

## 'Right connections' for mobile business

Warner's Nursery & Landscape is a company geared for mobility. Headquartered in tiny (population 7,000) Page, Ariz., Warner's sells more than \$1.1 million worth of landscape work and materials a year. The company supports seasonal employment of up to 60 by working across long distances of arid northern Arizona.

Last summer, the closest job was 100 miles away and the farthest was 150, according to Dennis R. Warner, general manager of the family-owned concern. So Warner's is a company on wheels and wings. It has two vans which serve as mobile warehouses, about 16 other vehicles and one airplane.

"When you're working more than 100 miles from the nearest town, as we so often are, you don't want to forget anything," emphasizes Warner. "So we pack our vans very carefully."

All-in-one products like the new 3M DBY Direct Bury Splice Kits are popular with the mobile firm. "They simplify packing," Warner points out. "The self-contained kit with two Scotchlok connectors and two gel-filled insulator tubes eliminates the problems that came with older products: tubes with sealant that dried out and crimping bands which got lost. The kit solves the problem of leaving a needed piece back home."

Warner's nursery and landscaping businesses include:

- landscaping and irrigation contracting, primarily commercial, using hydroseeding;
- a retail nursery and garden center which serves the Page area and supports the landscaping operation; and
- contract landscape maintenance.

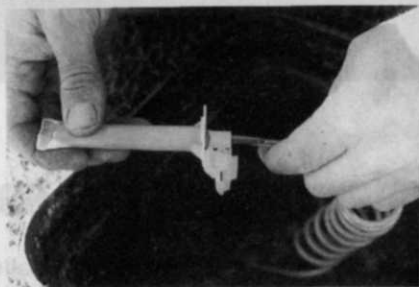
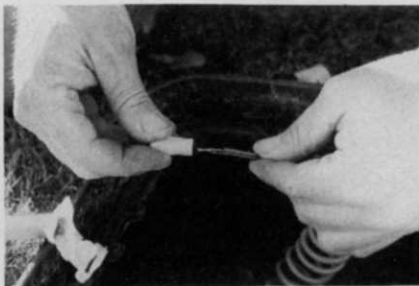
Northern Arizona averages less than seven inches of rainfall a year. Thus, virtually every Warner's landscape project involves irrigation—and conservation, too, because every drop of water in Lake Powell is allocated to users as far away as Los Angeles. So when Warner's contracts for a job, the company hires engineers and architects to develop advanced water-handling techniques.

Warner's has used DBY connectors on all its irrigation projects since January, 1987.

"From the first, the crews have liked them. And the DBY's slight extra cost is far more than offset by the labor savings at \$12 an hour," explains



Connecting the second of 3M DBY Direct Bury Splices is equipment operator Christopher M. Cabral. The self-contained DBY kit, with nothing to lose and no sealant tubes to dry out, is invaluable to Warner's because its jobs are often in remote areas.



Warner. "They're not as messy as the old connectors were with sealant, so they make the task neater, easier and cleaner. And they reduce the non-productive time formerly spent looking for lost bands."

To splice with a DBY, the worker strips the wire ends, twists on the Scotchlok Y Electrical Spring Connector, inserts it in the gel-filled tube and snaps the cap shut. That's it.

Warner has installed nearly 1,000 DBYs without a failure, and also sells them to nursery do-it-yourselfers putting in their own irrigation systems.

They are also the standard connectors stocked in Warner's traveling "warehouse" vans. **LM**



"We are geared for mobility because we work across all of northern Arizona," explains Dennis R. Warner, general manager of the nursery and landscape operations. "We have two vans which serve as mobile warehouses, plus about 16 other vehicles."

As a first step (left), Cabral strips the wires, then twists on a Scotchlok Y Electrical Spring Connector. He then (center) inserts the connector into the 0.6-inch by 4-inch gel-filled polypropylene insulator tube, pushing the connector all the way to the bottom where locking fingers will grip it. Next, Cabral positions the wires in the wire channels, closes the insulator tube cap until it snaps securely, and the job is done.