



New Jersey
Irrigation

NEWS

The Newsletter of the Irrigation Association of New Jersey

Vol. 15 No. 4 December 2013

President's Message

It's almost a wrap. 2013 is in the books and I look forward to a new year filled with opportunity, challenges and growth. However, before we celebrate the arrival of 2014, it's important to share the IANJ's most recent legislative efforts and accomplishments.

In the past few weeks, legislation that transfers the licensure and regulation of Licensed Irrigation Contractors from the Department of Environmental Protection (DEP) to the Department of Community Affairs (DCA) has caught the interest of policy makers in the legislature and beyond. This long overdue reform, sponsored by Assemblyman Paul Moriarty (D – Gloucester), is being considered in light of the consumer protections in the Universal Construction Code that govern irrigation contracting, and the role of mu-

nicipal code inspectors in enforcing those rules. Strengthening ties between irrigation licensure and the homeowner

The true point of contact between irrigation contractors and their regulations are municipal code enforcers, making the Department of Community Affairs the proper home for irrigation licensure.

protections in the UCC, A-4340 will help make certain irrigation systems are installed and maintained with 21st Century professionalism.

In 1993, the legislature established irrigation licensure in the Department of Environmental Protection with an eye to its water conservation potential. Now, twenty years later, the reality is that irrigation contracting has more to do with electrical and plumbing connections, backflow prevention, and other rules enforced by the DCA. The true point of contact between irrigation contractors and their regulations are municipal code enforcers, making the Department of Community Affairs the proper home for irrigation licensure.

Moving irrigation licensure out of the Department of Environmental Protection will not remove the industry's role in protecting the environment. A number of programs at the federal level, including the Water Sense partnership, will ensure that irrigation contractors continue to be leaders in conservation efforts.

These developments didn't happen on their own. They, in fact, represent the culmination of a year of quiet but constant work by your IANJ representatives. After your Board voted to support this change last spring, we worked with Assemblyman Moriarty and his staff for weeks to ensure it was properly drafted. After the legislation was introduced in the fall, we spent weeks making the case to both Departments and the Christie Administration. Finally, as

Continued on page 2

In This Issue...

IANJ Winter Tech

From Your Executive Director

Ed Santalone, Sr. is the recipient of the 2013 IANJ Lifetime Achievement Award

HR Ducks in a Row

Marty's 5 Mistakes

Legislative Update



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.

Editor

John J. Carbone Jr.

Please address inquiries to:
Editor, New Jersey Irrigation News
170 Kinnelon Rd., Ste. 33
Kinnelon, NJ 07405
Tel: 973-850-3366
Fax: 973-838-7124
www.ianj.com

Art and Typography by

Trend Multimedia
(732) 787-0786
Fax (732) 787-7212

Please address inquires or for ad placement:

Irrigation Association of New Jersey
170 Kinnelon Rd., Ste. 33
Kinnelon, NJ 07405
Tel: 973-850-3366
Fax: 973-838-7124
www.ianj.com

Executive Board

Michael Edmiston, President
Richard Robinson, Vice President
Dan James, Treasurer
Eric Nelson, Immediate Past President

Trustees

Gary Amos
Art Elmers
Joseph Maucieri
Paul Munz
Roy Nau
Wade Slover

Executive Director

Patricia S. Koziol

President's message

Continued from page 1

the holiday season approached, we worked with Assembly Housing & Local Government Committee Chairman Jerry Green (D – Union) to get our bill through committee and on to the Assembly floor.

Assemblyman Green had a vote scheduled only a few weeks later, and we were there when the committee unanimously voted “YES.” This is a tremendously important and powerful win, because without it, the bill would not be able to move forward.

So, we close 2013 proud of our progress and ready for the great deal of work still to come. You could say the sale has been made but the ditch has yet to get dug. The bill still has to be approved by the full Assembly, pass the Senate, and be signed by the Governor. But, last week's test was an incredible step forward that we should all be proud of.

In 2014, the IANJ will continue to work to move this bill forward with the hopes and expectation that it will get passed.

On behalf of the IANJ and myself, I want to thank you for your support in 2013 and wish you a all happy and healthy 2014!

Welcome New Member

Michael Barnett

New Jersey Irrigation Services Corp.

Hightstown, NJ

License #0015840





SAVE THE DATES

FEBRUARY 3-6, 2014

CROWNE PLAZA HOTEL, JAMESBURG, NJ

THREE SEMINAR TRACKS:
BUSINESS,
DESIGN, and
MAINTENANCE

NEW CLASSES:

Certified Irrigation Technician Course + Exam
Plant & Soil Implications for Contractors
Electrical Troubleshooting 101 – ***in Spanish***
You Tube & Website Marketing
Social Media for Contractors

Registration materials included in your dues invoice packet.

From Your Executive Director

Congratulations to the following IANJ members who were re-elected to a three year term on the IANJ Board of Directors: Rich Robinson, Premier Irrigation and Dan James, Storr Tractor. Both Rich and Dan served as officers of the IANJ this year. Elected to his first three year term on the board is Mike Kukol of Horizon Landscape. These newly elected directors join Michael Edmiston (The Toro Co.), Art Elmers (Netafim), Joe Maucieri, Quench Irrigation, Paul Munz, HydroTek, Roy Nau, Princeton Irrigational Specialists, and Wade Slover (Atlantic Irrigation) effective January 1, 2014.

The IANJ Annual Meeting was held on December 5 at the Trump Taj Mahal. Over 100 irrigation contractors and suppliers attended the event. In advance of the annual meeting, members attended an open meeting of LICEB from 3-5pm. Members of the LICEB board, including chair George McCarthy, answered questions on the CEC regulations and license expirations. IANJ Legislative Liaison Tim Martin updated members on the work IANJ has done to finalize the CEC rules and regulations, pass a bill to move LICEB to the Department of Community Affairs which oversees municipal regulations that impact contractors, and to bring the backflow bill to a new sponsor. Stephen Dobossy, chair of the Irrigation Political Action Committee, encouraged members to support the PAC so that the irrigation contractor's voice continues to be heard in Trenton.

The 2013 IANJ Lifetime Achievement Award was presented to Ed Santalone, Sr. of Atlantic Irrigation Specialties for his industry leadership. Our thanks to The Toro Company, Hunter Industries, Barton Supply, and Atlantic Irrigation for hosting the annual meeting reception.

The IANJ Annual Meeting was held on December 5 at the Trump Taj Mahal. Over 100 irrigation contractors and suppliers attended the event.

Please mark your calendars for the 2014 Winter Tech, February 4-6 at the Crowne Plaza Hotel, Jamesburg. We are offering classes in three tracks (Business, Design, and Maintenance) including a lighting class for contractors and a special update from LICEB. We will also have a cocktail reception for members on Tuesday, February 4, so come out and participate in your association. Registration materials will be sent along with your 2014 dues invoice.

*Happy Holidays,
Pat Koziol and the IANJ Staff*



Members of LICEB held their December meeting in conjunction with the IANJ Annual Meeting in Atlantic City.

Swan Pump and Supply Co Inc.

Now Celebrating our 96th Year!

- Pump and Well
- Water Treatment
 - Irrigation
- Landscape Lighting
 - Drainage
- Pond and Water Garden

3490 Rt. 9 South – Freehold NJ 07728 – 732-462-4800

Fax: 732-462-3011 Web: www.swanpump.com



Ed Santalone, Sr. is the recipient of the 2013 IANJ Lifetime Achievement Award

Industry and association pioneer, Edward Santalone, Sr. was honored at the 2013 IANJ Annual Meeting at the Trump Taj Mahal, Atlantic City on December 5. Members of the Santalone and Atlantic Irrigation Specialties families were on hand to congratulate Mr. Santalone for his contributions to the industry.

Wade Slover, Atlantic Irrigation Lighting Manager, inducted Mr. Santalone into the Lifetime Achievement Award ranks, joining other recipients:

- 2007 Phil De Marco
- 2008 Mary Lou De Champs
- 2009 George Beausoliel
- 2010 George McCarthy
- 2011 Bob Dobson
- 2012 Fred Eden

“We are pleased to list Ed Santalone, Sr. along with these outstanding leaders in the irrigation industry,” said IANJ President Mike Edmiston (The Toro Company).

Edward Santalone is a native of Long Island, NY. He grew Atlantic Irrigation Specialties through hard work, perseverance, and a reputation for fairness and loyalty. Ed Senior began a landscaping business on Long Island which became an irrigation-only contracting firm. For seven years, Ed installed irrigation equipment and one of his competitors was the infamous Bernie Madoff, another irrigation contractor on Long Island.

In 1978, Tony La Fetra, owner of Rain Bird, offered Ed the opportunity to be an exclusive distributor for Rain Bird products for Long Island and Southern New York. Since that time, Atlantic Irrigation has become one of the largest irrigation distributors in the industry with a knowledge and dedication to presenting the latest and most innovative products. Ed has always been a generous supporter of the IANJ through the years and was a dedicated volunteer and leader in establishing the association. Ed retired as president of Atlantic in 2005 and Ed, Jr. now runs the company. But Ed can be seen still working at the original store in Deer Park, Long Island in between his golf games.



Mike Edmiston, IANJ President and Ed Santalone, Sr., 2013 Lifetime Achievement Award recipient.



Atlantic Irrigation Specialties President Ed Santalone, Jr. with his father Ed, Sr.



IANJ Lifetime Achievement Award Recipients George McCarthy, Phil DeMarco, Ed Santalone, Sr., and Bob Dobson.



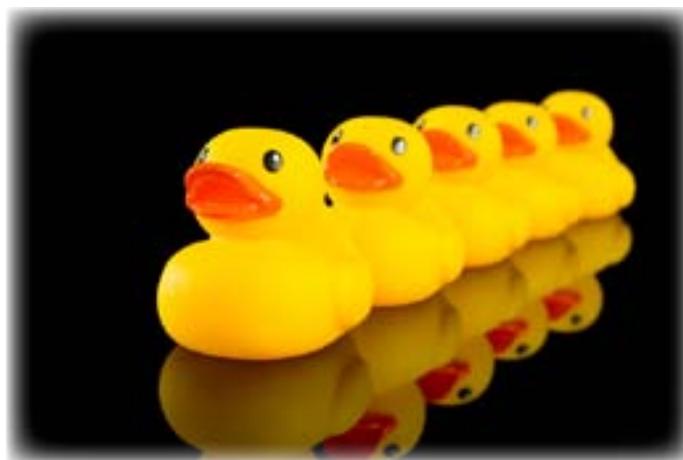
Over 100 IANJ members and guests attended the Annual Meeting in Atlantic City.

HR Ducks in a Row

Landscape and Landscape, October 2013

The scope, complexity and effects of HR's functions have continued to increase strain on landscaping companies. To help, I put together the following "abbreviated" key HR issues necessary to maintain legal compliance, employee engagement and company success.

1. Does the company revise and distribute its employee handbook to all employees every year?
2. Does the company require each employee to sign at the at-will and employee handbook receipt acknowledgment form every year?
3. Does the company require each employee to sign a confidentiality and non-disclosure agreement before beginning employment?
4. Does the company require each employee to sign an arbitration agreement before beginning employment?
5. Does the company have suitable employment practices liability insurance (EPLI) coverage?
6. Does the company conduct an external audit of its ac-



7. Does the company have a written strategic business plan (revenue, operational, human resources, and safety goals) in place?
8. Does the company have a written strategic business plan (revenue, operational, human resources, and safety goals) in place?

Continued on page 8

SYNC INTO WATER CONSERVATION WITH SMART CONTROLLERS



PRO-C—Professional-grade control for residential and light commercial



X-CORE—Residential controller with seriously smart capabilities



SOLAR SYNC makes smart control available to any Hunter AC powered controller.



I-CORE—Versatility to fit any size commercial site



ACC—High end control for huge commercial systems



Adjusting to weather changes has never been easier with Hunter's full line of **smart** controllers.



ADDED BONUS:
TRUE ON-SITE DATA
NO SUBSCRIPTION NO FEES
MAXIMUM WATER SAVINGS

HUNTER: WHERE INNOVATION MEETS CONSERVATION

RESIDENTIAL & COMMERCIAL IRRIGATION | *Built on Innovation*
Learn more. Visit hunterindustries.com

Hunter[®]

HR Ducks in a Row

Continued from page 7

9. Does the company have two written organizational charts (current and 18 months in the future) in place?
10. Does the company have a written annual HR calendar in place?
11. Does the company have an annual staffing plan in place?
12. Does the company president meet with all of the employees as a group at least twice a year?
13. Does the company have two personnel files (one job-related, and the other confidential) for every employee?
14. Have every employee received a current job description?
15. Has every employee been formally classified as either FLSA exempt or FLSA non-exempt?
16. Has every employee received a written performance appraisal during the past year?
17. Does every desired candidate receive a conditional job offer letter?
18. Does the company have a legally-compliant time card with the three legal attestations (injuries, meal periods, and accurate hours) on it?
19. Does the company have a legally-compliant paycheck stub?
20. Does the company have acceptable pay ranges for specific job classifications for every position?
21. Does the company review its compensation, incentive and commission programs each year?
22. Does the company have a formal new employee orientation program in place?
23. Does the company have a formal rewards and recognition program in place?
24. Have all supervisors received interviewer training in the past year?
25. Have all supervisors received performance appraisal training in the past year?
26. Have all supervisors received employment law training?

Continued on page 9

AQUARIUS SUPPLY™

Your "GO TO" Partner

- Servicing your Irrigation, Lighting and Landscape needs.
- Commitment to Professional Contractors
- Sales and Marketing Support
- Knowledgeable Staff
- CAD Design, Takeoffs and Field Support
- Hands-On Training Seminars
- 24/7 Website/Webstore access

Learn to diversify your business with our hands-on seminars in smart irrigation, LED lighting, pond and water solutions. Visit www.aquariussupply.com for up-to-date listings.



Hawthorne, NJ

(973) 423-0222
1120 Goffle Road

S. Plainfield, NJ

(908) 753-5200
901 Montrose Avenue

Whippany, NJ

(973) 386-9076
64 S. Jefferson Road

Sewell, NJ

(856) 228-6070
223 Blackwood Road

Lakewood, NJ

(732) 363-5034
1000 Airport Road,
Suite # 206

Visit our website;
www.aquariussupply.com to order
online. Save time and money!

HR Ducks in a Row

Continued from page 8

- ing in the past year?
27. Does the company do formal supervisory training each year?
 28. Does the company have a formal field operations training program in place?
 29. Has the company conducted an employee opinion survey during the past two years?
 30. Is the company part of a workers' compensation-approved medical provider network/
 31. Does the company have the OSHA 00 and 300A Forms and workers' compensation loss run reports for the past five years on site?
 32. Does the company conduct monthly claims' review meetings with its workers' compensation provider?
 33. Does the company have OSHA-compliant training (tailgate, and fire prevention) in place?
 34. Does the company have a full-time safety coordinator in place?
 35. Does the company have a series of written safety audit

- procedures (weekly, monthly, and annually) in place?
36. Does the company have all legally-required state and federal employment posters in place?
 37. Does the company have an accurate leaves of absence tracking program (vacation, sick leave, and FMLA) in place?
 38. Does the company have legally-complaint records retention guidelines in place?
 39. Does the company have written procedures (selection, investigations, and discipline) in place?
 40. Does the company conduct monthly audits of its benefits, payroll, and administrative programs?

Follow up. This audit should be conducted annually prior to the company's strategic planning session. With that context in mind, every audit item receiving a "no" response should be placed onto an action plan list, with an identified point person, allocated resources, organizational priority and specified timeline for completion.

With the results of this audit in place, landscapers can begin to improve the quality of the HR programs.

The wire  and cable specialist

Paige[®]

We take your business personally

1 - 8 0 0 - 3 2 7 - 2 4 4 3

Marty's 5 Mistakes

Landscape and Landscape, October 2013

Since I started my landscaping company in 1984 as a way to make money for college, I have learned a lot about what it takes to make my business work. This month, I wanted to share with you five things

I have learned that can and will help you make more money but not repeating some of the mistakes I have made...and I have made a lot of them.

In fact, they only give me a column here to talk about my successes. If I were to write every month about what I've done wrong, I'd need the whole magazine to do that. OK, here are five things I would avoid if I were you.

Bidding work without truly knowing your costs. I see it all the time. I got to an industry meeting and everyone is asking each other what they charge for their services. I know, we're all curious, but what someone else has to charge to make a profit may or may not be what you need to charge. Your overhead is different; your team's abilities are different.

Learn your numbers; know what things cost you. If there's one thing I learned early, I needed to charge clients more than what the job was going to cost me. Basic stuff? You bet, but it's something a lot of contractors miss. If you can't figure out your costs, get an accountant or an industry expert in the area to help you.

Hiring fast and firing slow. Hiring is arguably the most important thing you do for your business. Unfortunately, too many of us landscapers don't handle hiring right and pay a big price in the process. Write out on a piece of paper what your ideal team member would look like, and then go look for them. At least with this perspective, you'll be more inclined to turn away candidates that don't fit this mold. Hire slow and fire fast. Or, as my colleague Matt Caruso says, "Hire slow, fire less."

Allowing your crews to stop for food. When I started in the business, we would close up our job and drive all over the place for lunch. Now, I know the companies I see in restaurants are wasting time and money. The other day I saw one of competitors and their crews at Taco Bell. I asked one of the crew leaders I recognized if they all at lunch together every day and he said, "Yeah, most of the time we pick a place and we all go there." Maybe that was their way of meeting and catching up on jobs, but I really don't think so. I cringed at the amount of money that lunch was costing them and they didn't even realize it. You lose momentum on the job when you shut it down and you open yourself up to a large item waster over the course of a season. Buy your crews lunch boxes with your logos on them and change your policy to make your teams eat on the job. This small adjustment can save thousands over the course of a year.

Not having a handbook. When I travel around the country and work with and study other landscapers, I see that most landscapers don't have a handbook. You have to have a baseline from which everyone can follow. A hand-

Continued on page 11



ATLANTIC IRRIGATION

*Partnering with the IANJ
And New Jersey Contractors*

*For a quote or info on our
Irrigation, Lighting, Drainage and
Water Gardening Product Lines -
Call one of our New Jersey Locations!*

Wayne, NJ- 973.628.0204
Farmingdale, NJ- 732.751.0817
Berlin, NJ- 856.767.1231

*Where Value and Service
are Never Compromised!*



Legislative Update

Tim Martin, IANJ Legislative Liaison

IPAC Working for You

2013 was a busy—and expensive—year for New Jersey’s legislators and IPAC was busy putting your representatives in front of all of irrigations’ friends. After sending IANJ members to events in support of Senator Raymond Lesniak (D – Union), the father of our licensure act, and Assemblyman Paul Moriarty (D – Gloucester), the sponsor of legislation that would modernize the LICEB, IPAC worked to make sure IANJ members were visible on the political circuit in October’s home stretch. In the final weeks of the 2013 election, IPAC Chairman Steve Dobossy delivered your support to Senate Environment Committee Chair Senator Bob Smith (D – Middlesex), who’s support for LICEB modernization will be critical, while IANJ President Michael Edmiston and Trustee Art Elmers met with Senate Republicans from Ocean, Burlington, Monmouth, Morris and Union Counties at an event hosted by non other than Governor Christie, reminding all that irrigation is a vital part of the small business community.

Thank you to all who’s generosity to IPAC made this year possible; and thank you to all in advance for keeping IPAC working for you for years to come.

IANJ Presses for LICEB Modernization

On Wednesday, November 27—the busiest travel day of the year—IANJ President Michael Edmiston and Trustee Gary Amos joined their fellow travelers on the Turnpike. Only there was not turkey at the end of this trip, Mike and Gary were on their way to visit Assemblyman Jerry Green (D – Union). They took with them IANJ’s message of support for A-4390 (Moriarty, D – Gloucester), legislation that would transfer the policing of our licensure law from the Department of Environmental Protection to the Department of Community Affairs in recognition of the increasingly important role municipal code inspectors play in ensuring that irrigation work is done by properly licensed professionals. It’s all about making your license matter, something that IANJ is committed to, and we are happy to report that as a direct result of their conversation the Assemblyman has scheduled a vote on this important bill.

Marty’s 5 Mistakes

Continued from page 10

book sets the tone for the behavior that is expected and supported and it communicates what behaviors, if demonstrated, will mean you can’t work at your company any more. PLANET, our industry association, can help you with this. Contact them at www.landcarenetwork.org.

Not having a clear mission statement. If no one in your company can recite the mission statement, then they are just words on a piece of paper. You have to embrace a mission statement. A mission statement tells everyone what they must do on a daily basis to achieve success. A

mission statement that is embraced by its leadership motivates their teams to work like they are on a mission!

My first mission statement was about 10 words long; no one could remember it and it was hard to follow. Through the years, our mission statement has evolved; here it is now: “To enhance the beauty and value exceeding their expectations every step of the way.” If you saw my team work, you would see, and I think agree, that we live by this mission and it makes a big difference in our present and future success.



Count on it.

Contact Information:

Vana Ankeny
Sr. Manager, Marketing Communications
951-785-3742
vana.ankeney@toro.com

For Immediate Release

Toro Wins Irrigation New Product Contest for Third Straight Year
EVOLUTION® Controller Named Winner of 2013 Turf/Landscape Category

RIVERSIDE, Calif. (November 15, 2013) – Toro once again demonstrates its innovation leadership with the [EVOLUTION®](#) controller recently being named winner of the Irrigation Association’s 2013 New Product Contest in the Turf/Landscape category at the [Irrigation Show](#) in Austin, Texas. The patent-pending EVOLUTION controller was developed from years of customer research to find the perfect balance of simplicity and sophistication. Launched in the spring of 2013, the product has been well received by contractors and homeowners alike for its intuitive interface, USB functionality, and smart upgrade path.

With this recent win, Toro has now won three straight years in a row with the [Precision™ Soil Sensor](#) in 2012 and the [PrecisionSense™](#) site assessment system in 2011. Toro also received “best new product” honors from the Irrigation Association in 2008 with the [Precision™ Series Spray Nozzles](#).

The EVOLUTION controller was designed to perform like a traditional time-based controller, but could evolve into a “smart” controller with water-saving upgrades that can be added during installation or over time as the customer’s needs evolve.

“We developed a product that was simple enough for a homeowners’ limited interaction,” said Burnett Jones, marketing manager for Toro Irrigation. “But on the other end, EVOLUTION is smart enough and advanced enough to allow contractors to fully utilize their expertise and knowledge in managing irrigation systems and landscape needs to the full extent needed at an individual property.”

The base model of the EVOLUTION controller allows contractors to extend their sales cycle after installing the controller. With the simple addition of Toro’s wireless Smart Connect™ feature, contractors can provide smart irrigation products including rain/moisture sensors, a weather sensor, handheld remote control, and even auxiliary features such as landscape lighting. Its modern-day programming, expandable design and smart capability make the EVOLUTION an ideal choice for users seeking an advanced irrigation controller without the complexity.

For more information on the Toro EVOLUTION controller, please visit www.toro.com/evolution. To learn more about our other innovative products visit www.toro.com/irrigation.

About The Toro Company

The Toro Company (NYSE: TTC) is a leading worldwide provider of innovative turf, landscape, rental and construction equipment, and irrigation and outdoor lighting solutions. With sales of more than \$1.9 billion in fiscal 2012, Toro’s global presence extends to more than 90 countries through strong relationships built on integrity and trust, constant innovation, and a commitment to helping customers enrich the beauty, productivity and sustainability of the land. Since 1914, the company has built a tradition of excellence around a number of strong brands to help customers care for golf courses, sports fields, public green spaces, commercial and residential properties, and agricultural fields. More information is available at www.toro.com.

In Memorium

Steve Rapisarda of Aquarius Supply-Branch Manager, Hawthorne, NJ, passed away on October 23, 2013 from brain cancer.

For the past ten years, Steve assisted irrigation contractors find solutions to their business problems and many customers would seek Steve's advice whenever they faced a difficult turf challenge. Steve was passionate about helping the green industry grow. He was an active member of the New Jersey Landscape Contractors Association (NJLCA), the Irrigation Association of New Jersey (IANJ), and the Professional Landscape Association of Rockland County. He was never too busy to help others and he had a loyal customer following due to his passion, positive attitude, and his willingness to extend himself and help others.

Steve was a devoted family man and a constant source of strength to his wife, Judy and daughters, Brianne and Kimberly – "his girls." We will miss his stories and passion for everything he did. Steve will be remembered in

our hearts forever. If Steve taught us anything, it should be to live every day to the fullest. At only 51 years old and

He was an active member of the New Jersey Landscape Contractors Association (NJLCA), the Irrigation Association of New Jersey (IANJ), and the Professional Landscape Association of Rockland County.

to see an active life change in just six short months, makes all the small issues we deal with on a daily basis seem so insignificant.

In lieu of flowers, memorial contributions can be accepted at www.gofundme.com/teamrap.



**Come check out our local
fully stocked warehouses**

LAKESWOOD

195 Lehigh Ave. Suite2
Lakewood, NJ 08701
(732)987-5597

WILLIAMSTOWN

1738 Glassboro Road
Williamstown, NJ 08094
(856)881-4446

TOWACO

1 Como Court
Towaco, NJ 07082
(973)335-8404

PISCATAWAY

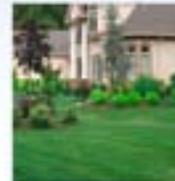
429 Bell Street
Piscataway, NJ 08854
(732)752-7400

**Your One Stop Shop
For All Your
Turf & Irrigation Supplies**

IRRIGATION



TURF



LIGHTING



EROSION



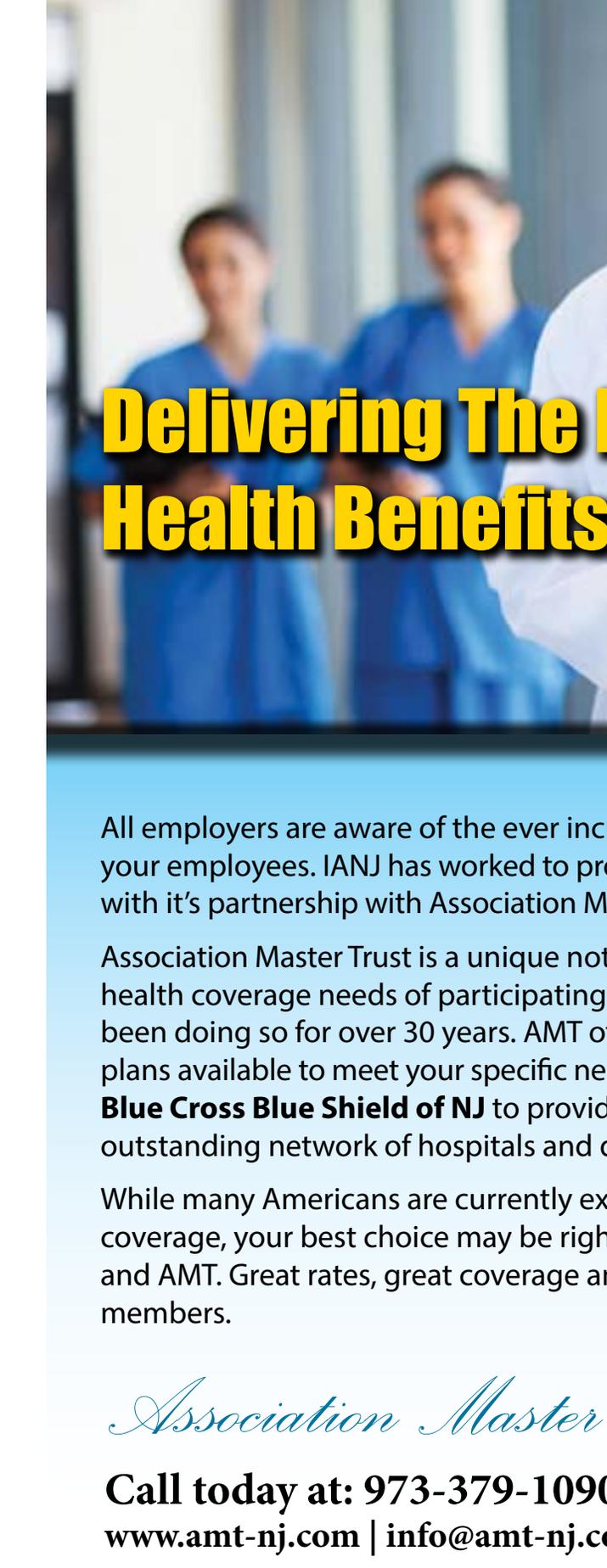
EQUIPMENT



ICE MELT



www.centraltis.com



Delivering The Best In Health Benefits!

All employers are aware of the ever increasing cost of providing health benefits to your employees. IANJ has worked to provide you a tool to help manage these costs with it's partnership with Association Master Trust (AMT).

Association Master Trust is a unique not-for-profit benefits trust formed to serve the health coverage needs of participating association employer members, and has been doing so for over 30 years. AMT offers a full menu of "cutting edge" benefit plans available to meet your specific needs and currently contracts with Horizon **Blue Cross Blue Shield of NJ** to provide AMT members with access to Horizon's outstanding network of hospitals and doctors in New Jersey.

While many Americans are currently exploring new options in health care coverage, your best choice may be right here... through the IANJ Benefits Trust and AMT. Great rates, great coverage and a health benefit plan run by members for members.

Association Master Trust

Call today at: 973-379-1090
www.amt-nj.com | info@amt-nj.com



IANJ Movie Review

For this issue we will be reviewing a film entitled “The Hunger Games: Catching Fire”

Title: The Hunger Games: Catching Fire

Director: Francis Lawrence

Cast: Jennifer Lawrence, Josh Hutcherson, Liam Hemsworth, Elizabeth Banks, Stanley Tucci, Donald Sutherland, and Woody Harrelson

“Remember who the real enemy is.” These words accurately capture the essence of “The Hunger Games: Catching Fire,” the second film in the blockbuster franchise based on Suzanne Collins’ hit novels.

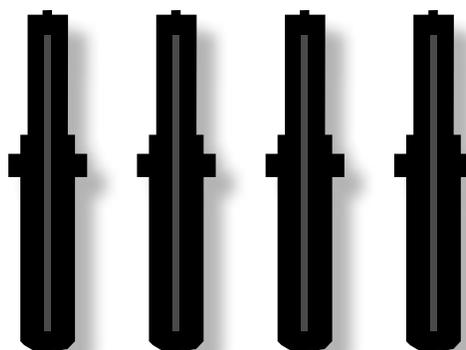
Picking up not long after “The Hunger Games,” “Catching Fire” features a traumatized Katniss (Jennifer Lawrence) preparing to embark on a “Victory Tour” following her “success” in the previous Hunger Games. She soon discovers that her defiance of the Capitol in the previous film has sparked a rebellion among the nation’s districts, and President Snow (Donald Sutherland) wants her to simmer the tensions. What results is a powerful, thrilling sequel that bests its predecessor in almost every way.

“The Hunger Games” series is arguably defined by its heroine, the capable but reluctant Katniss Everdeen, played with subtlety and heartbreaking anguish by the eternally talented Lawrence. While the movie is surging forward, it is Katniss that keeps our eyes locked onto the screen. Her three-dimensional portrayal results in a protagonist that is both complicated and likeable.

What may astonish some viewers about “Catching Fire” is just what an emotional experience it is. We see a nation of abused people desperately clinging to the hope that a single girl has brought them, and the Capitol’s vanquishing of all those who speak out is artfully executed. Ultimately it is with Katniss, forced to be the face of the Capitol under the threat of death, with whom our hearts break, as she remains helpless to stop the cruelty that surrounds her. When you mix this healthy dose of compelling emotion with the wonderfully directed action that ensues, what you get is an utterly gripping film. When the credits role and the stage is set for an explosive two-part conclusion, we can’t help but feel the cliché: Let the games begin.



The Hunger Games: Catching Fire gets 4 Rotors



Visit our website

Click here to visit <http://www.ianj.com>

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: _____



"As I understand it, he has a whole other workshop in Hong Kong where they make all that electronic stuff."

Special thanks to our advertisers

The IANJ would like to thank this month's advertisers for their continuous support through their advertisements:

Aquarius Supply.....	Page 8
Association Master Trust.....	Page 15
Atlantic Irrigation Specialties.....	Page 10
Central Turf & Irrigation Supply.....	Page 13
Hunter.....	Page 7
Paige.....	Page 9
Storr Tractor Company.....	Back Cover
Swan Pump.....	Page 5
Toro.....	Page 17

NEW! Toro® EVOLUTION® Series

A Breakthrough in Irrigation Control



Intuitive, Modern Interface for multiple users



USB Port for computer programming, updates and more



The New EVOLUTION Series Controller Is A Contractor's Dream Come True.

Based on years of customer research, the EVOLUTION has the perfect balance of simplicity and sophistication. The modern-day programming, expandable design and smart capability make it an ideal choice for users seeking an advanced irrigation controller without the complexity.

We've created something different. To learn more about how EVOLUTION will "change the game," visit us at: www.toro.com/EVOLUTION

Smart Connect™ allows Wireless Remote, Sensors and Landscape Lighting



TORO Count on it.

© 2013 The Toro Company.

STORR TRACTOR



COMPANY

DISTRIBUTORS OF QUALITY COMMERCIAL
TURF CARE EQUIPMENT & IRRIGATION



THE STORR TRACTOR COMPANY IS DEDICATED IN PROVIDING OUR CUSTOMERS WITH THE FINEST EQUIPMENT OUR MANUFACTURERS CAN SUPPLY, SUPPORTED WITH THE HIGHEST LEVEL OF CUSTOMER SERVICE IN ALL DIVISIONS.

3191 U.S. HIGHWAY
SOMERVILLE, NJ
PH 908 722-9830 · FAX 908-722-9847

175 13TH AVENUE
RONKONKOMA, NY
PH 631-588-5222 · FAX 631-588-5698

www.storrtractor.com