

AQS IRRIGATION SUPPLY

OCTOBER 2018 NEWSLETTER

13665 E 42nd Terrace S, Suite G

Independence, Missouri 64055

darrell5989@att.net

816-461-7627

www.AQSIrrigation.com

Happy October!!!

A note from Darrell:

Kudos & Congratulations to the Appleton City Athletic Booster Club and to Keith Knight of Knight Irrigation on their recent installation of a sprinkler system on the new football field in Appleton City, MO. You can be very proud! And, thanks for letting AQS be a small part of your big project.

HERE ARE THE HEADLINES THAT MIGHT AFFECT AQS CUSTOMER THIS MONTH (details below)

1) SALE OF THE CENTURY AT AQS: OCTOBER 15-31, 2018

This year's sale will be good for contractors and GREAT for homeowners. It is 50% off AQS list prices/gross sales of \$300.00 or more. This sale is for everybody. Payment must be made at time of purchase (no additional 5% discount). Offer applies to in stock merchandise only, first come, first served while inventory lasts. Any special orders would be at regular discounts.

- See Darrell for a special list of overstock and closeout (obsolete) items that he may negotiate even better pricing on.
- Remember, AQS DOES NOT ACCEPT CREDIT CARDS. All sales final. No returns will be accepted

2) WINTER HOURS BEGIN AT AQS ON NOVEMBER 1, 2018—9am to 3pm, Monday-Friday

When we cut back our hours for the winter we will still be happy to make appointments to meet you at the store and fill your order during non-business hours. Call Darrell at 816.729.7681 to make arrangements.

3) CONTRACTOR REFERRALS, THE NEW SYSTEM

We want your input. One of the services that we are most proud of at AQS is our function as matchmaker between customers seeking professional help with installations or repairs and contractors seeking new customers. This summer, however, our sense is that we have not been as efficient as usual and we feel that a more formal system of referrals might be part of the answer. Please let us know your thoughts, either by phone or e-mail (see above).

4) NEW "SPECIAL ORDERS" POLICY

For special orders during our 'off-season' you should expect an inbound freight charge on your bill. During the busy season, freight charges are dependent on the size of your order and how

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unique or special the item(s) are. Also, the urgency of your order will play a part in the freight charges. Ask for price quote on special orders as current AQS list pricing may not apply.

5) DESIGNS AND BILLS OF MATERIALS—CONSULTATION

Over the years AQS has been privileged to design sprinklyer systems and generate detailed bills of material for many customers. We also have provided a lot of consultation on designs and repair of systems. We sincerely believe that such services are needed in our maket because of the stories we hear and the things we have seen concerning botched installations. And repairs. Goo planning and good advice are as much a part of what we have to offer as is the quality merchandise we sell. Yes, we charge a fee and we are sure you will find it to be both fair and worth it.

Happy sprinkling, Darrell AQS Jones.

A note from Bryan:

2019 will be our 20th year at Dragon Family Martial Arts

Please take a moment to watch this clip/short video

<https://youtu.be/x7jvzGMzDI8>

You may reach Bryan Stevenson of Dragon Family Martial Arts by phone at 816-536-7493

A note from Tyler: In attempt to stay competitive with customers who shop online we have been researching the best online pricing for the products we commonly sell. We have come to the conclusion that we are competing at a reasonable rate when comparing contractor pricing to the online stores. We even often beat online pricing and some competitor's prices do not even include shipping.

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Notes from Paula's Lessons learned around the shop (and Darrell's Irrigation class notes)

Last month we talked about things to consider as you get ready to install your irrigation system. This month here are a few steps to take as you begin your installation:

- Call for utility locators to come and mark underground wires and pipes before you dig—
 - +Missouri Call 1-800-DIG-RITE, 811 or online <https://www.mo1call.com/homeowners/index.php>
 - +Kansas One-Call/Kansas 811 or online <https://www.kansasonecall.com/homeowners/>
- Consider the lay and quality of your land: slopes, drainage, clay, sandy, or rocky, etc.
- Determine your water pressure and flow from the source to your new system
- REMEMBER, plan well, measure everything 2x and bring your drawn out sketch to AQS Supply and have Darrell help you make a list of everything you will need and get you started with supplies such as: flags, pipe, valves, controllers, couplings, sprinkler heads, wire, etc.
- Have a plumber tap the water meter unless you are sure that you know what you are doing. Use a plumber, he/she will be licensed and insured.
- Set out flags for each head and valve location
- Save the indoor work for rainy days
- Start laying out and building the system from the extremities to the water source

And NOW, Part 2 of

TRUTH OR FICTION

A Murder Mystery

By Darrell B. Jones

(If you missed Part 1 of TRUTH OR FICTION, contact us via email or phone and we will send it to you.)

*Last month we left our story with Fran beginning her frantic search for Ferd--
who was late coming home-- and she is going to get some help . . .*

As Fran approached the warehouse she saw that the door was open and the lights were on. Upon further investigation she saw the blood around the counter and the computer. Then she noticed that the cash drawer was open and all the cash was gone. Fran searched the parking lot for Ferd's Ford but it was nowhere to be found. FERD WAS MISSING! Fran called the police but they wanted to wait 24 hours to see if Ferd turned up before starting any kind of investigation. So, Fran immediately called Kurt Kindly, a former police officer who had recently made the transition from being Officer Kindly to Kurt Kindly, private investigator. Fran knew Kurt very well because Kurt and Fartface's Dad had been very good friends ever since high school. Kurt responded immediately and promised to get to the bottom of what ever had happened as quickly as he could.

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Part of Kurt's method was to interview everyone who had seen, or talked with Ferd in the past 24 hours. Fran told Kurt about the argument and Kurt understood, because he was married too. But Fran failed to mention to Kurt the part where Ferd said "Fran, YOU'RE KILLING ME".

But, Kurt even interviewed Fartface and Fartface clearly remembered the words "Fran, YOUR'E KILLING ME". That statement had made a huge impression on the 4-year-old. So, Kurt had a dilemma. Should he give any credence to the statement made by Ferd? Or should he eliminate Fran as a suspect based on his personal knowledge of the family and of Ferd and Fran's relationship? Kurt did the only thing he could. Not only had Kurt received a degree in criminal justice, but he also watched a lot of Columbo re-runs to prepare for his P. I.

career. Fran had to be considered a suspect, if and when it was ever determined that a crime had been committed. But, had a crime been committed? Where was Ferd? Had his car been stolen or did he drive it away? Exactly what had been Ferd's state of mind after the argument? Was there any evidence of another person being involved in Ferd's disappearance? Did anyone else have reason to harm Ferd? Was it even Ferd's blood at the warehouse? Kurt needed help!

(Friday)

After the 24 hours Kurt got the police involved and they took blood samples to the lab, dusted for fingerprints and helped check for other possible clues. They also put out an alert for a person of Ferd's description and on Ferd's Ford. But Kurt had another idea. He had learned a little about the use of animals on cases like this and he knew what breeds of dogs were good at helping track down missing persons as well as criminals. Kurt also happened to know that Ferd and Fran's daughter Francine and her family had recently purchased a hound of the breed called "Snoopy Sniffer" and that was the very best breed of dog that had ever been used in crime investigation. Francine's dog was named Foose, because it had to start with F and sound like Zeuse. Also,

Foose had been in doggie school ever since he was a little puppy. Kurt could only hope that Foose Had already had courses in solving cases like this.

As it turned out, Foose had just recently graduated with honors, with a degree in "Missing Person Solutions". Also, Fran and Foose were fairly friendly so Foose was especially interested in helping his Granny. So, Kurt and Foose teamed up. Of course, Snoopy Sniffers use their noses to do their work. And as luck would have it, Ferd seemed to have a very distinctive aroma about him. In fact, Ferd stunk!! You, see, he had been so busy arguing with Fran on the morning of his disappearance that he didn't have time to shower before heading to work. So Foose and Kurt got right to work and began to get results almost immediately. That blood Ferd left behind helped too.

The first big clue in the case came only one day after Ferd's disappearance. A police patrolman spotted Ferd's Ford Fairlane on Friday, the fifth at 5:15 a.m.-It was FILTHY. The patrolman's name was Friday, and he was only interested in the facts. Even though there was blood in the car, they brought Foose to the scene to make a positive connection as to the time frame when Ferd was most probably actually in the car. Snoopy Sniffers are great on stuff like that. It turned out that Ferd had probably abandoned the car about six hours prior to the car being located (that was six barks by Foose) or around midnight. The stink had begun to subside a little. --- The

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windows were open. --- The gas tank was empty, which was normal for Ferd. Where was the car found, you ask? Why, at the park where Ferd walked each day for exercise after work. ----- What's going on here, Kurt wondered?????

To BE CONTINUED next month . . .