

RAIN BIRD AUSTRALIA -  
a proud distributor of



turf, golf and ag irrigation  
products across Australia.

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## Get a Head Start to the New Year

Everyone at Rain Bird Australia is looking forward to an exciting new financial year which kicks off with the launch of the Rain Bird Australia Rewards program (see details on this page). This has got to be the industry's best Rewards program. It allows those contractors who enrol in the program to earn points towards a very attractive range of products and travel. *So the more you buy, the faster you fly!* We are also celebrating new people, new products and new customers. More than ever, Rain Bird Australia is focused on new product introductions (5505 rotor, Wireless Rain Sensor, LF1200 sprinkler, pumps and pump stations). The new Wireless Rain Sensor won a highly commended award for an innovative water saving device at the recent IAA Expo in Adelaide. The product epitomises Rain Bird's commitment to "The Intelligent Use of Water™" - developing products that use water in the most efficient manner possible. The launch of Rain Bird's range of water efficient pumps and pump stations at the recent Turfgrass Management Expo in Melbourne had created a lot of interest. Both of these events were a tremendous success and as we start the new financial year, we have more exciting news and innovative water saving products planned. As always, everyone at Rain Bird Australia is totally committed to giving you the best customer service and we wish you every success in the new year!

*Tim Bonifant, General Manager - Rain Bird Australia.*

## The Rain Bird Australia Rewards Program

Rain Bird Australia is proud to announce the Rain Bird Australia Rewards Program, an exciting incentive program to reward professional irrigation contractors for their loyalty towards purchasing Rain Bird Australia turf products. The program has two membership levels and is open to all professional irrigation or landscape and irrigation contractors in Australia and New Zealand. Members will earn points for all Rain Bird turf products (except central control) purchased from Rain Bird Australia supporting dealers and redeem them for an exciting range of merchandise and travel rewards. Please register your interest now by filling in the coupon (right) or emailing: [dejohnson@rainbird.com](mailto:dejohnson@rainbird.com)



Yes! I am interested in enrolling in the Rain Bird Australia Rewards Program. Please send me an enrolment form and information:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**Reply Free Fax to: 1800 424 050**

## IAA - Irrigation Australia 2004 Exhibition & Conference, May.

The main focus of the Expo in Adelaide, was to celebrate the IAA 21st birthday with the conference theme 'Irrigation: Coming of Age'. Rain Bird Australia was a major conference sponsor and hosted an informative workshop 'Growing a successful irrigation contracting business through the Intelligent Use of Water™'. It was one of the most popular workshops with a host of speakers including David Ellis (Rain Bird International- Regional Sales Manager, Turf) who gave an informative talk on the benefits of irrigation. David presented a series of very interesting pictures of 'what would happen if you didn't do it right' irrigation projects - a scenario that is all too common if the initial planning & product selection is not done properly. And who would forget Winston Marsh - our guest speaker and self-proclaimed 'marketing guru'. He delighted the audience with his entertaining talk on how to get more customers. No doubt everyone felt FAN-TASTIC afterwards! The conference was a great success with a good social element and the opportunity to renew old acquaintances and meet new friends. It was topped off with Rain Bird winning a highly commended new products award for the Wireless Rain Sensor. The next national conference is scheduled for Brisbane in 2006 and we've started planning for it already!



*Rain Bird Australia's eye catching stand at the IAA Exhibition and Conference, Adelaide, May 2004.*

## Royal Botanical Gardens Cranbourne – 'The Australia Gardens'

In December 2003, works commenced on the construction of the irrigation system for the new "Australia Gardens" development at the Royal Botanical Gardens site in Cranbourne, approx. 45km south-east of Melbourne.

The earth works to re-shape the site had commenced several months earlier with many tonnes of soil being moved and specially coloured soil having been brought in from quarries around Melbourne.



*The Australia Gardens under construction*

Century Rain Irrigation and Pump Specialists were commissioned to install the irrigation and Central Control system. The system they decided to install was Rain Bird's Site Control Central Control System utilizing a Decoders and 2 wire system.

Using the 2 wire Maxi Cable system

has eliminated the need for costly and time consuming use of conventional multicore cable. By using this system, there was no need to worry about matching active coloured cables. The Maxi Cable simply follows the pipe work to each valve where a decoder is connected to the Maxi Cable and to the wires off the solenoid coil.

As well as the Site Control system, the whole job has been installed using all Rain Bird equipment. Some of the key products used were: 155 x PEB control valves, 1300 x 1800 SAM spray heads, 77 x decoders, 350 x 5000 Plus 3/4 rotors, 140 x Quick Coupling Valves as well as in-field connection points to operate the control system away from the PC via a hand-held programming unit.

The Dell PC and associated hardware were supplied and installed by Rain Bird Australia as part of the package. This included installing all relevant data and site drawings for the irrigation system so when the operator of the system sits in front of the PC, he is looking at the actual site. This can be done in several formats such as CAD drawings, aerial photos, etc. The Site Control Software is a Windows based

software and is extremely user friendly with two way communication from the field where the operator can see everything that is happening.

The first on-site training for the Botanical Gardens staff was carried out in late January 2004 with a more in-depth training and commissioning of the system being done in late April 2004. By this time, the Gardens nursery and propagating areas were the first areas to be operational using Site Control. The training for the staff was conducted by Rain Bird Australia's tech services specialist, Bob Payne.

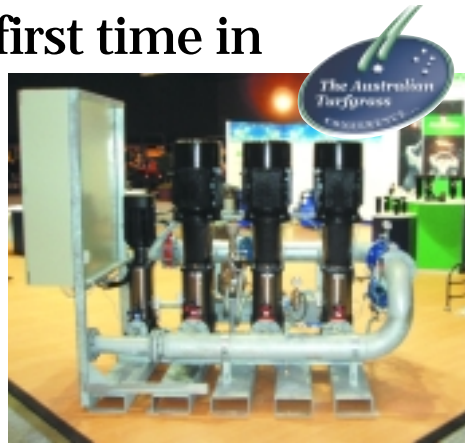
James Sedgwick from Century Rain reports that all systems are operating perfectly and hopes to have the rest of the site operating on Site Control in the coming months.



*Staff training with Bob Payne*

## New pump station first time in Australia & NZ

Rain Bird's new multi pump VFD (Variable Frequency Drive) systems made their Australian debut at the recent Australian Turfgrass 2004 Conference held in Melbourne. Golf course management delegates and those from the wider turf industry had the opportunity to see and evaluate the impressive Rain Bird pump stations. Newly released in the Australian market, the highly efficient designs will ensure maximum performance for ag, turf and golf course applications.



*Rain Bird's impressive new Pump Station on display at the Australian Turfgrass Conference*

## Otterbine Field Day a success!

Rain Bird Australia has recently taken on East Coast distribution of the range of fountains and aerators manufactured by Otterbine Barebo Inc. We held our first Lake and Pond Water Management field day in May at the Patterson River Country Club, Patterson Lakes on the southern side of Melbourne. The event was hosted by Brad Fawcett and Peter Gaul of Rain Bird Australia Melbourne office. The day gave Charlie Barebo,



the C.E.O. of Otterbine Barebo Inc., the opportunity to talk to both distributors and consultants about lake and pond water quality issues: what causes different water bodies to deteriorate and the different remedies to these problems. The extensive range of both fountains and aerators provide solutions for all type of water quality issues. For golf, municipality and residential developers, there are units that can be completely hidden or spectacular fountains for the aesthetically minded. Following on from Melbourne, Greg Smith together with Shaun Sprouster and Troy Barbour from Rain Bird Australia hosted field days in Sydney at the Coast Golf Club and at Parklands on the Gold Coast. With water becoming an even more precious resource, Rain Bird's involvement with Otterbine Barebo Inc. further enhances our commitment to "The Intelligent Use of Water™".



*Otterbine Fountain/Aerator in action*



*Scott Johnstone and the new Rain Bird pump station, Australian Turfgrass Conference, Melbourne, June 2004*

## New Pump Station Manager

This month sees the appointment of **Scott Johnstone** to the RBA team as **Pump Station Manager**. We welcome Scott who has 18 years experience in the pumping industry for ag, golf and landscape projects. Previously, he held various roles at Tyco Pumping and Irrigation. In his new position, Scott will be responsible for developing sales and service network for Rain Bird pump stations throughout Australia and New Zealand. Please contact Scott on 0437 078 677 or email [sjohnstone@rainbird.com](mailto:sjohnstone@rainbird.com)

## Melbourne Launch of New 5505 Rotor

In May this year, 56 representatives from over 26 local councils in Melbourne attended Rain Bird's presentation of the all new 5505 Rotor. The venue was the National Trust listed Como House in South Yarra. The presentation was conducted by Miguell Padilla, Commercial Rotor Manager from Tucson, Arizona USA. The first part of the presentation was done indoors with all the features and benefits of the 5505 explained in detail with a great deal of interest provided by all those present. This was then followed up with the true test of any sprinkler - the "Wet Demonstration", which gave everyone the opportunity to see and touch, as well as attempt to kick the head off the rotor. No one managed to be able to break any of the rotors on display. Not for lack of trying!! This day was part of the national tour



with presentations having been done in all the capital cities around Australia during that week. Miguell was kept busy having flown in from the US on the previous Sunday and literally covering all corners of the country in less than a week, only to follow up with several days in Adelaide at the IAA show manning the stand with the Rain Bird Australia staff. Our thanks go to Miguell and all the many council staff that attended in Melbourne and across the country and for making the launch so successful.

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If you have any news, photos or comments on Rain Bird products or services, please write to the Editor.

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# Product of the Month

## Rain Bird Wireless Rain Sensor

### “Highly Commended Innovative New Product”

The new Rain Bird Wireless Rain Sensor was recently recognised as a ‘highly commended innovative New Product’ at the IAA Conference & Exhibition 2004.



Wireless Rain Sensor

The Rain Bird WRS Wireless Rain Sensor conserves water by disabling a 24 VAC sprinkler system when rain is detected. The WRS Wireless Rain Sensor consists of two main components: a rain collector unit (the “Transmitter”) which senses rainfall and a receiver unit (the “Receiver”) which is wired into the irrigation controller. The Transmitter sends its signal wirelessly to the Receiver, eliminating the need for wiring. The user may adjust the sensitivity of the rain collector to rainfall levels between 3mm and 19mm.

- Wireless connection between the Transmitter and Receiver enables fast, easy, and attractive installations.

- Three LEDs on the Receiver display the sensor state (Watering Suspended; Low Battery; No Signal) or mode (Sensor Bypass; Test Mode; Program Mode).
- Compatible with virtually all 24 VAC controllers.
- Interchangeable and programmable receiver/transmitter pairs.

The Intelligent Use of Water™

## Special Offer for RBA dealers - July 2004 only



Order 3 boxes (quantity 60) of Rain Bird Jar Top Valves and receive a FREE\*



The Rain Bird® JTV Valve provides these competitive advantages:

- **Threaded bonnet design** - no-tools access is easy and convenient for improved productivity
- **Proven reliability** - operating range and specifications similar to those of the industry-leading Rain Bird DV Valve
- **Value and versatility** - competitively priced and available in both female threaded and slip-by-slip configurations

14 Volt  
Cordless  
Drill



FREE\*

OR

Corded  
Hammer  
Drill



FREE\*

Redeem this coupon to receive this special offer.

Dealer: Please complete the following information and send it direct to Rain Bird Australia with proof of purchase.

Your Name ..... Company Name .....

Street Address .....

Suburb ..... Postcode ..... State .....

Phone ..... Fax .....

Email .....

14 Volt Cordless Drill / Corded Hammer Drill  
(Please circle one only)

\*Make the qualifying purchase and send completed coupon and proof of purchase to RBA. Offer valid until 31st July and only at participating branches (branch must send coupon and proof of purchase direct to RBA). Your choice of drill will be sent to you within 30 days. Promotion cannot be combined with any other RBA offer. All claims against this promotion must be mailed together with original coupons and invoices with payment remittance by 31st Aug 04. RBA July 04