are 25% of sales." Equipment costs are 15% of sales.", "Overhead is 22% of sales." You certainly don't need to dive into each one and explain costs like rent, or insurance, or especially people's salaries. This information is confidential and can be kept confidential by using percentages.

Most landscape contractors plan for a modest profit, something between 5% and 15%. This kind of profit is hardly something to keep secret and you might argue that it needs to be shared. If you're 1 day over on a 2-week job, profit is gone. The margins are slim and everyone should be aware of just how slim they are.

Step 2: Explain What Overhead Is...And why It Costs So Much

Overhead is rarely explained properly to most owners, let alone crews. Explaining overhead will help everyone understand the 'hidden' costs of doing business. If you've followed step 1, you've already explained 'how much' overhead is. Now it's time to identify (in a nutshell) where that 22% is going.

To keep it simple, overhead is every cost that doesn't get included on an estimate, that means every single cost in the company that does not get itemized on a job is an overhead cost, this includes cost like: advertising, office supplies office salaries, insurance, tools and shop supplies, rent/ mortgage, computers and IT costs, property taxes – every single expense that doesn't get "counted" when adding up the actual costs of an estimate.

Once again, you don't need to breakdown each cost by type. It's good enough to outline the totals costs and then list through a series of examples explaining what goes into that percentage. That's all the detail you need.

Step 3: How Do We Get a Raise?

Now we can start into the good stuff...everyone in the room is focused (more or less) on how they can be more successful through this meeting. What your company can afford to pay in wages is, more or less, determined by your budget. Your company's budget helps you determine that you can spend X percent of your sales dollars on wages.

The company cannot be successful if you keep increasing wages without increasing sales.

Therefore, the key to increasing wages is to increase sales. In the field employees' language, that means increasing production. If they can get more work done in the same time frame, we can afford more in wages. For instance, if your company's ratio of labor expenses to sales is 25% and your crew's wages add up to \$100k, they need to be able to complete \$400k worth of work in a season. If they can't they might not be worth the \$100k you are paying them. On the other hand, what if they can work efficiently and complete \$500k worth of work? Well, not they're worth \$125k. With the increase in production, they're worth more and you're much more profitable. Both sides get what they want. Is it unrealistic to think a crew could increase its production by as much as 25%? Not really.

Step 4: Explain why Labor Rates Are What They Are

Your employees are out in the field – out in hot, wet, cold, muddy and every other kind of weather under the sun doing physical labor. They are paid \$15/hr, or \$18/hr, but the word's out that you're charging \$45/hr or \$50/hr for their time to your customers. When you look at it from their perspective, you might see why they're not too concerned with taking too long on a job...After all, in their eyes, you're making 100% profit or more on their time and labor.

But, of course, you're not. The price you charge for labor needs to include: crew wages, overtime, "unbilled" time, labor burden, company overhead and of course profit.

And for many people reading this article – your labor rate also needs to include the cost of your trucks and equipment! By the time, you've factored all these costs in, there's typically 10% profit left. If you've estimated 10 days on a job and they take 11, there's no profit left. If you estimate an hour on maintenance work and your crews take 1h 6min, there's no profit left. The margins are that tight and it's worth your time to explain that urgency to your crews. Eliminating those little overages here and there is what's going to help you both make more money.

Share information. You're not only keeping your staff in the loop, you're showing your staff that being profitable is important. For the sake of everyone's job, and everyone's standard of living, it is.

How to Play the Cards You're Dealt: Making the Most of What Life Deals You on a Daily Basis

By Tom Borg
Irrigation & Green Industry

A few months back, I woke up one morning with a tightness in my chest. I thought it was some kind of a chest cold. The next day, I started experiencing flu-like symptoms. A few days later, I was feeling worse than ever and I went to see our family doctor. She recommended that I immediately be admitted to the hospital, due to a combined case of pneumonia and influenza. The doctor explained that if I had waited another day, it could have been fatal.

This was a huge surprise. Fortunately, three days later, I was released from the hospital and sent home to recover. With the help of my wife, it took about six weeks to fully recover. Did I expect this type of scenario? Of course, I didn't. Other than having my tonsils removed when I was three years old, I had never even been hospitalized for an illness in my entire life. Fortunately, I was able to reschedule my meetings and consulting appointments with my clients. My insurance coverage took care of my time off from work, as well as doctor and hospital bills. I was fortunate, but for me it was one of life's wakeup calls. I was reminded that when it comes to life, just about anything can happen.

Some of you reading this article can relate first-hand to this, as you may have experienced a life-threatening injury, hospitalization or surgery. With help, somehow you were able to navigate through it.

When you stop to reflect, life can be likened to a card game that you are actively engaged in. Each day when you get up, you really don't know what cards you are going to be dealt; yet, in order to succeed, you will have to respond in the best way possible.

Do you have a plan for anticipating, preventing or minimizing, coping with and resolving the major issues life deals you, and which affect your business and personal life?

In another situation, while I was speaking at a conference, one of the attendees in his forties was taken to the hospital with chest pains. Was he anticipating this happening to him at this out-of-state event? Absolutely not!

Still a third example of how life can deal you a hand of cards that can send you into a tailspin: a client of mine experienced a triple whammy within a 12-month period. He and his family sold their home and bought another, larger and more beautiful one. They did this as they



anticipated the arrival of their third child. Two positive changes; yet problems with their new home's renovation, combined with the actual arrival of their third child, caused things to become extremely stressful. To make matters even worse, my client's father who had become ill within that year, died unexpectedly. This created an almost insurmountable amount of stress in his family member's lives. It made it extremely difficult to focus on this business and to navigate the normal day-to-day business demands.

When something like this happens in your life – what is your plan? Notice I didn't say if something major happens, but rather when. That's how life is...you're just sailing along when wham, you're dealt a card or a hand of cards that creates stress, anxiety and hardship.

When I do one-on-one coaching with my clients, one of the first things we get clear on and help them identify are their true priorities they identify are things like their business or work position, their family and their personal health.

One of the next steps in our process is for them to access their schedule or planner. As we look over this calendar, we begin to get a better picture of where their priorities really are. Although they may say that their family

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How to Play the Cards You're Dealt

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and health are at the top of the list, we usually don't see a lot of activities that address time with their family or an exercise program or regular physical checkups included in that calendar.

The next step is to have clients look at their checkbooks or credit card statements. This reveals where they are spending money. Again, if family and physical health are not represented here, we need to re-evaluate how their life and work goals are not congruent with their behavior.

How about you? What do your calendar and your checkbook reveal? As simple as this sounds, are you eating a healthy diet, getting enough sleep and exercising on a regular basis? Are you scheduling those regular physical check-ups with your family doctor? Are you creating a balance in your life by making time for some personal rest and relaxation? If not, when will you make the time to do the things you need to do to keep your health at an optimum level? Remember the quote that, "What you do in the first forty years of your life will determine how you look and feel in the next forty years of your life." Let that serve as a guidepost for you.

The great self-development philosopher, Jim Rohn, had life philosophy he shared in his books and seminars. It went like this: "I will take care of me for you if you will take care of you for me." My wife and I have the same mutual agreement: I take care of me, for her and she takes care of her, for me. In other words, mental and physical

health is ultimately our own responsibility. She and I both know this. How about you? Are you doing everything you should to keep your mental and physical health in top condition, so your spouse or partner can be assured that you are doing your very best to stay healthy? If not, what can you do to correct this?

Take a look at your checkbook or credit card statement. Whether your family includes children, or it's just you and your spouse, can you see evidence of where you're spending money on family activities? Review your planner; are you making time for some fun family activities and some regularly scheduled dinners together at home? Are they part of your weekly schedule? Are you creating the right kind of routines, things that make for great memories? Just how much time are you really spending with the ones closest to you?

According to research conducted by Michigan State University Extension, "The more time you spend together with your family, the better change you have of sharing quality experiences. Eating meals together, talking about the events of the day, sharing joys and defeats, doing household chores together and spending some evenings popping corn and watching movies are examples of shared activities."

So don't wait to start proactively anticipating how to deal with life's bumps and jolts. Take the time now to create a plan. Both you and your family will be glad that you did.



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2017 Industry Calendar

LICENSE EXAM STUDY COURSE SCHEDULED for April 24 and 25

IRRIGATION CONTRACTOR COURSES AVAILABLE AT THE 2017 BUILDING SAFETY CONFERENCE OF NJ, May 3-5, Bally's Atlantic City

MARK YOUR CALENDARS FOR SUMMER TECH, THE WEEK OF AUGUST 7, 2017

IANJ Movie Review

For this issue, we will be reviewing a film entitled “John Wick: Chapter 2”

Title: John Wick: Chapter 2

Director: Chad Stahelski

Cast: Keanu Reeves, Ruby Rose, Ian McShane, John Leguizamo & Bridget Moynahan

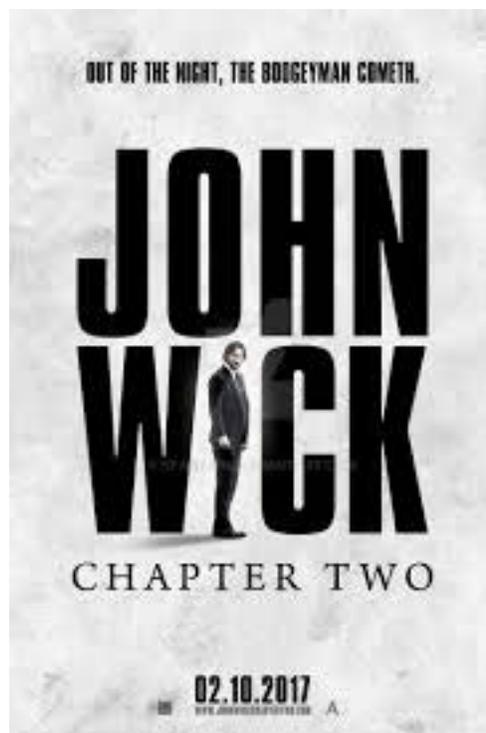
If you could accept the initially flimsy premise – that Keanu Reeves’ retired hitman was compelled to load up his guns again because a mobster’s son killed his dog – 2015’s original *John Wick* film was a slick and gripping action thriller.

This sequel, directed by Chad Stahelski, who also co-directed the original, offers similar thrills and spills on a grander scale. Here, Wick is forced out of retirement (again) when an Italian gangster redeems a blood oath against him. With gruff reluctance, Wick travels to Rome to kill the gangster’s sister as prescribed, but when he succeeds, it sets off a chain reaction. Not only does her loyal bodyguard Cassian want payback, but the gangster sneakily places a \$7 million open contract on Wick’s head, as it would be “dishonorable” not to avenge his sister’s death – even though he ordered it. When Wick returns to New York City, every assassin in town is after his blood.

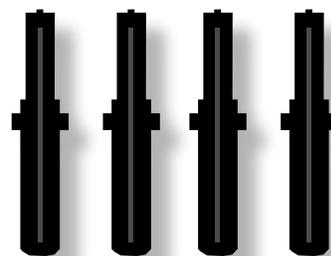
Like the original film, *John Wick: Chapter Two* requires a hefty suspension of disbelief: many of its bloody murders take place in public places, but no one ever seems to report them. Nevertheless, Reeves’ turn feels believable and dovetails entertainingly with some flashy supporting performances. He and Laurence Fishburne, playing a camp crime lord called The Bowery King, riff winningly on their old *The Matrix* chemistry. *Game Of Thrones*’ Ian McShane, reprising his godfather-like role from the first film, is typically charismatic.

But as ever, it’s the action that dazzles. Stahelski choreographs the killing sprees with gruesome elegance and the flick contains genuinely tense and unpredictable moments. *John Wick: Chapter Two* ends by beating a very clear path towards a third film. This kind of signposting sometimes feels like a cheat, but here it works because you’ll leave feeling both satisfied and intrigued.

John Wick: Chapter 2 gets 4 Rotors



John Wick: Chapter 2 gets 4 Rotors





NON-CERTIFIED CONTRACTORS CAN BE REPORTED

In an effort to provide enforcement to the New Jersey Landscape Irrigation Contractors Certification Act, N.J.S.A. 45AA-1, the New Jersey Board of Landscape Irrigation Contractors has created a Contractor Certification Verification form. This form may be used by Certified Irrigation Contractors to give the Board the names of contractors they observe to be operating without the required certification. ALL FORMS MUST BE FILLED OUT COMPLETELY OR THEY WILL BE RETURNED. PLEASE MAIL TO THE ADDRESS BELOW.

New Jersey Board of Landscape Irrigation Contractors
Department of Community Affairs, Division of Codes and Standards
Licensing and Education Unit, P.O. Box 802
Trenton, New Jersey 08625-0802

Members of the Board:

I have observed the below named contractor installing a landscape irrigation system. I request that the New Jersey Board of Landscape Irrigation Contractors verify that the contractor has obtained certification pursuant to Landscape Irrigation Contractor Certification Act, N.J.S.A. 45AA-1.

Date of Inquiry: _____

Name of Contractor Firm in Question: _____

Address: _____

Phone Number: _____

Address at which contractor was observed installing a landscape irrigation system:

I request that, should the contractor in question not be certified, the Board notify the contractor that he/she will be in violation of the Landscape Irrigation Contractor Certification Act as of January 1, 1997. I trust that the Board will send such notice in a timely manner and understand that I will receive further correspondence from the Board stating that said notice was made. I further resolve to make only this one request for verification for the above named contractor in question.

Signed: _____

Name of Contractor
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