

7 Tips for Smarter, More Profitable Irrigation Installations



1. Go Wi-Fi

Offer “Smart Home Technology” with Wi-Fi Irrigation Controls

Today’s homes are getting smarter. New devices team up with mobile phones to allow customized settings and maximum energy savings.

Now you can offer your customers a true connected controller. Central offers the most advanced and user-friendly products. Run from a mobile or web app, these controllers turn local forecasts into customized schedules that save water and money. It allows homeowners to check in on sprinklers at home, work or away and make adjustments at anytime. It even alerts when it adjusts schedules for rain, freezing temperatures or seasonal changes.



RAIN BIRD

SMART CHOICES:

Hunter HC Series WiFi
Rain Bird LNK



Sales Tip:

For new homes, always offer a smart controller as an option. With all of the other connected devices, it will be an easy sale.

2. Get Sensitive

Upgrade new and existing systems with rain, freeze and soil sensors

Rain sensors are becoming the law in many states for good reason. They prevent watering during rainy weather, saving water and money. Yet manufacturers estimate less than 30% of existing irrigation systems have these devices. This is a great sales opportunity for the forward-thinking contractor.

Wireless rain sensors make it easy to add the benefits to existing systems. Just hang the sensor unit on a gutter or fence, and connect the receiver at the controller. Newer units have signal strength indicators to help you verify proper operation. Central carries wireless rain sensors from all major brands.

Sales tip:

Carry wireless rain and soil sensors on every service truck for easy add-on sales. Offer your service technicians a small bonus on every sensor sold. You'll find it encourages them to always remember to offer the option.

RAIN BIRD



SMART CHOICES:

Rain Bird WR2 Wireless Rain/Freeze Sensor
Hunter WRC Wireless Rain CliK
Toro PSS Precision Soil Sensor

“Our focus is to **guide & educate** our contractors in better options for water conservation”

-Bernardo Luciano | President, Central Turf & Irrigation Supply

3. Use the Right Pressure

Over-pressurized systems waste up to 30% of water

Too much pressure is the #1 reason why individual sprinklers waste water. Many municipal water systems have static pressures of 75PSI or more, while spray nozzles are designed to operate best at 30PSI and rotors at 50PSI.

If you work on irrigation systems with high water pressure, you've seen the fine, misty fog and heard the hissing noise that happens when nozzles are over-pressurized. The landscape gets wet, but that cloud of mist wastes water and money every time the sprinklers run.

Now both spray and rotary sprinklers can be ordered with built-in pressure regulation that reduces system pressure to exactly what the nozzle needs.

Sales Tip:

Demonstrate your commitment to quality installations by offering pressure-regulating sprinkler heads.

Hunter®



Avoid this type of misting and over spray.

SMART CHOICES:

- Hunter PGP-Ultra with PRB body
- Rain Bird 5000-PRS Rotors
- Rain Bird 1800-PRS Spray
- Hunter Pro-Spray PRS-30

4. Toe the Dripline

Save water by changing to water-smart drip irrigation in planting areas

Sprinkler systems waste water through run-off and spraying of hardscape areas. They also promote weed growth by wetting areas outside of the plant root zone. Drip irrigation offers slow emission droplets that can be placed exactly at the root zone, saving water.

In the past, drip was time-consuming to install because each emitter had to be individually punched. Now using dripline with pre-installed emitters, the contractor can achieve substantial water savings quickly. Installation is as simple as unrolling the dripline and cutting it to length. New pre-assembled drip zone kits incorporate the required filter and pressure regulator needed to keep the system performing.

SMART CHOICES:

- Rain Bird XFD Dripline
- Rain Bird 1800-RETRO

RAIN BIRD



Sales Tip:

Proper irrigation reduces transplant shock and plant loss in new installations. Installing dripline allows plants to become established without overspray and water waste.

5. Let Risers Fall

Riser pipes look ugly and are prone to breakage

Both Rain Bird and Toro introduced 12" high pop-up sprinkler heads in the early 1980s with the goal of eliminating ugly riser pipes from landscapes. Now 12" pop-ups are part of every standard spray head offering. Many rotors are offered in 12" pop-ups too.

There are still plenty of risers out there that can be converted to "invisible sprinklers". They offer better appearance and less chance of breakage from maintenance equipment and personnel.

TORO



Sales tip:

High-pop-up sprinklers are an easy to sell upgrade during service visits. Make sure your technicians know to recommend them.

SMART CHOICES:

- Rain Bird 1812
- Hunter PROS-12
- Toro 570Z-SI-12P

6. Be Highly Efficient

Rotary nozzles allow more heads per zone in new installations, \water savings in retrofits

Retrofitting your customers' existing spray heads with rotary nozzles can save up to 6,600 gallons per nozzle over a five-year period. For new installations, the lower GPM of rotary nozzles allows you to water more area on a single zone.

Additional water-saving advantages include better wind resistance and less misting. Because water is applied more slowly, there is less chance for run-off in tight soils.

Sales tip:

Offer your customers the option of rotary nozzle conversions. They'll appreciate a greener, healthier lawn with water savings. You'll appreciate the added easy boost to your bottom line.

Hunter®



SMART CHOICES:

Hunter MP Rotator
Toro Precision Series
Spray Nozzles
Rain Bird HE-VAN

7. Monitor Remotely

Get paid for keeping watch on your customers' commercial systems

A number of newer products are making it possible for contractors to offer remote monitoring and management.

The key with these new systems is reliable communications at lower costs. They rely on the internet instead of dedicated phone lines or cell phones. Plus they offer the ability to read sensors, gather weather information and send alert messages.

This means it's now possible for you to remotely manage systems of all sizes at a reasonable cost.

Ask your Central representative about the best ways to implement central control and monitoring for your applications.

Hunter®



Sales Tip:

Make a list of customers who would benefit from centralized control and monitoring. This could be a great new business opportunity for you.

SMART CHOICES:

Hunter IMMS
Rain Bird IQ3 Central
Tucor LTD 2-Wire
Controller

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