

IRRIGATION ASSOCIATION OF NEW YORK
2009 WINTER EDUCATION SERIES
 Holbrook Country Club & Long Island Sheraton Hotel

CLASS OFFERINGS		
DATE, TIME & LOCATION	COURSE NUMBER & NAME	COST
THURSDAY, FEB. 5 8:00 a.m. to 4:00 p.m. Holbrook Country Club Holbrook	1. Smart Marketing for a Tough Economy Convince customers to buy in tough times. Most effective ways to use your advertising. Make your company stand out from the rest Instructor: Jeff Carowitz, CIC, Strategic Force	Each Class: \$100 first person; \$150 for two from same company. Additional at \$75 each. Lunch will be provided for registrants of both morning and afternoon classes on the same day.
WEDNESDAY, FEB. 11 8:00 a.m. to 12 noon Long Island Sheraton Hauppauge	2. What's New in Landscape Lighting? Hands-on approach by walking through three stations: 12 volt vs. 24 volt vs. LED. Layout, job costing, savings and benefits of proper voltage. Instructor: Wade Slover, Atlantic Irrigation	
WEDNESDAY, FEB. 11 1:00 p.m. to 5:00 p.m. Long Island Sheraton Hauppauge	3. Water Features - Alternative Incomes Sell water features, billing from one-half hour to multi-day installations to your existing customer base, using tools you already own. Pre-packaged kits you can install while doing turn-on's or mid-season checks. Instructor: Demi Fortuna, Danner Manufacturing	
THURSDAY, FEB. 12 8:00 a.m. to 12 noon Long Island Sheraton Hauppauge	4. Bidding & Estimating Basic course on how to properly price jobs, learn how to justify your price and be able to cover labor, materials, overhead and company profit. Instructor: Art Elmers, CID, CIC, CLIA Netafim USA	
THURSDAY, FEB. 12 1:00 p.m. to 5:00 p.m. Long Island Sheraton Hauppauge	5. Scheduling This class is designed to teach tech's the amount of zone time to set depending on soil and plant relationships precipitation rates, slope and other factors needed to properly set controllers. Instructor: Bill Wise, Rain Bird Corp. RAIN BIRD PAYS FIRST-YEAR, NEW-MEMBER IANY DUES FOR COURSE REGISTRANTS. LIMIT FIRST 10.	
THURSDAY, FEB. 12 1:00 p.m. to 5:00 p.m. Long Island Sheraton Hauppauge	6. Drip Irrigation Design Understanding the concept of drip irrigation: proper system design, correct components, where to use drip and where not to. Instructor: Art Elmers, CID, CIC, CLIA Netafim USA	

IANY's Winter Education Series classes are conveniently co-located with the AGC Irrigation, Atlantic Irrigation Specialties and East Coast Sprinkler Supply trade shows.

IRRIGATION ASSOCIATION OF NEW YORK

2009 WINTER EDUCATION SERIES

February 5 & 11-12, 2009

Holbrook Country Club, Holbrook

&

Long Island Sheraton Hotel, Hauppauge

Registration Form

Company _____

Address _____

Phone _____ **Fax** _____ **E-mail** _____

Names

Course Numbers

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Registration forms and payments must be received by January 28, 2009.

Amount Enclosed _____

Make checks payable to **Irrigation Association of New York.**

Mail to: Irrigation Association of New York
Post Office Box 237
Greenlawn, N.Y. 11740