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Greetings!

Customer demand is not letting up. June is going to be a busy month.

**Keep Your Team
MOTIVATED**



How do you keep your team motivated this month?

Here are some tips for keeping your team members efficient during this busy time.

- **Be a super communicator.** Keep your team up to date, especially as job schedules change. Also communicate work schedules to customers.
- **Acknowledge success.** Let everyone know that you're proud of what they're accomplishing. Thank team members for overtime. Share photos and positive customer comment cards in your work areas.
- **Set interim goals and give rewards.** Buy lunch for the team or hand out gift cards for hitting weekly targets.
- **Keep a positive leader.** Leaders and managers set the tone for the whole crew.

Find ways to show appreciation and support for the hard work your team is putting in to help you reach your goals.

North Florida Irrigation Equipment



Click for June Specials

5 Rules for Recruiting & Retaining Landscape Employees

- 1) **Make a list of reasons why a candidate should choose your company.** Making a list will make these easier to remember when you're chatting with a good prospect. Remember everyone says "they have great benefits" or "this is a great place to work". Be specific.
- 2) **Define what you're really looking for.** Motivation, drive, good manners, and work ethic are more important than knowing how to assemble sprinklers or plant a tree.
- 3) **Recruit continuously.** Always advertise for new team members even when you're fully staffed. Employees are increasingly mobile, so you need to be looking all of the time.
- 4) **Do quarterly performance reviews.** Have a conversation about how the person is doing; what would make his/her job go easier; what suggestions he/she has for improvement.



5) **Stay competitive.** Don't lose your best person to a better offer from a competitor. Give raises to stay competitive (and do them proactively rather than waiting to be asked). Institute "golden handcuffs" performance incentives to encourage employees to stay and prosper.

Smart Irrigation Month Tip: Convert Water-Waster Sprays to Drip Irrigation

Help your customers avoid water waste by retrofitting thirsty spray zones to water-smart drip irrigation.

A drip system delivers water directly to the root zone. Sprinkler systems waste some water through run-off and spraying of hardscape areas. Drip irrigation offers slow emission droplets that can be placed exactly where water is needed, precisely, saving water.

With drip, there is no evaporation loss, and the amount of water each plant receives can be tailored to suit its needs. Since water is not sprayed everywhere, weed growth is minimized. Drip irrigation delivers water to the base of each plant, avoiding interference from branches.

Two Rain Bird products make for easy conversion:

XF Series Dripline:

The most flexible, pressure-compensating inline emitter tubing available to irrigate ground cover, dense plantings, hedge rows and more.

- Extra flexible tubing for fast, easy installation
- Patented emitter design for increased reliability
- Longer lateral runs than competition

Spray to Drip Retrofit Kit: Rain Bird's Spray-to-Drip Retrofit Kit allows use of existing 1800 Series Spray Bodies as drip irrigation connection point. [Download free conversion guide.](#)



Convert Sprays to Drip



Florida Irrigation Society Chapter Meeting June 14th

Come join us for the Northeast Florida Chapter - Florida Irrigation Society Meeting.

The event will be hosted at North Florida Irrigation's Powers Avenue location on Tuesday, June 14th from 6:00 PM - 8:00 PM.

Please come by to learn about what's happening in YOUR industry.



Enjoy a Water-Conscious Landscape Year-Round

You can't get any Greener than EasyTurf.

Why choose synthetic? Quality synthetic grass has become a proven landscaping alternative to natural lawns. It eliminates watering, mowing, fertilizing, and chemicals. Synthetic grass, done correctly, can provide you with a beautiful artificial lawn without the hassle and expense of trying to maintain a problem-plagued natural lawn.



With an [UltimateGrass synthetic lawn](#), you'll enjoy a lush green lawn year round while cutting maintenance costs and water bills. UltimateGrass is one of the most effective water conservation products available today. It is 100% recyclable, reduced carbon emissions, utilizes waste, and preserves precious water resources.

- Reduces water usage by up to 70%

- No carbon emissions from lawn mowers
- No pesticides, herbicides, or fertilizers that pollute natural water supplies
- Decreases car tires in landfills by recycling them as infill
- No urban run-off into sewer systems or waterways

Kichler's Light Pro Rewards - *Start Earning Now!*

Kichler's rewards program provides contractors with the opportunity to earn points for each purchase of Kichler Landscape Lighting.

LightPro Rewards
Our best rewards program ever.

Accumulated points can be redeemed for exciting trips, valuable marketing materials, business tools, limited sample products, or Kichler Certified Training.



By registering now with Kichler, you have the opportunity to start earning points for next year's winter trip to a sun-drenched destination.

To enroll in The Kichler Light Pro Rewards Program visit www.landscapelighting.com

Cloud-Based Central Control from Rain Bird

Rain Bird's popular IQ Cloud Control now offers smart phone and tablet compatibility

The [Rain Bird IQ Cloud-Based Control System](#) provides cost effective, multiple-site centralized irrigation control. Control it from anywhere on any web-enabled device.

Professionals who manage systems for homeowners' associations, school districts or municipal properties can now manage those same systems on the go from their smartphones and tablets using IQ-Cloud v. 3.0. There are no recurring annual fees to use IQ-Cloud. IQ-Cloud access can be shared with authorized personnel who perform maintenance and to alert them to problems in the field.



IQ will automatically adjust schedules based on weather data and apply water only when the landscape needs it. Further, by implementing IQ's Flow Watch™ feature, users have added security that the system will monitor flow conditions and react appropriately to leaks and pipe breaks.

IQ communication capabilities virtually eliminate the need to travel to remote sites to make programming changes or adjustments. Manual operation and programming functions that were performed only at the site irrigation controller can now be done from the IQ central computer.

The IQ Central Control System can be utilized for a variety of applications, ranging from residential to commercial. Modular components allow the system to grow with your needs, eliminating the installation of multiple enclosures and extra external wiring connections.

It's Time to Think Water Smart

More than ever people are realizing how precious water is. At Toro, we could not agree more, and have dedicated our resources to developing innovative irrigation solutions that are able to sustain our customer's landscapes using less water. We call these products WaterSmart®.

The Right Amount of Water (Control)

[Precision Soil Sensor](#) - The Toro Precision™ Soil Sensor reduces water waste by continuously measuring moisture levels in the soil, allowing you to wirelessly control water use and maximize irrigation efficiency.

[EVOLUTION® Series Controller](#) - The Evolution® control panel is the preeminent irrigation solution for residential and light commercial applications. Turf stays lush and green with the touch of a button, and water flows only when it is needed using the Smart Connect® sensors.

To the Right Locations (Delivery)

[Precision Series Spray Nozzles \(PSN\)](#)- These nozzles look, install and radius-adjust like the most popular brand of spray nozzles - but the similarities end there. Featuring patented H²O Chip Technology and no moving parts, Toro Precision Series Spray Nozzles feature 35% lower flow rates, more consistent size/speed in water droplets, improved uniformity, better edge definition, a 1" per hour matched precipitation rate across all models.

[Precision Series Rotating Nozzles \(PRN\)](#) - deliver wind-resistant, multi-stream, multi-trajectory patterns for more efficient coverage. Both the full circle and adjustable arc models deliver a radius range of 14 to 26 feet with exceptional uniformity and outstanding close-in watering, preventing the need to extend irrigation cycles to compensate for brown spots.



Oil Price Dropped, But PVC to Increase on June 15th

An update from the industry's leading supplier, Silverline Plastics

With oil prices moving lower globally, a number of our customers have asked "why are PVC pipe prices not moving lower, as well"? Please consider these important factors:

- North America PVC resin is a derivative of natural gas, not oil. However, world oil prices may indirectly impact the price of North American resin, primarily by influencing export prices.
- PVC resin prices moved significantly higher through 2015, but pipe prices were relatively stable during this period.

Learn more in Silver-Line's [new video that discusses PVC pipe pricing](#)

We will have an increase of approximately 15% on all PVC pipe on June 15th. Plan ahead.



June Specials

KICHLER
LIGHTING 



Buy 10 Generation I or Generation II Radiax, Get 2 fixtures FREE!
(of equal or lesser value)

PLUS... Triple reward Light Pro Points for all Kichler Products on same invoice.

OFFER EXPIRES JUNE 30, 2016

"NEW" Haven Mosquito Control System \$495

Broan NuTone

Haven1 4 Fix Mosquito Kit



(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 JUNE 30, 2016

RAIN BIRD



Buy a case of 4", 6"
or 12" Spray Heads
Get a bag of HE-Van
nozzles **FREE!**

Buy 3 rolls of
XFD tubing
Get 1 roll **FREE!**

Buy 2 XCZ100PRF
Zone Valves
Get 1 **FREE!**

OFFER EXPIRES JUNE 30, 2016

K
RAIN
IRRIGATION SOLUTIONS
WORLDWIDE™

Buy a case (50) 78006 NSI 6" Sprays
Get (2) 1" 7001 NFC Slip Valves **FREE!**



OFFER EXPIRES JUNE 30, 2016

TORO



\$10
INSTANT REBATE
Case (50) 570 4"

\$20
INSTANT REBATE
Case (50) 570 6"

\$25
INSTANT REBATE
RainDial Controller

\$2
INSTANT REBATE
205 Valve

Evolution Controller — BUY ONE GET ONE FREE!

OFFER EXPIRES JUNE 30, 2016