



New Jersey  
Irrigation

# NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 12 No. 12 December 2009

## President's Message

**W**hat a year it has been! A year of hanging on rather than making great progress. A year of struggle, lots of working hours, less reward than we deserve and a year that strained us financially, creatively and ethically. A year when the essentials became important and the trimmings were given up. A year when we had to let good people go and bear the burden of responsibility that makes business ownership a game for grown-ups. The good news? A lot

of us were tested this year and a lot of us made the grade.

There are a few things that I have been thinking a lot about in the last 12 months and I hope you'll bear with me as I talk some of them through with you. What is the future of the landscape irrigation busi-

***What we have discovered in the last 15 years is that the law has few teeth and the state Attorney General's office does not aggressively go after violators.***

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ness? How can we improve the economic and political atmosphere in which we operate? What do we owe to our customers, our employees and our fellow contractors? Why should I continue to pay my dues to the IANJ?

I received a letter three weeks ago from a contractor in Edison, NJ. I don't have his permission to use his name but he wrote with the pen of frustration. "Why is it that I am losing jobs to unlicensed contractors? I've sent many complaint forms into the IANJ and nobody does anything? Why should I be the sucker and pay my IANJ dues and my licensing fees when these other guys don't and nobody does anything about it?" This was my response:

"Thank you for sharing your frustration with a matter that has frustrated us all for many years. The IANJ is no less concerned and upset by the enforcement, or I guess I should say lack of enforcement, of the Landscape Irrigation Contractor Licensing Law than you are. As the trade association that represents landscape irrigation contractors in New Jersey we have no power of enforcement but we always have and are still working hard to get it enforced.

When the law was passed in 1993 we all anticipated that the state would crack down on un-licensed contractors. What we have discovered in the last 15 years is that the law has few teeth and the state Attor-

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Irrigation Association of New Jersey.

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# President's message

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ney General's office does not aggressively go after violators. There have been some fines issued but the level of enforcement has not satisfied anyone. So what is your association doing about this? It's a fair question.

Beginning in about 2006 we have employed MBI-Gluckshaw, a lobbying firm, to help us out on several fronts. We have used them to guide an amendment to the licensing law through the legislature for the last two years. This amendment strengthens the licensing law and makes it easier for the state to enforce. It should make a big difference in getting un-licensed contractors prosecuted. The bill has passed the Assembly and we are working to get it through the Senate before the year ends.

So what else has your association done to support you? I don't know if you are aware of the fight that landscape lighting contractors are currently having with the electricians but the union electricians want to have a licensed electrician on every landscape lighting job. The IANJ fought this same fight with the electrical lobby back in the 1980's and we won. We have a right guaranteed by law to install low voltage irrigation control wiring without hiring an electrician. We recently got the state to recognize that residential backflow preventers are high hazard and should be inspected every year. This will bring additional revenue opportunities to our members. We sponsored and got passed a law requiring a rain shut-off device on every landscape irrigation system. This brings additional revenue to our members and shows our concern about water conservation. For the last two years we have been promoting a bill to allow licensed landscape irrigation contractors to install backflow preventers. This will be a huge benefit to us as we will be able to legally do our own taps. Through MBI we also monitor any bills, laws, proposals and efforts to infringe upon or regulate our business. We just responded to the plumbers' attempt to try and narrow the type of work we can do.

In addition to the legislative activity we support with our money (your money), we have offered one of the best and most professional educational programs in the country with our Winter Technical Seminars each winter. We offer our members affordable health insurance through AMT. We provide you with a way to demonstrate to your customers and potential customers that you are a professional contractor and care enough about your industry and your livelihood to support an organization that strives to increase the competency and professionalism of its members.

I hope you continue to be a member of the IANJ. We are a group of volunteers that spend a lot of time trying to protect and improve our industry. The next few years will see a lot of changes and challenges. The US EPA has us un-

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# President's message

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der the microscope with the recent release of Water Sense recommendations for residential properties. The state is always looking at ways to regulate and reduce water use. We are not opposed to these measures but we need organizations like the IANJ to work with regulators to insure the new irrigation landscape is a place where we can all make a living.”

This certainly was not a perfect answer and I have no idea if it made any difference to this contractor but it did make me sit down and think about the value of a trade association. An association of working people and business owners that have a common interest and common issues and who work together to improve their lot. We have done good things in the last 35 years. We still have a lot of challenges ahead of us. The missing ingredient is active members and a commitment to sacrifice to improve our industry. I understand the “what’s in it for me” argument. But an association implies that we are, together, working for the same goals. Group effort is not a win-win for everyone. The basic rules are you can’t pursue your advantage to the detriment of the others in your association and for the thing to work there must be widespread involvement.

This year the reports of contractors using unethical means to take others’ business have been rampant. It is so easy to pretend to be “the sprinkler guy” and get the OK to do a blow-out from a customer who has never done business with you and doesn’t pay enough attention. We all know what this means in a year like this. Each blow-out is a valuable reward for the good service we have given over the years. It is the cream at the top of the bottle and the life blood we use to get through the winter. All is fair in love, war and business. If we, as business people, don’t deserve a customer then we should have no gripes when another, more committed contractor, gets the business. We don’t own our customers, we earn them. The increasing complaints about using mis-representation to steal a blow-out or a start-up are a sign of desperate economic times and the temptations they bring. But if there is no IANJ who is going to discourage things like this? Who is going to make the plea that we are better than this? Who is going to remind us that professionalism is like trust. You can’t buy it or make it; you earn it. It is an honor given to you by others and it is valuable.

Why is it the responsibility of the eleven volunteers on a board to make all things right? If you want things to be better what is your duty? At least the contractor that wrote this letter to me took the time to express his frustration and to that extent he was involved! Good, it’s a start! Our association, as flawed as it is, is the only ally we have. If you want it to be better then do something about it. You don’t have to be on the board. Just show up at a meeting, attend a class, pay your dues, write us letters!

The next five to ten years will be very critical for the landscape irrigation industry. We will have intense scrutiny and increasing oversight from governmental agencies. The pressure to use less water and less potable water will grow and grow. To fight this trend we need to continue to

***Our association, as flawed as it is, is  
the only ally we have.  
If you want it to be better then do  
something about it.***

lobby the legislature and also to educate them. We need to be in front of the water conservation issue. We need to be professional in our work and business ethics so the citizens we serve will show us the respect we deserve. We need the irrigation contractors in our state to associate in a common cause. Join and support us. Ask your friendly competitor to join and support us. It’s worth the time and effort to protect and grow the industry that has been so good to all of us.



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# Fighting For Water

Andy Smith spends his time tirelessly fighting for the industry at the Irrigation Association.

By: Tom Crain, *Lawn and Landscape*,  
2009 Leadership Awards

**A**s external affairs director for the Irrigation Association (IA), Andy Smith's greatest challenges are to diffuse the heated public policy discussions on irrigation that intensify every year. Some of these discussions have been going on since he began his then-newfound position in 2005.

Smith knows that to be effective in irrigation legislative issues, he needs to keep steering the conversation back to science and removing emotion from it.

## And that's no small feat.

"The current debate on the Environmental Protection Agency's (EPA) WaterSense program for single homes is a current challenge in the forefront," he says. "Industry has one opinion and the EPA has another."

Smith says that, regardless of what he or anyone else achieves, there is always something better we can all aspire to.

"Leadership is a privilege," says Smith. "I don't consider myself as a leader as much as I do a collaborator. We are all a work in progress. I am constantly working on becoming better. I just keep putting my ladder up a tree and keep climbing."

Smith believes you are only as good as your last accomplishment. "As each one of your goals gets pushed over the top, you have to always be looking for the next one," he says.

Although Smith has experienced many milestones in his career, he always points to the one that "made me – a constantly talking industry spokesperson – speechless."

In a surprise ceremony at the Georgia Irrigation Association (GIA) forum, Ed Klaas, GIA president, presented Smith with the 2007 GIA Partner of the Year award. He was selected for the honor because of his active involvement with the organization's response to the critical drought conditions in the state.

"Our industry is constantly on the defensive," Smith explains. "New, tough ordinances are popping up more frequently, even to the point of introducing all out bans on water usage such as what we've seen in Georgia. There is no peace and no rest if you want to stay on top of it all. In order to be effective, you have to keep your head down and just keep going."

Smith believes that it's critical for successful leaders in his industry to stay involved through continuing education and participation in ongoing certification programs. He is proud of the fact that he was the 13<sup>th</sup> member to become a Certified Irrigation Contractor.

Smith grew up around the landscaping industry; his father was a landscape contractor. But he chose not to join his father's business. After attending college, he became

***Smith knows that to be effective in irrigation legislative issues, he needs to keep steering the conversation back to science and removing emotion from it.***

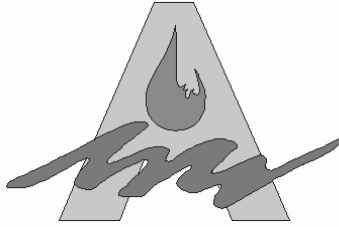
a cherry farmer instead. Realizing that cherry farming didn't pay the bills, he then went to work for an irrigation contractor.

During the second half of his career, he ran three different irrigation companies in the Boyne City, Mich., area until he was recruited to join the IA. Even though Smith chose to break away from his father's business, he recognizes him as a great mentor and leader in maintaining high quality relationships with all of his customers.

Smith telecommutes from his home in Michigan, and endures the same seasonal workload as many in the industry. But being home allows him some flexibility; he can break away from his work routine, which begins at the crack of dawn most mornings, to run his 11-year-old daughter, Madison, to school each day. Because he works across many time zones he sometimes doesn't wrap up his work until 8 or 9 o'clock at night. In a typical year, he'll travel to more than 30 states working on a variety of irrigation issues.

Smith's wife, Kim, and daughter are his true inspirations. "My wife hustles as much as I do and provides the necessary support I need for frequent travel away from home.

"I often wonder what kind of a place I am leaving my daughter," Smith says. "Water is a finite resource. The future of the industry is in our hands. We have to tighten up on how we use water, which in some cases we use three to four times more than what's really necessary. It's up to us to manage the resources properly."



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# The Cost Of A Dollar

Predicted inflation increases will affect your future, so plan for them!

By: William Lynott, *Lawn and Landscape*,  
November 2009

**T**he economic meltdown of the past year or so gave rise to such gloominess that some forecasters were hinting around about the possibility of deflation. Not anymore. It's time to take the likelihood of long-term inflation into account as you plan your financial future.

The inflation rate rose a full percentage point in 2008 to 3.85 percent, its highest level in a decade. Despite drops in inflation for the early months of 2009, many observers are predicting an eventual return to much higher increases in the cost of living.

**INFLATION NEVER LETS UP.** Even the relatively modest inflation rates of recent years takes a significant toll over time. After 10 years of 3 percent inflation, that dollar bill in your pocket now would be worth only 74 cents in today's dollars.

**THE IMPACT ON YOU.** Here's an example of how inflation affects your life right now: If you paid \$60 for a week's groceries in 1988, you're paying about \$111.62 for those same items today.

If you paid \$40,000 for a new truck in 2000, it will cost you nearly \$50,000 to replace it with a similar 2010 model. Ten years from now, a comparable new truck will cost you about \$64,000 (assuming an unlikely low 2.5 percent inflation rate). Many economists are predicting that inflation will spike considerably higher over the next few years partially due to those massive government stimulus packages.

Calculating inflation's effects over a period of two or more years can be dauntingly complex. That's why it's difficult to make simple dollar-to-dollar comparisons from one year to another. If you'd like an easy way to gauge inflation's effects on some of your personal or business expenses, log on to [www.west-egg.com/inflation](http://www.west-egg.com/inflation). This easy-to-use inflation calculator adjusts any given amount of money for inflation, according to the Consumer Price Index, from 1800 to 2008.



**HOW TO COMPENSATE.** One way of helping to protect yourself from inflation is to invest part of your portfolio in dividend-paying stocks that have a long payment history and a record of steady dividend increases. Most investment professionals agree that a retirement portfolio should contain some stocks as a hedge against inflation.

Another method is investment in inflation-indexed Treasury securities (TIPS). These Treasury bonds provide a return based on the current rate of inflation. So, when inflation rises, you'll get a higher interest rate.

Regardless of the method you use for financial planning, you must take inflation into account. If you hope to enjoy financial security, you'll have to arrange for it yourself. No one else is going to worry about your financial future.

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# The Cost Of A Dollar

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One way to make it happen is to maintain a detailed financial plan. “Without a roadmap, it’s difficult, if not impossible, to see where you’ve been and where you’re heading,” says G. Mike Crawford, CEO of Lifeplan Financial Group, Dayton, Ohio.

Understandably, he believes that a retirement plan prepared by a certified financial professional is the best choice for most people. Still, Crawford recognizes that many people prefer to do their own planning. “Whether you call on a financial professional or prepare it yourself, it’s important that your plan stay active and flexible,” he says.

Crawford stresses that taking full advantage of tax-deferred retirement accounts such as 401(k) plans

is an essential part of retirement planning.

***Crawford stresses that taking full advantage of tax-deferred retirement accounts such as 401(k) plans is an essential part of retirement planning.***

But whatever form your final plan takes, whatever the size of your investment portfolio, make certain that you take the inevitable effects of inflation into account.

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# Build A Foundation For Analysis

Design two budgets for 2010 to prepare for the best and worst of times.

By: Kristen Hampshire, *Benchmarking Your Business*,  
November 2009

**A** back-to-the-basics state of mind and creative business attitude will go a long way toward maintaining steady revenues in an extremely tough market. Now that customers have responded to economic woes by slashing unnecessary services from their budgets, only lean-running, focused operations will survive. But that's the way it always should be.

"Everyone is being pulled in a thousand directions, and they have to emphasize the basics," says Jim Huston, president, J.R. Huston Enterprises, Englewood, Colo.

Huston says the emotional pressure from this economy can tempt business owners to "chase rabbit trails," but the key to success is simple as it ever was.

"Price it right, produce it right and produce enough of it," Huston says, reciting his mantra. For landscape contractors, this means estimating jobs properly, achieving maximum operational efficiency and marketing to generate sales.

The last part – "produce enough of it" – is what landscapers are struggling with this year and next. In response, some will go back to the drawing board to reduce costs in areas such as labor and materials. And the equipment wish list is on hold at many companies.

But not all businesses are struggling. According to Lawn & Landscape's 2009 Benchmarking Your Business Survey, 67.1 percent of respondents expect to increase sales revenues in 2010. Only 9.2 percent expect a decrease, and 23.7 percent plan for no change in revenues.

And certain regions are more burdened by the economy than others. For instance, Aaron Jung, owner, Horticultural Impressions in Plantte City, Mo., says construction is "relatively good" in his area, and while the average size of design/build jobs has decreased, the phone is still ringing.

Because each region of the country is experiencing a different kind of recession – some hit harder than others, Huston strongly advocates double-budgeting.

"We don't know what will happen in 2010," Huston says. "Some business owners are actually doing OK, some are on track. Others are going into 2010 saying, 'We hardly have any (business) sold,' and they are working off backlog of what they sold a year ago.

"Plan for a repeat of 2009, but have two budgets," he emphasizes. Create two documents: a set of numbers portraying a best-case scenario and a less-optimistic budget that outlines expenses in a worst-case scenario.



In the long- and short-term, budgeting will help you: Make difficult HR decisions. "If you have good, analytical data and you know where your business stands, that information can help (ease) the emotional aspect of making tough decisions," Huston says.

Adjust in a dynamic market. "We need a solid foundation to measure performance and know quickly if we are on target or not," Huston says.

Estimate jobs appropriately. Knowing the true cost of doing business will ensure that you price for profit.



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# IANJ's 19th annual golf outing

IANJ's 19th annual golf outing, held on August 3rd at Neshanic Valley Golf Course was a success with 75 golfers participating. The course, the staff and even the weather combined to make a great day. Many golfers excelled on the course, resulting in the following winners.

First Place-Ditchwitch- Tom Reszkowski, Ed Palluzzi, Bob Ryan, and Judd Vollbrecht

Second Place-Unique Lighting- Glen Nyhuis, Barry Nyhuis, Phil Kozielski, and Jason Sponzilli

Third Place-Rainbird- Mark Alonzi, Dennis Elmers, and Federal Irrigation

IANJ thanks all the golfers, our sponsors and all donations generously given. We could not have had a successful event this year without your help. The money raised will benefit the programs the association supports to better our industry.

A special thanks to our sponsors and their contributions year in and year out: Paige Electric, The Toro Company, Oil Creek Plastics, NJ Turfgrass Association, Middleton & Company, Storr Tractor, Atlantic Irrigation, Aquarius Supply, John Deere Landscapes, RainBird, Irritrol, Vernon Bitzer Associates, Robert Wexler and Shackamaxon Country Club.

Our 2010 Golf outing is scheduled for September 13th at Neshanic Valley Golf Course. Hope to see you all there!

## Congratulations to George Beausoleil Lifetime Achievement Award

Presented by Michael Edmiston



Please see George's bio on page 18

# 13 Associations



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# Dear Irrigation Contractor:

**T**he IANJ is an organization in promoting the professionalism of irrigation contractors throughout the state of New Jersey.

Founded in 1974, the Irrigation Association of New Jersey is a voluntary nonprofit organization formed to:

- **Promote the proper use and design of irrigation systems.**
- **Promote water conservation.**
- **Collect and disseminate information of concern to its members, the public and associated industries.**
- **Keep public and private institutions and governmental agencies abreast of the economic impact and concerns of its members.**
- **Conduct educational programs.**

As some of you know The IANJ has grown to be more than just another professional organization. If you have not, please take the time to read some of these popular issues that face our industry and what the IANJ is doing about them.

- IANJ efforts to allow licensed contractors to install their own tie-ins.
- Fought to protect license contractors to wire irrigation systems up to twenty four volts.
- The organization of an advocacy day in Trenton

so we could share some of our views that face licensed contractors.

- Fought against John Corzine when he reallocated funds dedicated to the enforcement of unlicensed contractors.
- Introduction of continuing credits to keep our industry on the cutting edge of technology.
- The formation of a P.A.C. (political action committee) so we now have a stronger voice in Trenton.
- A leader in New Jersey in having the best education for irrigation contractors.
- Now only licensed contractors may be a member of the IANJ.
- Continues support of our retained lobbyist.

Each and every day there is another bout that the IANJ takes on to help protect the interest of New Jersey irrigation professionals. Now the New Jersey Irrigation Association needs your help! Join today to help protect your interests as a licensed irrigation contractor. Now is the time to make a difference. Just remember it's not just another organization to join it adds to your livelihood.

Regards,

Dan Perrini  
Membership Chairman

## Annual Spring Meeting

### Dinner Boat Cruise around Manhattan!

Enjoy an evening aboard The Spirit with your date to enjoy the beautiful scenes of New York City and New Jersey on March 24, 2009 from 6:30pm-10:00pm.

Contact the IANJ headquarters at 201-358-9399 for more information.



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# *Irrigation Association Of New Jersey*

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## Winter Technical Seminars

February 2-5, 2010  
Crowne Plaza Jamesburg, NJ

&

### Trade Show

Tuesday, February 2, 2010  
11:00-2:00

### Classes to be offered (subject to change)

Basic Irrigation Design  
Advanced Irrigation Design  
Bidding and Estimating  
Business Management-Sales and Marketing  
Drip Irrigation Design  
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Pumps and Wells  
CIC Refresher  
Two Wire  
Rain Water Harvesting

Backflow- Class is booked contact IANJ headquarters for information on future backflow courses

Call the IANJ headquarters at 201-358-9399 for more information on classes and to reserve a seat today!  
Or go to [www.ianj.com](http://www.ianj.com) for class details and registration form.

# Non-certified contractors can be reported

**I**n 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: \_\_\_\_\_

# IANJ Movie Review

For this issue we will be reviewing a film entitled "The Hangover"

**Title:** The Hangover

**Director:** Todd Phillips

**Cast:** Bradley Cooper, Zach Galifianakis, Heather Graham

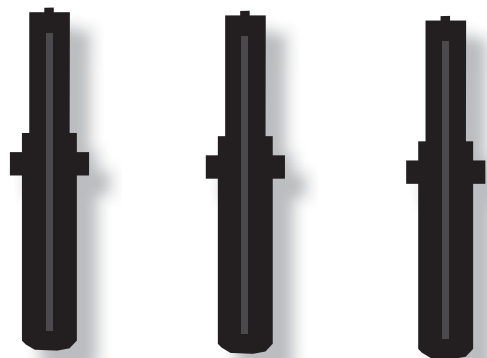
The Hangover is a 2009 comedy directed by Todd Phillips. The film is about four friends in Vegas for a bachelor party. The morning after the party, the three groomsmen wake in the suite with no memory of the previous night. Hilarity ensues...

Roger Ebert gave the film 3 and a half stars, and mentioned that the film is funny, "almost line by line." A reason for the success of the film is the great cross promotion The Hangover capitalized on. The marketing budget was 40 million. As of November of 2009 the film has grossed over 275 million.

The Hangover has been released on DVD Dec. 15th



## The Hangover Gets 3 Rotors.



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# Bio B George Beausoleil

**B**.George Beausoleil was born on April 4, 1926 in River View New York State the oldest of six children. George grew up during the depression and left home at the age of 16 because his mother was unable to support him. George found work in a slaughter house, in Utica New York and spent some time surveying land with the U.S. Geological Survey. Everything changed when the United States entered WWII and George like many young men enlisted in the military. George joined the Air Force and was stationed in Tinnian and the Marriana islands in the South pacific under the command of General Curtis Lemay. George successfully completed 18 bombing missions over Japan flying in the Boeing B29 "Super Fortress" Bomber as a Left Blister gunner. After having served his country George enrolled in Ryder College under the GI Bill here in New Jersey where he earned a Bachelor of Science degree in Business Administration graduating in 1951. I must say you sure learn to appreciate life and good fortune after this sort of upbringing.

In 1951 George married Theresa Martin recently celebrating 58 years of marriage. Together they raised six kids; Reesa, Donna, Judy Renee David and Robert. Robert, who by the way is seated here today and carries on the business George, started in his basement back in 1969.

After being laid off as a National sales manager for Packing Products and Design a Newark based manufacturer who was an early player in the plastic bag trash can liner business, George started Aquarius Home Products. After reading an article in the Wall Street Journal about how the invention of plastic pipe would revolutionize the installation of lawn sprinklers. Being the consummate entrepreneur and having eight mouths to feed at home he proceeded to sell and install this revolutionary new product Underground Automatic Lawn Sprinkler Systems. While this business was growing George experimented with other new consumer products as well such as; water softeners, garage door openers, alarm systems, built in vacuum systems, kerosene heaters and early smoke detectors.

By the late 1970's it was clear George's passion was for irrigation and he decided to change the company name to Aquarius Irrigation Supply, Inc., and go full bore into the wholesale distribution of irrigation products and quit the installation part of the company.

Over the years the company George founded in his basement has grown to include 13 locations up and down the East Coast and carry products from ranging from drainage, ponds and water garden supplies, landscape lighting and now rain water harvesting, and various other water conservation products. Aquarius just recently celebrated its' 40 anniversary.

George has been a pioneer in bringing new products to the market and helped pioneer the industry in the early days. Many names of companies now long gone, names like Royal Coach, Safe-T-Lawn, Richdel, Melnor, Imperial, Plast-a-line, Johns Manville, microdot whitteck, Batrow

***Being the consummate entrepreneur and having eight mouths to feed at home he proceeded to sell and install this revolutionary new product Underground Automatic Lawn Sprinkler Systems.***

and many others were cutting edge technology in the early days.

George is currently semi retired and just celebrated his 83 birthday. He spends his time with his Wife Theresa, six children, sixteen grandchildren and three great grandchildren.

Thank You.

## IANJ 2010 Events

### Winter Technical Seminar

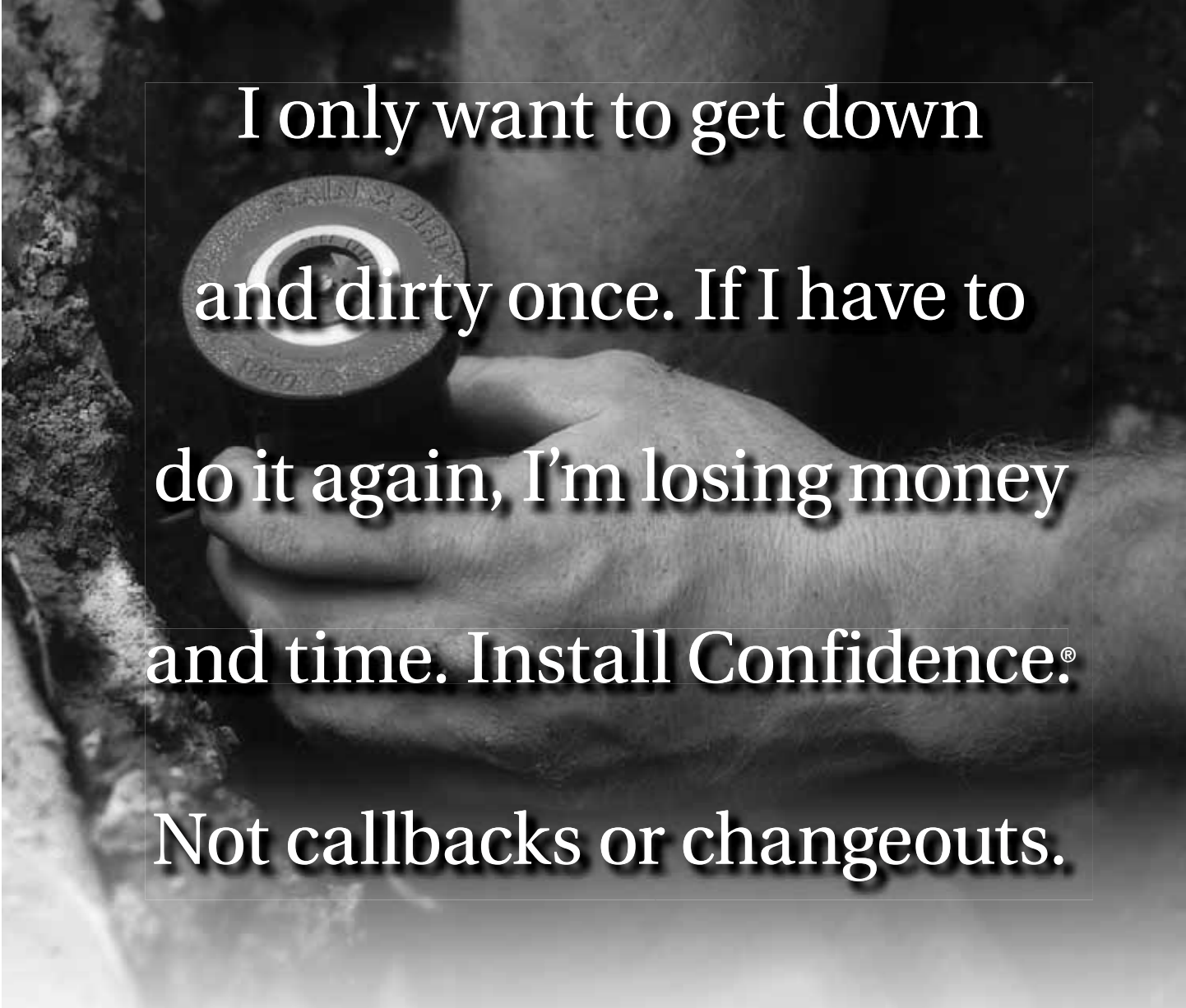
February 2-5 Crowne Plaza  
Jamesburg, NJ

### Spring Meeting Dinner Boat Cruise

Weehawken, NJ  
March 24-

### Annual Golf Outing

8:00am start Neshanic Valley  
September 13-



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# Please Welcome Our New Management Company In 2010!

**B**eginning January 1, 2010, please give a warm welcome to Pat Koziol and associates of Peak Management Solutions for Associations, Kinnelon, NJ as our new management company.

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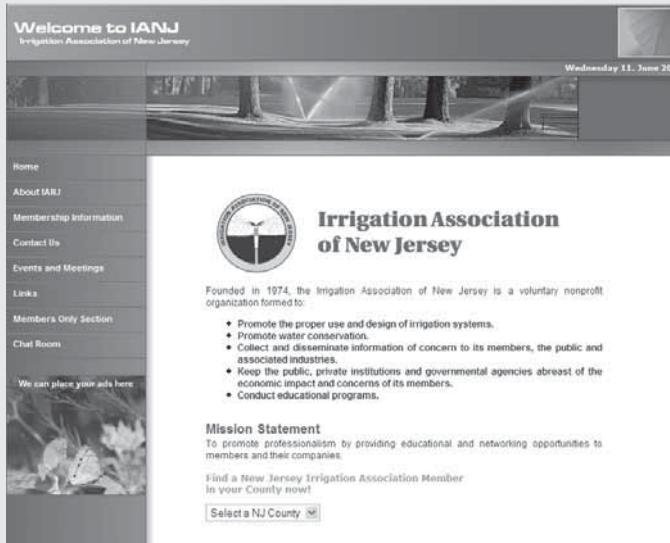
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