



New Jersey
Irrigation

NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 19 No. 4 December 2017

President's Message

Another irrigation season is in the books. I hope everyone had a safe and profitable season. Thanks to all of our contractor members and supplier members for your continued support of IANJ.

We had a well-attended IANJ Annual Membership Meeting on December 6 at the Borgata in Atlantic City. I would like to see more members at the meeting in the future. For those who were not in attendance, you missed some very good training opportunities in water conservation and some informative presentations at the meeting.

Art Elmers of Netafim, USA and Paul Garris of Atlantic Irrigation were re-elected to three year terms to the IANJ Board of Trustees. Congratulations to both Board Members.



Roy Nau, IANJ President, received a special President's Gavel plaque at the 2017 Annual Meeting.

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For Registration**

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Irrigation Contractors (BLIC)**

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2017 was a great year for IANJ. We started the year by introducing the Monday Morning Memo in an effort to keep our members informed of the latest info from Trenton and our industry. Several training venues were held throughout the year, i.e. WinterTech, SummerTech, contractor exam prep courses and the Winter Meeting. IANJ is continuing to pursue new training opportunities to keep you abreast of the latest technologies, industry best practices, and business development courses. You all should have received the WinterTech Brochure for January 22 thru 26, 2018 at the Ramada (formerly the Crown Plaza) in Jamesburg, NJ. We are offering new courses and presenters for WinterTech. Get your CECs early and avoid the year end rush.

IANJ is now offering ONLINE training courses in a

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Irrigation Association of New Jersey.

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Gaetano Virone

Executive Director

Denise Downing

President's Message

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Partnership with Chris Pine and Irritech. These courses offer Board of Licensed Irrigation Contractors (formerly LICEB) approved CEC units and the flexibility to complete the courses at your own pace. You may enroll in these courses from the IANJ WEB site.

Speaking of the WEB site, the IANJ Board of Trustees is very proud of our new WEB site ianj.com. The new WEB site is much more user friendly than the old one offering many new functions to make your interactions with the WEB site easier and more convenient. Members can now pay their dues, register for courses, and pay for those courses directly from the WEB site. There are also links to keep members informed of pertinent activity from Trenton and our industry.

The Board of Trustees established an IANJ Scholarship Fund in 2016. The first scholarship awards were made in May of 2017 to four very deserving individuals pursuing higher education in the Green Industry. Members and employees and their families are eligible for these scholarships. The application for the scholarships can be downloaded from the IANJ WEB site. Deadline for submission is MAY 1.

I would like to thank the member contractors and suppliers, the Board, our lobbyist, and our management team for their continued support and excellent work in 2017. I wish you and yours a Happy, Healthy, and Safe Holiday Season and New Year. Enjoy the winter and let's get ready for the 2018 season.

2018 Industry Calendar

IANJ Winter Tech Seminars 2018

January 22 – 26, 2018
Ramada Plaza Hotel & Conference Center
(formerly the Crowne Plaza)
Jamesburg, NJ

2018 Landscape Irrigation Contractor Exam Schedule

Closing Date:

March 1
September 1

Exam Date:

April 25
October 24

The 2017 IANJ Annual Meeting

In conjunction with the New Jersey Turf Grass & Landscape Conference at The Borgata Hotel, Casino & Spa, Atlantic City, NJ, IANJ board of directors held its **Annual Meeting** on Wednesday, December 6, 2017 to report on association activities and honor its lifetime achievement award recipient. IANJ President Roy Nau chaired the event which had over 100 members in attendance.

The Irrigation Association of New Jersey held two classes in advance of the association's annual meeting on December 9 at The Borgata in Atlantic City. Bill Wise presented two classes (Drip Irrigation Design and Irrigation Scheduling), both providing 4 Continuing Education Credits in Water Conservation to the contractors in attendance.

IANJ Board Trustees Elected - Art Elmers (Netafim USA) and Paul Garris (Atlantic Irrigation) were both re-elected to serve three year terms on the Board.

The **2017 Lifetime Achievement Award** was presented to **Bill Wise**. Bill started in the green industry in 1987 and formed relationships with several irrigation suppliers. He officially moved into the irrigation industry in 1997 when he joined Toro as a Regional Sales Manager. He joined the IANJ Board in 1999, and quickly became Education Chairman, coordinating the Winter Tech Seminars, which he continued through 2005. He moved on to Rain Bird in 2002, wearing many hats over his eight years

there. During this time, he served as President of the IANJ. He joined Hunter Industries in 2010, where he deepened his involvement with teaching as NJ officially enacted the Continuing Education Requirement. Bill continues to teach many classes sponsored by local irrigation distributors, as well as for IANJ. He retired from the Board in 2011 after 11 years of service, and will be retiring from Hunter in 2018. He and his wife Vicki just celebrated 41 years of marriage and are eagerly awaiting the arrival of their first grandchild in February. The IANJ is grateful to Bill for his many years of dedicated service and commitment to the Board and Committees and for his past and continuing contributions to the education program. He will always be remembered as a great friend of the Association and the irrigation industry.



Bill Wise and his wife Vicki celebrate his Lifetime Achievement Award at the IANJ Annual Meeting last week.



Irrigation contractors attending the Water Conservation Courses offered at last week's Annual Meeting in Atlantic City.



Winter Tech 2018 Now Open For Registration

Online registration is now open for Winter Tech 2018, being held January 22-26, 2018 at the Ramada Plaza Hotel (formerly Crowne Plaza) in Jamesburg, NJ.

We have added 7 new classes to the schedule this year, with 9 classes in water conservation. Plus, in accordance with the new renewal requirements for backflow prevention device testers, we are offering a two-day Backflow Prevention Device Tester Review/Re-Certification on Monday with the exam scheduled on Tuesday from 8am-12Noon. There will only be 20 places available for this class.

You'll find learning tracks that cover business, maintenance and design, and in addition to the Backflow Re-Certification Course and exam, we will also offer the Landscape Irrigation Technical Course on Monday and Tuesday (this course is now 1.5 days/12 hours), with the optional CIT exam scheduled for Tuesday afternoon.

We urge you to register online at www.ianj.com right away to reserve your choice of classes. We will also have our suppliers on hand for our trade show on Tuesday, January 23rd from 12 Noon – 2:00 pm to tell you about their new products and services.

If you have any questions, please call the IANJ office at 973-850-3366. We look forward to seeing you at the 2018 Winter Tech Conference.

WINTER TECH 2018 COURSE DESCRIPTIONS

CERTIFICATION/TRAINING COURSES AND EXAMS

Backflow Re-Certification Review Training & Testing

6 CECs

Monday, January 22 - 8:00am-5:00pm

(1 hour break for lunch)

Instructor: NEWWA

Tuesday, January 23 – 8:00am EXAM ONLY

Description: If you don't need a full backflow course but just need to take the one-day refresher and/or to take the re-certification test, this is the session for you. Registration for this course includes the full day of practical training and review, and also the EXAM component. The Backflow

Exam will be given on Tuesday morning from 8am – 12N in the same location. You are automatically registered to take the exam by registering for this course. The FEE for this course includes the 8 hour training course on Monday, as well as the exam on Tuesday and any fees for recertification. You will not need to pay additional fees to NEWWA for recertification.

Landscape Irrigation Technician Course – 1.5 Day Course

12 CECs (6 Water Conservation, 6 General)

Monday, January 22 - 8:00am - 5:00pm

(1 hour break for lunch)

Instructor: Chris Pine

Tuesday, January 23 – 8:00am – 12:00pm

Tuesday, January 23 – 1:00pm – 5:00pm –

CIT EXAM TIME

Exam Proctor: Mike Edmiston

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.**

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 Tuesday, January 23rd from 1:00pm – 5:00pm in the same location and will only be open to those who have pre-registered at the link below.

Link to register/pay for the exam: <http://store.irrigation.org/events/registration.aspx?event=CNJJAN18>

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Winter Tech 2018

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TUESDAY, JANUARY 23rd

Foundations of Landscape Irrigation Design- 2 DAYS DESIGN LEARNING TRACK

Tuesday, January 23 & Wednesday, January 24

16 CECs TOTAL (8 Regular and 8 Water Conservation)

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

Instructor: Roy Nau

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. **THIS IS A TWO DAY CLASS – MUST ATTEND BOTH DAYS TO RECEIVE CERTIFICATE OF COMPLETION**

Electrical Troubleshooting 101 MAINTENANCE LEARNING TRACK

Tuesday, January 23 - 8:00am-12:00pm

4 CECs

Instructor: Craig Borland

Description: Learn how to properly use volt-ohm meters and how to diagnose wiring problems based on their readings. Diagnose field wiring problems without leaving the controller. Learn the most effective steps to sort out confusing electrical problems so you'll rarely need to run new wire.

Electrical Troubleshooting 201: 2 Wire MAINTENANCE LEARNING TRACK

Tuesday, January 23 - 1:00pm-5:00pm

4 CECs

Instructor: Craig Borland

Description: Learn more advanced methods of electrical troubleshooting. Covers battery operated timers, D.C. solenoids and solar units, A. C. transformers, and phasing. Discuss fault finding equipment, and amp readings, and proper grounding techniques.

Water Management With Today's Technology

NEW CLASS

MAINTENANCE LEARNING TRACK

Tuesday, January 23 - 1:00pm-5:00pm

4 CECs (Water Conservation)

Instructor: Chris Pine

Description: This class will review what options are available to the contractor and how to use them to manage the water used in their customers' landscapes. This will include discussing the "remote accessible" controller options, as well as flow sensing.

WEDNESDAY, JANUARY 24th

Foundations of Landscape Irrigation Design- 2 DAYS DESIGN LEARNING TRACK

Tuesday, January 23 & Wednesday, January 24

16 CECs TOTAL (8 Regular and 8 Water Conservation)

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

Instructor: Roy Nau

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. **THIS IS A TWO DAY CLASS – MUST ATTEND BOTH DAYS TO RECEIVE CERTIFICATE OF COMPLETION**

Best Management Practices for Water Conserving Design, Installations and Management

NEW CLASS

DESIGN LEARNING TRACK

Wednesday, January 24 – 8:00am-5:00pm

8 CECs (Water Conservation)

Instructor: Ted Moriarty

Description: Based on the Irrigation Association Best Management Practices document. This class will offer a comprehensive look at bringing an irrigation plan through the design and installation stages, and then looking toward ensuring the resulting system saves water now and in future years.

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Winter Tech 2018

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Alternative Water for Landscape Irrigation DESIGN LEARNING TRACK

Wednesday, January 24 - 8:00am-12:00pm

4 CECS (Water Conservation)

Instructor: Craig Borland

Description: Targeted at experienced designers, this course covers the basics of sustainable irrigation systems. Topics include using reclaimed water and rainwater harvesting, and how they apply to LEED and other sustainability programs.

Managing An Irrigation Service Company – Part 1

NEW CLASS

BUSINESS LEARNING TRACK

Wednesday, January 24 - 8:00am-12:00pm

2 CECS

Instructor: Chris Pine

Description: This course discusses what the irrigation contractor needs to be successful in the irrigation maintenance, repair and water management business, especially with all of the new technology that allows for remote access, monitoring and management. Topics include operations, service

nce, repair and water management business, especially with all of the new technology that allows for remote access, monitoring and management. Topics include operations, service agreements, marketing and pricing. This seminar will help you develop an understanding of what makes a service business different today and in the future. The first part will also explore how technology is used in the business.

Managing An Irrigation Service Company – Part 2

NEW CLASS

BUSINESS LEARNING TRACK

Wednesday, January 24 - 1:00pm-5:00pm

2 CECS

Instructor: Chris Pine

Description: This course discusses what the irrigation contractor needs to be successful in the irrigation maintenance, repair and water management business, especially with all of the new technology that allows for remote access, monitoring and management. Topics include operations, service

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agreements, marketing and pricing. The second session will review Part 1 objectives and then discuss pricing, hiring and marketing of an Irrigation Service Company.

THURSDAY, JANUARY 25th

Basics of Landscape Irrigation & What Can Go Wrong

NEW CLASS

MAINTENANCE LEARNING TRACK

Thursday, January 25 - 8:00am-5:00pm

8 CECs (4 Water Conservation, 4 General)

Instructor: Bill Wise

Description: This class is for the newcomer to irrigation. We spend half the day on the parts of the irrigation system, irrigation hydraulics and the principals of basic design. We then talk about irrigation controller programming - what is a program and how to set up a basic schedule. Finally, we cover common irrigation system issues and how to troubleshoot and correct them. This is a good class for landscape sales people new to irrigation or for new crew members who are on a track toward management.

Water Efficient Irrigation Scheduling

NEW CLASS

MAINTENANCE LEARNING TRACK

Thursday, January 25 - 8:00am-12:00pm

4 CECs (Water Conservation)

Instructor: Ted Moriarty

Description: The class will focus on new scheduling apps which make scheduling irrigation easier, but also give the students the background science behind the apps.



LEED For The Irrigation Professional

NEW CLASS

DESIGN LEARNING TRACK

Thursday, January 25 - 1:00pm-5:00pm

4 CECs (Water Conservation)

Instructor: Ted Moriarty

Description: The U.S Green Building Council's Leadership in Energy and Environmental Design (LEED) is a set of rating systems for the design, construction operation and maintenance of "green" buildings, homes and neighborhoods. The LEED rating systems all have a water efficiency component, which not only deals with indoor water use, but also outdoor water use and other site requirements. Many United States federal agencies and state and local governments require or reward LEED certification. This course teaches the student how to successfully understand the LEED Rating System process and how to comply with its' water efficiency and site components.

FRIDAY, JANUARY 26th

Irrigation Pumps & Controls

MAINTENANCE LEARNING TRACK

Friday, January 26 - 8:00am-12:00pm

4 CECs

Instructor: Bill Wise

Description: This class covers types of pumps and their best uses, how pumps work, how to use a pump curve to properly chose and size a pump and a discussion of basic pump controls. Principals of proper suction lift pump installation are also covered and basic troubleshooting for pumps.

Troubleshooting Irrigation System Problems

MAINTENANCE LEARNING TRACK

Friday, January 26 - 1:00pm-4:00pm

3 CECs

Instructor: Bill Wise

Description: A systematic approached to troubleshooting is emphasized in this class. We begin with basic electrical theory and talk about the various types of electrical issues in controllers, wiring and valve solenoids. We cover the proper use of meters. Hydraulics problems are then covered and finally we explore all the various problems that can crop up on an irrigation system and proper repair.

What is the



State trade associations, such as the Irrigation Association of New Jersey, establish “political action committees” (PACs) to solicit personal and corporate contributions from eligible individuals and corporations and use those funds to support state political candidates and organizations.

By contributing to IPAC, you support the irrigation industry’s ability to impact legislation affecting our industry. Our legislative successes have included the transition from the Department of Environmental Protection to the Division of Consumer Affairs – an enforcement body that is already working to ensure non-licensed contractors are not working in our industry. There will always be new legislative issues we will need to tackle on your behalf.

The IPAC Board of Trustees is asking that all IANJ members contribute in 2017 and 2018 in “IPAC’s 100 for 100 Campaign...to gain support from all IANJ members.”

On average, less than 10% of our membership contributes to IPAC. If we all joined, even just a little, we can make a real difference in the effort to make sure our voice is heard in Trenton and beyond. Your contribution, even if it’s just a little bit, can make a huge difference in our 100% participation effort, so please join today.

Please make your **corporate or personal** check payable to IPAC and send to:

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Report from the Board of Landscape Irrigation Contractors (BLIC)

The Board of Landscape Irrigation Contractors consists of seven members including the Commissioner of Community Affairs, or the commissioner's designated representative, five public members who shall be landscape irrigation contractors and residents of the State; and one public member who shall be a licensed professional engineer or certified landscape architect. Each of the public members shall be appointed by the Governor with the advice and consent of the Senate, for terms of three years. Each of these members shall hold office for the term of the appointment and until a successor is appointed and qualified. Any vacancy in the membership occurring other than by expiration of a term shall be filled in the same manner as the original appointment, but for the unexpired term only.

BLIC represents all licensed irrigation contractors and meet regularly to review licenses, submitted continuing education credits, approve business permits, and enforce the state regulations that all irrigation contractors must be licensed to perform their work.

It has been just over 18 months since BLIC moved from the Department of Environmental Protection to the Department of Community Affairs and the achievements that BLIC has accomplished are unprecedented. The majority of the progress can be attributed to the dedication and support of the staff at DCA. Through the DCA's guidance and hard work, BLIC has been able to implement many procedures, that have been debated for years at DEP and which have streamlined and organized the day to day operations. The resulting efficiencies have allowed for the

diligent, efficient, and accurate processing and enforcement of perspective violations.

As of November 28, there have been 31 Court Ordered Judgements against individuals and businesses. 74 violation cases that have been processed many resulting in fines. The fines have ranged from \$500 up to \$4,000 for violations as of this meeting, but can be higher in the future.

The following are the results of the November 28 meeting:

- 5 Orders to Pay Penalties were issued.
- 7 New violations Cases were closed.
- 34 candidates attended the certification examination on October 24th.
- 12 candidates passed the examination.

Gaetano Virone, CID, CIC, CLIA, CLWCM
President/CEO
Environmental Designers Irrigation

Business Permits Needed

All licensed irrigation contractors must apply for a business permit. There is no cost for this permit and you can download the application at <http://www.nj.gov/dca/divisions/codes/offices/landscape-export/docs/business-permit-application.pdf> or copy the one at the back of the newsletter.

The Fine for a business working without being registered is up to \$1,000 for the 1st offense. To clarify, even if there is a licensed contractor performing the work the fines will stand if the business is not registered.



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Carowitz on Marketing

By Jeff Carowitz

Irrigation & Green Industry

How many e-mails did you get today? If you're like most people, you're overwhelmed.

Email marketing is fast and effective. Create the right message, target the right list and voila, you have results. Compared to every other marketing investment, the ROI is unbeatable.

But now everyone has joined the email marketing bandwagon. We're facing email boxes clogged with junk that isn't helpful or valuable. To tame overload, readers are merciless with the delete button.

How do you make your email campaign stand out among all of the low-value and amateur efforts? For starters, don't get caught making these common email mistakes:

Right message, wrong audience. Unlike traditional advertising, email lets you precisely target your messages to the right audience. Don't use one list for everything! Send specific messages only to those who will truly benefit. For example, never send contract renewal reminders to those who have already renewed. And don't send message about classes in Chicago to customers in Omaha. When in doubt, don't send! If you persist in sending irrelevant emails, even your best customers will stop opening them.

Failing to bring your reader value. Help your reader by either growing gain or eliminating pain. Growing gain

means the information you're sharing will help your audience make progress toward a goal or aspiration (a gain). For example, your content might show someone how to do something better, faster or easier. Conversely, you can help your audience eliminate pain by sharing information on how to navigate around hassles or deadlines. Either way, you're being helpful, which keeps readers engaged.

Assuming cute subject lines are the solution. Every elementary guide to email marketing says that catchy subject lines get people to open your email. Be careful. What do we know about emails with super-creative subjects? They're usually advertising. So they get skipped.

When the exciting subject is not followed by exciting content, that's also an instant delete (e.g., the once-in-a-lifetime deal that's only 10% off). Do not alienate your audience with misleading subject lines.

You will get more RESPONSES from emails that have simple headlines (e.g., Choose Your Irrigation Winterization Appointment). If you're asking for action, be sure your subject line is action-oriented. Lists are also effective (e.g., Three Landscape Must-Do's for June) as they imply that the content is focused, bit-sized and likely to yield a valuable tip or two (or three!). Keep subject lines short.

With email marketing, you'll need to work even harder to avoid the dreaded delete. Provide value that gets your audience eagerly wanting more.



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IANJ Movie Review

For this issue, we will be reviewing a film entitled “Dunkirk”

Title: Dunkirk

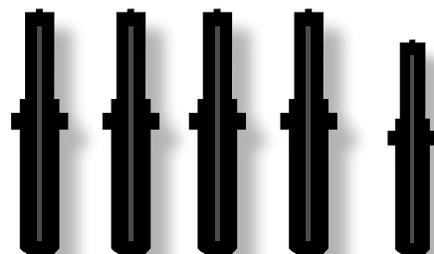
Director: Christopher Nolan

Cast: Harry Styles, Tom Hardy, Cillian Murphy, Mark Rylance, Kenneth Branagh & Fionn Whitehead

Christopher Nolan dispenses with the exposition in favor of immersive aesthetics with *Dunkirk*, a dramatic account of the WWII evacuation of Dunkirk, France’s beaches in 1941. Fractured between three interwoven time frames and perspectives (land, sea and air), and shot almost entirely in 70mm IMAX—which stands as the ideal format in which to see this overwhelmingly experiential work—Nolan’s wartime tale cares little for character detail or contextual background. Instead, it thrusts viewers into the chaos engulfing a variety of infantrymen (including Fionn Whitehead and Harry Styles), commanders (primarily, Kenneth Branagh), fighter pilots (led by Tom Hardy), and civilian boatman (notably, Mark Rylance), all of whose sacrifice, selfishness, cowardice, and heroism is thrown into sharp relief by Nolan’s grand set pieces. Through its towering scale, superb staging, and inventive structure, *Dunkirk* melds the micro and the macro with a formal daring that’s breathtaking, along the way underscoring the unrivaled power of experiencing a truly epic film on a big screen.



Dunkirk gets 4.5 Rotors



IANJ Welcomed the Following New Members in 2017:

- K & S Irrigation LLC**, South Toms River
- Licari Irrigation & Maintenance, Inc.**, Mays Landing
- A & C Sprinkler LLC**, Toms River
- David Arron Landscape Services**, Mays Landing
- Any and All Irrigation**, Toms River
Northbrook, Hewitt
- Monmouth Sprinkler Co.**, Red Bank
- Riker Irrigation Landscaping**, Southampton, NJ
- Sprinklerman**, Pine Beach, NJ
- Water Works Irrigation**, Toms River, NJ
- Allsopp & Wet Irrigation**, Brick, NJ
- CIE Irrigation, LLC**, Voorhees, NJ
- Craig's Irrigation Systems LLC**, Paramus, NJ
- Kinetic Knowledge LLC**, Brielle, NJ
- Miller's Lawn Care, Inc.**, Northfield, NJ
- Nu-Rain Irrigation**, Vineland, NJ
- Water Works Irrigation**, Forked River, NJ



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By Kevin Smith
Irrigation & Green Industry

An often overlooked opportunity for many landscape lighting contractors is hospitality lighting. Hospitality lighting includes such things as lighting projects for hotels, resorts, golf course clubhouses, restaurants and nightclubs.

Hotels and Resorts

In most instances, you will need to contact the head of the engineering department of the establishment; they are typically the key decision makers for such property improvements as lighting. Your goal should be to make an appointment with this person, present a portfolio of past lighting jobs, and start to establish a relationship. Even though your portfolio may primarily reflect residential jobs, you can point out techniques that you used that can transfer to commercial jobs, as well. Ask your contact to walk the property with you; make suggestions along the way, paint a picture, discuss safety, and always ask if you can bid the project. Be prepared to break the project up into parts, to be completed over the course of a year or two, based on the budget allotment of the hotel or resort.

Golf Course Clubhouses

Evening events such as weddings and corporate gatherings often happen at clubhouses. Establishing a relationship with the golf course superintendent should be your first goal. The superintendent is usually part of the management team and would be a decision maker for future improvements to the property, including lighting.

Restaurants

Customers love ambiance! Properly designed outdoor lighting creates amazing ambiance and can draw customers into the restaurant. Many restaurants have patio areas for use in warmer weather. Meet with the owner/manager



and show them how you can help improve their dining atmosphere and hence, draw in even more customers.

Nightclubs

High-end nightclubs use qualified interior designers to create a theme and atmosphere that patrons will enjoy. Introduce yourself to these designers so the lighting can be the much-needed final touch to the exterior, and most importantly, for the signage.

Regardless of the venue, always keep basic lighting principles in mind. Why light? What are we trying to accomplish? Are we focusing on safety, security, ambiance, or perhaps all of these? Listen to your client and make suggestions. You are the professional and you will earn their trust and their business with your expertise.

All venues have the need to illuminate for safety, especially lighting stairways, ADA ramps, entrance/exit doors and parking areas. They all have the need for effective signage lighting, as well. And, of course, properly lighting the actual architecture can make a huge difference.

The addition of hospitality lighting to your service offerings can be very rewarding, and set you apart from competitors.



NON-CERTIFIED CONTRACTORS CAN BE REPORTED

In an effort to provide enforcement to the New Jersey Landscape Irrigation Contractors Certification Act, N.J.S.A. 45AA-1, the New Jersey Board of Landscape Irrigation Contractors has created a Contractor Certification Verification form. This form may be used by Certified Irrigation Contractors to give the 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. PLEASE MAIL TO THE ADDRESS BELOW.

New Jersey Board of Landscape Irrigation Contractors
Department of Community Affairs, Division of Codes and Standards
Licensing and Education Unit, P.O. Box 802
Trenton, New Jersey 08625-0802

Members of the Board:

I have observed the below named contractor installing a landscape irrigation system. I request that the New Jersey Board of Landscape Irrigation Contractors 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: _____

LANDSCAPE IRRIGATION CONTRACTOR BUSINESS PERMIT

N.J.A.C. 5:62

INITIAL

MODIFICATION

RENEWAL

Business Permit No. _____

Business Entity Name			
Trade Name (if different)			
Address		County/Municipality	
City	State	Zip Code	Phone Number
Federal Tax Id No.	State Tax Id No.	Company email address	
Form of business (indicate one):			
C Corporation ___ S Corporation ___ Partnership ___ LLC ___ Sole Proprietorship ___			
Other _____			
Liability Insurance Insurer: Policy #: Expiration date: PROOF MUST BE INCLUDED		Worker's Compensation Insurer: Policy #: Expiration date: PROOF MUST BE INCLUDED	
Designated Certificate Holder Name			
Address			
City	State	Zip Code	Certificate No.
I certify under penalty of law that I am the designated certified landscape irrigation contractor for the above named applicant and have full responsibility for inspection and supervision of all landscape irrigation work to be performed by the above named applicant.			
Signature _____ Date _____			
Permit Applicant: "I certify under penalty of law that the information provided in this document is true, accurate and complete. I am aware that there are, or may be, significant civil and criminal penalties, including fines and/or imprisonment, for my knowingly submitting false, inaccurate or incomplete information or statements." If, at any time, the Board finds that an applicant obtained a landscape irrigation contractor certificate or a business permit under false pretenses, such findings shall be cause for revocation.			
Applicant's Signature _____			
Applicant's Name (please print) _____			
Title _____		Date _____	

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