

2009 Officers & Directors

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Looking Back...Thinking Forward

By Gail Woolcott, Office Administrator



During the summer at NJLCA, we find that we have time to look back over the year at the events, meetings, newsletters, e-mails, questions, comments, and member accomplishments. This past year has been one filled with education, new innovations, fun, and changes at the NJLCA.

As with any business, we must take this time to reflect on what has worked, what hasn't worked, and make decisions for the future. While you are reading this article, our Board Members and staff are working hard on the 2009-2010 budget, nominations, membership directory, and planning.

Some things to look for in this upcoming membership year will include:

- More opportunities to get involved
- Facility tours
- Bigger and better membership meetings
- Higher quality and quantity of membership benefits
- Exciting new speakers and educational opportunities
- A jam-packed DEP credit educational day
- ...and More!

Returning favorites will include:

- The Annual Golf Classic in September
- The Certified Landscape Technicians Exam in October
- Monthly Membership Meetings
- The biggest New Jersey Landscape Trade Show yet in February 2010

Make this year one you will never forget by spending a little bit of your time getting involved in **your** association! We are here for you, and you can help us make it the best it can be. All of your assistance, suggestions, and time will come back to you in a better landscape association that works for you!

A Message From The Board

As you may have heard by now, there have been some changes at the New Jersey Landscape Contractors Association. We want you to know that the important business of the association continues with uninterrupted and experienced leadership.

Our future promises to be the best yet, with improved meeting topics and in-depth discussions you have asked for. Watch for DEP credit courses, educational meetings and even employee training in Spanish / English. If there are any topics that interest you, let us know so we can serve you even better in the future.

Some specifics to look forward to:

- A terrific second issue of our NJLCA magazine being published that will be to you shortly.
- Rutgers Turf and Landscape Field days are scheduled for August 4th and 5th.
- After our summer break, the first membership meeting of the fall is scheduled for September 10th at the NJLCA's newly renovated headquarters. The guest speaker will be Danny Wood of the Sandler Institute who will introduce you to a revolutionary selling system that can completely turn the table on even your most difficult prospects – without sounding manipulative or pushy and put YOU in control of your sales cycle
- And don't forget our famous fall Golf Classic scheduled at the Beaver Brook Country Club on September 17th.

Our thanks go out to Jerry Biuso for his past four years as our Executive Director; to Brian Phiefer for his dedication over his four years as President and this past year as Chairman of the Board; to Vincent Caruso for his tireless efforts with our Annual Golf Classic; and to Joe Bolognese for volunteering his time to the Certified Landscape Technician's Exam and as the Membership Committee Chairperson. We would also like to thank Pat Barckett, Bob Hibler, Gino Panaro, Ralph Panaro, and Michael Tous for their contributions to the NJLCA.

Finally, we must thank our associate members for their support and dedication to the NJLCA.

Moving forward, the NJLCA remains committed to its purpose of implementing knowledge and prestige to the trade, as well as promoting fair competition, good business habits and ethics, industry image, environmental improvement and a safe work place.

We hope that all of our readers enjoy this issue and have a safe and profitable season!

Sincerely,
New Jersey Landscape Contractors Association
Board of Directors

Preparing for a Heat Wave

by Gail Woolcott, Office Administrator

Although it seems that we are having a mild summer in 2009, don't be fooled. The sun and heat will eventually grace us, and along with it the hazards of summer. As landscape professionals, you are at the mercy of the weather. It is your duty to protect yourself, and your employees, from the dangers that loom. You must take preventative measures, and corrective actions, to avoid illness and injury.

Hazard: Heat exhaustion is a milder form of heat-related illness that can develop after several days of exposure to high temperatures and inadequate or unbalanced replacement of fluids. Warning signs include heavy sweating, dizziness, paleness, muscle cramps, headache, and nausea.

What to do: Move victim out of the sun to a cool shaded area or an air conditioned location. Have them sip cool, non-alcoholic beverages. Put a cool towel around the back of their neck. Loosen clothing and lay the person down with legs elevated. Monitor the person carefully, as heat exhaustion can quickly turn to heat stroke.

Hazard: Heat stroke is a form of hyperthermia, an abnormally elevated body temperature with accompanying physical and neurological symptoms. Unlike heat cramps and heat exhaustion, two forms of hyperthermia that are less severe, heat stroke is a true medical emergency that can be fatal if not properly and promptly treated. The symptoms include nausea, vomiting, fatigue, muscle cramps, weakness, dizziness, rapid pulse, difficulty breathing, the absence of sweating, and strange behavior.

What to do: First, call 911 right away, as heat stroke can lead to organ damage. Get the victim to a shady area, remove clothing, apply cool or tepid water to the skin (for example you may spray the victim with cool water from a garden hose), fan the victim to promote sweating and evaporation, and place ice packs under armpits and groins. Monitor body temperature with a thermometer and continue cooling efforts until the body temperature drops to 101-102°F.

Prevention is the key, however; and you have the power to avoid these illnesses with a few tips.

- Drink plenty of fluids (such as water and sports drinks), but avoid alcohol, caffeine, and tea which may lead to dehydration. Encourage your workers to drink a lot of water, about a cup every 20 minutes.
- Help your employees adjust to the heat by giving them a lighter workload and longer rest periods for the first few days of heat.
- Take frequent breaks to hydrate yourself. Wear hats and light-colored, lightweight, loose clothes. If clothes become saturated with perspiration, change into dry clothing.

The most important prevention tip is to use common sense. If you see a worker struggling, or you are feeling terrible, listen to your body and take a break, cool off, and realize that your health is much more important than anything is. Ending up in the hospital will cost much more than one day's work to your company.

Did You Know??



It takes at least 110 tests, and approximately \$150 million and ten years to get a new pesticide to the market. Also, only 1 in approximately 20,000 tested compounds makes it to the final registration process and to the market place. Further, pesticides are continuously tested once they are in the market place to make sure they are up to the most modern and rigorous scientific standards.

NJLCA Website Updates...

NJLCA has updated our website to include a listing of our contractor members that consumers can use to locate members in their zip code. This is free of charge and offers you more exposure to the public. Furthermore, did you know that NJLCA receives several phone calls a week asking for referrals and that the office staff refers you, our members, for projects? Just another benefit of being an NJLCA member and a professional in the industry!

Have you taken a look at the NJLCA classified section on the website? You may just find the deal you are looking for or a solution to a problem! If you would like to post an ad, please email gwoolcott@njlca.org or call (201) 703-3600

New Weekly E-Blasts!

Beginning on June 12, 2009, NJLCA launched a new weekly E-Blast schedule. Watch for our email blasts on Wednesdays for NJLCA news and important legislative information and on Fridays for upcoming industry-wide events. If you are not on our email list, please contact the NJLCA at (201) 703-3600 to add your email. Furthermore, if you have any special events or member company news you would like included in the e-mail blasts, please forward them to gwoolcott@njlca.org.

Get Certified in October 2009!

NJLCA is offering the internationally recognized hands-on testing program for Landscape Contractors this October.

Bergen Community College, Paramus, NJ
Saturday, October 3, 2009

To receive more information contact the NJLCA at (201) 703-3600 or email info@njlca.org

Prepare for the Landscape Achievement Awards...

How would you like to be recognized for being a landscape professional who executes quality landscaping projects? The deadline for entry into the NJLCA's 2009 – 2010 Landscape Achievement Awards is October 15, 2009. Applications for entry, including instructions, will be mailed soon, but can also be obtained on our website www.NJLCA.org. Entry is open to all landscape professionals; however NJLCA members receive a reduced entry fee.

There are eight landscape achievement award categories, including design/build, commercial renovation, and landscape maintenance. Projects of all sizes may be entered, as awards are based on quality. Helpful tips for entering your projects can be found in the application / instruction booklet. Photography for entries must be sent on CD or DVD or via email.

Remember – Deadline for entering your project(s) is October 15, 2009. So, begin taking your photos now!

A panel of judges will view all entries and select projects to receive awards. The 2009 – 2010 NJLCA Landscape Achievement Awards will be presented to the recipients at the New Jersey Landscape Trade Show & Conference at the Meadowlands Exposition Center on February 24, 2009, so all of your peers may recognize your achievements.



Are You Ready to Play?

The New Jersey Landscape Contractors Association 11th Annual Golf Classic will soon be upon us. This year, the event will once again be held at Beaver Brook Country Club in Annandale, NJ. The golf outing will be on September 17, 2009, so reserve your foursome now! Sponsorships are also available for one of NJLCA's most well attended events!

A great way to utilize the NJLCA golf outing is to make it your own. Invite your clients for a fantastic day of food, fun, entertainment and prizes. Or bring along your best employees as a gift of thanks for the hard work that they put in throughout the season.

This year's NJLCA Golf Classic promises to be one of the best yet, so join us in making it a success! Registration forms are available online, or contact the NJLCA at (201) 703-3600 for more information.



Occupational Safety & Hazard On-site Consultation Program

Using the New Jersey Department of Labor and Workforce Development free On-Site Consultation Service, employers can find out about potential hazards at their worksites, improve their occupational safety and health management systems, and even qualify for a one-year exemption from routine OSHA inspections. Consultations take place on-site, though limited services away from the worksite are available.

Primarily targeted for smaller businesses (less than 250 employees), this safety and health consultation program is completely separate from the OSHA inspection effort. In addition, no citations are issued or penalties proposed.

Your name, firm's name, and any information you provide, plus any unsafe or unhealthful working conditions that the consultant uncovers is kept confidential and will not be reported routinely to the OSHA enforcement staff. Your only obligation will be to commit to correcting serious job safety and health hazards -- a commitment which you are expected to make prior to the actual visit and carry out in a timely manner.

Getting Started

Since consultation is a voluntary activity, you must request it by calling (609) 984-0785. A consultant will discuss your specific needs with you and set up a visit based on the priority assigned to your request, your work schedule, and the time needed for the consultant to prepare adequately to serve you. OSHA encourages a complete review of your firm's safety and health situation; however, if you wish you may limit the visit to one or more specific problems.

Opening Conference

When the consultant arrives at your worksite for the scheduled visit, he or she will first meet with you in an opening conference to briefly review the consultant's role and the obligation you incur as an employer. Employee participation is required in all site visits. At unionized sites, an employee representative must be afforded the opportunity to participate in the opening and closing conferences and to accompany the consultant and employer representative during the walk-through.

Walk-Through

Together, you and the consultant will examine conditions in your workplace. Maximum employee participation in the walk-through is encouraged. Better informed and more alert employees can more easily work with you to identify and correct potential injury and illness hazards in your workplace.

The consultant will study your entire workplace or specific operations you designate and discuss the applicable OSHA standards. Consultants will point out other safety or health risks which might not be cited under OSHA standards, but which nevertheless may pose safety or health risks to your employees. They may suggest and even provide other measures such as self-inspection and safety and health training you and your employees can apply to prevent future hazardous situations.

A comprehensive consultation also includes: (1) appraisal of all mechanical and environmental hazards and physical work practices; (2) appraisal of the present job safety and health program or the establishment of one; (3) a conference with management on findings; (4) a written report of recommendations and agreements; and, (5) training and assistance with implementing recommendations.

Closing Conference

The consultant will then review detailed findings with you in a closing conference. You will learn not only what you need to improve, but what you are doing right, as well. At that time you can discuss problems, possible solutions and an abatement period to eliminate or control any serious hazards identified during the walk-through.

In rare instances, the consultant may find an "imminent danger" situation during the walk-through. If so, you must take immediate action to protect all employees. In certain other situations, those which would be judged a "serious violation" under OSHA criteria -- you and the consultant are required to develop and agree to a reasonable plan and schedule to eliminate or control that hazard.

Abatement and Follow Through

Following the closing conference, the consultant will send you a detailed written report explaining the findings and confirming the abatement periods agreed upon.

You must agree to post the "List of Hazards", in a prominent place for three working days or until the hazards are corrected, whichever is later.

Ultimately, OSHA does require hazard abatement so that each consultation visit achieves its objective -- effective employee protection. If you fail to eliminate or control identified serious hazards (or an imminent danger) according to the plan and within the limits agreed upon or an agreed-upon extension, the situation must be referred from consultation to an OSHA enforcement office for appropriate action. However, this has occurred only rarely in the past.

Benefits

Knowledge of your workplace hazards and ways to eliminate them can only improve your own operations -- and the management of your firm. You will get professional advice and assistance on the correction of workplace hazards and benefits from on-site training and assistance provided by the consultant to you and your employees. The consultant can help you establish or strengthen an employee safety and health program, making safety and health activities routine considerations rather than crisis-oriented responses. However, the consultation service cannot guarantee you will pass an OSHA inspection.

*Information obtained from the New Jersey Department of Labor:
http://lwd.dol.state.nj.us/labor/lsse/employer/Occupational_Safety_and_Health_Onsite_Consultation_Program.html*



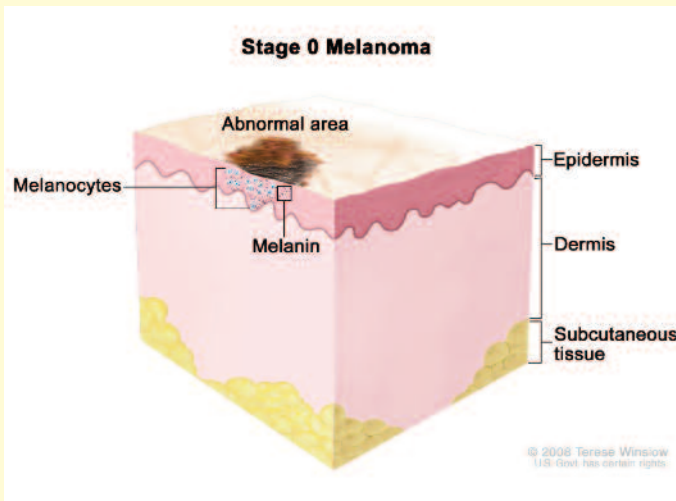
You Do Not Want Skin Cancer!

by Bob Hibler, Gamka Sales Co., Inc. - A.K.A. Mr. Safety

At the February membership meeting safety seminars on “When to Dial 9-1-1 for Help”, Mr. Safety asked everyone not to play Doctor! This month I am going to reverse that request. Why? Because landscaping has a particularly deadly and very sneaky occupational health hazard and that is SKIN CANCER. The enemy is the sun and the sunbeams that shine on you all day long. That killer of a golden brown tan can be just that! Sun exposure puts you at risk and it is not just white folks who are in danger. No, skin cancer is an equal opportunity disease for whites, blacks and browns, any color.

There are three types of skin cancer; basal cell carcinoma, squamous cell carcinoma, and melanoma. The most dangerous and deadly skin cancer is the one called MELANOMA cancer. It can spread to other parts of your body and if it does, you can kiss your butt goodbye, unless you catch it really early.

So why am I reversing course and asking you to play doctor this month? Because you need to look for skin cancer signs on your own body. It ain't rocket science, look for moles that have any of these signs:



- **A**symmetry: half of the mole does not match the other half;
 - **B**order: the border (edges) of the mole are ragged or irregular;
 - **C**olor: the color of the mole varies throughout;
 - **D**iameter: moles with a diameter larger than a pencil's eraser.
- They are called the A-B-C & D's.

Other mole signs to be aware of:

- change in the size, shape, or color of a mole
- oozing or bleeding from a mole
- a mole that feels itchy, hard, lumpy, swollen, or tender to the touch

Check out the flier on this on the NJLCA website with color pictures of what to look for. By the way, the moles you should be looking at can be anywhere on your body, not just where the sun shines. If you find something suspicious, run, do not walk, to a dermatologist. Melanoma cancer spreads very quickly to other organs and places.

Since you know what to look for now, let's talk about how to avoid or reduce the risk of getting skin cancer, and particularly the killer, melanoma, in the first place.

Covering up is the easiest way. Keep your shirt and pants on, wear a hat with a big brim, use sun block with an SPF sun block factor of 45 and apply it often. You can buy clothing that has been specially treated to keep the sun off you. Check out places like Campmor. That stuff is not cheap but there is another way. Did you know that there is a “Sun Guard” laundry aid manufactured by RIT, the company that makes fabric dyes, that makes your own clothing block the sun? Yup, toss a \$1.99 package into the wash and you and your whole family will have sun blocking clothes. And it won't come out for several washes!

Look, you cannot do your job at night, so you and your employees are at risk as long as there is daylight. Melanoma is color blind, anyone of us can get it. Covering up with proper clothing and sun block creams is cheap and effective. Frequent self examination is the best way to catch melanoma early, while there is still time to cut it out. You want to prevent it from spreading because when it does, it is too late. Remember, the accent should be on “frequent self examination”.

There is another side benefit too, you can tell your significant other that you are a CSI (Certified Skin Inspector), now that you have listened to Mr. Safety and read the memo. In the service of advancing cancer protection, you can both examine each other, looking for the mole A, B, C, & D's, where the sun don't shine! Think of the possibilities, all for a noble cause.

You can thank Mr. Safety later.

For more safety tips and tool box talks, in both English and Spanish, please visit our website at www.NJLCA.org. Safety articles are listed by month presented. There is also a safety meeting sign-in sheet available for download for your own safety meetings! If there is a topic you would be interested in learning more about, or if you would like to see a specific toolbox talk, please contact the NJLCA at (201) 703-3600.



Be Outstanding In Your Field...

GET CERTIFIED!

2009 National Certified Landscape Technician Exam

The CLT Exam is administered exclusively by the New Jersey Landscape Contractors Association



First Time CLT Candidates MUST Check-In at 6:15 am
Retake CLT Candidates MUST Check-In at 8:15 am
 Bergen Community College, Paramus, NJ
Saturday, October 3, 2009
 Written Exam will be given in Ender Hall
First Time Candidates: Exterior Exam: 7:00 am - - Written Exam will follow.
Retake Candidates: Written Sections will be taken first at 9:00 am.



Registration Form

Have you completed one year experience in the green industry? Yes No

Will you need an on-site Spanish translator? Yes No

Name _____ Company _____

Company Address _____ City _____ State _____ Zip _____

Home Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

I am a member of NJLCA Other _____ To pay by credit card: MasterCard VISA Amex Discover

Card number: _____ Cardholder's Name: _____ Exp. Date _____

- Registration available online www.njlca.org/cltexam -

Make all checks payable to NJLCA. Payments are due with this application form. No refunds will be given!

(Retakes: Please contact the NJLCA to find out which modules you need and/or fill in module numbers)

NJLCA or Other Landscape Association Member

Maintenance Exam for Members:

Turf Maintenance or Ornamental Maintenance.... \$225

Installation Exam for Members:

Softscape Installation or Hardscape Installation.. \$225

Retakes for Members (1 - 2 modules)..... \$75

Module #(s) : _____

Retakes for Members (3 or more modules)..... \$175

Module #(s) : _____

Manual for Members..... \$70

Refresher for Course Members (Date TBD)..... \$50

Non Association Member

Maintenance Exam Non-Member:

Turf Maintenance or Ornamental Maintenance..... \$275

Installation Exam Non-Member:

Softscape Installation or Hardscape Installation..... \$275

Retakes for Non-Members (1 - 2 modules)..... \$100

Module #(s) : _____

Retakes for Non-Members (3 or more modules)..... \$200

Module #(s) : _____

Manual for Non-Members..... \$80

Refresher Course for Non-Members (Date TBD)..... \$75

Student pricing is available, please contact the NJLCA.

You will receive a study guide upon receipt of your application; however, the training manuals are strongly suggested!

This form must be signed in ink by the authorized person in the company.

No refunds. Substitution of candidates will be permitted up to two weeks prior to the test date.

A \$25 fee will be assessed for the substitution to cover administrative costs.

Signature: _____

Date _____

Return this completed application form by September 14, 2009 to:
NJLCA, 465 Boulevard, Elmwood Park, NJ 07407

For more information please call (201) 703-3600

A Warm Welcome To Our New Members

All Service Contractors Equipment

Alan Jordan / Dan Boniface
Pompton Plains, NJ

DMS Contracting, LLC

Michael Mattson
Mantua, NJ

Grounds Keeper, Inc.

Jay Philip Eriv
Matawan, NJ

NJLCA Mission Statement

The New Jersey Landscape Contractors Association is a group of professional landscape contractors dedicated to advancing the integrity, proficiency, and continued growth of the landscape industry. As an NJLCA member, you receive valuable information and benefits indispensable to the on-going success of your business.

Recruit or become a member today!

Get The Products You Need, When You Need Them

John Deere Landscapes is the nation's leading supplier of wholesale irrigation, landscape lighting, nursery and landscape supplies. With 500 locations, professional contractors rely on our national selection and buying power. Our knowledgeable staff can help you get the products you need, when you need them.

- Irrigation Supplies
- Landscape Lighting
- Pumps
- Pipe
- Fittings
- Pavers
- Tools
- Seed
- Fertilizers
- Soil Amendments
- Nursery Stock
- Control Products

For a location near you, visit us online at

www.JohnDeereLandscapes.com or call 800-347-4272.



JOHN DEERE
LANDSCAPES

NJLCA's 11th Annual Golf Classic is coming!

**Don't forget to reserve your sponsorships
and golfers for this spectacular one-day event
at Beaver Brook Country Club on
September 17, 2009! Visit www.njlca.org or call
(201) 703-3600 for more information**

NOFA to Present Organic Lawn & Turf Course

The Northeast Organic Farming Association (NOFA) will be offering a one-day intensive course in organic turf management in Hillsborough, NJ at the home of NJLCA member, Duke Farms Foundation. Course instructors include professionals such as Chip Osborne, Co-founder of the Living Lawn Project; Donald Bishop of Gardens Are in Marlboro, MA; Bill Duesing of CT NOFA and Frank Koll of Greenscapes Lawn and Garden Services.

The information provided by this course is valuable to many landscaping and land care professionals in our area, especially as more NJ schools and city ordinances request reduced pesticide use or/and grounds that are pesticide free.

Material covered in this one day course includes: Why Organic?; Basics of Organic Lawn and Turf; Site Analysis; Compost; Insect Pest Management; A Preventive Approach to Disease Management; The Business of Organic Lawns; Low Input, Low Cost Organic Lawns; Special Issues for Turf (e.g. constant foot traffic, mowing heights); and Keeping Down the Cost of Organic Turf.

The NOFA Organic Land Care Program is an educational project of the non-profit Northeast Organic Farming Association (NOFA) and in its 10 years has educated over 1000 professionals in Organic Land Care. The NOFA OLC Program is also an accrediting agency and has almost 500 Accredited Organic Land Care Professionals across the Northeast. This is their fifth year hosting the Organic Lawn & Turf Course (traditionally offered only in CT and MA) and they are excited to be offering it again in NJ this year.

This course will serve as a great resource to any professional looking to learn more about transitioning to organic turf management. For more information log onto: www.organiclandcare.net or call (908) 371-1111.



IT'S TIME TO DISCOVER CAPITOL

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Top photo: Embossed Concord 3-Piece Paver System



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Legislative Updates

by Michael Kukol, Legislative Committee Chairman

Proposed State Fertilizer Bill

Due to a patchwork of municipal ordinances facing our industry that limit or ban fertilizers, the New Jersey Green Industry Council is proposing a State Fertilizer Bill. Your Association, the NJLCA, is working closely with the NJGIC to protect your interests and will keep you apprised of this bill. Some highlights of this proposed State Fertilizer Bill follow:

- Authorizes state standards for fertilizer applications to turf grass and establishes certification of fertilization best management practices.
- Includes science based technical references for fertilization management practices.
- Supersedes all county and local acts and seeks to establish one state law for consistency.
- Does not include landscape areas; strictly for turfgrass areas.
- Requires professional applicators to be certified.
- References Rutgers Cooperative Ext. as the source of science-based best management practices.
- Imposes a \$100 / violation penalty.
- Specifies prohibited conduct by professionals, such as:
 - o prohibits application of phosphorus above 0.3 lbs in a single application unless need demonstrated by soil test;
 - o prohibits application of fertilizer to impervious surfaces;
 - o prohibits application of fertilizer with 10' buffer of water or 3' if using spreader with deflector;
 - o prohibits application on frozen ground or between dates of 12/15 - 2/20.
- Allows exemptions for:
 - o Establishing turf grass - new lawns;
 - o Fertilizer applications per soil test recommendations.
 - o Certification required by the bill is to be a cooperative effort of NJDEP and Rutgers Cooperative Ext. It allows companies that have internal training programs to be accepted if approved by NJDEP/Rutgers.

H-2B Update

H-2B employers are now forced to stand in the shoes of the Immigration Service in providing details about AWOL workers. A notice providing detailed information for employers of H-2B workers either who depart employment early or who do not show up has recently been published. Employers have a very short time period in which to report workers who choose to not follow the law.

Status of Current H-2B Regulation:

- H.R. 1136, introduced by Rep. Stupak (D-MI), which would renew and make the H2B returning worker exemption permanent currently has 86 House cosponsors.
- S. 388, introduced by Sen. Mikulski (D-MD), which would renew the H2B returning worker exemption for 3 years currently has 36 Senate cosponsors.
- H.R. 1934, introduced by Rep. Kratovil (D-MD), which would renew the H2B returning worker exemption through September of this year, has 24 cosponsors.

Although the sponsors of these bills and supporters of seasonal businesses have been pushing hard for the consideration of these, none have been scheduled for a vote in either the House or Senate. Please contact your representatives and senators again and urge them to cosponsor H.R. 1136 and H.R. 1934 (for your representative) and S. 388 (for your senators).

PLANET Legislative Day on the Hill

Once every year, members of PLANET and the Tree Care Industry Association converge on Capitol Hill to connect directly with members of the House and the Senate. This year's 2009 Legislative Day on the Hill and Renewal & Remembrance is your unrivaled opportunity to bring attention to vital issues that impact our industry. The event will be held on July 12 – 14, 2009.

The annual Washington fly-in is a time for lawn care, landscape and tree care industry professionals to increase their knowledge about legislative issues that affect their rights and privileges and to participate directly in the political process. We have to build an awareness of who we are as individuals and as an industry to our members of Congress. PLANET welcomes industry professionals from across the nation to take part in this event. For more information, visit www.landcarenetwork.org.

H.R. 2454 – Clean Energy Bill

H.R. 2454, the American Clean Energy and Security Act amends the Public Utility Regulatory Policies Act of 1978 to establish a combined efficiency and renewable electricity standard that requires utilities to supply an increasing percentage of their demand from a combination of energy efficiency savings and renewable energy (6% in 2012, 9.5% in 2014, 13% in 2016, 16.5% in 2018, and 20% in 2021-2039). This Bill is simply a tax on energy consumption, a tax on our energy bill. It may mean increases of as much as 77 cents a gallon for gasoline and 88 cents/gallon for diesel, staples in the landscape industry. This bill passed in the House with a 219 – 212 vote.

EPA's WaterSense Specification for New Home Construction

The U.S. Environmental Protection Agency (EPA) has released a draft specification under the WaterSense label to guide new home construction throughout the United States. Within this one-size-fits-all specification, there are landscape criteria that seek to severely curtail the amount of turfgrass on new home sites in two ways: The first way provides builders with two options for changing plant composition by either capping the amount of allowable turf coverage to 40 percent of the landscape area of a homesite or using a complex water budget that lacks scientific basis. The second way bans turfgrass on so-called "steep slopes," which are defined as exceeding one foot of drop per four feet of landmass, which, given the role that turfgrass plays in controlling soil erosion on inclines, this undermines logical environmental practices. For more information, visit:

<http://www.congressweb.com/cweb4/index.cfm?orgcode=pln&issue=59>.

Contractor Equipment Theft on the Rise

by Gail Woolcott, Office Administrator



As many of you have heard, several NJLCA contractor members have experienced equipment theft early this season. This is a growing and expensive problem throughout our industry and anything that can be done to deter thieves and keep your equipment safe, should be. Some equipment is more vulnerable and some meth-

ods of securing it more expensive than others, therefore it is helpful to use multiple techniques to safeguard your equipment.

Put identifying marks on equipment

Create unique identifying marks that make it easy for you to recognize, but make it difficult for thieves to conceal. Some contractors paint their equipment a unique color rather than the usual yellow that 90 percent of contractors use. You can also protect your equipment with DataDots, identification technology that are traceable under a black light, (www.microdotprotection.com/home.html).

Install theft-prevention devices

Physical or mechanical deterrents, such as those sold by LoJack (www.lojack.com) or The Equipment Lock Company (www.equipmentlock.com), prevent thieves from actually operating or moving the machinery. You can also try securing machinery with a thick cable or chain to a foundation or other large vehicle.

Register equipment with the NER

This organization provides a database of stolen construction equipment that is searchable by law enforcement. The organization ensures that the serial numbers are correct and sets up the database so that it is as easy as possible to search for lost equipment, and the cost to register is minimal. For example, six to 10 pieces of equipment can be registered for \$100 a year. Registering your equipment also allows you to waive up to \$10,000 of your insurance deductible if any equipment is stolen. For more information, visit www.stopequipmenttheft.com.

Install GPS tracking devices on equipment

Don't just install a GPS tracking device, but advertise it prominently on your equipment. This will not only make equipment recovery much simpler in the event of a theft, but it will deter most thefts from happening in the first place.

Use machinery to block theft

Cluster equipment together, putting more expensive equipment in the center, and surrounding it with other equipment. "A thief is looking for an easy heist, so the more obstacles you can create, the better chance you have of keeping your equipment," says Bryan Witchey, Vice President of Sales and Marketing for The Equipment Lock Company.

Use lighting and fencing

Most thefts happen at night. Keep your equipment stored in a secure area with enough lighting and even fencing. If possible, block the main entrance to the job site each evening with a piece of equipment or a barricade. Avoid storing equipment in an area surrounded by open space. Do not give thieves space to "work" or park their own vehicles to conceal their activities or aid in a quick getaway. Remove hitches from trailers. Develop a neighborhood watch with nearby businesses.

Install security cameras or hire on-site security

This is particularly critical for large jobs that require machinery to be left on-site for an extended period of time.

Get employee input

Employees know the equipment and often have good ideas on how to protect it. Make equipment theft a weekly topic at your company's safety meetings. Also, restrict access to keys and combination locks at sites and the main office to as few people as possible, suggests Tyler Onorato, Operations Coordinator for Kirkland, Wash.-based SRC Private Security LLC (www.srcprivatesecurity.net). "Disgruntled former employees are often the perpetrator, and their access is made easy because they have extra keys or combinations," he says.

Make sure you are properly insured

Review your insurance coverage with your agent yearly. Be sure that everything you want insured is listed, that all serial numbers are listed, and that you understand the coverage.

Information obtained from Landscape and Hardscape Construction Magazine. "Minimize Your Losses from Theft" by Marcia Passos Duffy.

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Call Before You Dig...It's the Law!

by Gail Woolcott, Office Administrator

Even though over 12 years has passed since the State of New Jersey adopted the Underground Facility Protection Act (N.J.S.A. 48:2-73 through N.J.S.A. 48:2-91), or the One-Call system, to help ensure the service, safety and system reliability of underground infrastructures that provide vital services to all of us each day, excavations still occur without the proper precautionary steps being taken. This law requires that anyone digging must call 1-800-272-1000.

Careless digging can cause damage to underground utilities and can cause major disruptions in telecommunications, water supply, electric power and other necessary public services. Third party damage has on occasion resulted in fatalities, serious injuries, traffic nightmares, financial losses and environmental impacts. The intent of New Jersey's One Call Law is to decrease the likelihood that underground utilities might be damaged by careless excavation, to monitor current excavation practices, and to promote a pervasive awareness of the law.

Taking the proper steps to avoid damage can prevent expensive repairs, project delays and costly fines. **At least three business days, prior to outdoor construction or digging, contractors and property owners – whoever is excavating – must call New Jersey One Call at 811 or 1-800-272-1000 and take the following steps:**

Wait for the site to be marked with paint, flags or stakes. Yellow indicates the presence of underground natural gas lines.

- Respect the marks and dig with care.
- Hand dig within two feet of buried piping and facilities.
- Be mindful that inclement weather may wash away the painted markings.

Know what's below and call before you dig - 811 or 1-800-272-1000. It's FREE and it's the LAW. For additional information about New Jersey One Call, visit their Web site at NJ1-Call.org. You can now enter your project tickets online and do them all at once at the website. You will first register your company, then any time you have a dig to do, simply login, enter the town you are performing the work in, and set up a One Call locate.



Get Involved in Your Association!

Opportunities for you to get involved in the NJLCA offer you the chance to give back to your industry and association.

NJLCA committees meet several times throughout the year in order to plan, direct, and offer guidance to the association in running these events and offering these services.

If you are interested in becoming involved, please fill out the form to the right and fax it to (201) 703-3776. If you have any questions, please feel free to contact us at the NJLCA office at (201) 703-3600. We look forward to your participation!

New Jersey Landscape Contractors Association



Committee Sign-Up Form

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Company: _____

Address: _____

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Phone: _____ Fax: _____

Email: _____

I am interested in participating in the following NJLCA Committees:

- | | | |
|---|---|--------------------------------------|
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| <input type="checkbox"/> Legislative | <input type="checkbox"/> Newsletter/Magazine | <input type="checkbox"/> Scholarship |
| <input type="checkbox"/> Golf | <input type="checkbox"/> Membership | <input type="checkbox"/> Bylaws |
| <input type="checkbox"/> Budget/Investments | <input type="checkbox"/> Insurance | <input type="checkbox"/> Nominating |
| <input type="checkbox"/> Certified Landscape Technician | <input type="checkbox"/> Landscape Achievement Awards | <input type="checkbox"/> Trade Show |

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