Fundamentals of the Smart Water Triangle, Tuesday, Dec. 3rd 2019

Presented by, **Rich Miller**, CLIA, CIC.

Qualify your customer

- Ask questions. Be in control.
- Who, what, when, where, why, how.
- Know your customer.
- Know your solution.
- Engage them in your solution.

System Controls, Flow requirements and Soil texture

- Gather enough site information in order to create a design
- Design flow
- Output options
- Take a soil sample
- What is the texture and PH
- What is the water chemistry

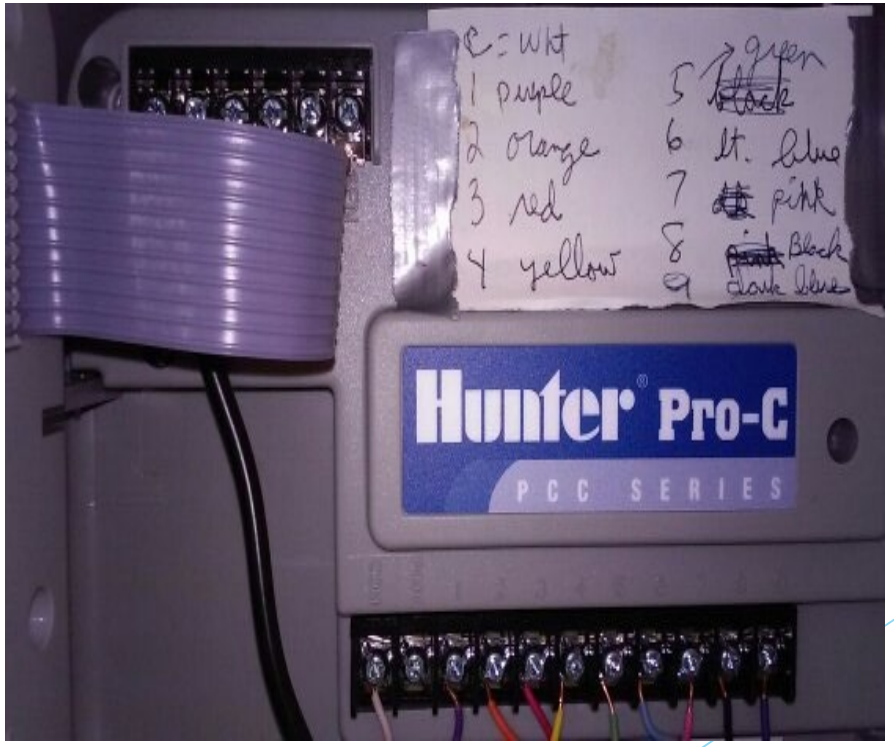
Add on to ET Controllers

- Explain ET based
- Explain Soil sensor based
- Think beyond the rain switch
- Weather Underground

Be different by connecting your solutions to customers needs

Central controls

Avoid service calls



What they can't see won't affect system hydraulics.

TRUE or

FALSE

Irrigation Choice Awards

Irrigation system with automated shut down function

Right Head Right Place.
Design.
Adjustment or nozzle.

“Be a company that follows best practices and executes.”

Proper design
Flow sensor/ master valves
Pressure regulation
Right head right place
Matched precipitation

Soil texture is not a factor to consider

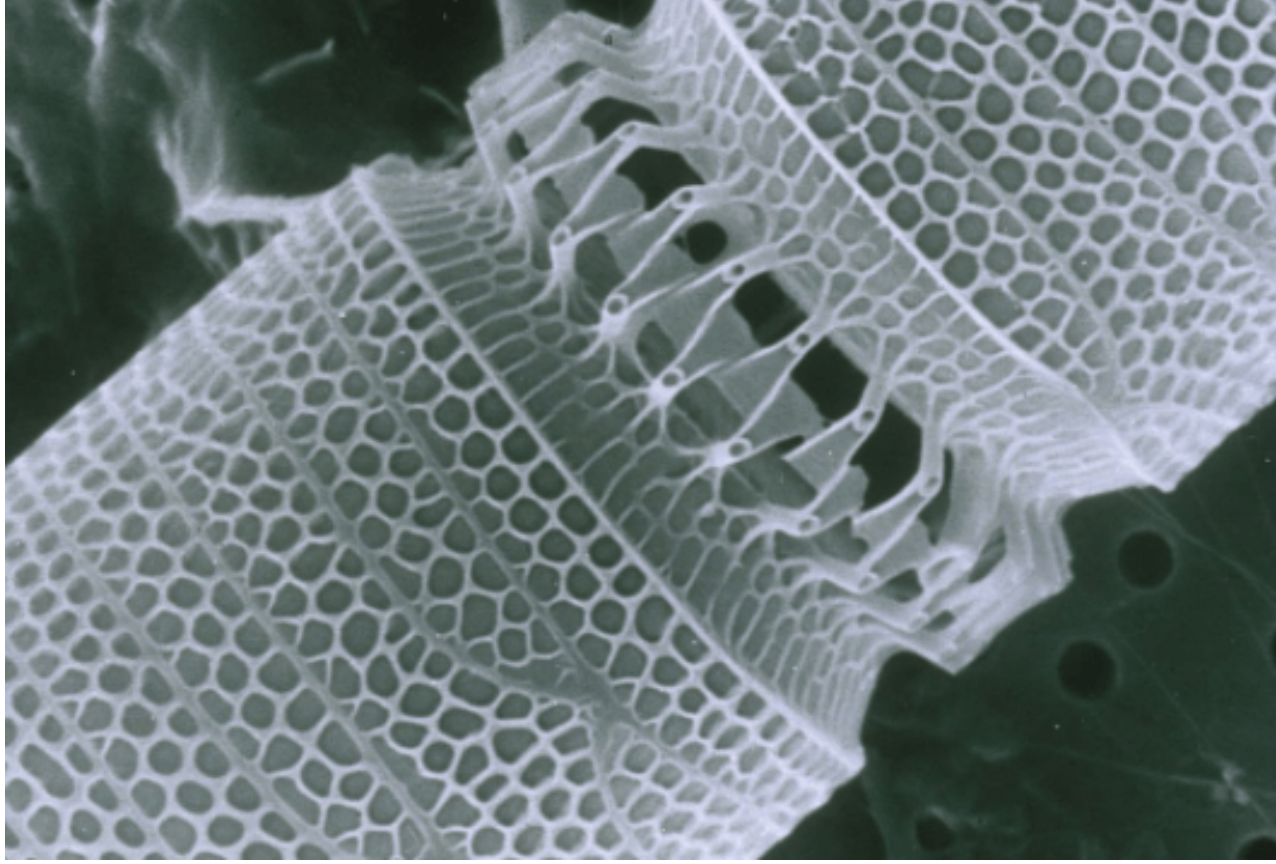
TRUE or

FALSE

Infiltration, run-off
Plant available water

FINE, not fine!

COARSE, of course!



Amendments for water conservation in-organics vs organics.

Add pore space to the soil texture

- Organics continue to break down
- In-organics generally remain
- In-organics such as DE do not break down and are around 80% porous.

Respond to all Factors

- Think beyond the rain switch
- Design for conservation
- Know the soil texture
- Know your solution
- Controler options and types
- Be the professional
- Become IA Certified

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