



New Jersey  
Irrigation

# NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 13 No. 1 April 2011

## President's Message

**A**s I open dialogue with you, our IANJ members, I would like to give a brief introduction by providing you with my irrigation background and where I currently stand in the irrigation industry.

I started in this rapidly changing industry toward the end of 2000 as a part-time employee operating controllers during winterizations. I was sure it could not get any worse! I found myself the following spring with continued training throughout the start-up season.

Summer arrived and so did the grueling heat as I labored with the installation crew. That summer I gained respect for anyone who installs on a daily basis. The autumn season brought back the not-so-desirable, 'advanced controller operator' position. During the 2002 season, I was challenged to fill the position of service technician as I wrapped up my college career. I began to understand the business of irrigation and what purpose I had in the industry. Relationships began to develop between clients and the 'counter guys' were suddenly my best friends.

Spring of 2004 started out normally until the owner called me into his office several weeks into start-ups. I was sure I had missed a broken head or failed to correctly diagnose a problem. Instead, the owner presented me with a greater challenge; the opportunity to become manager of Green-Way Irrigation, Inc. My response as a somewhat daring individual was, "Sure!...Why not?" I figured there was nothing to lose as a twenty-something and it could possibly open doors to further job opportunities. I had no idea what I committed to.

My first IANJ meeting in September 2008 was intended as an investigative visit to learn the inner workings of the association. The result? I was voted to the board for the 2009 season. Again, I had no idea what I was committing to! And so the roller coaster ride began.

During 2009, the treasurer had a change of occupation, which led to that person's relocation and ultimately, resignation from the IANJ board. So what do I agree to do? My newest title became, 'Acting Treasurer'. I continued to fill the treasurer's seat through 2010. As the year began to slow, then-president, Ed Santalone heavily hinted that I would be the next IANJ president. If you are familiar with the term 'volun-told', you can better understand the scenario! For some reason, I again agreed to yet another industry challenge...clearly without my wife's consent. So here we are. After a snowy winter, the irrigation season is upon us. IANJ's efforts have already kicked off 2011 with another successful Winter Tech seminar series. Closely following is the annual Spring Meeting. This business-oriented meeting is an important informational and networking opportunity. Expected guests from the national Irrigation Association and our local EPA office will be presenting updates relating to what is happening throughout the nation and how local rules and regulations will have an impact for the irrigation industry in New Jersey.

Aside from the above-mentioned events that occur throughout each year, IANJ continues to actively monitor proposed legislation that may influence daily irrigation practices. MBI Gluckshaw, our retained lobbying firm, thoroughly investigates all legal options and recommends appropriate action for proposed items. IANJ will continue to push for the passage of our backflow bill.

Additionally, the Landscape Irrigation Contractors Examining Board has recently introduced regulations wherein Continuing Education Credits (CEC's) will become mandatory for all licensed irrigation contractors. In short, evidence of twenty CEC's will need to be provided in order to be considered for

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# New Jersey Irrigation **NEWS**

The Newsletter of the Irrigation Association of New Jersey

IANJ Newsletter is published four times a year by the Irrigation Association of New Jersey.

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# President's message

Continued from page 1

license renewal. A tier approach has been drafted which offers various activities that qualify for CEC's. For those who hold certifications through IA, the tier approach is nothing new. I truly hope many contractors were proactive by earning CEC's through Winter Tech, knowing that the availability of qualifying programs and activities throughout the working season are few and far between. In response to the need for CEC's, IANJ discussed a bonus opportunity to earn CEC's. The IANJ board decided that September is the best month to schedule another abbreviated seminar series, offering another chance to earn CEC's. This additional series will most likely be a one- or two-day, densely packed round of education targeting contractors who are in need of CEC's for license renewal next January.

In closing, I trust you now have a better understanding of my irrigation background but more importantly, the job that lies ahead. My hope for 2011 is that IANJ and its committed membership would strive to improve professionalism throughout our industry. Repeated educational events and networking opportunities encourage contractors, suppliers and associate member to stay involved. Use IANJ to your benefit.

*Eric Nelson, President – IANJ  
Green-Way Irrigation*



## **We would like to thank all of those you have supported us!**

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# IPAC Update

IPAC- "Irrigation Political Action Committee" has been officially incorporated! John Carbone, Walter Mugavin, and I have formed IPAC with the endorsement and oversight of IANJ and the extensive help from Tim Martin at MBI Gluckshaw.

IANJ has always kept a vigilant eye on State legislative issues that threaten our industry, mustering the members into action, usually a letter campaign to Senators or perhaps a trip to Trenton. While this action is necessary, it is usually reactive, not proactive. Unfortunately, it takes money to motivate most law makers in our Garden State. IANJ cannot by law disburse funds for political action. IPAC can and will fund political action that benefits IANJ members.

IPAC's first mission is to pass legislation that will allow qualified irrigation contractors to install points of connection, including backflow preventors! This is a huge task, one that got some interest last year, but fell short when there was no way to fund the political action. This year could be different.

New Jersey's irrigation industry needs IPAC and IPAC needs members willing to financially support industry causes. Join IPAC and become a member today! Feel free to contact me with any questions or comments.

Very truly yours,  
Stephen C. Dobossy  
IPAC Chairman, [steve@rrirrigation.com](mailto:steve@rrirrigation.com)

-----Tear off here-----

**IPAC 212 West State Street, Trenton, NJ 08608 • PHONE: 609.392.3100; E-MAIL: • [kchillerri@mbi-gs.com](mailto:kchillerri@mbi-gs.com)  
2010 IPAC MEMBERSHIP FORM**

Participation Levels	___	Dollar-a-Day Club	\$365.00
(Please check one)	___	Legislative Club	\$250.00
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I'd like to contribute to IPAC with a personal or corporate check (circle one): Please make your CORPORATE OR PERSONAL CHECK payable to IPAC and send to IPAC, 212 West State Street, Trenton, NJ 08608  
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**You must be eligible to join IANJ to be a member of IPAC. IPAC member do not need to be members of IANJ.**

Contributions to IPAC are not deductible as charitable contributions for federal income tax purposes. Contributions are not limited to suggested amounts. IANJ will not favor or disadvantage anyone based upon the amounts of or failure to make PAC contributions. Voluntary political contributions are subject to limitations of ELEC.



# 10 Quick-Start Goals for Going Green

Pro Magazine, Volume 7

As cited in the 2009 PLANET Crystal Ball Report

1. Agree on what sustainability means to you and your operation. Share your vision and get buy-in from employees. Embrace their ideas as well.
2. Take steps to conserve energy usage in offices and shops. Turn off unused equipment and install programmable thermostats and energy-efficient lighting.
3. Implement employee health awareness and safety programs.
4. Start a recycling program in offices and shops by recycling paper, plastic and metals. Expanded programs can include wooden pallets, building materials and scrap metal.
5. Minimize the use of disposable items or items that cannot be recycled. Doing so reduces waste production and costs – a key tenant of sustainability.
6. Manage service vehicle routing more efficiently to conserve fuel and reduce costs. Consider installing GPS and train employees to reduce idling.
7. Purchase fuel-efficient vehicles and maintenance equipment. Consider biofuels as an option.
8. When purchasing products, consider their lifecycle. Cheaper equipment and products rarely offer the best value for the money and have to be repaired or replaced more often. Seek durability.
9. Buy local whenever possible to cut down on the use of fuel needed to move products over long distances.
10. Implement soil testing to determine exactly what nutrients landscape plants need.



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# Understanding the Changing Irrigation Landscape

**A**t the IANJ Winter Tech Seminars, a special presentation on “Understanding the Changing Irrigation Landscape” was presented by Bob Dobson of Middletown Sprinkler Company and member of the Landscape Irrigation Contractors Examining Board. This presentation was an overview of the proposed continuing education regulations to be included in the 2010 Amended Landscape Irrigation Contractor Certification Act of 1991. This law was amended in 2010 to include a requirement for certificate holders to obtain Continuing Education Credits (CECs) as a condition for certificate renewal (license). The Landscape Irrigation Contractor Examining Board is developing regulations to require a certificate holder whose certificate expires on January 31, 2012 to submit a minimum of fifteen (15) CECs as a condition for their certificate renewal (license), and to require a certificate holder whose certificate expires on January 21, 2013 to submit a minimum of twenty (20) CECs as a condition for their certificate renewal (license).

Dobson responded that changing technologies dictate the need for continuing education and that municipalities will be looking to enforce water ordinances that require contractors to be EPA Water Sense partners and which also require CECs. Regarding the enforcement issue, Dobson said that the Examining Board does see all the complaints and responds if they have all the necessary information to review the complaint. He said that the board has not communicated the successes they have had in limiting unlicensed contractors from pursuing bids and services. It was suggested that IANJ list the “non-compliers” on their website if the DEP would provide the information.

While the regulations are still being developed and most likely will not be approved until the fall of 2011, the examining board wanted to prepare irrigation contractors as to what they would need and give them enough time to receive CECs prior to their license renewal deadlines. The following is a description of the anticipated requirements

Continues on page 6

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# Changing Irrigation Landscape

Continued from page 5  
for submission of CECs.

## Description of anticipated CEC requirements:

Activities listed by the Irrigation Association ([www.irrigation.org](http://www.irrigation.org)) as qualifying activities under Irrigation Training – Tier 1, Irrigation Training – Tier 2, and Irrigation Training – Tier 3 will qualify for Continuing Education Credits (CECs) and may be submitted to the Landscape Irrigation Contractor Examining Board for consideration. A list of activities that qualify under each tier is enclosed. A CEC Submission Form is also enclosed. Copies of course completion certificates should be attached to the submission form. The CECs must have been obtained within the 36 month period prior to the certificate expiration date. Contractors who have not submitted the required CECs will not have their certificates renewed.

All New Jersey Certified Landscape Irrigation Contractors whose certificates expire on January 31, 2012 are encouraged to submit the CECs described above early. If you have not participated in educational sessions or activities that qualify under Tier 1, Tier 2, or Tier 3, please do so and obtain the CECs as outlined above in the “Description of Anticipated CEC Requirements.” Do not wait until your certificate expiration date. Because the board is developing regulations to require these CECs, if you wait you could jeopardize the renewal of your certificate. New Jersey Certified Landscape Irrigation Contractors whose certificates expire on January 31, 2013 are also welcome to submit CECs to meet the requirements being developed to renew certificates that expire on that date.

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I am glad I took swimming lessons.



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# Understanding the Changing Irrigation Landscape

## Irrigation Training - TIER 1

CAP:	No cap (maximum) on the number of CEUs per year earned in this category CEUs in this category are earned at the rate 1 CEU per hour of attendance
QUALIFYING ACTIVITY:	Attending irrigation educational courses or seminars Teaching irrigation education courses or seminars
TRAINING DEFINITION:	Irrigation educational courses and seminars are typically sponsored by trade associations, educational institutions, and professional irrigation instructors. Their subject matter is directly related to irrigation and is not product specific.

## Irrigation Training - TIER 2

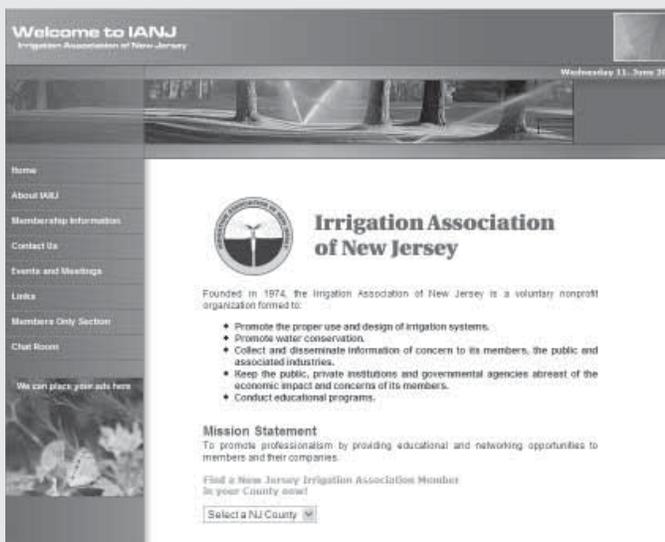
CAP:	No cap (maximum) on the number of CEUs per year earned in this category CEUs in this category are earned at the rate 0.5 CEU per hour of attendance
QUALIFYING ACTIVITY:	Judging an irrigation competition Attending "in-house" irrigation courses or seminars Teaching "in-house" irrigation courses or seminars
TRAINING DEFINITION:	Irrigation courses and seminars are typically sponsored by irrigation manufacturers, distributors or an individual's employer. Their subject matter is directly related to irrigation and can be product specific.

## Irrigation Training - TIER 3

CAP:	A maximum of 5 CEUs per year can be earned in this category CEUs in this category are earned at the rate 0.25 CEU per hour of attendance
QUALIFYING ACTIVITY:	Attending irrigation or green industry trade shows Attending or teaching green industry courses or seminars Attending or teaching business courses or seminars
TRAINING DEFINITION:	Irrigation or green industry trade shows attendance is considered for walking the trade show floor or attending corporate sales meetings. Staffing of an individual's employer or affiliate trade association booth is not included in this category. Green industry courses and seminars are typically sponsored by manufacturers, distributors, trade associations, and educational institutions. Their subject matter is indirectly related to irrigation and can be product specific. Business courses and seminars are typically sponsored by manufacturers, distributors, trade associations, and educational institutions. Their subject matter is directly related to irrigation industry business functions.

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# 2011 Winter Tech Seminars

*“This was the best, most well-attended trade show I’ve attended this year.”*

*Art Elmers, Netafim USA*

*“Thank you for a well organized event.”*

*Frank Canning, North East Irrigation*

*“Awesome seminars...instructors were great...informative...great classes...and very helpful...!”*

**W**ith over 200 irrigation contractor attendees and exhibitors, the 2011 IANJ Winter Tech Seminars were an outstanding success. Over 90% of attendees felt that the seminars met their expectations and that the information they learned in the sessions was relevant to their needs as irrigation contractors. The Winter Tech Seminars were held at the Crowne Plaza Hotel in Jamesburg, NJ from March 1-4, 2011.

Aided by the knowledge that continuing education credits will be needed for contractors to renew their licenses going forward, all of the sessions were filled to capacity and there were waiting lists for some of the seminars. The IANJ Board of Trustees sponsored a “free” session on “Understanding the Changing Irrigation Landscape in New Jersey, presented by Bob Dobson (see the update in “NJ CEC Regulations”). The New England Water Works Association again held a training and exam class for the Backflow Prevention Device Testers and Inspectors Certification. Twenty-five contractors took the certification course. Additionally, there was a waiting list of contractors eager to take the course and a second one may be presented later in the year in New Jersey. Our thanks to The New England Water Works Association and instructors, John Bocchino and Phil Mitchell, who were rated top-notch by the attendees.

A new class on Smart Irrigation, taught by Craig Boreland, was very well-received and attendees received an overview of new products and industry standards for 2011. Many thanks to all the seminar instructors, Art Elmers, Bill Wise, Kerry Burnley, Phil Horowitz, Ted Moriarty, Bob Dobson and Scott Setzer, for their expert presentations and helpful information to all who attended. These instructors gave of their time and expertise to assist IANJ members and prospective members meet New Jersey requirements for certified contractors.

In addition to the seminars, IANJ sponsored the 12<sup>th</sup> mini-trade show with 19 exhibitors displaying products and services of value to contractors. Our thanks to the following exhibitors for their support of IANJ and the Winter Tech Seminars:

Alliance Risk Management, Aquarius Irrigation Supply, Association Master Trust, Atlantic Irrigation Services, Barton Supply, Burnley Associates Inc., Coastal Plumbing Supply, Ditch Witch North East, Hunter Industries, IANJ, IPAC, Irritrol, John Deere Landscapes, K-Rain, Netafim USA, Paige Electric, Rain Bird, Storr Tractor Co. and The Toro Co.



# 2011 Winter Tech Seminars



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# IANJ Spring Business Meeting

The IANJ Spring Business Meeting was held on March 24 at the Sheraton Hotel in Edison, NJ. Over 45 irrigation contractors and suppliers attended the evening reception and dinner. IANJ president Eric Nelson of Green-Way Irrigation updated members on the association's very successful 201 Winter Tech Seminars and Backflow Certification Course and Exam. 24 out of 25 contractors passed the exam on March 4. Nelson reported that IANJ will be offering additional seminars in the fall to help contractors meet the CEC requirements now mandated by the state.

Additionally, attendees heard a presentation from Chad Forcey of IA's State Relations. Forcey shared information on the national association's new legislative outreach programs which include lobbying other states to pass irrigation licensing laws to uphold the professionalism of the industry and contractors. Currently, there are 8 states that have full licensing laws or some type of permit status. Forcey also shared the results of IA's most recent member survey which showed that irrigation contractors across the

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Chad Forcey, IA State Relations Manager, spoke at the IANJ Spring Business meeting.

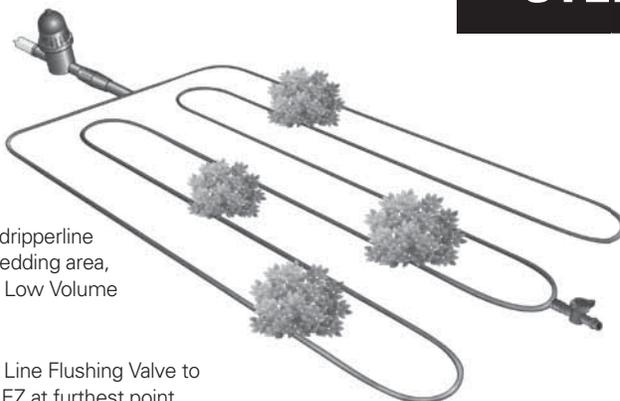
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*Association Master Trust*

# IANJ Movie Review

For this issue we will be reviewing a film entitled "The King's Speech"

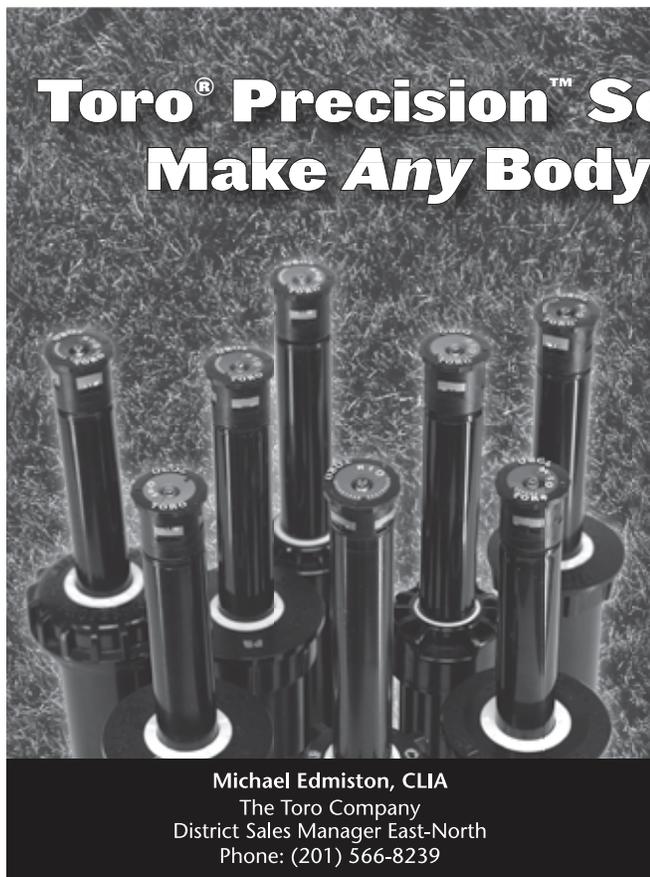
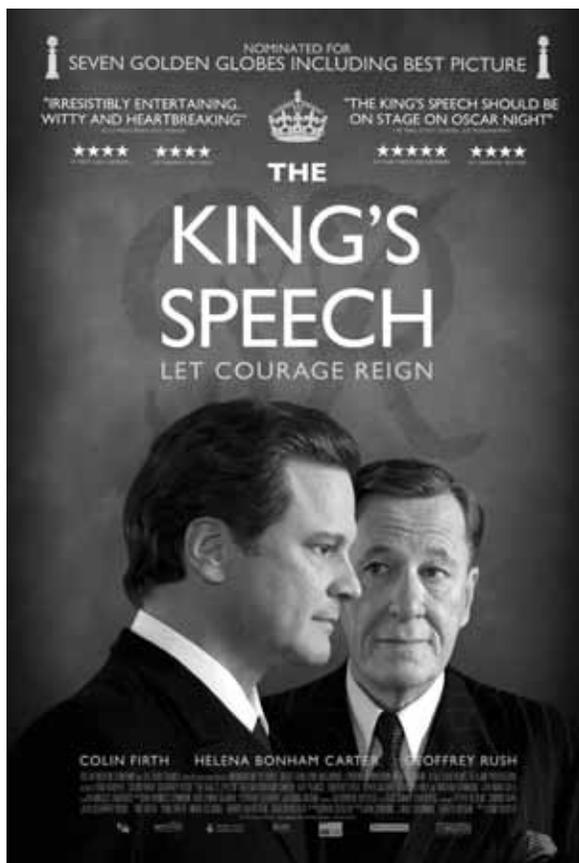
Title: "The King's Speech"

Director: Tom Hooper

Cast: Colin Firth, Geoffrey Rush, Helena Bonham Carter, Guy Pearce, Timothy Spall

**H**ooper begins in 1925, as the king, then merely Prince Albert, is trying to speak at the British Empire Exhibition. The words stick in his throat, and his silences between syllables fill the stadium. The prince's embarrassment is acute, and deeply felt by his compassionate wife, Elizabeth (a superb Helena Bonham Carter creates miracles with every subtle look and gesture), who goads him to visit Logue. His Highness goes into heavy snob mode in the presence of this commoner, who demands that they use first names. When Lionel first calls Albert "Bertie," Firth's poleaxed reaction is priceless. Lionel treats speech lessons like therapy sessions, pushing for details about life in the royal family. What he gets is a

Continues on page 14



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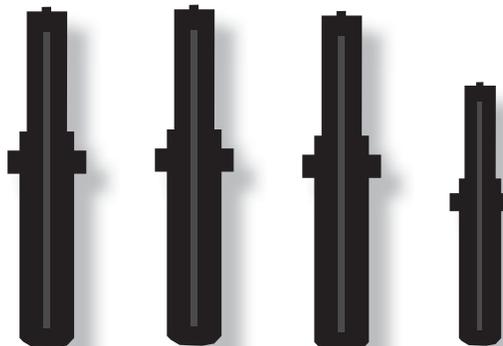


# IANJ Movie Review

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portrait of a blowhard father, George V (Michael Gambon), and a taunting brother, Edward VIII (Guy Pearce is absolutely stellar), who reduces the proud, vulnerable Albert to rubble by committing the one unforgivable sin: Edward abdicates the throne to marry American divorcee Wallis Simpson (Eve Best), leaving Bertie to succeed him. Suddenly, the man who would not be king most assuredly is. The King's Speech doesn't have the budget to show coronations and pomp, but it misses nothing in resonant intimacy. Hooper, with a Brit father and Aussie mother, throws himself into the scene in which Lionel stands like a conductor in front of the king as he delivers the speech of his life. Two men alone create an epic landscape of feeling in one of the very best movies of the year.

"The King's Speech" gets three and a half Rotors



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# IANJ Spring Business Meeting

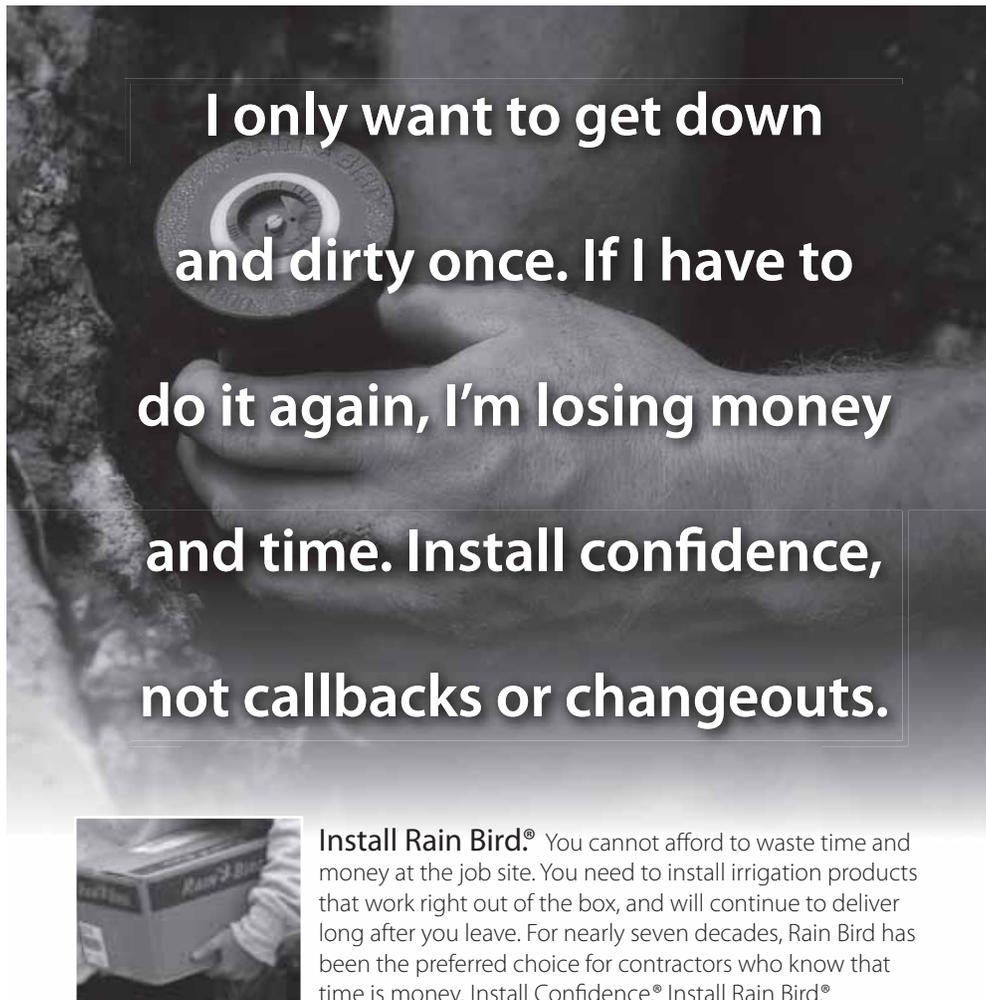
Continued from page 10

U.S. are concerned about competitive bidding and the efficient use of irrigation systems in the face of local water restrictions.

Katie Barnett, Senior Environmental Specialist for the New Jersey Department of Environmental Protection, gave attendees an update on becoming a EPA Water Sense Partner. Barnett said there are 66 Irrigation Water Sense Part-

ners in New Jersey out of a total of 872 nationally. Irrigation contractors can follow the following 4 steps for attaining the Water Sense Partner designation:

1. Go to [www.epa.gov/watersense/partners/irrigation](http://www.epa.gov/watersense/partners/irrigation).
2. Attached proof of your irrigation contractor license.
3. Provide documentation on your CECs.
4. Send CEC's to the NJ LICEB – a submission form is available at [watersense@epa.gov](mailto:watersense@epa.gov).



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# 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: \_\_\_\_\_

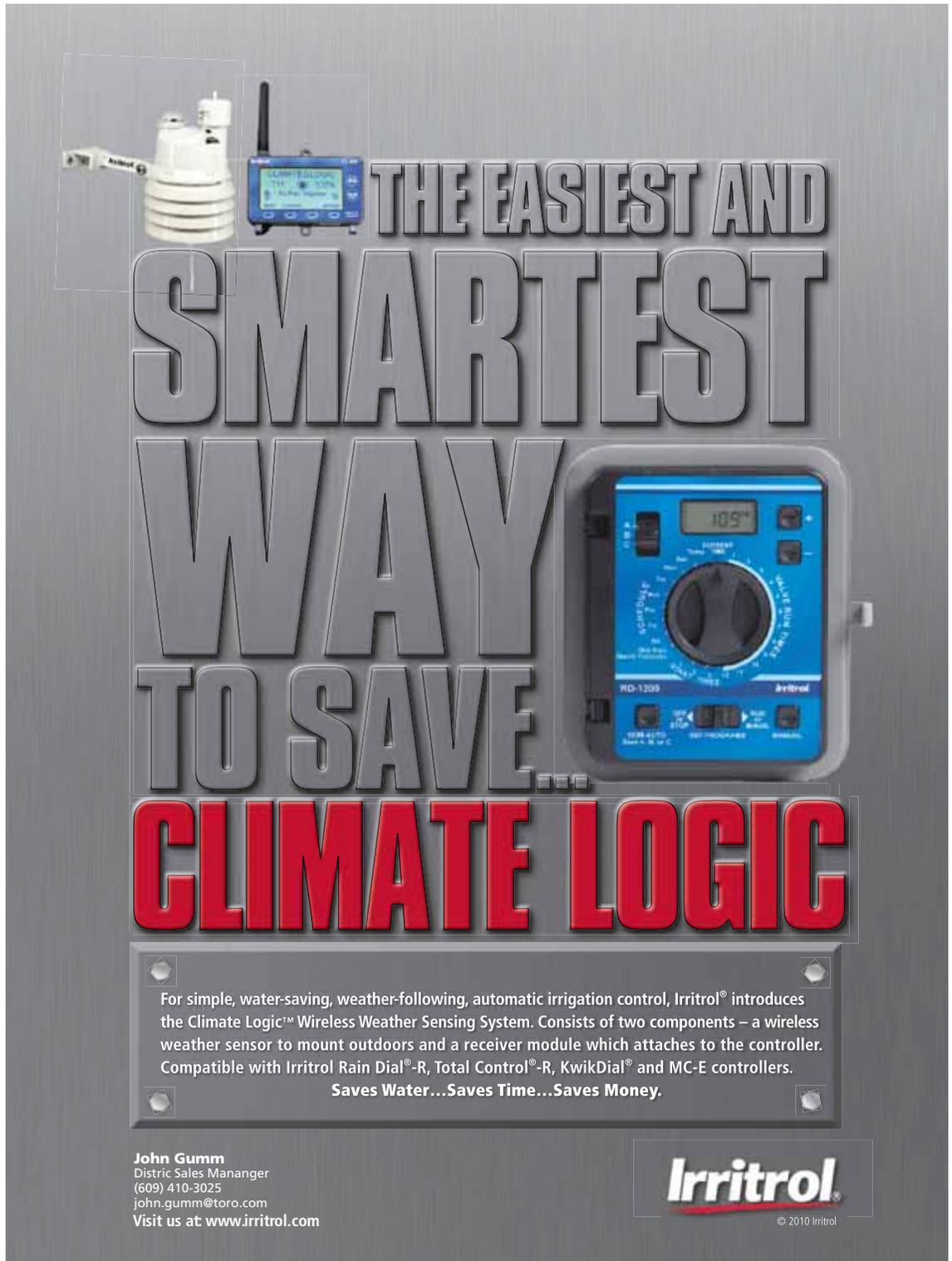
# IANJ Works to Ensure Fair Permitting, Education Rules

**A**s the Licensed Irrigation Contractors Examining Board continues to develop regulations to implement the continuing education and business permitting requirements signed into law last year by Governor Corzine, the IANJ is hard at work to make sure that the contracting community has a seat at the rulemaking table. In testimony given to the Board earlier this year, IANJ representatives noted that contractors renewing their license in 2012 need to know what exactly will be required of them next January, and they need to know with enough time to have all of their requirements satisfied.

Regulations governing licensed irrigation contracting are set to expire this year, and the IANJ expects these new rules to be incorporated into the new set at the absolute latest. The IANJ continues to call for a public hearing to discuss any draft rules so that the Board can be assured it has heard from all the necessary stakeholders.

In the meantime, your Association staff is hard at work to ensure that any instructional or educational programs attended this year are properly recorded and credited toward the anticipated 2012 CEC requirement. Also, any member who wishes to become an EPA WaterSense partner this year

can do so by demonstrating successful completion of the required continuing education. After the new regulations are implemented, any licensed irrigation contractor will be automatically eligible to participate in the program.



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# IANJ Would Like to Thank Twenty New Members

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Alfred Priscoe, 196148

**All Systems Sprinkler**  
Richard Weithenauer, 0017791

**Cerami Lawn**  
James Erbe, 196968

**Curti's Landscaping, Inc.**  
Samuel Fava, 491485

**DeBoer Brothers Landscaping**  
Steven DeBoer, 0015830

**East Coast Irrigation, Inc.**  
James Tracy, 0017166

**Gary T. Smith**  
Gary Smith, 0015065

**Groundscare Landscape LLC**  
Craig Lillis, 240930

**Hydro Green**  
Keith Haitz, 0016610

**Hydro-Tek, Ltd.**  
Paul Munz, 0016767

**Metro Landscape Irrigation Inc.**  
James Gordon, 0016753

**Michael Bellantoni, Inc.**  
Paul Mazzola

**Phoenix Irrigation Corp.**  
Mark Bolovschak, 0017800

**Quality Irrigation Inc.**  
Daren Kaufmann, 0018495

Continues on page 19

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Continued from page 18

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**Zaccone Landscape Design Inc.**  
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