



# REGISTER NOW FOR VIRTUAL WINTER TECH 2022

January 2022

Dear IANJ & Industry Member:

Registration is now open for Winter Tech 2022, Monday, January 24<sup>th</sup> through Thursday, January 27<sup>th</sup> with all sessions taking place online in a ZOOM format. We had hoped to be able to offer some of the courses in person this year, but with the recent spike in Covid cases, we would have had to impose cut-offs on the in person classes (to allow for social distancing), and we don't want anyone to miss out on their classes! We do hope to offer some in person classes in February once things calm down a bit.

Even as a virtual event, this is the largest and most comprehensive annual learning opportunity for licensed irrigation contractors in New Jersey. We are offering twelve courses (29 available CECs, including the new Business credit requirement), all updated and refreshed to provide the most up-to-date training and information. This is your opportunity to earn the CECs you'll need for license renewal.

If you've never tried an online class before, this is the perfect opportunity to try one out. It's easier than you might think – all you need is a computer, tablet or smart phone with audio capabilities to join through the provided Zoom link. Once the class is in session, everyone is muted to allow the instructor to be clearly heard. We even added a few longer courses this time after testing this out at Summer Tech 2021 and finding that they worked well!

We urge you to visit the website at [www.ianj.com](http://www.ianj.com) for full details on the Winter Tech event, and you can also choose to REGISTER ONLINE while there. Or, you can use the enclosed registration paperwork to sign up for classes by fax or mail.

If you have any questions, please email [candi@neffdowning.com](mailto:candi@neffdowning.com). We look forward to seeing you "online" at the 2022 Winter Tech Conference.

Sincerely,  
Candi Calderone  
IANJ Executive Director

***P.S. Your membership dues must be paid to get the member price rates for classes. If your membership has lapsed, go online at [www.ianj.com](http://www.ianj.com) to your member profile to pay the dues. Reach out to Candi if you need help!***



# IANJ “VIRTUAL” WINTER TECH CLASS LISTING & DESCRIPTIONS BY DAY



## Monday, January 24<sup>th</sup>

### 9:00am – 1:00pm - Plant, Soil and Turf Type and the Implications for Irrigation Contracting

#### John Raffiani – 4 CECs (Water Conservation)

The objective of this course is to provide you with the knowledge and terminology to determine a beneficial watering schedule based on multiple factors relating to plant materials and soil strata. Learn to suggest (and implement where feasible) water saving ideas for your client’s landscape. Everyone seems to have a friend, mother, sibling, landscaper, neighbor or other person who puts a thought in their heads regarding their lawns and plants, watering schedule, turf problems, rain sensors etc. The problem arises when they believe others and not you, the licensed irrigation contractor (or irrigation technician). You can easily counter this with the facts. Detailed knowledge of the many aspects of turf, plant and soil water dynamics will cement your view in the clients mind-not someone else’s view. Learn to “Talk the Talk”.

### 2:00pm – 6:00pm – Troubleshooting Irrigation Systems

#### Ted Moriarty – 4 CECs (General)

This course provides the irrigation professional with a complete and in-depth overview of all major aspects of irrigation system troubleshooting and solutions to common problems. Topics include hydraulic and electrical troubleshooting of piping systems and valves, common sprinkler problems and their solutions, and controller troubleshooting. Hydraulic problems and in many respects, electrical problems can lead to water waste....Diagnosing, identifying, analyzing and resolving problems of controllers, electrical components, valves, piping systems, sprinklers and also troubleshooting for water waste.

### 6:30pm – 8:30pm - Alternative Water Sources for Landscape Irrigation

#### John Raffiani – 2 CECs (Water Conservation)

This is a class that will demonstrate various methods to conserve water by using other sources. It will spark ideas and new business offerings all with the ultimate goal-finding and using water not from a public supply. This reduces wear and tear on the entire infrastructure-piping, pumps and electrical supplies-and saves money!

### 9:00pm – 10:00pm – Learning From and Implementing Elements of Green Efficiency Programs and Green Codes

#### Ted Moriarty – 1 CEC (Water Conservation OR NJ Codes & Laws)

This course will provide the learner with an overview of the methodology of diagnosing and solving irrigation problems that are negatively impacting efforts to conserve water usage. The course will explore ways to discover water waste for all of the irrigation components and ideas to address them. Also, discuss the impact that poor scheduling has on water waste. Understand the importance of green initiatives and codes and the impact they are having on the irrigation industry Learn how many of the elements of water efficiency programs can guide a company’s business plan and to see the potential for profitability in a changing regulatory environment while conserving water resources. Understand how to take a predicted water use and test and observe factors which are negatively impacting the predicted level of water usage and how to resolve them.

## Tuesday, January 25<sup>th</sup>

### 2:00pm – 6:00pm - Dripline Installation-Design Considerations and Methods for Various Situations

#### John Raffiani – 4 CECs (Water Conservation)

A great course for anyone from beginner to advanced. Many updated designs, techniques, uses and a brand new concept that combines the pressure regulation of spray heads with dripline applications by utilizing Control Kits to offset the high cost of pressure regulating mist heads. Additional topics include water movement in soils, calculating water requirements and proper scheduling to round out an information-packed course.

### 6:30pm – 8:00pm - HDPE Fusion For Large Irrigation Systems

#### Mike Hartley – 1.5 CECs

This interactive class will include an overview of the different fusion techniques as well as a practical discussion on which fusion type is better suited for various installation challenges. We are expecting this to be an interactive class, so bring an open mind and be prepared to ask your questions. Butt fusion, electrofusion, sidewall fusion and socket fusion will be presented and discussed.

## Wednesday, January 26<sup>th</sup>

### **10:00am – 1:00pm – NJ Codes & Laws As They Relate To Irrigation Contracting**

#### **John Raffiani – 3 CECs (NJ Codes & Laws)**

An in depth review of the key points in our Licensing Act, Building Codes, Permits, Consumer Affairs Contract Requirements (yes- they apply to you!), Utility Mark outs and Back Flow testing.

### **2:00pm – 3:30pm - Troubleshooting Large Turf 24-Volt Wire Systems**

#### **Mike Hartley – 1.5 CECs**

This virtual, interactive class will include an overview of a central / satellite control troubleshooting technique. What to check in the field, what to check at the central (if one is present). We will discuss troubleshooting both 24-volt field wires and incoming 120/240-volt power wires.

### **4:00pm – 5:30pm - Electric Valves – Theory / Troubleshooting**

#### **Mike Hartley – 1.5 CECs**

This virtual, interactive class will include an overview of what makes an electrically actuated irrigation valve operate and what can cause it to fail. We will concentrate on a common valve for most of the troubleshooting discussions. This will be very understandable and practical for field service technician's use.

## Thursday, January 27<sup>th</sup>

### **11:00am – 12:00pm - The Law of Unintended Consequence. Is Doing the Right Thing Always Right?**

#### **Chris Keating – 1 CEC**

Sometimes, doing the right thing can lead to unintended outcome. When we properly use the Cycle/Soak controller functions when scheduling, we repeatedly operate zones multiple times each day. If we don't use check valves, this can create numerous fill/drain/refill cycles in lateral piping. This class calculates the water wasted, looks at potential savings, and discusses system dynamics not thought about when using these features. It also discusses different types of check valves for sprinklers.

### **1:00pm – 5:00pm – Understanding and Implementing Hydraulic Principles to Address Design and Field Challenges**

#### **Ted Moriarty – 4 CECs (Water Conservation)**

A successful installation or renovation project depends on determining the best and most feasible course of action to take. This requires making decisions in the field regarding three key elements – Sprinkler pressure, spacing, and flow based on the manufacturer's specifications. This leads to good distribution uniformity and therefore conserving water while keeping the plants healthy. This class will address the fundamental hydraulic principles supporting these three important elements, with an emphasis on spacing and nozzling. One segment of the class will focus on choosing the proper nozzles and spacing given existing site conditions that may require "out of the box" solutions. Also discussed will be how to address difficult areas which need to be irrigated with the goal mitigating water waste, such as overspray. New techniques using different approaches for mixing and matching different irrigation equipment will be covered.

### **5:30pm – 7:00 pm - Troubleshooting Large 2-Wire Systems**

#### **Mike Hartley – 1.5 CECs**

This virtual, unique, informative, and fun class will be a fresh look at 2-wire in a way you have not looked at it before. We will take the mystery out of 2-wire by going through the components, understanding the issues, and explaining the tools and how to use them. The course is applicable for any manufacturer's two wire products. Bring an open mind and bring your questions. This is meant to be interactive, so be prepared to join in on the conversation.

## MEET THE SPEAKERS:

### MIKE HARTLEY

In 1986, after earning a degree in Architectural drafting, Mike went to work for Philadelphia Turf as a golf irrigation system designer. Three years later Mike moved to Golf Irrigation Sales for Eastern PA and four years after that Mike moved to the position of Irrigation Manager. The company changed to Turf Equipment and Supply in 2007 and the position title changed to Golf Irrigation Manager. In 2021, the position changed again to Golf Irrigation Manager for both Turf Equipment and Supply and Storr Tractor Company. Mike was rewarded Toro's highest honor of a Toro Master Salesman in 2019. He was a Toro National Blazer award winner in 2002 and has SCPS and CSE sales certifications. Mike has been a Certified Irrigation Designer since 1994 and a Certified Golf Course Auditor since 2011.

### CHRIS KEATING

Chris Keating began his 47+ year career as a contractor in New Jersey in 1974 installing hydraulic sprinkler systems. His time in the industry has been spent contracting, working in various distributorships in NJ and VA as a salesperson or executive manager. He's worked for Toro for the past 14 years in sales. During his career, he's served on the IA board of directors, as chair of the Irrigation Foundation, as president of the Irrigation Association of New Jersey, and currently as treasurer of the Carolinas Irrigation Association. Chris is the current chair of the IA's new Professional Mentoring Program. Chris has presented technical and business classes to thousands of contractor and distributor attendees. His training is based in common sense and is informed by his years of varied experience. He's "walked the walk". Chris currently lives in Richmond, VA. He has spent time in NJ, FL, TX, MO, MD, and VA.

### TED MORIARTY

Ted Moriarty is beginning his 35th year in the irrigation industry. He has worked as a branch manager, sales manager and area manager in distribution. He has worked sales representative for two major international irrigation equipment manufacturers. Ted now owns and operates Smart Watering Company, a Boston MA based irrigation consulting business specializing in water management issues, industry training and servicing and retrofitting residential and commercial irrigation systems. He holds IA Certifications in Design (commercial), Contractor, and Landscape Irrigation Auditor. Ted has been training industry professionals for nearly all of his years in the industry. In 1998, he became an Irrigation Association instructor, and has developed and updated several IA classes. In addition to this, he has developed curriculum for and provides training for the licensing requirements in North Carolina, New Jersey and Connecticut. Ted also provides training for water purveyors and government agencies.

### JOHN RAFFIANI

John Raffiani been installing and servicing irrigation systems since 1966-more than 16,900 to date. He has completed projects from small residential systems up to 100-acre sites (in phases)-Homes, Shopping Centers, Corporate Office Parks, Athletic Fields and Condominiums in New Jersey, New York, Massachusetts, Florida, Arizona and California. Additionally, he has installed large scale landscape and drainage projects for the HOA market. He is a Licensed Irrigation Contractor in NJ, an IA Certified Irrigation Contractor, an IA Certified Irrigation Technician, a Certified Back Flow tester, an NDS Certified Drainage Contractor, a Rutgers Certified Fertilizer Applicator and an IA Authorized Regional Instructor. He has written and taught many Continuing Education Credit courses and Webinars for the National IA, the NJ Irrigation Association, the NJLCA, the MNLA and the CICA. He is an active member of the IANJ, IA, NJLCA, NJTA and NEWWA.



# REGISTRATION FORM

January 24 - 27, 2022

Virtual/Zoom Courses

**REGISTRATION DEADLINE DATE:**

**FRIDAY, JANUARY 21, 2022**

**IMPORTANT!** This is a multi-page Registration Form – please be sure to complete **ALL** required information. This page is for your Attendee Contact Information and Payment details – in addition to this form, you **MUST** complete a **Seminar Registration Form** for **EACH** individual attending from your company. This will ensure that we register all individuals for their designated choices. **REGISTER ONLINE** at [www.ianj.com](http://www.ianj.com)

## ATTENDEE CONTACT INFORMATION

|  |         |       |     |
|--|---------|-------|-----|
| Name   | Company |       |     |
| Address  | City    | State | Zip |
| Email  | Phone   | Fax   |     |
| <b>Please Check One:</b> <input type="checkbox"/> IANJ Member (or other state IA or STMANJ member*) <input type="checkbox"/> Non-Member<br>* We will be offering member pricing to CT, NY, DE and other state IA association members |         |       |     |

## ADDITIONAL ATTENDEES FROM THIS COMPANY

|   |
|---|
| Name  |
| Name  |
| <b>NOTE:</b> Each individual requires their <b>OWN</b> completed <b>Seminar Registration Form</b> (see next page) |

## PAYMENT INFORMATION

|   |           |     |
|---|-----------|-----|
| <b>Total Amount Due</b> (add up totals from all Seminar Registration Forms) - \$  |           |     |
| <input type="checkbox"/> Check enclosed <b>OR</b> <b>Credit Card:</b> <input type="checkbox"/> American Express <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa<br>(made payable to IANJ) |           |     |
| Card #  | Exp Date  | CVV |
| Cardholder Name   | Signature |     |
| Card Billing Address  | Zip       |     |

**REGISTER ONLINE AT** [www.ianj.com](http://www.ianj.com)

OR

Complete and return with payment to:

IANJ Headquarters \* PO Box 518 \* Mt. Laurel, NJ 08054

Telephone 973-850-3366 \* Fax 856-727-9504 \* Email [candi@neffdowning.com](mailto:candi@neffdowning.com)

**DON'T DELAY, REGISTER TODAY!**



# COURSE REGISTRATION FORM

January 24 - 27, 2022 - Virtual/ZOOM Courses  
**REGISTRATION DEADLINE DATE: FRIDAY, JANUARY 21, 2022**

**IMPORTANT!** This is a multi-page Registration Form – please be sure to complete **ALL** required information. This page is for your Individual Seminar Registrations (one per person) - in addition to this form, you **MUST** complete an **Attendee Registration Form**, which contains Attendee Contact Information and Payment details. See the Course Description pages for details on each class’s content and CEC information.

**ATTENDEE NAME:**

**MONDAY – January 24<sup>th</sup>**

| Check:                   | Time             | Course Name   | Member \$ | Non-Member |
|--------------------------|------------------|---|-----------|------------|
| <input type="checkbox"/> | 9:00am - 1:00pm  | Plant, Soil and Turf Type and the Implications for Irrigation Contracting<br>John Raffiani – 4 CECs (Water Conservation)                              | \$100.00  | \$200.00   |
| <input type="checkbox"/> | 2:00pm - 6:00pm  | Troubleshooting Irrigation Systems<br>Ted Moriarty – 4 CECs (General)   | \$100.00  | \$200.00   |
| <input type="checkbox"/> | 6:30pm - 8:30pm  | Alternative Water Sources for Landscape Irrigation<br>John Raffiani – 2 CECs (Water Conservation)   | \$50.00   | \$100.00   |
| <input type="checkbox"/> | 9:00pm – 10:00pm | Learning From and Implementing Elements of Green Efficiency Programs and Green Codes<br>Ted Moriarty – 1 CEC (Water Conservation OR NJ Codes & Laws*) | \$25.00   | \$50.00    |

**TUESDAY – January 25<sup>th</sup>**

|                          |                 |  |          |          |
|--------------------------|-----------------|--|----------|----------|
| <input type="checkbox"/> | 2:00pm – 6:00pm | Dripline Installation - Design Considerations & Methods for Various Situations - John Raffiani – 4 CECs (Water Conservation) | \$100.00 | \$200.00 |
| <input type="checkbox"/> | 6:30pm - 8:00pm | HDPE Fusion For Large Irrigation Systems<br>Mike Hartley – 1.5 CECs  | \$40.00  | \$80.00  |

**WEDNESDAY – January 26<sup>th</sup>**

|                          |                  |  |         |          |
|--------------------------|------------------|--|---------|----------|
| <input type="checkbox"/> | 10:00am – 1:00pm | NJ Codes & Laws As They Relate To Irrigation Contracting<br>John Raffiani – 3 CECs (NJ Codes & Laws) | \$75.00 | \$100.00 |
| <input type="checkbox"/> | 2:00pm – 3:30pm  | Troubleshooting Large Turf 24-Volt Wire Systems<br>Mike Hartley – 1.5 CECs                           | \$40.00 | \$80.00  |
| <input type="checkbox"/> | 4:00pm – 5:30pm  | Electric Valves – Theory / Troubleshooting<br>Mike Hartley – 1.5 CECs                                | \$40.00 | \$80.00  |

**THURSDAY – January 27<sup>th</sup>**

|                          |                   |  |          |          |
|--------------------------|-------------------|--|----------|----------|
| <input type="checkbox"/> | 11:00am - 12:00pm | The Law of Unintended Consequence. Is Doing the Right Thing Always Right? - Chris Keating – 1 CEC  | \$25.00  | \$50.00  |
| <input type="checkbox"/> | 1:00pm - 5:00pm   | Understanding and Implementing Hydraulic Principles to Address Design and Field Challenges<br>Ted Moriarty – 4 CECs (Water Conservation) | \$100.00 | \$200.00 |
| <input type="checkbox"/> | 5:30pm - 7:00pm   | Troubleshooting Large 2-Wire Systems<br>Mike Hartley – 1.5 CECs  | \$40.00  | \$80.00  |

**TOTAL REGISTRATION FEES:**

**REMEMBER – Complete a copy of this form for EACH individual from your company – complete only ONE copy of the Attendee Registration Form – submit all with payment at one time OR REGISTER ONLINE AT [www.ianj.com](http://www.ianj.com)**

All sessions will be held via Zoom Webinar.

Log-In Information will be sent to registered attendees the day prior to each session.

*\*If a course has CECs that can be two different categories, you may only use it for ONE category and must indicate that on your CEC Submission Form to the state.*

Questions? [candi@neffdowning.com](mailto:candi@neffdowning.com) or 973-850-3366