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**Greetings!**

**Want to get more out of your team members?**

Become a better coach.

Good coaching motivates. It helps employees get better at what they do. It bonds team members to the company and makes them feel valued.



Here are some tips for successful coaching:

- **Instead of calling something "wrong", give a redirect with rationale.** For example say "let me show you a better way to do this that will save you time and effort".
- **Be a better listener.** Coaching involves understanding the employee. Turn off your phone, focus on the situation and engage respectfully. Bring an open and helpful mind.
- **Provide resources.** Some see coaching as just instructing. It's also connecting employees to learning tools, helping them connect with others who have deeper knowledge and teaming them up with other mentors.

Growing your team members' capabilities makes them more valuable to your organization. Start coaching today.



**Click to view July Specials**

## How to Sell Irrigation Upgrades this Month

Water use peaks during hotter weather. Now is the perfect time to start marketing irrigation upgrades to your customers.

The Irrigation Association's Smart Irrigation Month campaign is an industry-wide initiative to help consumers understand the importance of water efficient upgrades.

*Customers will buy when the benefits of water-saving upgrades are clearly explained to them.*

You must invest in promotion and education to create awareness.

- Send postcards or emails to current customers promoting upgrades like rain sensors, upgraded nozzles and smart controllers.
- Include promotional stuffers with your monthly statements.
- Leave smart watering door hangers with customers as part of their regular yard care and fertilization routes. These door hangers provide recommended hot-weather watering schedules and related water-saving products.



**Download FREE Resources**

Find statistics, tips and related content for your marketing materials on the [Smart Irrigation Month website](#).

## Gluing PVC Pipe in Hot Weather? Follow These Tips

There are many occasions when solvent welding plastic pipe during hot weather cannot be avoided. However, by using Weld-On solvent cements and by following the standard instructions with a little extra care as outlined below, successful leak-proof joints can be made in even the most extreme hot weather conditions.

### 7 tips to follow when solvent welding in hot weather:

1. Store solvent cements and primers in a cool or shaded area prior to use.
2. If possible, store pipe and fittings, or at least the ends to be solvent welded, in a shady area before solvent welding.
3. Cool surfaces to be joined by wiping with a damp rag. Be sure that the surface is dry prior to applying the solvent cement.
4. Try solvent welding the joints during the cooler morning hours.
5. Make sure that both surfaces to be joined are still wet with the solvent cement when putting them together. With larger size pipe, more people on the crew may be necessary.
6. Using a primer and heavier, high viscosity solvent cement will provide a little more working time. Vigorously shake or stir the solvent cement before use.
7. There can be a greater expansion-contraction factor affecting the pipe in hot weather. We suggest you follow the advice of the pipe manufacturer regarding this condition. Anchored and final connections should be made during the cooler hours of the day.



## Regency Video Tips: Solving Electrical and Solenoid Problems at the Valve

How can you tell if a valve solenoid is defective? How can you be certain that the valve is the cause of a zone that won't activate?

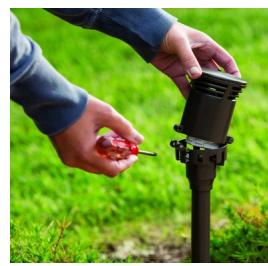
Regency Wire answers these questions and more in their NEW [free training video for irrigation professionals](#). Check it out and be sure to share it with your team!



## Zika Creates Growing Market for Mosquito Repellent Systems - We Stock NuTone Haven

## Use as a stand-alone system or connect with existing landscape lighting.

Introducing [Haven](#), mosquito control for outdoor spaces. When the system is turned on, low voltage electricity heats a repellent cartridge that delivers an odorless, silent and invisible vapor to repel mosquitoes. One fixture repels biting mosquitoes within a 110-square-foot area, and four fixtures provide enough coverage for the average size deck or patio. Each repellent cartridge provides 90 days of mosquito protection when used an average 2.4 hours a day.



- Operates with or without low voltage landscape lighting
- No candles, torches, sprays or smelly fuels required
- Effective, convenient, season-long mosquito protection
- Timer/Controller enables automatic operation



## Make Lighting Installation Easier with the L-Tool

The [L-tool](#)® from King Innovation® is a new stainless steel multi-tool designed specifically with lighting contractors in mind. Lighting installers and professionals have a number of tools required on a daily basis, and carrying all these items to each site location is cumbersome and time consuming.

Cousin to the I-tool®, the L-tool focuses on the lighting industry. **The L-Tool is every landscape lighting professional's best friend, used for lighting system installations, troubleshooting or repair.**

The following eighteen (18) easily accessible, auto-locking, tools are included in the L-tool: Wire Stripper, Wire Cutter, Wire Puller, Pliers, Cross Bit Screwdriver, Small Flat Head Screwdriver, Large Flat Head Screwdriver, 5/32 Hex Key, 5/64 Hex Key, 3mm Hex Key, Scribe, Brush & Tube Brush, Level, Ruler, Saw, Lift Tool, Knife, Tape Roll Holder (on pouch). Constructed of sturdy stainless steel, each tool locks into place after each use. We crafted a lightweight, yet strong, compact tool to last. In addition, a durable nylon carrying case is included with every tool. The way the L-tool is organized provides for maximum leverage and easily releases after each use.



Compatibility with all major lighting brands makes the L-tool the only tool a contractor will need for every job. Carefully engineered, the [L-tool](#) exudes exquisite craftsmanship and can be easily navigated, making the lighting professional's job easier and more efficient. Don't fumble with multiple tools on your truck ever again! **Ask to see it at our counter.**

## Change Nozzles with a Twist of the Wrist! K-Rain's New Rotor with Selectable Nozzles

This unique product offers a [choice of four selectable nozzles---built right into the turret](#). With a twist of the key it is easy to select the correct nozzle flow to match the 4 most often used arc settings.

**Increase Productivity** - From new installations to service calls, the RPS Select is proven to save time. There is no need to waste time changing nozzles in the truck before stepping foot on the project; the four pre-installed nozzles together with matching arc settings deliver the perfect combination of flow and pattern with a simple and quick adjustment directly on the head.

**Convenience** - The RPS Select offers installation and servicing convenience. Many contractors now use Google Earth to establish hot and cool areas of their projects to determine correct water disbursement throughout the entire irrigated area. With the RPS Select they have one rotor which can distribute the correct amount of water for an entire landscape- even one with diverse watering needs!

**Matched Precipitation** - The RPS Select rotary sprinkler is the first and only gear driven sprinkler that delivers matched precipitation quickly and easily. Many rotors are sold with a single factory-installed nozzle and nozzle tree. Independent research reveals that most contractors do not change the factory-installed nozzle to match the area of coverage because it is time consuming. When the same nozzle is used across all arc settings the result is dramatically over- or under-watered areas. Now with the K-Rain RPS Select matched precipitation can be attained with a simple turn of a key!



## Kichler's New Centennial Brass Line

Making its debut this spring, Kichler's new Centennial Brass line presents a natural vintage look and feel.

Create your ideal lighting layout with Accent, Path, Deck, Wall-Wash and In-Ground fixtures

- Durable brass construction
- Optimized to work with Kichler LED retrofit lamps

[Learn more here.](#)



## New WiFi Based Controllers from Signature

The new 8240 / 8340 series Wi-Fi-based controllers from [Signature](#) use the on-line Signature's Share™ platform that brings real-time data to each controller that automatically adjusts watering based on plant needs.

This occurs through the industry's most advanced algorithm that analyzes hundreds of external variables, and then adjusts watering to 1/1000th of an inch. This precision-based approach results in savings of upwards 40 percent of water use in residential yards, while allowing plants to thrive.

### Accessible Pricing, No Fees or Dues

The 8240 is affordable for the typical home system. The absence of subscription or software fees for the 8240 is reshaping residential irrigation market. For years, brands that tout Internet-based control have also charged significant service fees or dues subscriptions.

Signature's new residential controllers will not have any fees attached to its connectivity and online portal.

Additional key features of the 8240 include:

- Remote access control allows contractors to manage irrigation from anywhere
- Professional-grade controllers built for residential use
- Pre-Internet Programming allows for programming ahead of installation, saving time and increasing productivity
- Built-in Wi Fi modules easily connect to web via home network
- Eligible for Environmental Protection Agency water use efficiency rebates
- Station counts from 4 to 12 that can accommodate even large home landscape areas
- No additional subscription fees for software

The 8240 is an indoor controller for mounting in the garage or home. The 8340 is built for outdoor installation and mounting. Both models are available for sale. For more information visit [here](#).





# July Specials

**RAIN BIRD**

Get 1 roll of  
XQF Header Tubing  
**FREE**

With the purchase  
of 4 rolls of  
XFD0912500 tubing



OFFER EXPIRES JULY 31, 2016

**K**  
RAIN

IRRIGATION SOLUTIONS  
WORLDWIDE

Get an extra  
**10% off**  
rotary nozzles  
(bag qty. only)

Plus...Buy 20,  
Get 2 FREE!



OFFER EXPIRES JULY 31, 2016

**Signature**  
CONTROL SYSTEMS, INC.

Introducing  
the "NEW"  
Wi-Fi Controller  
**\$164**

8240-12-B10-USA  
(12-zone)



OFFER EXPIRES JULY 31, 2016

**Irritrol**

Get an extra **15% off**  
all in stock Irritrol Controllers



OFFER EXPIRES JULY 31, 2016

**Weathermatic**

PL800 Expandable  
4-zone Controller **\$52**

(with Valve Locator Technology)



OFFER EXPIRES JULY 31, 2016

**NEW!**

Broan  
NuTone

haven.  
Backyard Lighting &  
Mosquito Repellent System  
**\$495**

**4 Fix Mosquito Kit: haven1**

(4) Fixtures with repellent  
(1) Timer

(1) 60-watt Xfmer (Kichler)  
(1) 16-2 x 100 Wire

(1) Pkg Connectors  
(Kit covers 600 sf.)



OFFER EXPIRES JULY 31, 2016