

Headlines

Hunter® Irrigation News & Insights

I-20 Stands the Test of High Traffic Public Areas

90% of an irrigation system is safely buried underground or locked away safe from harm. However, the one component that raises its head above ground is the rotor. In high use public areas, heavy pedestrian traffic and vandals can be a major concern, but the Hunter I-20 provides a simple solution...that costs no more than a 2% increase over a "typical" rotor system.

I-20 is filled with great vandal-resistant features (over and above the standard Hunter gear drive reliability). An **extra strong retraction spring** keeps the head safe from prying eyes. The **heavy duty body cap** stands up to traffic and an **extra thick rubber cover** stays put to ensure safety. Wet spots at low-lying heads are prevented, thanks to the standard **drain check valve**. There is also a **stainless steel** option for added durability.

Choose from three pop-up heights of 10 cm, 15 cm and 30 cm for different plantings; each retract safely below ground level.

If you have a project that will be seen—and handled and stepped on—by the public, ensure its success with I-20. ■



College campuses like the University of California, San Diego require tough, durable I-20 sprinklers to stand up to a vast amount of foot traffic.



Above: Public parks like London's St. James Park are high traffic areas that use the vandal resistant I-20.

• THE I-20 EDGE •



How to Generate New Customers



The extra thick rubber cover means safety for high traffic public areas. And the heavy-duty cap and strong retraction spring keep it safe.

Stainless steel option provides unparalleled protection from everyday wear and tear.



There are obvious ways to generate more business leads, such as advertising on radio, television, newspapers and billboards. But, for many moderate-sized irrigation firms, these methods can prove to be expensive and, in some cases, ineffective.

So, what are most irrigation companies to do? Here are some guidelines that make good economic sense:

Focus on the local area

It's often effective to distribute business proposal flyers, leave door-hangers and mail drops around the area of your business or current projects. The personal touch of being a local business is very valuable and influential to most prospective customers.

Site Signs

Invest some of your advertising budget into some attractive, easy-to-read job site signs.

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How to Generate New Customers

(Continued from page 1)



Good Ol' Phonebook

Yellow Pages are still the single most-consulted consumer resource for finding business. Make sure you differentiate your business from others and explain what makes your service unique.

Show Your Skills

Model homes at new residential developments or local homes give great exposure directly to potential customers in the market for your business. Nothing is more effective than a demonstration of your talents.



Mobile Advertising

Use your truck or work van as a moving billboard.

Marketing Materials

When you make a proposal you can add a professional touch by using many of the great sales support materials, product brochures, samples, and CD presentations that are available.



Encourage Your Customers

The primary way that companies get leads for business is through referrals, and you can encourage your clients to provide these by some type of incentive (either a product upgrade, remote control, or a discount on a maintenance contract with your business). Remember: good customers provide great leads. ■

Set yourself apart from the competition by educating your clients on their options with literature and samples.



What's New At Hunter?

Find out more by requesting a Hunter Products Catalog or go on-line at www.hunterindustries.com.



This past year has been a very busy one at Hunter Industries. In addition to continually updating and improving our existing products to make them the best they can be, we're also continually expanding our product line. Here's a quick list of products that Hunter has introduced in the last 6 months:



3" ICV valve

The heavy duty valve for flow rates up to 70m³/hr



PGJ mid-range rotor

The more efficient replacement for water-hungry spray head systems



Flow-Clik™ flow sensor

(Standalone and IMMS™ versions) Easy-to-use high flow detection for all Hunter controllers



Multi-stream Bubbler Nozzles

Makes tree or shrub area irrigation easy and vandal resistant



IMMS-Radio and IMMS-GSM phone modem communications

Now available for central control of SRC, Pro-C and ICC controllers



ICC Satellite Controllers

Brings together ICC and IMMS interface field installations in one dependable, durable product



PGV Valve

Now upgraded with manual bleed screw



HFT-100 flex tubing

For convenient and flexible sprinkler connections

SBE spiral barb elbow – 1/2" and 3/4"



The Pro-C Controller

Worth More Because It Offers So Much More



Water budget on display—easily changed with up/down buttons

Large easy-reading LCD display

Rain sensor circuit with built-in bypass switch on faceplate

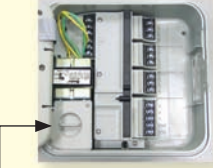
One-touch manual start and advance

Simple dial programming matches all other Hunter controllers

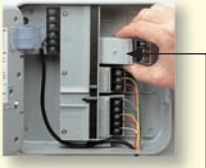
Conduit knockouts—conveniently located



Key lock compatible with standard CH751 key (outdoor model). Heavy-duty cabinet looks good on the wall



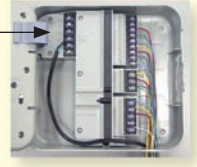
Internal junction box for easy primary power wiring—no extra conduit fitting needed (plug-in transformer on indoor model)



Expands from 3 to 15 stations in 3-station increments for maximum flexibility



R control compatible



Test post—24 volt power for checking valves



Program controller with 9 volt battery



Hot swappable modules—NEW—add or subtract modules without resetting controller (units manufactured after Sept. 2003).



Central Control system compatible by adding an IMMS interface.

Other Great Pro-C Features

- ✓ Non-Volatile Memory—never loses program, keeps real time for 4 weeks during outages, no need for a back-up battery
- ✓ Automatic short detection—no fuses or breakers to blow, self-diagnoses problem zone and displays
- ✓ Factory pre-set test program
- ✓ Hidden features like programmable delay between stations for well/tank recovery
- ✓ Terminal connections with wire-grip washer



IN THIS ISSUE



I-20 Rotors:
The Creative Solution
for Public Areas



What's New at Hunter



Feature-Filled Pro-C
Well Worth the Money

The Industry's Most Easy-to-Service Valves

Maintaining an irrigation system becomes a simple task if the products are engineered for long life, low maintenance and easy serviceability.

Hunter valves (SRV, PGV, HPV, and ICV) have been designed to provide exactly that type of convenience. And it's no wonder when you take a look at some of the great features:

- Easy manual operation from the top of the solenoid (screwdriver slot)
- Easy access to internal manual bleed (also adding external manual bleed to PGV models)
- Multiple tool access to open bonnet or PGV Jar-Top version available (no tools required for servicing!)
- Captive parts = easy, trouble-free maintenance with no lost parts
- Fully supported diaphragm adds years to valve life before maintenance is required ■

