

Greetings!

Many contractors use the slower months to organize, inventory and prepare for the spring rush. If you want to gain a competitive edge, use the off-season to learn new things. Managers can identify and plan new revenue sources. Team members can learn to complete tasks more efficiently.

Keeping up with new technology and better solutions is always a challenge. We can't keep doing things the same way.

You owe it to yourself and your team to invest some time in training. Education for your employees has significant paybacks in increased productivity, reduced errors and overall retention.

Today's professional education is better and more relevant. Take a look at some of the opportunities offered below. We promise you will find tremendous value no matter what your level of expertise is. If you are one of our frequent guests, please invite a friend or consider bringing your staff to our events.

We appreciate your business.

The Team at Atlantic Irrigation Specialties

2019 Long Island Product Showcase



ATLANTIC IRRIGATION | **SiteOne LANDSCAPE SUPPLY**

RSVP TODAY
Contact Megan Lally at
mlally@siteone.com or (781) 775-1344

Date: Tuesday, February 12th, 2019

Location:
The Main Event
1815 Broadhollow Rd.
Farmingdale, NY

Show: 12pm - 3pm
Training: 10am - 12pm

Join us before the showcase for **Increasing Productivity with SiteOne.com by Colleen Romero** from 10am - 12pm at The Main Event. Learn how to setup your account and fully leverage the time-saving features of SiteOne.com.

Take a break, enjoy some food and come spend the day with us!

[pdf invite](#)

Tuesday, February 12th, 2019
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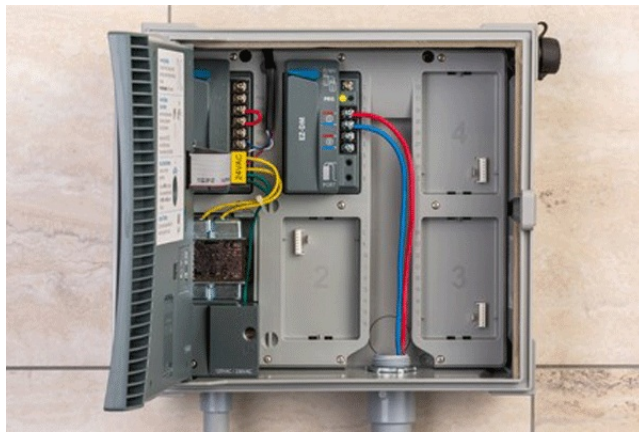
Before the show...
10am-12pm Seminar - Increasing Productivity with SiteOne.com by Colleen Romero
Join us at The Main Event before the trade show to learn how to setup your account and fully leverage the time-saving features of SiteOne.com

mlally@siteone.com or (781) 775-1344 **RSVP today!**

The company says the cost-effective technology brings the power of two-wire control to more projects.

Hunter Industries, San Marcos, California, has released its EZ Decoder System, a tool it says will allow contractors all the advantages of two-wire installations with simpler, more cost-effective technology, bringing the power of two-wire control to more projects than ever before.

EZDS is compatible with all the features of the company's HCC and ICC2 controllers, along with their respective Hydrowise and Centralus central control platforms. Users can plug in the EZ-DM two-wire output module to enable up to 54 stations of irrigation, plus a master valve, on a single pair of wires, and then place EZ Decoders at each valve.



"The EZDS is designed for easy and low-cost installation," says Dave Shoup, senior product manager. "It takes the complexity out of two-wire projects."

According to the company, EZ Decoders are small, waterproof and come with color-coded wiring and a convenient LED status light. They do not require special wire or connectors to function. The system can coexist with conventional output modules, allowing hybrid functionality of both direct-wired valves and decoder operations in the same controller. This technology also permits easy conversion of a conventionally wired system to two-wire using the existing wiring bundle. The EZDS is available now. [Read more...](#)

Learn more by watching this [Hunter EZ Decoder System](#)

[Product Guide.](#)

2019 New Jersey Product Showcase

Date: February 27th, 2019

**Location: Martell's Tiki Bar
308 Boardwalk
Point Pleasant Beach, NJ**

**Show: 12pm - 3pm
Training: 9am - 12pm**

Join us before the showcase for a **Drip Irrigation Training presented by Hunter** from 9am - 12pm at Martell's. Learn more about how drip irrigation can save both you and your clients money! Earn 3 credits towards your NJ License and get to know even more about the benefits of drip!

Take a break, enjoy some food and come spend the day with us!

[pdf invite](#)



Meet the Team: *Curtis Lamay, Cheshire, CT Account Manager*

I started working in the Green Industry in the mid-80's at three area golf courses before, during, and after studying at The University of Massachusetts at Amherst. I then took a branch manager position at P.I.E. Supply Company. This was my start into distribution. I moved onto a position at Turf Products Corporation running a satellite store. I began at Atlantic Irrigation in early 2007 as an outside salesman.

I've met many great people in all the varying positions I have held and continue to grow strong working relationships. Atlantic Irrigation has not only allowed me to think, but also implement ideas way outside the box. The whole group of employees are truly one of a kind.

I enjoy spending my free time with both of my daughters, running in circles, coaching youth sports, and church. I love sports and I'm not one to sit down all that much. GO SOX !!!!



Atlantic / SiteOne University at Foxwoods

ATLANTIC IRRIGATION | **SiteOne LANDSCAPE SUPPLY** | REGISTER TODAY
SiteOne.com/2019FoxwoodsU

2019 SITEONE UNIVERSITY & Expo

Tuesday, February 26th, 2019
Foxwoods Resort & Casino | 350 Trolley Line Blvd | Mashantucket, CT

Training by EXPERTS

Enjoy great FOOD

Talk with VENDORS

What's planned?

7am-1pm Seminars - Irrigation & Landscape Lighting Trainings
Classes featuring troubleshooting, sales techniques, updates & product application.

1pm-4pm - Lunch & Expo | 5pm-8:30pm - Dinner & Bowling

Register at SiteOne.com/2019FoxwoodsU | Cost: \$45

Date: February 26th, 2019

Location:
Foxwoods
Pheasant Run Resort
350 Trolley Line Blvd
Mashantucket, CT

7am - 9pm

Cost: \$45

Knowledge can give you a competitive edge. Our University consists of educational seminars, continuing education credits and a supplier expo to industry professionals, like you! We are committed to providing you the tools you need to raise industry standards and provide the best service to your clients.

Register at: SiteOne.com/2019FoxwoodsU

Registration deadline is **February 19, 2019**.

For questions contact your local Sales Associate at your nearest SiteOne Landscape Supply or Atlantic Irrigation.

[View invite](#)

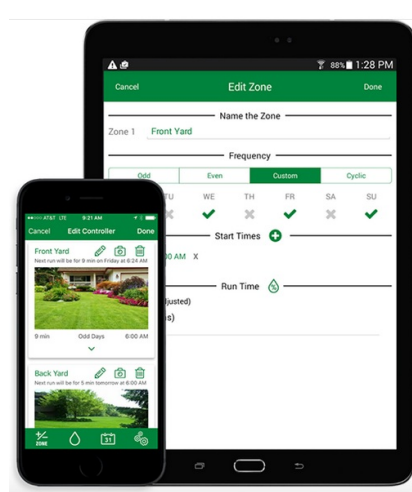
Rain Bird Gives Users Voice-Activated Irrigation Control with the Google Assistant

Beginning in Q1 2019, users of Rain Bird controllers featuring the LNK™ WiFi Module will be able to control their irrigation systems with the Google Assistant, Google's digital assistant, using their voices or just a few simple taps.

The Google Assistant commands will be used with Rain Bird's professional series controllers, the ESP-TM2 and ESP-Me WiFi when outfitted with a LNK WiFi Module, as well as with the ST8-WiFi controllers offered through retail channels.

After installing the free Rain Bird App on an Android or iOS smartphone or tablet, new users simply need to enable Google Assistant within the Rain Bird App settings and log into their Google account to enable the new Rain Bird Skill.

For complete press release, [click here](#).



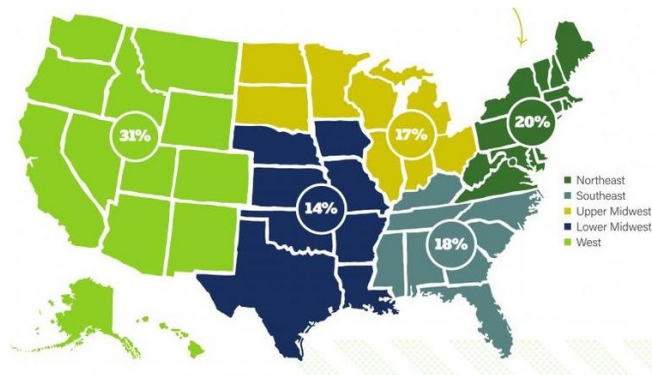
2019 Green Industry Outlook

Find out what direction the industry is headed in and if your business is following the right course.

Irrigation & Green Industry's 2019 Green Industry Outlook just came out! This market analysis looks different from the status reports you have seen from IGIN before.

They wanted to make absolutely sure that the information they were sharing with you is an accurate and true representation of the current state of affairs for landscape companies, so they went directly to the source for the answers: you.

Interested in reading the results...[click here](#).



Atlantic Irrigation Specialties
1-800-878-8873
Sales@AtlanticIrrigation.com

[LOCATIONS](#)

