



President's Message

Have you ever tried to learn a new language? It's not easy is it? I briefly took classes in high school and college to learn the Spanish language. My only intent was to fulfill the minimum foreign language requirement in order to graduate at both levels. To this day, I use every ounce of that not-so-foreign language to communicate at my workplace.

The time has come for irrigation contractors in New Jersey to learn a new language. Fortunately, it consists of letters and words we all understand. Until this point in time, we have never had to apply it to the irrigation industry in New Jersey. The foundation of this new language is as follows: "Tier 1", "Tier 2" and "Tier 3". Simple, right? Soon enough, all NJ licensed irrigation contractors must be

well versed in this new "language".

LICEB (Landscape Irrigation Contractors Examining Board) will be requiring that all NJ licensed irrigation contractors participate in education and activities that direct-

The time has come for irrigation contractors in New Jersey to learn a new language. Fortunately, it consists of letters and words we all understand.

ly pertain to the irrigation industry, thus earning CEC's to maintain a license. CEC's (Continuing Education Credits) will be issued upon completing educational seminars, teaching irrigation courses, attending industry trades shows and participating in business classes. CEC's will be available at three levels: Tier 1, Tier 2 and Tier 3.

Tier 1 is the highest level of education in which an individual may qualify for CEC's. Each hour of attendance earns one (1) CEC. Fortunately, Tier 1 education has no maximum allowable CEC per individual. You could earn as many as you want! Tier 1 activities that qualify for CEC's include attending and/or teaching irrigation educational courses or seminars. More specifically, the courses and seminars need to be sponsored by trade associations (i.e. IA, IANJ), educational institutions (i.e. Rutgers) and professional irrigation instructors. Following closely with Tier 1, but with slightly less CEC value, is Tier 2.

Tier 2 is the median value assigned to educational opportunities in which an individual may participate to earn CEC's. Each hour of attendance earns one-half (.5) of a CEC. Tier 2 mirrors Tier 1 wherein the CEC count is uncapped. Again, earn as many Tier 2 CEC's as you desire! Tier 2 activities that qualify for CEC's include attending and/or teaching in-house irrigation courses or seminars. Tier 2 courses are sponsored by irrigation manufacturers, distributors or by your individual company/employer. The subjects must relate directly to irrigation and may be prod-

Continues on page 2

In This Issue...

1st Annual IANJ/NJLCA Golf Outing - Big Success!

IANJ's Education Round-Up

Toro Celebrates 50 Years in Underground Irrigation

Five to Thrive

It's Good if Your Head's in the Clouds

In Memoriam of the 3,000 innocent victims who suffered and died from a brutal attack by extremists on our homeland and the World Trade Center



New Jersey
Irrigation

NEWS

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President's Message

Continued from page 1

uct specific.

Lastly, Tier 3 education and participation in the irrigation industry offers the lowest available level of CEC's. Unlike Tier 1 and Tier 2, Tier 3 has a maximum of five (5) CEC's over the two-year period prior to license renewal. Furthermore, CEC's in the Tier 3 category are earned at a rate of one-quarter (.25) per hour of attendance. Fortunately, Tier 3's spectrum of activities are a bit more expansive than Tier 1 and Tier 2. For example, an individual may attend an irrigation or green industry trade show to qualify for Tier 3 CEC's. This is as simple as walking the show floor! Additionally, attending and/or teaching green industry related courses are acceptable. This includes business courses that directly relate to our daily operations (i.e. OSHA regulations, vehicle safety and accounting).

One of IANJ's responsibilities to all members is to conduct educational programs. In expectation of LICEB's CEC regulation, the IANJ board is (and has been) regularly discussing new education opportunities and refining past events for maximum effectiveness. For example, IANJ's most recent event, the Summer Tech series, was held at multiple locations with varying seminar offerings. Based on the attendance and overall support, Summer Tech will continue because it offers a true hands-on environment for seasonal employees with weather conducive to irrigation training and development.

In closing, today's NJ licensed irrigation contractor has more to think about. Whether your future education experiences qualify as Tier 1, Tier 2 or Tier 3, I urge you to attend willingly, with an open mind to new technology and use every experience to build your knowledge of irrigation. In the words of John Dewey, "Education is not preparation for life; education is life itself."



1st Annual IANJ/NJLCA Golf Outing - Big Success!

The merging of the Irrigation Association of New Jersey and New Jersey Landscape Contractors Association golf outings for the first time this year was deemed a great success by all attendees and the leadership boards of both organizations.

“We are very pleased with the turnout of golfers, sponsor participation, and the great camaraderie exhibited at today’s event,” said Eric Nelson, president of the IANJ Board of Trustees. “We look forward to doing many more co-sponsored events in the future.”

The golf outing, held at Neshanic Valley Golf Course in Neshanic Station, NJ on September 10, had 117 golfers. The day was beautiful but windy and scores reflected some of the trouble with the wind. However, two teams slugged it out for first place with the winning score of -11 posted by Wade Slover, Walter Mugavin, Paul Anderson, and Kevin Lewis. The team from Morgan Stanley/Smith Barney (Wade Martin, Craig Alexander, and John Green) came in second with a score of -10.

A special award was given to the John Deere Landscape team named “Most Honest” with a score of +9. Other winners included:

Closest to the Pin #3 Lake
Closest to the Pin #8 Lake
Closest to the Pin #3 Meadow
Closest to the Pin #6 Meadow
Straightest Drive
Longest Drive

Rob Corsini
Matt Sweatlock
Dan Stapinski
Laura DePrado
Tom Pacheco
Mike Gilmore

During the awards dinner, golfers were entertained by Neal Portnoy, a caricature artist who provided memorable drawings of a number of attendees. “Neal has a gift for finding the vulnerable part of all of us,” said Pat Barckett, NJLCA golf co-chair, “and he always brings a smile to my face when I see the results of his caricatures.”

“Sincere thanks to members the NJLCA and IANJ Golf Committees (Pat Barckett, Scott Gillinder, and Gail Woolcott (NJLCA) and Eric Nelson, Wade Slover, Dan James, and Pat Koziol) for their hard work and great efforts in bringing this 1st annual co-sponsored golf outing to fruition,” said Jody Shilan, Executive Director of NJLCA. “We hope to continue this tradition in the future.”

Our thanks to all the sponsors of the outing for their generous support:

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Happy Hour!



Thanks to our sponsors



Welcome to the 1st Annual IANJ/NJLCA Golf Challenge

IANJ/NJLCA Golf Outing Winners



Straightest Drive winner was Tom Pacheco.



Closest to the pin on hole 6 Meadow winner was Laura DePrado.



Longest Drive winner was Mike Gilmore.



The team from John Deere Landscapes were "Most Honest."



Winner Low Gross Team with a score of -11 was posted by Wade Slover, Walter Mugavin, Paul Anderson, and Kevin Lewis.



Closest to the pin on hole 3 Lake winner Derek Pukash accepts the award for Rob Corsini.



Closest to the pin on hole 3 Meadow winner was Dan Stapinski.



Closest to the pin on hole 8 Lake winner was Matt Sweatlock.

Golfers got to try their luck at the Putting Challenge to be entered into a Million Dollar Putt-Off!



IANJ's Education Round-Up

1st Annual IANJ Summer Tech

Over 150 contractors took advantage of technical and auditor certification classes held at member supplier locations in New Jersey during the week of August 6. An auditor certification course was presented at Storr Tractor in Branchburg and technical classes in electrical troubleshooting, two wire, and hydraulics were presented at Atlantic Irrigation in West Berlin. Business and marketing classes were to be offered at Aquarius Supply in Hawthorne but were canceled and will be re-offered during the 2013 Winter Tech scheduled for the week of January 28.

“The concept for Summer Tech was to offer classes that have been popular at IANJ's Winter Tech as well as offer new business classes to assist contractors improve their business and marketing skills,” said Mike Edmiston, Education Committee Chair (The Toro Co.). “We are grateful to Atlantic Irrigation, Aquarius Supply, and Storr Tractor for their support in hosting the classes and offering the use of their facilities.”



Art Elmers leads a class for the Auditor Certification.

Mark Your Calendar for IANJ's Winter Tech

The next Winter Tech will be held January 28-February 1, 2013 at the Crowne Plaza in Jamesburg. Classes taken during this week can be considered for CECs for license renewal by January 31, 2013.

Continues on page 6

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IANJ's Education Round-Up

Continued from page 5

FALL 2012 SEMINARS

License Exam Study Class - Earn 16 CECs for Attending

Are you taking the NJ State Irrigation Contractor Licensing Exam on October 17th? Do you need a refresher course to prepare you for the test or do you just want to brush up on requirements? Come to John Deere Landscape, 779 Susquehanna Ave., Franklin Lakes, NJ for two days of information and instruction that will help you navigate your

way through this extensive exam.

This class is designed to refresh the skills of irrigation contractors. Review advanced soil-water-plant relationships, advanced hydraulics, pumps, job safety requirements, national codes that affect our industry, state codes and recent changes, scheduling, water conservation and details about system uniformity and efficiency.

Go to www.ianj.com to download the registration form or call the IANJ office at 973-850-3366.

Training And Certification Of Backflow Prevention Device Tester/Inspectors

IANJ is planning to present a Backflow Certification Class from Tuesday, November 6 – Friday, November 9, 2012 8:00am – 5:00pm all (4) days. You can also receive valuable CECS (20 of them!) which may be needed for license renewal. The class will also be held at John Deere Landscape, 779 Susquehanna Ave., Franklin Lakes, NJ.

Class size is limited to the first 24 people, so sign up now! Go to www.ianj.com for the registration form or call the IANJ office at 973-850-3366.

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Toro Celebrates 50 Years in Underground Irrigation

History of innovation began with the purchase of Moist O'Matic in 1962

Fifty years ago today (August 1, 1962), The Toro Company purchased a Riverside, California-based company, called Moist O'Matic, which manufactured plastic irrigation products. That purchase proved a wise investment and gave Toro its start in the underground irrigation business. Today, Toro is one of the leading manufacturers of irrigation products around the world.

It all started in 1962 when Moist O'Matic had made revolutionary advancements in the use of plastics and new designs to make water-efficient sprinklers, valves, and control systems. Toro's 4th president, David Lilly, initiated the purchase of Moist O'Matic and hired John Singleton, a charismatic irrigation contractor he had met on a golf course, to pioneer Toro's entry into golf irrigation. Initially, John made little progress but, fortunately, in 1969, John and the Toro irrigation team made several breakthroughs with golf superintendents, ultimately convincing them that plastic sprinkler systems were superior to traditional brass and iron systems. A mere three years later, Lilly could state in the annual report that Toro had become "the most widely used automatic equipment in golf course irrigation."

Throughout the next several decades, The Toro Company made multiple acquisitions to enter new markets and product categories, and bolster its position in the industry.

This included:

- Hardie® Irrigation (1996)
- EICON Industrial Controls (2001)
- R&D Engineering, a leading manufacturing of rain sensor devices (2003)
- Rain Master® (2007)
- Turf Guard® (2008)

Today, The Toro Company owns over 225 irrigation patents and manufactures a complete line of irrigation solutions including sprays, nozzles, rotors, valves, controllers, sensors, software, services and more. Through its distribution network, Toro delivers those solutions to homeowners, sports fields, municipalities, golf courses and agricultural growers around the world. The Toro irrigation business is still headquartered in Riverside, California, and remains dedicated to the same core values that made it thrive years ago—high quality, customer-valued innovation and relationships.

As Phil Burkart, vice president and general manager for Toro's Irrigation Business, said, "Our 50 years in irrigation is

something to be very proud of. We are withstanding the test of time as well as pushing ourselves daily to be solution providers through innovation, constantly challenging ourselves to eliminate waste and focus on quality, while growing and enhancing our customer relationships."

Though many things have changed over the last five decades, one thing has remained the same – Toro's unending passion to provide customers with high quality, innova-

It all started in 1962 when Moist O'Matic had made revolutionary advancements in the use of plastics and new designs to make water-efficient sprinklers, valves, and control systems.

tive solutions. That's why, even during economically uncertain times, Toro has continued to invest in a portfolio of Precision™ Irrigation products that upgrade existing systems to the latest, water-saving technology available.

As Toro looks to the next 50 years, customers can continue to count on Toro to be there, helping them care for their landscapes when they want, the way they want, better than anyone else. As Toro's first president, John Samuel Clapper, was fond of saying, "The strength of any institution rests solely in the good will of the people with whom they deal. You can replace anything except the good will of your customers."

To take advantage of special offers in celebration of Toro's 50 years in irrigation go to www.torocontractor.com. For more information about The Toro Company and its history, visit www.thetorocompany.com. For more information on Toro's turf and landscape maintenance and irrigation solutions, visit www.toro.com.

About The Toro Company

The Toro Company (NYSE: TTC) is a leading worldwide provider of turf and landscape maintenance equipment, and irrigation solutions. With sales of nearly \$1.9 billion in fiscal 2011, Toro's global presence extends to more than 90 countries through its reputation of world-class service, innovation and turf expertise. Since 1914, the company has built a tradition of excellence around a number of strong brands to help customers care for golf courses, sports fields, public green spaces, commercial and residential properties, and agricultural fields. More information is available at www.toro.com.

Five to Thrive

The five critical business relationships every entrepreneur must nurture to build a successful business.

Irrigation & Green Industry, August 2012

By: Ty Freyvogel

You've probably heard it said that entrepreneurs are "married to their work." It's true. Running a company requires amazing qualities of time, energy, and devotion. But there is one big difference: while matrimony is all about maintaining a healthy relationship with another person, being married to a business is all about maintaining healthy (and profitable!) relationships with several groups of people. In fact, there are five main relationships that small business owners must nurture: relationships with customers, employees, vendors, bankers, and mentors.

Smart entrepreneurs never forget their own success is intertwined with a complex network of other people and organizations. "All of those relationships must be constantly tended and nurtured. Even though your interaction with each of these five groups will be different, your reason for creating positive relationships with them will be the same – building a successful business.

Here are the five most critical relationships to focus on...and why your efforts with these people and organizations can make or break your business:

Customers. Of course, any business owner wants his customers to be happy. But you need to ask yourself, "Am I really going that extra mile to ensure that my customers have the ultimate positive experience?"

Particularly if you're a small business owner, your customers are your bread and butter. Not only do you want them to be so happy with your service that they come back, you also want them to tell someone else that they loved the experience they had with your business.

Learn as much as you can about your customers, so that when their needs change, you can be the one to provide them with the new services they need, not one of your competitors. Constantly ask them, "How can we continue to provide value for your company?" They'll appreciate your efforts to help them be as successful as possible.

Always treat them with the utmost respect and do everything in your power to make them happy. That may mean anything from throwing them the occasional discount that's 'especially for them,' to remembering their kids' birthdays. Take care of all of the little things and not only will your customers be coming back, but they'll be bringing their friends along.



Employees. The importance of seeking out the most dedicated, honest, and passionate employees you can find can't be stressed enough. After all, you have to trust these people to serve your customers, protect your brand, and help your company grow.

When you have found the best employees for your business, do everything in your power to hold onto them. Your employees are the face of your organization when you aren't there. So they must feel like they have a stake in the business.

Encourage a sense of ownership among your employees. There's no better way to keep them happy than by giving them the recognition they deserve. Have one-on-one conversations with each of your employees on a regular basis to let them share their problems with you and to give you a chance to recognize their good work.

Make sure you find out which jobs within the organization they are the most passionate about, and put the right people in those positions. Remember, passion equates to hard work! Nurturing your employees to love your business as much as you do will strengthen your company's foundation and your business will be that much more likely to survive setbacks and grow to great heights."

Vendors. It's important to nurture relationships with those people who aren't necessarily working for you but who service you or your company regularly. This can mean anyone from the package delivery guy who stops by every day to the materials supplier who keeps your warehouse stocked to the designer who keeps your website updated. Think of your vendors as "honorary employees." Show them that you appreciate what they do for you and also that you care about them and their companies.

Get their email addresses and cell phone numbers and stay in touch with them. You never know when an emergency

Continues on page 9

Five to Thrive

Continued from page 8

might arise in which you could use their help. Your company may not always grow 10 percent a year, and you may have to ask for an extra 30 to 60 days to make your payment. If you already have a good relationship with them, they will be more willing to give you extra time and to work with you to get back on track. Never treat them like they are serving you. Always acknowledge when they have gone above and beyond the call of duty to make you happy. It's also important that you make sure your vendors are getting as much value out of their relationship with you as you are with them.

Bankers. At the beginning of your venture, it's likely that you will require a start-up loan of some kind. Therefore, the best way to nurture your banker is to make sure you always have enough money in your account to make your monthly loan payments on time.

With my businesses, I always made sure I had some emergency cash saved up to use in case I had a rough month. You don't want to gain a reputation with your bank as someone who doesn't make loan payments on time. Staying close to your bankers can also help you secure your finances.

Make sure you set up a safety system with them to ensure that all of your deposits are going through on time. I once had a manager who was embezzling money from one of my businesses. I had a close relationship with my bank, and the bank manager noticed that something wasn't adding up with my account.

He called me to let me know, and we were able to set up

the necessary precautions with them to ensure that no one was ever able to embezzle from me again. Thanks to my close relationship with him, I was able to correct a problem before it became even more costly for me.

Mentors. It's great to have someone to go to when you are first starting your own business and when you run into problems along the way once it is up and running. Find a successful fellow entrepreneur whom you respect and ask him to be your mentor. Always show him the respect he deserves and let him know you are thankful for his help.

It's also a great idea to put your mentor on your business's advisory board. It's likely that your mentor will have many connections in many different areas. You want to have a close relationship with him so that he is willing to go that extra mile to help you build your business.

Don't contact your mentor only when you have a problem. Regularly contact him even if it is just to give him an update on how things are going. You never know, he might tell you about a contact that could help you in a certain aspect of your business, for instance, or tell you where he sees a hang up. Always send a thank you note after he's done something to help you. It's a small gesture that has a big impact.

Here's the bottom line: no matter how determined, hardworking, and talented you may be, you simply can't be a successful entrepreneur all by yourself. Creating and nurturing these positive relationships will make being an entrepreneur a hugely rewarding experience. The more people who care about you and your business, the more successful you're going to be.

IANJ Calendar

October 15 & 16, 2012

License Study Course

John Deere Landscape, 779 Susquehanna Ave., Franklin Lakes, NJ

November 6-9, 2012

Backflow Training & Certification - November 2012 Get 20 CECs by attending the IANJ/NEWWA Backflow Training & Certification Classes

Dates: November 6-9, 2012

Times: 8:00am-5:00pm

Location: John Deere Landscape, 779 Susquehanna Ave., Franklin Lakes, NJ

December 5, 2012

IANJ Annual Meeting, Taj Mahal, Atlantic City

January 28-Feb. 1, 2013

Winter Tech Seminars, Crowne Plaza, Jamesburg, NJ



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Report from Tim Martin, IANJ's Legislative Lobbyist

LICEB Rules Moving through Approval Process

The journey of the irrigation contractors' continuing education rules continues in the New Jersey government. IANJ has been a consistent partner with both the Licensed Irrigation Contractors Examiner Board and the Department of Environmental Protection in monitoring this process. At last report, the LICEB had formally voted to support a draft that would require continuing education, enabling New Jersey's irrigation contractors to participate in the federal EPA WaterSense program. Additionally, the Department of Environmental Protection has completed the impact studies required by law, and the draft rules are now under review by the Office of Administrative Law in the Department of

Law & Public Safety.

The regulations are on pace to be conceivably adopted prior to contractors' 2013 license renewals. The IANJ, as always, will continue to work with both Departments and the Administrative Law Office to see this process through.

Congratulations to Our New LICEB Members

IANJ members Robert Dobson, Gaetano Virone, and Fred Rapp were appointed to the LICEB by the New Jersey Senate after being approved by the Senate Judiciary Committee. IANJ congratulates our LICEB volunteers on their new posts, and thanks them for their time and service to the irrigation community.



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It's Good if Your Head's in the Clouds

Landscape Management, July 2012

By: Bruce Wilson

You cannot do today's business with yesterday's tools or yesterday's thinking.

If the last few years have not convinced you that landscape maintenance services are a commodity and differentiated primarily by price, you are in the minority. If, in that same period of time, you have not reconsidered the tools you use to do business, you also are in the minority and it's time to catch up.

One way the business of our industry can reinvent itself is to embrace new technologies that are changing the way we work.

As mobile computing and Internet-based technology knock down walls, the cloud has replaced the cubicle. The dynamics of working, meeting, selling and interacting online have created new behaviors and job descriptions as well as new business models and expectations for performance and success.

The problem is there is a staggering amount of new tools, gadgets, applications, programs and downloadable

must-haves available every day; trying to figure out which ones are best and how they work in unison can be overwhelming.

If the last few years have not convinced you that landscape maintenance services are a commodity and differentiated primarily by price, you are in the minority.

Do not do it yourself. Bring in the skill to make it happen. Even if you are cutting overhead, hire a professional who can tie it together and assist you and your team with identifying and integrating the right technologies to run your business and ensure they work together seamlessly.

In my consulting practice, I see some companies making up rules as they go along. They are experimenting with various applications for paperless time entry, property measurement, real-time proposals, plant ID, remote-controlled

Continues on page 12

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Your Head's in the Clouds

Continued from page 11

irrigation, vehicle tracking, and, in general, adopting and testing different solutions to see which ones fit.

This ad hoc effort-combined with strategies for interactive marketing and communication platforms, virtual meeting and conferencing programs, and asset management solutions-sets in motion a frustrating end-user dynamic where it often seems as if nothing is working the way it should.

A recent study by IBM reported that over the next three years, the number of businesses that will adopt cloud technologies is expected to more than double as business leaders look to capitalize on the rapid availability of data and the growing popularity of social media. The study's co-author said the cloud "isn't just about gaining efficiencies and cost savings; it's about driving and providing lasting market advantage."

I agree. The ability to identify and leverage technology resources is becoming critical to running a business. Here are five best practices to leverage technology to drive your business value:

Invest: Make technology management a critical compo-

nent of your operational infrastructure and planning process. Consider hiring an on-site/in-house integration specialist or other tech specialist(s) who can provide expertise, security and trouble-shooting and collaborate with staff to ensure best practices are applied.

Learn: Become informed. What are your competitors, customers and vendors doing today to improve their operational efficiency and services? Get insight from peer groups and growth-minded organizations.

Train: Increase the challenge level and get employees involved in learning. Offer regular technology training as part of your commitment to professional development. Require skill in using specific technologies as a measurable performance review metric.

Budget: Fund technology training, upgrades and relevant support every year. The more adept your team is at understanding and adopting new technologies, and the more nimble your systems, the faster you will increase the speed and agility of doing business.

Integrate: Have the right technology for the right task and ensure they work together. Introduce technology into all of your business operations to gain productivity and make doing business easier.

Do you remember it being this hot?

Let's wait until it warms up.

It is just a passing shower.

I am glad I took swimming lessons.

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Night Lighting

By: James Helms

Irrigation & Green Industry, August 2012

One of the more important steps of the sales process, and perhaps one of the least understood is qualifying the prospect. Landscape lighting, while providing a very high level of value, can become pricey as the complexity of the design increases. Therefore, it's important to be able to determine whether or not your potential customer is both willing and able to afford the cost of a professional landscape lighting system. Doing so will save you time, minimize your frustration and allow you to work more efficiently.

By asking good questions, you'll be able to determine their willingness. A great opening question when meeting your prospect for the first time is, "Have you ever wondered what your home would like professionally illuminated?" If "yes," offer to set up an evening demonstration. If "no," then ask if they'd like to see it. If "yes," then suggest the evening demonstration. If "no," there's no sense in trying to move forward with this particular prospect. In just 90 seconds you were able to determine the level of interest in your prospect, allowing you to either move forward in the

qualification process or simply move on.

Let's determine their ability to pay. The first question to ask is, "Have you ever owned a professional lighting system?" If "yes," follow up with "Was it professionally designed/installed, or was it a D.I.Y. kit?" If "no," follow up with "Do you have any idea what a professional outdoor lighting system costs?" This line of questioning tells you just how familiar your prospect is with outdoor lighting systems and if they have any idea of how much a lighting system can cost.

At this point, it's important to start talking numbers. One way is to start with the price of the least expensive system that you would install. For example, "Typically, my systems start at \$3,000 and can go up from there." By establishing a minimum, you've allowed your prospect to decide if that is something they can afford. You'll know if they can. If so, you can move forward in the sales process. If not, you can simply move on.

By asking good questions, you can quickly and easily determine the interest of your prospects as well as their ability to afford the professional lighting systems you work so hard to design and install.

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Phone: _____ Fax: _____

Contact Email: _____ Website Address: _____

I/We hereby apply for membership in the following category:

- Contractor - \$195 Contractor certification # _____
- Supplier, Manufacturer, Vendor, Professional or Manufacturer Representative - \$260
- Associate, all other (non-voting)* \$150
- Website link \$150 per year in addition to membership, your website will be linked to IANJ website county listing.
For any additional county website links there is a charge of \$25 per county listing.

Membership is available to: retired former members, allied organizations, governmental bodies, educational facility members, students or interested parties who do not derive income from irrigation related sales or contracting, or additional listings per company.

Payment

- American Express MasterCard Visa Check # _____ (Payable to IANJ)
- Card Number: _____ Exp.: _____ CVV Code: _____
- Name on Card: _____ Title: _____

I/We hereby apply for membership in the Irrigation Association of New Jersey, subject to the Association's bylaws.
I/We hereby certify that all the information provided above is true and correct including my/our dues category. **Credit card payments will appear on your statement from Peak Management Solutions.**

Authorized Signature: _____

Title: _____

Date: _____ Referred by: _____

Board of Trustee Signature: _____

* This application must be completed and signed and dues payment must accompany application.

MEMBERSHIP RENEWAL IS ANNUAL. This form may be duplicated.

Please return completed application, checks payable to Irrigation Association of New Jersey (IANJ)

Irrigation Association of New Jersey
170 Kinnelon Road - Suite 33
Kinnelon, NJ 07405

Tel: 973-850-3366
Fax: 973-838-7124

All applications MUST be signed by a member of the IANJ and a Trustee of the Board.

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In Memoriam of the 3,000 innocent victims who suffered and died from a brutal attack by extremists on our homeland and the World Trade Center

By: Marissa Leonessa, Morris & Bergen Irrigation



‘MEET ME IN THE STAIRWELL’

You say you will never forget where you were when you heard the news on September 11, 2001.

Neither will I.

I was on the 110th floor in a smoke filled room, with a man who called his wife to say ‘Good-Bye.’ I held his fingers steady as he dialed. I gave him the peace to say, ‘Honey, I am not going to make it, but it is OK...I am ready to go.’

†

I was with his wife when he called as she fed breakfast to their children. I held her up as she tried to understand his words and as she realized he wasn’t coming home that night.

†

I was in the stairwell of the 23rd floor when a woman cried out to Me for help. ‘I have been knocking on the door of your heart for 50 years!’ I said. ‘Of course I will show you the way home – only believe in me now.’

†

I was at the base of the building with the Priest ministering to the injured and devastated souls. I took him home to tend to his Flock in Heaven. He heard my voice and answered.

†

I was on all four of those planes, in every seat, with every prayer. I was with the crew as they were overtaken. I was in the very hearts of the believers there, comforting and assuring them that their faith has saved them.

†

I was in Texas, Virginia, California, Michigan, Afghanistan. I was standing next to you when you heard the terrible news. Did you sense me?

†

I want to know that I saw every face. I knew every name – though not all know Me. Some met Me for the first time on the 86th floor.

†

Some sought Me with their last breath. Some couldn’t hear Me calling to them through the smoke and flames; ‘Come to Me...this way...take my hand.’ Some chose, for the final time, to ignore Me. But, I was there.

†

I did not place you in the Tower that day. You may not know why, but I do. However, if you were there in that explosive moment in time, would you have reached for Me?

†

I will be in the stairwell of your final moments.

A NATION REMEMBERS



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In an effort to provide enforcement to the New Jersey Landscape Irrigation Contractors Certification Act, N.J.S.A. 45AA-1, the Irrigation Association of New Jersey has received a copy (through the New Jersey License Examining Board) of a Contractor Certification Verification form. This form may be used by Certified Irrigation Contractors to give the Examining 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..**

**New Jersey Landscape Irrigation Contractor Examining Board
Department of Environmental Protection
Bureau of Revenue
CN 417, Trenton, NJ 08625-0417**

Gentlemen:

I have observed the below named contractor installing a landscape irrigation system. I request that the New Jersey Landscape Irrigation Contractor Examining Board 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
Firm making inquiry: _____

Address: _____

Phone Number: _____

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IANJ Movie Review

For this issue we will be reviewing a film entitled *The Dark Knight Rises*

Title: *The Dark Knight Rises*

Director: Christopher Nolan

Cast: Christian Bale, Tom Hardy, Anne Hathaway

The Dark Knight Rises is the third installment in director Christopher Nolan's Batman trilogy — based on the DC Comics characters — that began with 2005's *Batman Begins*, and continued with 2008's *The Dark Knight*.

And if there's an element missing in *The Dark Knight Rises*, if there's one spark of electricity that we wish were there that isn't, it's Ledger's villain, the Joker. That said, the threequel is nonetheless a thoughtful and thought-provoking essay on modern-day morality, as well as a spectacular disaster epic, and a propulsive thriller with expert, dizzying action sequences.

It takes place eight years after its predecessor left off, when Batman (Christian Bale) took the blame for crimes committed by DA Harvey Dent (Aaron Eckhart) so that the citizens of Gotham City — which resembles and parallels New York City even more than usual — can remain hopeful and not feel that a dent has appeared in their appreciation of Dent's heroic behavior.

But now Gotham's recent peace and prosperity, aided by the disappearance of organized crime, is threatened by an unstoppable terrorist called Bane (Tom Hardy) and sneaky cat burglar Selina Kaye (Anne Hathaway), who would appear to be in cahoots thwarting Batman's renewed efforts to protect Gotham and its populace.

Batman's allies are police commissioner Jim Gordon (Gary Oldman), entrepreneur and business manager Lucius Fox (Morgan Freeman), and idealistic rookie cop John Blake (Joseph Gordon-Levitt), while Wayne Enterprises board member and philanthropist Miranda Tate (Marion Cotillard) offers Wayne the possibility of romantic involvement.

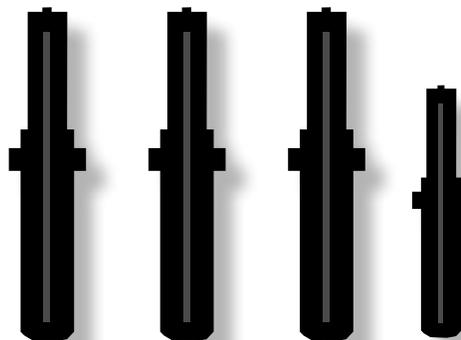
Nolan and his collaborators are after big game here, exploring themes such as truth, power, wealth, heroism, and justice. But despite occasional brief bursts of self-conscious speechifying, they never undermine the drama. And, not to put too fine a point on the film's topicality, but it would take a very stubbornly escapist viewer not to think about Occupy Wall Street when Bane attacks the Stock Exchange and lures Batman out of hiding even as he bankrupts Bruce Wayne.

The scope of Nolan's vision remains admirable, even if he lingers too long on gun battles, car chases, and fistfights; but he has the courage in a comic book-inspired movie to



unmask and disarm his superhero and maintain the melancholy tone throughout, and he gets top-drawer contributions from Caine, Hathaway, Oldman, and Gordon-Levitt.

The Dark Knight Rises gets 3.5 Rotors



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