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Greetings!

In a booming year, plan to capture full value for your services:

Tip 1: Find better customers. Referral customers are generally the most profitable. Follow-up fast on sales opportunities from referrals.

Tip 2: Stop cutting your price to win work or "be nice". You owe your clients a great job, not a great job at a giveaway price.

Tip 3: Stop using lousy subcontractors or suppliers. You risk your productivity and your reputation by cutting corners with second-rate business partners. Avoid potential issues and losses by choosing wisely.

Tip 4: Stop giving away extras. Demanding customers are good at covering you with special requests. Be sure you are recording these and charging for them.

Take leadership to get the results you need and you deserve. Let us know how we can help.

The Team at Simmons Irrigation Supply



Use PRS-Dial for Water Savings Up to 25%

Regulate outlet pressure at the valve with the PRS-Dial Pressure Regulator, regardless of incoming pressure fluctuations.

- Quick and Easy Installation-Typically less than 15 minutes to install
- Water Savings as High as 25%-One PRS-Dial can control pressure for the entire zone
- Minimizes Wind Drift-Larger water droplets resist wind drift and evaporation, so you always hit your target zone

[Download the sell sheet](#)



Hunter's ACC2 Brings Power, Flexibility, and Intelligence to Irrigation Management

Hunter's [new ACC2 controller](#) delivers advanced water management capabilities to meet the complex demands of large-scale commercial projects.

At its core, the ACC2 has a powerful transformer that allows it to safely run up to 14 valves simultaneously, bringing maximum efficiency to large watering schedules. The ACC2 can be configured for any commercial project, from 12 to 54 stations, with up to 6 flow meter inputs, and up to 6 pump/master valve outputs. Its large, full-color backlit display and unique reversible facepack make program setup and diagnostics fast and efficient.



The ACC2 has built-in intelligence, with the ability to maintain preset flows on up to 6 flow zones simultaneously. It continually monitors the system for breaks, leaks, and electrical faults, interrupting irrigation and pinpointing the source should problems arise.

The ACC2 offers extreme flexibility with 32 independent programs, 10 start times, and a variety of overlapping, stacking, and flow management configurations. Innovative Conditional Response features allow sensor inputs and other conditions to automatically take pre-programmed actions, such as starting stations and programs, or switching water sources, for specialty solutions.

LASCO Tip: Analyzing Plastic Pipe Failures

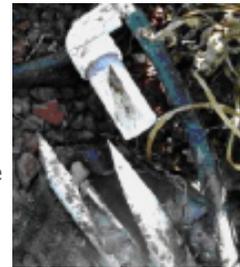
The primary purpose of finding the source of failure is to prevent continuing or future problems.

As an analyst, it is important to enter any examination with an open mind, not biased with a preconceived conclusion.

As commonly repeated on the popular TV crime investigation shows, "see where the evidence leads"!

Discover how professionals analyze failures and learn how to prevent problems.

[Click here for the full article from LASCO Fittings.](#)



How Non-UL486D Listed Connectors Put You and Your Business at Risk

It's just a twist-on wire connector, how different could one really be from the other? The answer is miles apart. Especially when working in potentially wet, damp or direct bury locations, using a connector that is UL 486D Listed is fundamental to the integrity of the connection and the functionality of an overall irrigation or lighting system.

Choosing a non-UL connector can really put a contracting company at risk. Here's how:



1. **Liability:** Using a connector not approved by a reputable source (UL) means the risk of injury or property damage increases exponentially. If an injury or property damage occurs due to a faulty connection, the company who installed that system can be held liable.
2. **Compliance:** A non-UL Listed connector puts the entire system at risk of non-compliance with national and local codes.
3. **Reputation:** In this world of online reviews and smarter consumers, sacrificing quality is not an option. One non-UL connector failure could destroy an entire irrigation or lighting system...and take your reputation down with it.

King Innovation's [DryConn® Black Series Wire Connectors](#) have the coveted UL 486D Listing. They have endured rigorous testing to confirm they are completely waterproof, direct bury, corrosion proof, UV resistant and compliant with all UL 1838 landscape lighting systems. [Take a look at the video to learn more about DryConn Black Series Connectors!](#)

Handy App Helps You Estimate Solvent Cure Times

Download the Weld-On Toolbox app on your mobile device (iPhone / Android) to estimate PVC solvent set and cure times anywhere at your convenience. Calculators and chart values are for general reference only. Field conditions and pipe and fitting dimensions can vary these times significantly.



In damp or humid weather, always remember to allow 50% more set and cure time.

[Get all the tips here.](#) Reference our Set and Cure Time Table at weldon.com/setcure_timetable or for our new mobile app, visit weldon.com/technicalsupport

Must Have Problem Solver for Broken Irrigation Wires

Need to work around bad or broken field wires without digging up an entire landscape? Now you can control 2 valves with only one good wire pair with [Add-A-Zone](#).

Exclusive features:

- Both valves connected to Add-A-Zone are independently timed and controlled.
- The two valves can be set to separate watering schedules and programs in the controller.
- No disruption of the landscape to repair problems.

Solve these problems:

- Divide existing zones stations with a new valve to correct pressure problems. Permits the addition of an additional valve to systems that have an open station on the controller.
- Work around broken field wires and maintain full system functionality.



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