



WINTER TECH 2020

COURSE OFFERINGS & DESCRIPTIONS

TUESDAY – JANUARY 21st

Foundations of Landscape Irrigation Design- 2 DAYS

Tuesday, January 21 & Wednesday, January 22

8:00am-5:00pm BOTH DAYS (must attend both days)

Description: Master the basics of irrigation design. Developed by IA instructors with years of teaching experience, this beginner reference focuses on designing a simple residential or small commercial system. Organized to follow the typical design process, topics include gathering site information, calculating system capacity, soil-water-plant relationships, pipe sizing, hydraulics, head layout, uniformity, zoning and plan presentation. This course has been completely refreshed and offers 16 credits including 8 in water conservation. Please note that this is a two day class – you must attend both days to receive certificate of completion.

Instructor: Roy Nau

16 CECs TOTAL

(8 Gen and 8 Water Conservation)

NEW CLASS - The Business Of Irrigation Contracting

Tuesday, January 21 - 8:00am-5:00pm

Description: Course is focused on business owners and executive level managers the skills needed to plan for business success through the process of creating and implementing a strategic plan.

Instructor: Chris Pine

4 CECs (Business Course)

NEW CLASS – Irrigation 4.0

Tuesday, January 21 - 8:00am-12:00pm

Description: This class updates the attendees on new technologies and techniques with an emphasis on Weather based control, sensors and flow meters. There is also a section on understanding weather in order to effectively program “Predictive Weather based” controller technology.

Instructor: Ted Moriarty

4 CECs (Water Conservation)

NEW CLASS – Using Alternative Water Sources For Landscape Irrigation

Tuesday, January 21 - 8:00am-12:00pm

Description: Seasonal droughts, water shortages and irrigation restrictions are the things irrigators and their clients will face at one time or another. And we all have customers that complain about their water bills. In NJ and elsewhere there are already restrictions in place that limit when and how often we can program irrigation events-wouldn't it be great to “get off the grid” and water whenever? This course is a path to “water autonomy” where you will learn methods and supply options to either supplement or completely replace the utility supplied water that we all have come to depend upon. Using multiple methods and real-life examples, your eyes will be opened to alternative water supplies that are all around us and ways to leverage them.

Instructor: John Raffiani

4 CECs (Water Conservation)

NEW CLASS – Irrigation Industry Issues

Tuesday, January 21 - 1:00pm-5:00pm

Description: A broad discussion of Irrigation Association Policy statements, Smart Water Application Technology (SWAT) testing and the 2019 Green Industry Report.

Instructor: Ted Moriarty

4 CECs (Water Conservation)

NEW THIS YEAR! The **SUPPLIER TRADE SHOW** will be held at 5:00pm on Tuesday (instead of at lunch). We encourage all attendees to plan to stay for the Trade Show, which will also incorporate the **ANNUAL MEETING EVENT**. Now held as part of Winter Tech instead of in December, it combines a business meeting with a social twist. Attendees will enjoy cocktails, hors d'oeuvres, and pasta/carving stations, while listening to an update on the activities of the IANJ. You'll hear from our legislative representatives on their latest initiatives, and also witness the presentation of the IANJ Lifetime Achievement Award. The results of the 2020 IANJ Board of Directors Election will also be announced as we welcome the incoming trustees.



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COURSE OFFERINGS & DESCRIPTIONS

WEDNESDAY – JANUARY 22nd

Foundations of Landscape Irrigation Design- 2 DAYS
Tuesday, January 21 & Wednesday, January 22
8:00am-5:00pm BOTH DAYS (must attend both days)
Description: See Tuesday descriptions. This is Day 2.

Instructor: Roy Nau
16 CECs TOTAL
(8 Gen and 8 Water Conservation)

Site Water Management
Wednesday, January 22 – 8:00am-5:00pm

Description: Efficient landscape water use has never been more important than at present. Learn how to manage all aspects of a site's water usage by understanding and utilizing the Best Management Practices (BMPs) developed by the American Society of Irrigation Consultants (ASIC) and the Irrigation Association (IA). BMPs provide a template for managing a site's water usage by offering practice guidelines for design, installation, resource management and maintenance. Using and managing alternative water sources will also be covered. Irrigation professionals will learn strategies to manage landscape water usage and predict future usage while maintaining healthy and functional landscapes

Instructor: Ted Moriarty
8 CECs (Water Conservation)

NEW CLASS – Scheduling WiFi Controllers
Wednesday, January 22 - 8:00am-12:00pm

Description: Most accessible controllers give the option for weather based scheduling and flow sensing. Develop skills to reliably schedule these controllers and avoid call-backs.

Instructor: Chris Pine
4 CECs

Navigating The HOA Maze: Do's & Don'ts
Wednesday, January 22 – 8:00am-12:00pm

Description: The course will first address the business side of dealing with Boards and Management Companies with an emphasis on gauging their needs, available budgets and current water usage. It will then move into collating water use data from billings and if available flow meters. From there the upselling part of the course begins with real life planning and examples of various improvements to be made that have saved millions of gallons of water at some of the multiple large HOAs that I have installed and/or maintain. The course will be full of water conserving ideas and programming tips to implement as well as other related improvements. This is a market that traditionally has some of the poorest and most inefficient examples of irrigation systems (AKA "Builder's Systems) to be had anywhere. They waste copious amounts of water, provide poor benefits to the landscape and many are illegally serviced by unlicensed landscape firms. Demonstrating the money to be saved by improving these systems with trained irrigation professionals will benefit all parties concerned.

Instructor: John Raffiani
4 CECs (Water Conservation)

NEW CLASS – Tools For The Tech
Wednesday, January 22 - 1:00pm-5:00pm

Description: This workshop will review dozens of tools that are available to help improve the efficiency of the irrigation technician.

Instructor: Chris Pine
4 CECs

Dripline Installation - Design Considerations & Methods
Wednesday, January 22 – 1:00pm-5:00pm

Description: A great course for anyone-beginner or advanced-with many updated designs, techniques, uses and a brand new concept that combines pressure regulation of spray heads with dripline applications by utilizing economical Control Kits to mitigate the high cost of pressure regulating mist sprays. Water movement in soils, calculating water requirements and proper scheduling round out an information packed course.

Instructor: John Raffiani
4 CECs (Water Conservation)



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THURSDAY – JANUARY 23rd

Landscape Irrigation Technician Course – 1.5 Day Course

Thursday, January 23 - 8:00am - 5:00pm

Friday, January 24 – 8:00am – 12:00pm

Friday, January 25 – 1:00pm – 5:00pm – CIT EXAM TIME

Description: This Irrigation Association course is a **one and a half day course** for contractors new to the landscape irrigation industry. Students will become familiar with landscape sprinkler system components and terminology and understand the basics of system component installation. This course also serves as a preparation course for those taking the Certified Irrigation Technician exam. **NOTE – This course is 1.5 days (12 hours) – this change was made by the IA to allow for more preparation for those taking the exam in an effort to increase success rates.**

Instructor: Chris Pine

12 CECs

(6 Water Conservation, 6 General)

Exam Proctor: Chris Pine

IMPORTANT: The Certified Irrigation Technician (CIT) EXAM is a separate component of the course. THERE IS AN ADDITIONAL COST FOR THE EXAM. You can register to take the 1.5 day class only to earn CECs; however, if you plan to take the exam, you must register and pay an additional \$175 (exam fee) on the IA site (Irrigation Association – National organization who oversees this certification). The CIT Exam will be given on Friday, January 25th from 1:00pm – 5:00pm in the same location and will only be open to those who have pre-registered at the link below. The LINK to register/pay for the exam will be sent to those who register for this course with further explanation.

Plant, Soil & Turf Types and the Implications for Irrigation Contracting

Thursday, January 23 - 8:00am – 12:00pm

Description: A deep dive into the Soil, Plant and Air continuum with products to recommend, scheduling tips, plant selection and learning to "talk the talk" so that your client is onboard with your proposals. Irrigation-based solutions that conserve water are emphasized.

Instructor: John Raffiani

4 CECs *(Water Conservation)*

LEED and Green Codes

Thursday, January 23 – 8:00am-12:00pm

Description: This class explores the various green building programs and codes which are becoming increasingly prevalent, and are having a direct impact on landscape irrigation. Topics include the background and development of these codes and programs, what is presently out there, what the future may hold and a close look at what the impact will be on our business. Strategies to comply with green codes and how to advocate for a fair impact on our industry will also be discussed.

Instructor: Ted Moriarty

4 CECs *(Water Conservation)*

Scheduling For Water Conservation - Past, Present & Into The Future

Thursday, January 23 – 1:00pm-5:00pm

Description: A real deep dive into the science and math behind applying water to landscapes that will make anyone THINK more about the nuts and bolts of how to schedule with confidence. Topics include program design, controller selection, sensors, alternate water saving products, the economics of saving water and upselling your client on the need.

Instructor: John Raffiani

4 CECs *(Water Conservation)*

Drip Irrigation

Thursday, January 23 – 1:00pm-5:00pm

Description: Drip irrigation is becoming a more integral part of many irrigation systems; whether residential or commercial. Properly designed, installed and maintained, drip irrigation can help achieve a healthy landscape while reducing water usage. However, there are several basic things irrigation professionals must understand and implement in order to achieve successful outcomes using this method of irrigation. This course teaches the irrigation professional the key elements they need to get successful results using drip irrigation. The focus is on improving contractor profitability and ensuring end-user satisfaction

Instructor: Ted Moriarty

4 CECs *(Water Conservation)*



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COURSE OFFERINGS & DESCRIPTIONS

FRIDAY – JANUARY 24th

Landscape Irrigation Technician Course – 1.5 Day Course

Thursday, January 23 - 8:00am - 5:00pm

Friday, January 24 – 8:00am – 12:00pm

Friday, January 24 – 1:00pm – 5:00pm – CIT EXAM TIME

Description: See Thursday (Day One). This is Day 2 and the Exam.

Instructor: Chris Pine

12 CECs

(6 Water Conservation, 6 General)

Exam Proctor: Chris Pine

Landscape Irrigation Best Management Practices for Design & Management

Friday, January 24 – 8:00am-5:00pm

Description: The Irrigation Association (IA) and the American Society of Irrigation Consultants (ASIC) have developed and updated best management practices (BMPs) to promote the efficient use of water in the landscape. A wide variety of stakeholders, including consultants, designers, contractors and public officials will use these documents as guidelines for designing, installing, and maintaining irrigation systems. This course teaches the irrigation professional the developmental background of the BMPs, describes and explains the responsibilities of the stakeholders involved in our industry, and how irrigation professionals can utilize the best management practices to achieve the desired results of water use efficiency, and management of landscape irrigation.

Instructor: Ted Moriarty

8 CECs

MEET THE SPEAKERS...

TED MORIARTY

Ted Moriarty CIC, CID, CLIA has worked in the irrigation industry for 29 years. He has worked in distribution and for two major manufacturers of irrigation equipment. Currently, Ted is the owner of Smart Watering Company, an irrigation consulting business whose services include design, irrigation system audits and assessments, developing water management programs, installation, and maintenance. Ted has been an IA instructor since 1997, and is a Past President of the Irrigation Association of New England.

ROY NAU

Roy has 17 years of experience in design installation and maintenance of residential and commercial landscape irrigation systems, landscape lighting systems and drainage systems. He is currently employed by AZ Lawncare & Tree Service in Tabernacle, NJ. Retired from Telcordia Technologies in 2001 as Director of Learning Services after thirty two years in the telephone industry, and also retired from the Navy Reserve as a Chief Warrant Officer (CWO4) in 2004 after 38 years of service. Roy graduated from Southern Methodist University School of Engineering and Applied Science with a Masters' Degree in Telecommunications Engineering.

CHRIS PINE

Chris is the president of C.Pine Associates Inc., which provides marketing, consulting and training services for manufacturers, distributors and contractors, primarily in the Eastern United States and Eastern Canada. Prior to this, Chris worked in sales management for two major manufacturers in the irrigation industry. He owned and operated a successful landscape and irrigation contracting business for 15 years, which was sold in 2000. Chris is active in many industry trade organizations, serving on boards, committees and is recognized as an accomplished trainer. He is certified with the Irrigation Association as a commercial Designer, Landscape Water Manager, Irrigation Contractor and Landscape Irrigation Auditor, as well as being a Massachusetts Certified Landscape Professional.

JOHN RAFFIANI

John Raffiani has been installing and servicing irrigation systems since 1966-over 15,700 to date. He has completed projects ranging from small residential systems to up to 100 acre sites including homes, shopping centers, corporate office parks, athletic fields, and condominiums in New Jersey, New York, Massachusetts, Florida, Arizona, and California. He is a Licensed Irrigation Contractor in NJ, an IA Certified Irrigation Contractor (CIC), an IA Certified Technician (CIT), a Certified Backflow Tester, a Rutgers Certified Fertilizer Applicator and is a member of IANJ, IA, NJLCA, NJTA and NEWWA. He also teaches at the National IA Irrigation Show & Education Conference.