



New Jersey
Irrigation

NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 15 No. 1 April 2013

President's Message

Ladies and Gentlemen, start your trucks, pipe pullers and trenchers; spring of 2013 is finally here! Spring is an exciting time of year, and with it comes a vibrant and hopeful new beginning for our budding landscapes, our growing businesses and our longstanding association. It also provides me with my first opportunity to share with you my thoughts as well as my vision going forward as your President of the Irrigation Association of New Jersey (IANJ).

I am a firm believer, and will continue to work with the mindset, that the IANJ exists solely for you, the "Licensed Irrigation Contractor." We are here to promote the proper design, installation and use of irrigation sys-

tems with consideration to water management, as well as communicate information of concern to its members, the public and associated industries. Additionally, it is our responsibility to keep the public sector, private institutions and governmental agencies abreast of the econom-

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In This Issue...

Great Program...We Missed You!

2013 Winter Tech Awesome!

Mark Your Calendar Now For The 2nd Annual Golf Challenge

1-Minute Mentor

Drive In

Irrigation Pipe Repair

IANJ Movie Review

IPAC Working For You

ic impact and concerns you have. And, we will continue to conduct relevant and diverse educational programs in strategic locations so all members have an equal opportunity to develop intellectually and professionally.

We have always done a great job of promoting professionalism, communicating information and conducting learning opportunities. So, I want to ask a not so difficult question...why are there only 300 out of almost 600 licensed irrigation contractors of you who are members of the IANJ? I bet there are a lot of creative answers being verbalized right now. However, the answer I overwhelmingly hear most from contractors is...What has the IANJ done for me lately?

In past years we lost members because contractors believed they were not getting their expected return on investment for their membership fee. It is my goal to grow membership by challenging myself and the board to actively share what the IANJ does for you, our licensed contractors.

The IANJ Executive Board and Trustees are comprised of volunteer licensed contractors, distributors and manufacturers who work selflessly to positively impact the state of the irrigation industry in New Jersey. Below are a few of the recent activities that could not have happened without their sacrifice and hard work.

- Continued the push to allow licensed contractors to in-

Continues on page 2



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Irrigation Association of New Jersey.

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President's message

Continued from page 1

- stall their own backflow devices.
- Worked to protect licensed contractors' right to wire irrigation systems up to 24 volts.
- Organized an advocacy day in Trenton to share our views.
- Continued to retain a lobbyist to work on our behalf.
- Lobbied to retain reallocated funds dedicated to irrigation licensing.
- Worked with LICEB to have 16 continuing education credits to keep our industry on the cutting edge of technology.
- Supported the formation of a P.A.C. (political action committee) to have a stronger voice in Trenton.
- Continued to provide the best education opportunities for irrigation contractors and is the recognized national leader in this endeavor.
- Continued to work with Sustainable New Jersey to create the best local ordinances for the environment.
- Offered Winter Technical Seminars with new classes and instructors.
- Offered Summer Technical Seminars with new classes and instructors.
- Worked to obtain NJ Governors Proclamation for July as Smart Irrigation Month.
- Worked to ensure only licensed irrigation contractors can be members of the IANJ.
- Co-sponsored the Annual Golf Outing with NJLCA (This year it will be held at Picatinny Arsenal with a portion of the proceeds going to a local military charity).
- Worked with local water purveyors to adopt pro-active standards and practices in an effort to minimize regulation.
- Worked to move jurisdiction of irrigation industry in NJ from Department of Environmental Agency, DEP to the Department of Community Affairs, DCA which will ultimately provide better policing due to communication at the building inspector level.

So the question "What has the IANJ done for me lately" is easily answered; however, we need to continue to share and grow this positive message. The IANJ introduces many relevant and specific ventures to help you, the "Licensed Irrigation Contractor," develop and grow professionally. We are working to ensure the irrigation industry in New Jersey is proactive regarding water management and standards in an effort to ensure we have a viable industry in the future; however, the IANJ cannot do it alone.

The IANJ needs passionate ambassadors to share the message and to get involved. We need your ideas, input

Continues on page 7

Great Program...We Missed You!

“The IANJ Spring Membership Meeting was one of the best meetings for important contractor information,” said Mike Edmiston (The Toro Company), IANJ President. “It was disappointing that we did not have a great turnout, but those who attended thought the speakers were excellent and they learned a lot.”

Attendees first heard a special seminar presentation on best practices for successful project management with speaker Jeff Harmon. Insufficient planning is noted over and over as the reason most businesses and projects struggle but when you do prepare a plan, most of the time it will not survive contact with your or your team’s busy and unpredictable schedule. This workshop will upgrade the way you project plan and lead your team to be more focused, actionable, improve quality, performance and help you tackle your highest priority business challenges. During this interactive workshop, participants discovered:

- How to become the master of the obvious and double your productivity
- The secret the US Army learned about successful planning
- An approach to communication that will drive individual and team performance
- How to apply project management techniques to grow your business

During the business segment of the meeting, Karen Fell, Assistant Director for Water Systems Operations in the NJ Department of Environmental Protection, shared information on New Jersey water supply issues. These included problems with New Jersey’s aging water infrastructure and the complexity of water usage rules in the local communities.

Bob Dobson, current president of the national Irrigation Association and a member of the LICEB, updated attendees on a Monmouth County initiative to enhance water access for the county by consumers through the use of smart controllers. Chad Forcey, IA’s Director of State Affairs, reported that the majority of American states have a draught problem and the quality and availability of water are driving new legislative issues in these states. New Jersey and the Northeast do not have these issues; however our infrastructure and aquifer are in danger.

Tim Martin, IANJ’s legislative lobbyist from MBI-Gluckshaw, also updated members on the re-introduction of the backflow bill prior to the recess of the legislature for 2013 elections. He also said that both the IANJ board and LICEB are working to introduce legislation that would authorize the move of the licensing board from the DEP to the Department of Community Affairs, the governing body for building trades and municipalities.

“I want to thank Jeff, Bob, Chad, Karen, Tim, and all our members who helped make this a great Spring meeting,” said Edmiston. “Our next event will be Summer Tech classes in August so we hope members and non-members will take advantage of these seminars.”



*Chad Forcey, IA
Director-State
Affairs*



*Karen Fell,
Assistant Director,
Water Systems
Operations, NJ
DEP*

2013 Winter Tech – Awesome!

Over 200 irrigation contractors and suppliers attended the 2013 Winter Tech Conference from January 28 through February 1, 2013 at the Crowne Plaza Hotel, Monroe Township, NJ.

“We initiated a new curriculum of classes this year that included three tracks: business, irrigation design, and irrigation maintenance,” said Michael Edmiston, IANJ President.

“The IANJ Education Committee recognized that many of our members need different types of education workshops and we were able to present 19 classes with seven of them new to the conference this year,” added Edmiston.

The Winter Tech seminars offered 11 outstanding instructors and the IANJ Board of Directors wishes to thank all of them:

Mike Borgeson
Craig Borland
Art Elmers
Dan James
Duncan MacRae
George McCarthy
Harvey Mishkin
Ted Moriarty
Chris Pine
John Raffiani
Scott Stetser

We'd also like to thank our generous supplier exhibitors:

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Barton Supply Inc
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John Deere Landscapes
Paige Electric Company
Rainbird
Splash Marketing
Storr Tractor Company
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IANJ President Mike Edmiston of The Toro Co. at the company booth.

Mike Borgeson of Unique Lighting leads a class on low voltage lighting for contractors



Gary Amos, IANJ director, at his John Deere Landscapes booth.

Craig Borland leads a class on electrical troubleshooting



Dan James of Storr Tractor led a class on basic irrigation design.

Mark Your Calendar Now For The 2nd Annual Golf Challenge

September 9, 2013
Picatinny Arsenal Golf Club
Picatinny, NJ

This is going to be something special. We're golfing in support of Project Evergreen—a foundation that assists military families with their landscaping and household needs. A portion of the net proceeds will go to this charity.

Sponsorships are available – call the IANJ office at 973-850-3366.

Come have fun, golf for a good cause....and beat your peers from NJLCA and win bragging rights as the Golf Challenge winners!



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Great News for IANJ Members

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1-Minute Mentor

Insights from Green Industry Leaders, March 2013

INTERVIEW BY MARISA PALMIERI

Meet BOB DOBSON – President of Middletown (N.J.) Sprinkler Co., and president of the Irrigation Association

Who's your mentor? Phil DeMarco, who owned an irrigation distributorship in South Jersey. Phil and I have spoken daily for nearly 40 years. As a young contractor, Phil was my "go to" person. He is who I called when I had a question, when I needed to know how to do something. He was responsible for getting me involved in the Irrigation Association (IA). He was serving on the IA board of directors and suggested my name for appointment to the planning council. That was nearly 30 years ago.

What are the irrigation industry's biggest obstacles? One of our biggest challenges is all the regulations, codes and standards. Many of these seem to villainize turf, and, in doing so, irrigation. They do not recognize the benefits of well-maintained turfgrass; that turf reduces runoff and erosion, enhances ground water recharge, moderates air temperatures and sequesters atmospheric carbon, not to mention turfgrass beautifies and enhances the landscape. Efficient irrigation is an essential element necessary to maintaining healthy turf. The irrigation industry, the IA, wants a seat at the table to help develop these standards and to ensure they are developed based on sound science.

You've been involved in the irrigation industry for 45 years.

What's changed the most for the better over the years? I started Middletown Sprinkler Co. with a partner in 1968. Without a doubt the product has improved dramatically. It's more reliable, flexible and, most importantly, it improves the uniformity of the irrigation we apply so we use less water.

Has anything changed for the worse? I think the part that's most challenging is the competitiveness of the mar-

ket. There were maybe 10 irrigation contractors in the state of New Jersey in late 1960s. Now there are well over a thousand. The competitiveness is a challenge.

What excites you about being president of the IA? My opportunity to work with many of the other Green Industry associations. We may represent different segments of the industry, but we share mutual challenges and opportunities. I've met the leadership of many of the associations and look forward to collaborative efforts for the benefit of the industry. I am also excited about our upcoming irrigation show in November. We're going to a new venue, Austin, Texas. I am really looking forward to the show, to working with the state and local Texas associations in promoting and delivering a great show. My youngest daughter, Colleen, tells me Austin rocks.

Off the Clock

Who makes up your family? My wife of 39 years, Judy, and my three children, Kelly, Colleen and Robert, who is vice president of Middletown Sprinkler Co., and my two grandsons, Henry and Jack.

What do you do to relax? Fly fish when I can.

Cat person or dog person? Dog person. We have Molly, a 1 1/2-year-old chocolate lab.

When did you first get involved with the IA? My first experience with IA was through taking a regional education session, probably in the mid-1970s. It piqued my interest and a short time later I became a member. I became a certified irrigation designer and obtained all three landscape designer certifications. In the 1980s I was appointed to the planning council, next I was asked to join the certification board where I served for six years and was chairman for a year. It was a phenomenal experience, likewise with the IA board of directors and executive committee. I have met, got to know and learned from some amazing people.

President's message

Continued from page 2

and action. The more you actively get involved, the more you will accomplish for your business, your association, your industry and ultimately, your future. Additionally, your attendance and participation at our association functions gives you an opportunity to share your thoughts on any number of issues.

Spring is here and a new beginning is upon us. Herein lays an opportunity to grow our membership and to get in-

involved. IANJ Past President, Eric Nelson, eloquently wrote in his last article, "Why would I volunteer to be in the same room, nevertheless talk to my competition? Shame on me for having those feelings because I was blind-sided by the camaraderie, friendship and professionalism".

There is strength in numbers and diversity in all; I hope to see you soon!

Michael Edmiston, CLIA

Dive In

Lawn and Landscape, January 2013

BY: RICHARD RESTUCCIA

Take these three steps and expand your business successfully into the water world this year.

The McGraw-Hill Construction report for 2013 predicts total U.S. construction starts for 2013 will rise 6 percent to \$483.7 billion, slightly higher than the 5 percent increase to \$458 billion estimated for 2012. This still leaves the volume of total construction starts 32 percent below the 2005 peak on a current dollar basis, and down about 50 percent when viewed on a constant dollar basis.

The opportunity pie is only growing slightly and you need to figure out how to get a bigger piece of the pie. Below are three steps you need to take to ensure you get that big slice.

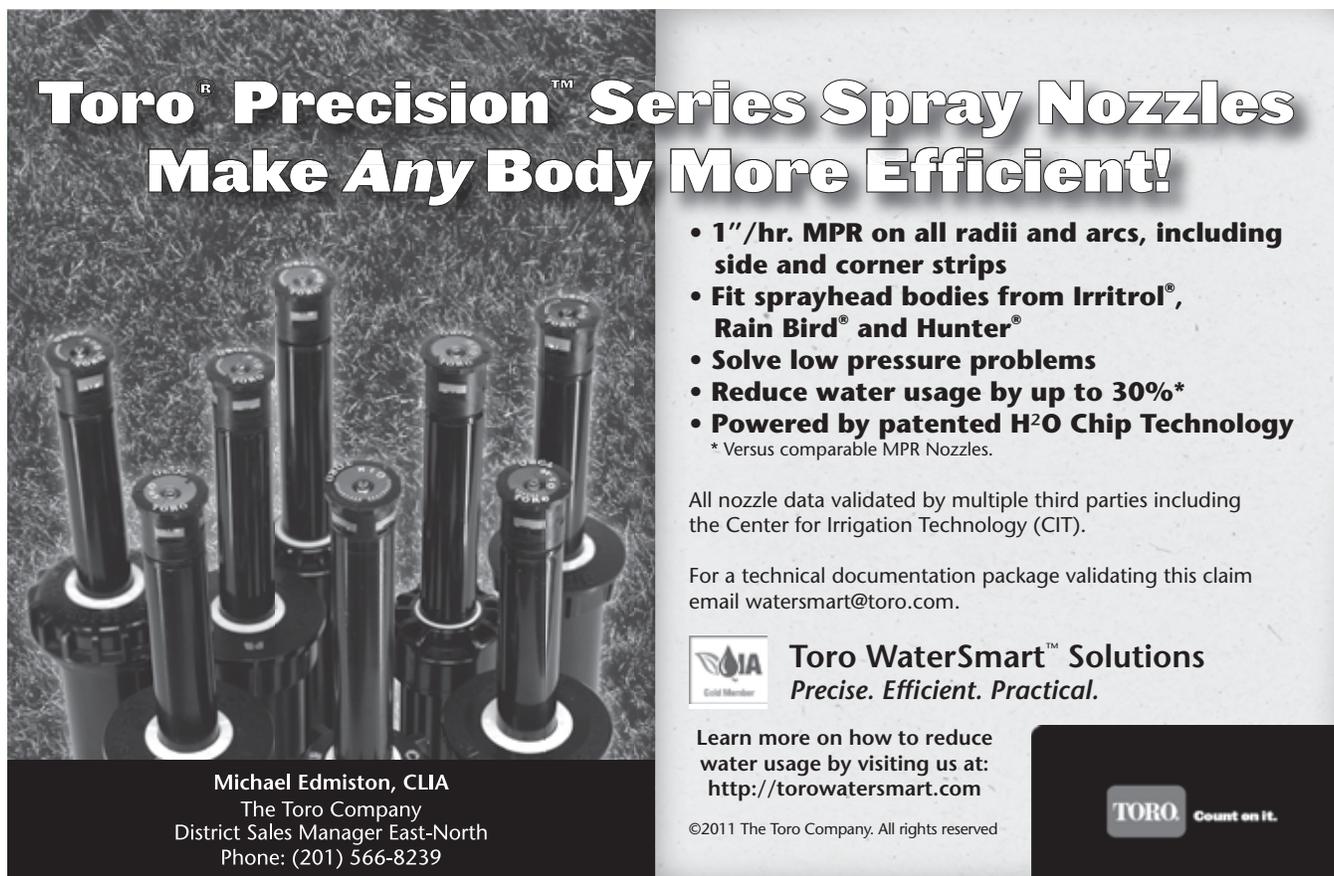
Promote the use of smart controllers. Having an expertise in smart irrigation controllers provides a differentiating factor for your business. Today's customer is interest-

ed in saving water. Last year at the National Building Owners and Managers Association meeting, we interviewed 18 leaders of commercial real estate. We received a consistent message from each of them.

They believe significant gains have been made in energy management and additional gains will not be great enough to justify additional cost. As a result, they made water management their next priority. In most cases smart controllers make the biggest impact in the shortest period of time for water savings.

Engage in social media. Our customers and prospects are engaging with each other using social media and they are making their buying decisions based on what they learn from each other and relying on sales people less. Who are you going to believe when you're buying something? The sales person who's pitching to you or the reviews you read online and input from your friends? A Facebook business page, an active twitter account engaging customers and consistent activity on LinkedIn should be the business norm.

Continues on page 9



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Michael Edmiston, CLIA
The Toro Company
District Sales Manager East-North
Phone: (201) 566-8239

Dive In

Continued from page 8

These platforms are excellent for spreading the water management message. Facebook is a great place to share educational materials and user tips and connect with people who are interested in your products and services. Twitter is a great way to share resources and ideas with followers and alert them to updates. LinkedIn has a wide range and variety of groups discussing water management and sustainability.

Social media levels the marketing playing field and is an effective way to educate and easily stay in contact with thousands of customers.

Promote the value of certification. Having certified water management experts on staff should give your business a competitive advantage. The certification should add instant credibility, increase opportunities, and demonstrate your commitment to the industry. However, you achieve none of those goals if your customers and prospects don't understand the value.

Irrigation Association and state contractor association requirements have become increasingly tougher over the last 10 years. It takes a significant time and money investment to pass these certifications. However, our customers don't know anything about the certifications. So many times I will hear someone tell a prospect, we are excellent water managers, so and so has his IA certification.

If you think the average customer has any idea what that means, you are dreaming. Take time to create at least one sheet that explains what your team went through to achieve their certifications. It should be easy to understand, with clear bullet points showing you didn't just fill out an application and pay \$35 for your certification. Helping our customers understand the value is the first step in being able to charge a premium for the service.

This is just a good start for 2013. There is much work to do and I am looking forward to it. Contact me when you have completed these and I will help you with the next three.

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Irrigation Pipe Repair

Irrigation & Green Industry, August 2012

The voicemails you hear when you arrive at your office in the morning may vary, but the message is the same...

“Hi. There’s a big wet spot in the middle of my lawn this morning that wasn’t there yesterday. Can you come take a look at it?” “Hello. There’s water bubbling out of my sprinkler system, where it shouldn’t be bubbling. Can you come on out?” In these cases, the customer is dealing with an irrigation leak or leaks that you can make right with relative ease. In fact, developing leak-fixing expertise can even be a profit center for you. After all, leaks can develop long after a system is installed, or after the installer has gone out of business.

The place to begin is to identify the cause and location of the leak. Sometimes it’s staring you in the face; other times the customer is alerted to the leak only by an unexpected increase in his water bill.

Leaks can arise from many causes, mostly man-made,

says Bryan Juwig, director of sales at LASCO Fittings in Brownsville, Tennessee. While it is possible that a section of pipe is defective, the most common reason for a leak is generally a poor glue joint.

“Hello. There’s water bubbling out of my sprinkler system, where it shouldn’t be bubbling. Can you come on out?”

“I also see overtightening of female-threaded fittings, and the misapplication of female-threaded fittings that cause ‘hoop stress’ on a metallic joint. There can also be problems with water hammer, with over-cycling or the buildup of air in the line.”

Pipe distributor Tom Stroh of Stroh Sales in Evans, Colorado, agrees that most of the leaks he sees are caused

Continues on page 11



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Irrigation Pipe Repair

Continued from page 10

either by a goof-up in installation, or by damage caused by a shovel, spade, or hoe going into the ground where it shouldn't be going.

When the voicemail comes in, though, the first order of business is to get the leak under control.

That's when you need to be an irrigation Sherlock Holmes. Hopefully, you've got a map (as built) of the installation plan, so you can walk the route of the piping. Even if you don't, be on the lookout for changes in soil texture. Soft, spongy soil can alert you to a leak below.

One overlooked method for leak detection is the so-called prod rod—a long screwdriver on the end of a pole—with a ballbearing attached to the business end of the screwdriver so that contact with a pipe won't puncture it. With the prod rod, you “feel” the difference between “normal” earth and earth that's been saturated by the leak.

Complicated installations with multiple leaks can be accessed via trenchless acoustic leak detection. These systems are often worked by outside engineering companies and use non-invasive sound waves to detect leaks.

Once the leak or leaks have been identified, it's time to repair them. With conventional PVC pipes, dig down with a shovel or spade, being careful to retain any sod you've removed so that you can replace it after the job is completed. Once the leaking pipe is exposed, you'll be able to determine your next steps. Will you need to pump out standing water to do your work, or can you simply turn off the water flow? How bad is the leak? Is it patchable, or must you cut and replace?

Patch technology for PVC has improved in recent years with products such as Christy Enterprises' Slick Wrap, and Indumar Products STOP IT. These are fiberglass wraps that are either embedded with a water-activated polyurethane resin or which go over a “Fix It Stik.” Once the leak site is determined and the pipe depressurized, you'd wrap the pipe like an ace bandage, using water to activate the resin. The wraps harden quickly, forming a waterproof seal.

To patch a pipe, you need to be able to get the wrap all the way around. In some cases, that might be simple. In others, it requires far more digging than you'd want. In those cases, cut-and-replace is a better option.

While the process is straightforward, it's easy to make mistakes that will cause the leak to reoccur, or create other problems within the irrigation system. One of the biggest problems, says longtime irrigation designer, consultant, and landscape architect David Wickham, of David Wickham & Associates in Lake Mary, Florida, is to maintain the same water pressure that caused the leak in the first place. “When water pressure gets too high, 90 degree elbows and tees suffer from—the term isn't polite, but it's what we all

use— crotch rot on the inside curve of the turn,” Wickham explains. It's very much like stream erosion, where flood water rushing around a bend tends to erode the bank of the inside part of the river bend.

“One of the ways to make sure that you don't have to come back and do the repair all over again, or get called back to the same project for a different repair, is not to overpressurize the system,” Wickham warns.

Similarly, Wickham believes that in many cases, too many repair people and irrigation contractors bury irrigation lines too shallowly. Burying too shallowly is another part of the repair process that can bring you back out to the jobsite to redo the work you've already done.

“Think about an irrigation pipe buried six inches down, somewhere near a driveway. What if the driver goofs, cuts off the corner of the driveway, and runs over

Continues on page 12

Welcome New Members

Kenneth Shields

Ultimate Comfort & Plumbing
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Daniel Sweeney

Clintar Landscaping
Levittown, PA
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Robert Miller

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Ken Cheski

Irrigation Technologies
Somerville, NJ
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Paul Wittig

Drew Associates, LLC
Basking Ridge, NJ
#0024038

Irrigation Pipe Repair

Continued from page 11

the pipe? What if something heavy gets placed on the lawn directly over the pipe? That's a lot of pressure on the pipe. A foot of earth between the object and the pipe is better than six inches. No sense in doing a repair that has to be done over again," Wickham says.

Another reason to finish off your repair by burying pipes deeply is the effect of temperature fluctuations on the PVC itself. Unlike galvanized steel or copper, PVC is reactive to temperature. Kevin Rost, president of Dura Plastic Products, Beaumont, California, stresses that the expansion, contraction, and dimensional change of PVC pipe must be taken into account in the design, installation, and repair of piping systems.

All pipe materials expand and contract with changes in temperature and these changes must be considered when making repairs. By some accounts, a 1,000 foot pipeline installed in the heat of mid-summer could shrink 20 inches if the soil cooled to 40 degrees in winter.

Rost says this has implications in the repair business. "When you cut out a section of damaged pipe in order to replace it with a coupling, you don't want to pull it too tight, because it could contract further when the weather turns cold. You should always allow a little slack in the pipe. We've got a new flexible PVC repair coupling that can help with that."

Mark Dupell, of Mark Irrigation and More in Edmonds, Oklahoma, says that one of the most common errors he's seen in the field, and which results in his having to come in and redo work that others have done, is that repair people don't blow out a line before making a repair, or make sure that the lines are clean before starting work.

"When there's a break in a pipe, whether a crack or a hole, each on-and-off cycle siphons dirt into the system. Once I determine where a leak is, I'll go to the furthest heads on the same line and remove them, so that I can blow out the vast majority of debris in the line."

Irrigation industry veteran Bill Hagen of Bill Hagen Associates in Altamonte Springs, Florida, stresses the importance of glue and primer. Even with the advent of no-primer-needed glues, Hagen still tends to use both primer and glue in his repairs, especially on mainline repairs. With repairs of larger lines, he uses either gray or white cement, despite their slower drying times. He likes the gap-filling

qualities of these cements for large lines.

Hagen also offers a money-saving tip for repairing threaded fittings. "Sometimes, threaded fittings deteriorate to where the threads aren't right anymore. I often suggest to the customer that we simply try to glue the male adapter into the end where the threads are failing. The way I see it, the alternative would be to cut it out and fix it."

By some accounts, a 1,000 foot pipeline installed in the heat of mid-summer could shrink 20 inches if the soil cooled to 40 degrees in winter.

"If the glue holds, it can save the customer maybe a couple of hundred dollars, depending on the size and the complexity. If it doesn't hold, we'll just come back and do the replacement."

Finally, a word about the "other" common piping. While the irrigation market is dominated by PVC, there are still a reasonable number of irrigation installations that employ flexible polyethylene pipe, called "poly" or "black pipe." Poly pipe typically handles lower pound-per-square-inch water pressures than PVC, but has the advantage of being customizable by the manufacturer, who can adjust the resin mix of the pipe for particular uses and installations.

"Fixing poly is easy," says Stroh, a 34-year veteran of the irrigation business. "Poly failures typically happen because someone puts a shovel through the pipe or an animal does some chewing. You simply cut out the offending piece of poly, and then slide a hard coupling into the open ends, extending the coupling several inches into the open hole. Then, use a clamp to tighten the poly around the coupling." Some contractors say that a squirt of dish soap or WD-40 on the coupling can make the coupling slide in more easily. Whether PVC or poly, nothing lasts forever. So when you hear that message on your answering machine, think of it as a way to establish (or reestablish) a connection with your customers, at the same time building up your irrigation system repair business, and getting some new business leads. It's dirty, muddy work, but there's ample reward at the other end of your shovel.

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IANJ Movie Review

For this issue we will be reviewing a film entitled "Lincoln"

Title: Lincoln

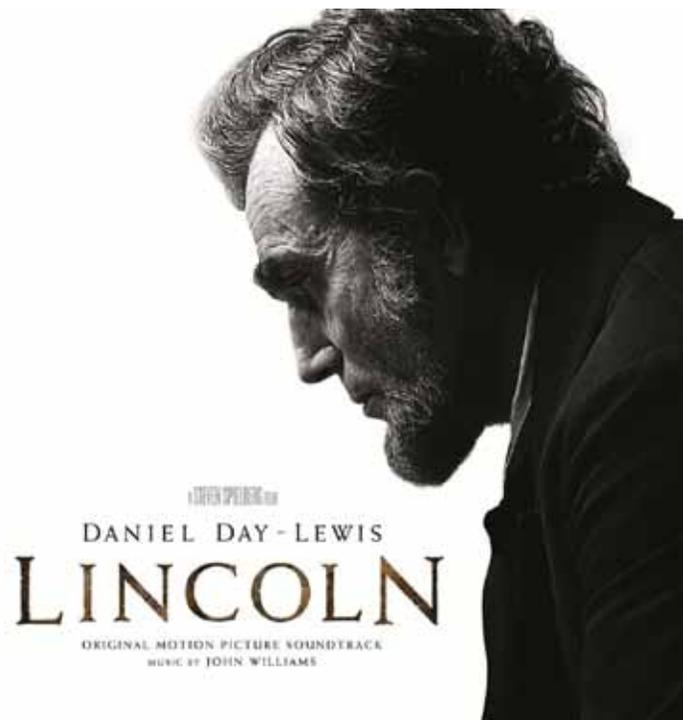
Director: Steven Spielberg

Cast: Daniel Day-Lewis, Sally Field, Tommy Lee Jones, Joseph Gordon-Levitt and David Strathairn

I am walking out of the multiplex theater in my home town of Hawthorne, and already the sold-out audience for the next showing of Steven Spielberg's new Lincoln is queuing up. The sound of something very rare in my movie-going experience is still reverberating in my ears – the sound of an audience applauding. And, from the opening crack of thunder that introduces us to Daniel Day-Lewis's stoop-shouldered Lincoln, there is much worth applauding, even to an empty screen.

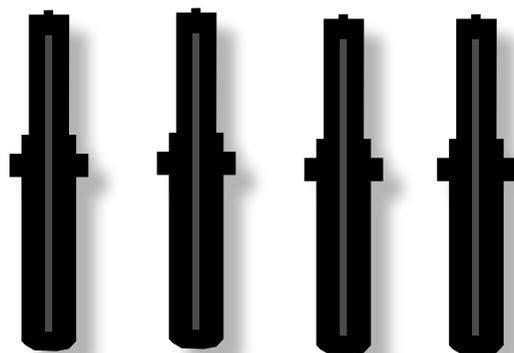
The fundamental concern of Lincoln is the passage of the 13th Amendment, and Lincoln's struggles to make that passage happen in the House of Representatives. This is, in other words, partly a courtroom drama and partly a reincarnation of Mr. Smith Goes to Washington. And there is great drama to be found in the floor-fights and speeches which led to the 13th Amendment's adoption on January 31, 1865. David Strathairn, who unquestioningly deserves a Best Supporting Oscar for his depiction of William Seward, conducts the back-room log-rolling necessary to assemble the requisite two-thirds majority, seconded by Tommy Lee Jones as Thaddeus Stevens. The bad guys appear in the form of George Hunt Pendleton (the disappointed Democratic nominee for vice-president in 1864) and Fernando Wood, the sleazy New York Democrat. Happily, when the final vote is taken, the bad guys lose. Spielberg invents a clever cut-away moment for the amendment's roll-call vote: Speaker of the House Schuyler Colfax is in the process of announcing the amendment's passage when the camera blinks onto Lincoln, at the other end of Pennsylvania Avenue, hearing bells and artillery salutes beginning to go off.

Cumbersome and over-complicated as it is, Lincoln is still filled with a certain robust joy in the rough-and-tumble of American politics. In an age when so many people puffingly complain about gridlock, lobbying, campaign money, and inefficiency, Lincoln embraces all of them, and good comes out of it. It is, despite its over-length, a movie of confidence – confidence in politics, confidence in a very skilled yet principled politician, confidence in the self-created mazes of our representative democracy. And Day-Lewis's Lincoln, haggard but smiling, tormented and yet fundamentally serene in his knowledge of doing right, carries even the slowest and most awkward moments toward a



fundamental affirmation of truth and purpose. Lincoln is worth the wait, and worth the length. You will see, in politics, how law and justice embrace. I step out into the chilly winter evening, rejoicing.

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IPAC is Working for You!

March 2013

Dear Fellow NJ Irrigation Professional:

The Irrigation Association of New Jersey has always done a great job of watching over our close-knit industry of irrigation contractors, suppliers, and manufacturers. Now, it is time to be more proactive, and that takes political action. That's why we've need IPAC.

For many years, the IANJ has been working hard on behalf of our profession. Whether it be promoting smart irrigation with the DEP, pushing enforcement by our licensure board, or promoting public awareness with our utility partners, we are all committed to making the irrigation contractor's' license a meaningful one.

I think I speak for all contractors when I say that the time has come to end the outdated restriction on our licenses that prevents us from making potable water taps. Unfortunately, competing industries have fought hard against this common sense change, no matter what our qualifications are. To change the law, we need to even the playing field between irrigation contractors and politically powerful unions like the Plumbers & Pipefitters. That will take time, so we need to get started today.

Dozens of your colleagues have already stepped forward to join IPAC; however, we need more members! With your added contributions, IPAC can take on the strong opposition from the plumbers' unions and their associations that feel only licensed plumbers should do work that should rightfully be ours.

Please review the enclosed application and join now. You can make a difference tomorrow by becoming an IPAC member today!

Sincerely,

Stephen C. Dobossy, IPAC Chair
RR Irrigation
steve@rrirrigation.com



IPAC is Working for You!

FREQUENTLY ASKED QUESTIONS

What is the Irrigation Political Action Committee?

IANJ founded IPAC to encourage participation and representation of the irrigation industry in the state political process. Through IPAC, eligible employees, owners and corporations can pool their contributions to advance the interests of the irrigation industry in New Jersey and have a greater impact together on the political process.

How are IPAC's funds used?

IPAC's funds are used to advance the irrigation industry's goals and objectives by supporting individual candidates in the New Jersey Senate, Assembly, and other statewide elected offices who promote policies beneficial to our profession.

How does IPAC obtain its funds?

Since IPAC relies on contributions, its efforts are limited only by the level of generosity and support offered by New Jersey's irrigation industry. Periodically irrigation firms and their owners and employees will be asked to voluntarily make contributions to IPAC. Given the political environment of New Jersey, where so many groups and industries are competing to be heard by state officials, it is important that the irrigation industry be well represented by a strong and active political action committee.

Is participation voluntary?

Yes, contributions to IPAC are entirely voluntary.

Are IPAC contributions tax-deductible?

Contributions to IPAC are not deductible for federal income tax purposes and generally not deductible for state purposes. You should consult your tax advisor regarding the laws that apply to you and/or your firm.

Is my contribution confidential?

Contributions to IPAC in excess of \$300 are required to be reported to the New Jersey Election Law Enforcement Commission. IPAC may publicize the fact that you and/or your firm contributed to the PAC and the approximate level of that support in order to encourage more support from others.

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 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: _____



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The Future of Irrigation is Underway

By

Tim Martin, IANJ Legislative Lobbyist

The future of irrigation contracting in New Jersey is officially underway. On Wednesday, April 10 IANJ President Michael Edmiston and Board Member Wade Slover went to Blackwood New Jersey to meet with Assembly Consumer Affairs Chairman Paul Moriarty (D – Gloucester). Together, we discussed transferring the oversight of our industry from the Department of Environmental Protection to the Department of Community Affairs.

Continues on page 20



IANJ Director Wade Slover (Atlantic Irrigation), Assemblyman Paul Moriarty, IANJ President Mike Edmiston (The Toro Company), and Tim Martin (MBI-Gluckshaw)

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The Future of Irrigation is Underway

Continued from page 19

Edmiston and Slover drove home the central message of this important effort: we need to establish a line of communication between our profession, the regulators who write the Universal Construction Code, and the inspectors who protect our customers. Assemblyman Moriarty agreed and is looking into draft legislation to bring our licensure into the 21st Century. Moving forward, we are committed to promoting this new idea to members of both the Assembly and Senate.

IANJ is committed to promoting this important change because it will:

- Put the Licensed Irrigation Examiners Board in

direct and constant contact with the municipal code inspectors charged with approving our work;

- Further the bond between our profession and the codes that govern the products we install and maintain; and
- Streamline the enforcement of irrigation laws and regulations, including the requirement that our products be installed and maintained by licensed contractors.

Together with Assemblyman Moriarty, we will work to get this legislation introduced before the summer and hopefully enacted by year end.



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Industry Calendar

August

2nd Annual Summer Tech

September 9

IANJ/NJLCA 2nd Annual Golf Outing
Picatinny Arsenal Golf Club

December 4

IANJ Annual Meeting
Trump Taj Mahal\Atlantic City

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