



EARN VALUABLE CECs AT IANJ SUMMER TECH



August 2022

Dear IANJ Member:

Registration is now open for IANJ's Summer Tech 2022! Due to the continued success of virtual learning, we are remaining virtual for this event.

SUMMER TECH 2022
August 22nd – 24th (Monday, Tuesday, Wednesday)

IMPORTANT: In January of 2021, all licensed contractors were informed by letter from the state that there is a new CEC requirement taking effect. There will still be a total of 16 CECs required each cycle, with at least 8 of those CEC's in water conservation topics, but also now a total of 2 CECs will also be required of the 16 overall in topics related to NJ business law and/or building codes. Please note the designation listed after each course to be sure you are taking the proper credits. If you are NOT sure where you stand with credits, contact the state directly at 609-984-7834 or lic@dca.nj.gov.

NOTE: Virtual classes are not online courses that you do on your own time - you will be signed in to a live ZOOM-type broadcast from the instructors, many classes will require interaction, and there will be a sign-in mechanism to confirm that you are present during the entire class - this is the only way to ensure that you "complete" the class and receive the certificate with the CECs listed.

ALSO ENCLOSED...You'll also find the 2022-2023 Partnership/Sponsorship materials. Information on all of this can be found on our website www.ianj.com.

If you have questions about any of the above, call **IANJ Headquarters** at 973-850-3366 or email candi@neffdowning.com.

Best Regards,
Candi Calderone
IANJ Headquarters

REGISTER ONLINE at www.ianj.com if you are paying with a credit card to save time and make sure you get the classes you want! Login with the button on the right of the home page – contact our office if you have trouble logging in to your membership account.

PLEASE NOTE THAT ALL COURSES ARE VIRTUAL FOR THIS EVENT

Monday, August 22nd – Virtual Classes

3:00pm – 5:00pm – VIRTUAL CLASS

Understanding Irrigation Pumps

Jim Gurzler – 2 CECs (General Credits)

This course is designed to share with you the basics of proper pump selection, pump sizing, power considerations, filtration, Variable Frequency Drives, and maintenance. The goal is to be comfortable selecting the correct pump and understanding why the pump you may be replacing has failed.

6:00pm – 8:00pm – VIRTUAL CLASS

Seasonal Water Allocation by Site using ET, Crop Coefficients and Scheduling Adjustments

John Raffiani – 2 CECs (Water Conservation Credits)

Too many of us are falling prey to the “set it and forget it” of internet weather-based controllers. Others are still in the slow lane of only using Rain Sensors. Correct programming coupled with weather based adjustments is the best path. This course will focus on Best Management Practices (BMPs) particular to Irrigation contracting and knowledge-based insight to arrive at a correct water allocation for any site.

Tuesday, August 23rd – Virtual Classes

11:00am – 12:00pm – VIRTUAL CLASS

Regulations Regulating Regulation

Chris Keating – 1 CEC (General)

This class will explain and raise awareness of the recent laws sweeping the country that ban the manufacture, sale and installation of conventional spray heads. The laws mandate the use of spray heads with built in pressure regulation. The class will cover the reasons for the laws and explain the purpose of the technology and why it is deemed necessary.

1:00pm – 5:00pm – VIRTUAL CLASS

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.

Tuesday, August 23rd – Virtual Classes

6:00pm – 8:00pm – NJ Codes & Laws As They Relate To

Irrigation Contracting – VIRTUAL CLASS

John Raffiani – 2 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.

Wednesday, August 24th – Virtual Classes

1:00pm – 5:00pm – VIRTUAL CLASS

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. Also discussed will be how to address difficult areas which need to be irrigated with the goal of mitigating water waste, such as overspray. New techniques using different approaches for mixing and matching different irrigation equipment will be covered.

6:00pm – 8:00pm – VIRTUAL CLASS

Scheduling For Water Conservation - Past, Present & Future

John Raffiani - 2 CECs (Water Conservation)

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.

SPECIAL NOTE FOR CONTRACTORS...

In January of 2021, all licensed contractors were informed by letter from the state that there is a new CEC requirement taking effect. There will still be a total of 16 CECs required each cycle, with at least 8 of those CEC’s in water conservation topics, but also now a total of 2 CECs will also be required of the 16 overall in topics related to NJ business law and/or building codes. Please note the designation listed after each course to be sure you are taking the proper credits. If you are NOT sure where you stand with credits, contact the state directly at 609-984-7834 or lic@dca.nj.gov.

MEET THE SPEAKERS:

JIM GURZLER

Jim Gurzler of Reasonable Outdoors LLC has over 25 years of experience with irrigation, including golf course, commercial and residential applications, along with extensive pump experience and has served on the GCSANJ education committee and on the Pocono Turfgrass Board as Editor.

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

August 22nd – 24th , 2022

ALL COURSES ARE VIRTUAL

REGISTRATION DEADLINE DATE:

FRIDAY, AUGUST 19, 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

ATTENDEE CONTACT INFORMATION

Name	Company		
Address	City	State	Zip
Email	Phone	Fax	

Please Check One: IANJ Member (or other state IA or STMANJ member*) Non-Member
* We will be offering member pricing to CT, NY, DE and other state IA association members

ADDITIONAL ATTENDEES FROM THIS COMPANY

Name
Name

NOTE: Each individual requires their **OWN** completed **Seminar Registration Form** (see next page)

PAYMENT INFORMATION

Total Amount Due (add up totals from all Seminar Registration Forms) - \$

Check enclosed **OR** **Credit Card:** American Express MasterCard Visa
(made payable to IANJ)

Card #	Exp Date	CVV
Cardholder Name	Signature	
Card Billing Address	Zip	

REGISTER ONLINE AT 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

DON'T DELAY, REGISTER TODAY!



COURSE REGISTRATION FORM

August 22 - 24, 2022 – Virtual Courses
 REGISTRATION DEADLINE DATE: FRIDAY, AUGUST 19, 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 – August 22nd - VIRTUAL CLASSES

Check:	Time	Course Name	Member \$	Non-Member
<input type="checkbox"/>	3:00pm - 5:00pm	Understanding Irrigation Pumps Jim Gurzler – 2 CECs (General Credits)	\$50.00	\$100.00
<input type="checkbox"/>	6:00pm - 8:00pm	Seasonal Water Allocation by Site using ET, Crop Coefficients and Scheduling Adjustments John Raffiani – 2 CECs (Water Conservation Credits)	\$50.00	\$100.00

TUESDAY – August 23rd - VIRTUAL CLASSES

<input type="checkbox"/>	11:00am – 12:00pm	Regulations Regulating Regulation Chris Keating – 1 CEC (General)	\$25.00	\$50.00
<input type="checkbox"/>	1:00pm - 5:00pm	Troubleshooting Irrigation Systems Ted Moriarty – 4 CECs (General)	\$100.00	\$200.00
<input type="checkbox"/>	6:00pm - 8:00pm	NJ Codes & Laws As They Relate To Irrigation Contracting – <i>VIRTUAL CLASS</i> John Raffiani – 2 CECs (NJ Codes & Laws)	\$50.00	\$100.00

WEDNESDAY – August 24th - VIRTUAL CLASSES

<input type="checkbox"/>	1:00pm – 5:00pm	Understanding and Implementing Hydraulic Principles to Address Design and Field Challenges Ted Moriarty – 4 CECs (Water Conservation)	\$100.00	\$200.00
<input type="checkbox"/>	6:00pm – 8:00pm	Scheduling For Water Conservation - Past, Present & Future John Raffiani - 2 CECs (Water Conservation)	\$50.00	\$100.00

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

All sessions will be held via Zoom Webinar. Log-In Information will be sent to registered attendees the day prior to or the morning of each session.

Questions? candi@neffdowning.com or 973-850-3366

IANJ SEEKING PARTNERS... CAN WE COUNT ON YOUR SUPPORT?



May, 2022

During these uncertain times, we recognize that all businesses are being careful with how they spend their dollars. We hope you will consider supporting us in this endeavor and recognizing the benefits to your own company and the industry as a whole with this commitment.

As the state's only professional organization dedicated to the support of and service to irrigation professionals, IANJ has remained steadfast in its efforts to fight for the industry. Our goals this year include seeking out new legislation that will benefit our members and their businesses. By teaming up with MBI-Gluckshaw, our legislative lobbyist firm, we are working towards these accomplishments!

As your member association, we will ALWAYS stay on top of the issues that matter to you and your business. It is with this in mind that we respectfully ask for your company's support through our 2022-2023 Partnership/Sponsorship Initiative.

Without the continued support of our valued members, the Association would not be able to provide the members services and support that you have come to rely on for so many years. We hope we can count on your company's involvement!

Attached is a tiered breakdown that includes a wide range of financial support, designed to give our members many options. We trust that you will find the benefits to be a successful return on investment. Use the enclosed forms, or go to www.ianj.com to learn more or to select the tier that works best for your company!

We're here to answer any questions you might have...thank you in advance for your consideration.

The IANJ Board of Directors & Staff
Gregg Rogers (Garden Irrigation), President

PO Box 518 - Mt. Laurel, NJ 08054
Phone 973-850-3366
Candi Calderone, Executive Director candi@neffdowning.com

**Irrigation Association
of New Jersey**



IANJ PARTNERSHIP/SPONSORSHIP PROGRAM

TIERS & BENEFITS 2022

PARTNER LEVEL	BENEFITS	PRICE
PLATINUM	<ul style="list-style-type: none"> ➤ Listed as Partner on all Association materials and website partner page ➤ Winter Tech Sponsor (promotional materials, speaking opportunity, specific class sponsorship with intro wherever applicable) ➤ FREE BOOTH at Annual Trade Show (if applicable) ➤ Summer Tech Sponsor (promotional materials, speaking opportunity, specific class sponsorship with intro wherever applicable) ➤ Annual Meeting Sponsor (promotional materials, signage and speaking opp) ➤ Misc. Event Sponsor (TBD – may include social or educational events) ➤ Literature/Promo Materials at Assoc. events ➤ Web Site Banner (link) ➤ Email Blast to members (2) 	\$5,000
GOLD	<ul style="list-style-type: none"> ➤ Listed as Partner on all Association materials and website partner page ➤ Winter Tech Sponsor (signage) ➤ FREE BOOTH at Annual Trade Show (if applicable) ➤ Summer Tech Sponsor (promotional materials) ➤ Annual Mtg Sponsor (promo materials, signage) ➤ Misc. Event Sponsor (TBD) ➤ Web Site Banner (link) ➤ Outgoing Email Correspondence - Bottom ➤ Email Blast to members (1) 	\$3,000
SILVER	<ul style="list-style-type: none"> ➤ Listed as Partner ➤ Winter Tech Sponsor (signage) ➤ Summer Tech Sponsor (promotional materials) ➤ Annual Mtg Sponsor (promo materials, signage) ➤ Misc. Event Sponsor (TBD) ➤ Web Site Logo – Home Page ➤ Outgoing Email Correspondence - Bottom 	\$1,000
BRONZE	<ul style="list-style-type: none"> ➤ Listed as Partner ➤ Winter Tech Sponsor (signage) ➤ Summer Tech Sponsor (promotional materials) ➤ Annual Mtg Sponsor (promo materials, signage) ➤ Web Site Logo – Home Page ➤ Outgoing Email Correspondence - Bottom 	\$500
SUPPORTER	<ul style="list-style-type: none"> ➤ Listed as Partner ➤ Annual Mtg Sponsor (promo materials) ➤ Web Site Logo – Home Page ➤ Outgoing Email Correspondence - Bottom 	\$250
FRIEND OF IANJ	<ul style="list-style-type: none"> ➤ Listed as Partner ➤ Web Site Logo – Home Page 	\$100

ORDER FORM ON NEXT PAGE, OR GO TO www.ianj.com TO SELECT THE TIER THAT BEST FITS YOUR COMPANY'S NEEDS...THANK YOU FOR YOUR SUPPORT!



IANJ PARTNERSHIP/SPONSORSHIP PROGRAM ORDER FORM & PAYMENT - 2022

MEMBER CONTACT INFORMATION			
Name	Company		
Address	City	State	Zip
Email	Phone		

PLEASE SELECT PARTNERSHIP TIER & DOLLAR AMOUNT		
<input type="checkbox"/>	PLATINUM	\$5,000
<input type="checkbox"/>	GOLD	\$3,000
<input type="checkbox"/>	SILVER	\$1,000
<input type="checkbox"/>	BRONZE	\$500
<input type="checkbox"/>	SUPPORTER	\$250
<input type="checkbox"/>	FRIEND OF IANJ	\$100

TOTAL AMOUNT DUE: \$

PAYMENT INFORMATION:

GO ONLINE TO WWW.IANJ.COM TO REGISTER/PAY ONLINE! OR:

Check enclosed (payable to IANJ) MC/Visa American Express Discover

Card #: _____ Exp. Date: ____/____/____ CVV: _____

Name on Card: _____ Phone: _____

Card Billing Address: _____

THANK YOU FOR YOUR CONTINUED SUPPORT OF THE IRRIGATION ASSOCIATION OF NEW JERSEY!

Irrigation Association
of New Jersey

www.ianj.com

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