



NOVEMBER - DECEMBER
2008



NEW STORE OPENINGS

FAIRBURN

**201-B FAIRBURN INDUSTRIAL BLVD
FAIRBURN, GA 30213**

Our Sharpsburg branch has moved to a new location in Fairburn! The Fairburn store will focus on Irrigation and Landscape supplies.

We are conveniently located off I-85 at exit 61 in Fairburn. We will be announcing a grand opening soon and look forward to seeing you there!



BRASELTON

**8270 HIGHWAY 53
BRASELTON, GA 30517**

We are happy to announce that Stovall has acquired the former Advanced Nurseries store on Highway 53 in Braselton, GA. In addition to the existing nursery stock, we will also be adding irrigation and additional landscape supplies to the product mix.

We have retained Tim Cunningham as the branch manager and are working to make this a seamless transition for all existing customers of this store. We are currently open, but will have a grand opening celebration, so watch for details coming soon.



CUMMING MOVE

**4755 MATT HWY (HWY 369)
CUMMING, GA 30028**

We have outgrown our Dahlonega Highway Nursery, so we are moving to a larger site on Matt Highway. We are working hard on the new location to get everything ready for a late December move. If all goes well, we will be open and operating out of Matt Highway (Hwy 369) by January.

Watch for more info coming soon on the exact move date. Meanwhile, we are having incredible pricing on existing stock. See the back page of this newsletter for additional details.

We look forward to seeing you at our new expanded nursery location!

Locations

Foley, AL: 251-987-1686

Crestview, FL: 850-423-0141

Ft. Walton Beach, FL: 850-243-8188

Panama City, FL: 850-913-0284

Pensacola, FL: 850-429-0010

Augusta, GA: 706-650-8500

Braselton, GA: 706-658-0213

Buford, GA: 678-835-1948

Covington, GA: 770-787-5013

Cumming, GA: 770-889-2009

Eatonton, GA: 706-484-0859

Fairburn, GA: 770-253-6868

Hoschton, GA: 678-425-2111

Kennesaw, GA: 770-794-3249

Norcross, GA: 770-242-6036

Savannah, GA: 912-629-1816

TOM GLAVINE PROJECT

CREEKSIDE NURSERIES, HAMPTON, GA

What do you do when you have invested nearly a half million dollars in landscaping and irrigation at your new dream home and the state issues a complete outdoor watering ban? If you are Tom Glavine, the Atlanta Braves pitching star, you hire Creekside Nurseries to come up with a solution. Scott Wallace, owner of Creekside, came to Stovall and along with Garland Davis and Dave Hutmacher designed a state of the art system designed to water the two and half acre estate without using any municipal water.

Initially, Scott planned on drilling a well that he would tie-in to the existing irrigation system. After



all, the homeowners directly across the street did this and were able to get 75 gallons per minute (GPM) after drilling about 400 feet. The bad news came when, after drilling nearly 1000 feet, the well at the Glavine residence would only provide 5 GPM. This is no where near enough to supply the existing system which requires 35 GPM. What to do...?

The solution was to install three, 1700 gallon holding tanks below ground. These cisterns were installed side-by-side and plumbed together. A small pump station with a 7 1/2hp pump with a pressure tank and switch and control panel sits just above and next to the underground cisterns. A foot valve and float switch were installed in a wet well made from 24" drain pipe. The well pump fills the cisterns at 5 GPM and is shut off by the float switch when the cisterns and wet well are completely full. Whenever the irrigation system cycle is activated, the water in the wet well recedes and the well pump kicks on until the cisterns are refilled to capacity. There is



a Cycle Stop valve to help with the different zone requirements ranging from drip to sports turf rotors and a Hot Stop added for extra pump protection. Throughout the drought, the landscape has remained healthy and lush, especially the unusual back yard. You see, the Glavine's back yard is a Major League regulation sized infield complete with dugouts and back stop. To look at the Glavine's landscape, one would never know we were in a level 4 drought.

In order to make the system even more water efficient, Scott has installed a Toro Intellisense control system. Unlike a



traditional controller where run times and days are manually programmed, the controller asks for 14 different types of criteria for each station; plant type, root depth, turf type, soil make-up, sprinkler type, application rate, etc. Then each night the controller receives a page with that day's evapotranspiration (ET) figure and sets the watering times and frequency for each zone. For example, an area that is in the shade and contains boxwoods, may only water every 8 days, where a fescue turf zone in full sun may water every other day, several times a day. Research has shown that these "smart" controllers can achieve anywhere from 25-50% in water savings compared to conventional controllers. In California, it will be mandatory to install one of these "smart" controllers on every irrigation system beginning Jan.1, 2010. One can only assume that the same legislation is not far away for us on the East coast, as well.

So when someone says they don't want to spend the money on a new landscape and an irrigation system because of the drought and current watering ban, you can say "I have a solution"! Stovall has the expertise, the people and the products to help you get through this difficult and frustrating business environment.

*-Contributed by Dirk Wiedeman,
Stovall Director of Irrigation*



RAIN BIRD COUNTER DAY - SAVANNAH



**RAIN BIRD SHIFT
GEARS EVENT
SAVANNAH, GA
OCTOBER 16, 2008**

Thanks to everyone who came to the Rain Bird Shift Gears Event in Savannah October 16. We had good food and great rotor deals! Watch for additional counter days coming to a branch near you.



TRAINING SEMINARS

In order to help our customers in these tough economic times, we are conducting several business seminars throughout the winter months, free of charge to our contractors.

Breaking Even

In November we conducted a seminar in Norcross on Breaking Even. Ken Hendry of Hendry and Associates conducted the session and covered various topics including determining your break-even date and maximizing profits.

Marketing

The next seminar we have scheduled is on Marketing your Landscape business and it will be held on December 9, 2008 in Duluth. If you are interested in attending, call or stop by your local Stovall location and ask for additional information.

If you would like one of these classes to be held in your area, contact your local Stovall representative.

UPCOMING EVENTS

December 9:

Stovall Marketing Seminar
Holiday Inn Express, Duluth, GA

December 10-11:

Georgia Turfgrass Association Show
Gwinnett Center, Duluth, GA

January 23-24:

Wintergreen 2009 Horticultural Conference
The Classic Center, Athens, GA

February 12-13:

Southern Nursery Association Winter Show
Cobb Galleria Centre, Atlanta, GA

CONTRIBUTE YOUR HUNTING PICTURES

It's hunting season again! Send in your hunting pictures to be included in our upcoming Hunting Issue of the newsletter. Include your name, company name, location of kill and any other info you would like to have included.

Pictures can be e-mailed to:
msloan@stovallinc.com.
You may also turn in printed photos at any branch location or mail to: 5157 Carson Ct, Buford, GA 30518 Attn: Michelle Sloan

CUMMING BRANCH MOVING SALE

BIRTH ANNOUNCEMENT

Dear Valued Customers,

I am extremely excited about our upcoming move to Matt Hwy and would like to personally invite everyone to visit the current Dahlonega Hwy. location to take advantage of unbelievable savings!

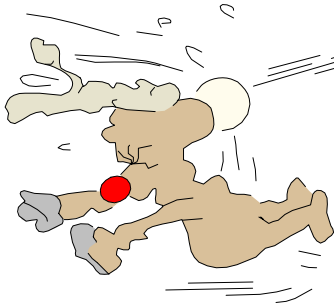
We have deals for everyone, on all types of materials, from specimen quality to material that just needs a little T.L.C.... You will definitely be able to find an item that not only fits your budget but the empty spot at your own home as well. Don't wait too long, the best deals are sure to go early.

See You Soon!
Jason Butler
Branch Manager Cumming

Congratulations to David Darden, Stovall Ft. Walton, and his wife Jennifer on the birth of their son on October 23, 2008. Liam Reed weighed in at 7lbs and 11ozs.



MERRY



CHRISTMAS

from all of us at Stovall