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**Our annual round-up of Green Industry supplier information**

**Andrew K. Mittag**  
Senior Vice President,  
Agrium and President,  
Agrium Advanced  
Technologies

**Mission Statement**

Agrium Advanced Technologies is the leading manufacturer and marketer of slow- and controlled-release fertilizers and micronutrients in the agricultural, professional turfgrass, lawn care, horticulture and consumer lawn/garden markets. We are a single, convenient source of a broad range of innovative and highly effective fertilizer technologies.

Dependability, environmental responsibility and cost efficiency are hallmarks of those technologies. They make professional turfgrass managers and lawn care operators more productive, while at the same time enhancing environmental stewardship.

We deliver innovative, premium quality products with unsurpassed customer service. We achieve this through the expertise of our employees, strong customer relationships and our passion for developing new technologies. Polymer-coated plant protection products, for example, are some of the newest technologies we're bringing to our turf and ornamental customers.

**Agrium Advanced Technologies**  
2915 Rocky Mountain Ave.  
Ste. 400  
Loveland, CO 80538

# Agrium Advanced Technologies

Relying on proprietary, high-tech manufacturing processes and top-quality ingredients, Agrium Advanced Technologies has been able to establish a family of innovative products respected for their dependable agronomic performance, as well as their economic and environmental advantages.

Our most advanced fertilizer technology—predictable, consistent DURATION CR® Controlled-Release Fertilizer—makes it easier to maintain healthy turf while reducing maintenance costs. With DURATION CR, nitrogen is released gradually throughout a plant's growth cycle, resulting in precise feeding that lasts for weeks, months or up to an entire season.

The key to the steady release is an advanced generation polymer coating technology that gradually meters nutrients for as long as needed to meet the plant's needs. Thanks to DURATION CR's enhanced efficiency,

you can use up to 40% less nitrogen per year, which is good for the environment and your bottom line.

**DURATION CR delivers:**

- ▶ Minimized growth flushes
- ▶ Lower potential for leaching even under the wettest conditions
- ▶ Reduced applications for time and money savings
- ▶ Healthier turf
- ▶ Blends and sizes for every application and budget

There are a variety of fertilizer brands that are Driven by Duration. The Driven by Duration icon on the fertilizer bag is your assurance that it contains DURATION CR and will deliver as pledged. While other coated fertilizers are available, their coatings have been known to crack or break down prematurely, which means they don't perform much better than uncoated fertilizers.



**There's only one**

***Spread it & Forget it™***

For lawns, parks and professional turf, *Spread it & Forget it™* is the ultimate blend that's Driven by Duration. Depending on your climate, *Spread it & Forget it* can feed turf for up to six months or more with just one application. Just one application keeps turf lush, green and healthy for a full growing season. In some cases it's been confirmed to help municipalities meet shrinking maintenance budgets without sacrificing upkeep of green spaces and sports fields, and increase LCO customer satisfaction and crew productivity. It simply helps accomplish more with less: less energy, less nitrogen and less environmental impact.



**Paul Syracuse**  
General Manager

**Mission Statement**

For more than 67 years, Buffalo Turbine has manufactured high-velocity, high-powered turbine-style blowers for spraying and debris blowing that have been proven to save time, labor and money.

# Buffalo Turbine Debris Blowers



Cyclone Squared "Twin Turbine" Debris Blower – the most powerful blower available



Cyclone 8000 Debris Blower – the most cost-effective turbine-style blower available

Buffalo Turbine, utilizing turbine blower technology, provides the most powerful debris blowers available worldwide since 1945. Buffalo Turbine Debris Blowers are the blowers of choice for landscapers, sports turf managers, golf course superintendents, parks, airports and municipalities worldwide.

Available in diesel, PTO, hydraulic, skidsteer mount, and four different gas engine models all MADE IN THE USA. Buffalo Turbine offers more than 15 models of debris blowers and sprayers that will allow any size organization, big or small, the ability to afford the time and labor saving

benefits of a Buffalo Turbine.

Utilizing state-of-the-art engineering and high-quality components, we have designed blowers for the U.S. military to help find and destroy roadside bombs in Iraq and Afghanistan, and developed the official blower of the IHRA and the Preferred Track Blower of the NHRA. Buffalo Turbine Debris Blowers have allowed landscaping companies around the world to save time and labor while increasing profitability.

**Major Product Lines:**

High-Powered Debris Blowers and Sprayers available in Gas, Diesel, Hydraulic, Skid Steer Mount, PTO and Electric

**Manufacturing Facility:**

Springville, N.Y.



**Buffalo Turbine Debris Blowers**  
180 Zoar Valley Road  
Springville, NY 14141

**Phone:** 716-592-2700  
**Fax:** 716-592-2460  
**Website:**  
www.buffaloturbine.com  
**Email:**  
info@buffaloturbine.com



# Cat® Building and Construction Products

For more than 85 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. With 2011 sales and revenues of \$60.1 billion, Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives.

**Cat Building and Construction Products** offers advanced machinery and accessories that reduce customer costs and increase work efficiency for landscaping professionals. We are backed by the Cat® Dealer network, with 1,600 locations, providing unmatched support in the industry. Our company is dedicated to supplying our customers with financial, rental and training services to ensure they get the most out of their Cat machines.

Our landscaping products include compact track loaders, skid steer loaders, mini hydraulic excavators, compact wheel loaders, multi-terrain loaders and backhoe loaders. These Cat products have been specifically crafted to tackle all landscaping jobs including design and build, irrigation, soil preparation, sod installation, tree installation and nursery, and snow and ice management. These machines

can be individualized with a wide variety of Cat Work Tool attachments and design options for increased versatility and productivity.

## Cat Work Tool Attachments

The 44 available Cat Work Tool attachments tailor Cat machines to the specific requirements of a customer's working needs. Cat Work Tool attachments enhance the productivity and utility of Cat machines, equipping them for a wide range of tasks and operating requirements and providing total system solutions for any job application.

## Snow and Ice Management

Cat machines can be easily paired with snow blowers, angle blades or brooms to create the ideal winter workhorse for snow and ice removal. For residential or commercial landscapers, using the same machines in summer to remove snow in the winter means they can keep their crews working year-round to maximize productivity and profits.

## Equipment Rental

The local Cat dealer will design a solution to help the customer's business grow while managing risk and controlling costs. Renting from the global Cat dealer network combines the



benefit of a large equipment inventory with an exceptional level of skilled support. Whether our customers need additional equipment for the busy season, a specialized Work Tool attachment or jobsite-specific tools and supplies, Cat rentals are a cost-efficient solution.

## Financial Services

Cat Financial supports customers with total financial solutions through complementary products and services. We are uniquely structured to support the distinctive needs of customers financing Cat equipment. Cat Insurance provides insurance and risk management products and services that help Caterpillar, its dealers, their customers and original equipment manufacturers manage their business risks.

## Safety Services

With our operator training programs and safety e-learning, we help elevate operators to higher proficiency levels to increase efficiency. Video demonstrations and multi-language safety manuals provide information and tips on how to operate the equipment properly while avoiding unnecessary wear and tear.

**CATERPILLAR®**

**Cat® Building and Construction Products**

**YouTube:**  
[www.youtube.com/user/catconstructiontrade/featured](http://www.youtube.com/user/catconstructiontrade/featured)

**Facebook:**  
[www.facebook.com/CatConstructionTrades](http://www.facebook.com/CatConstructionTrades)

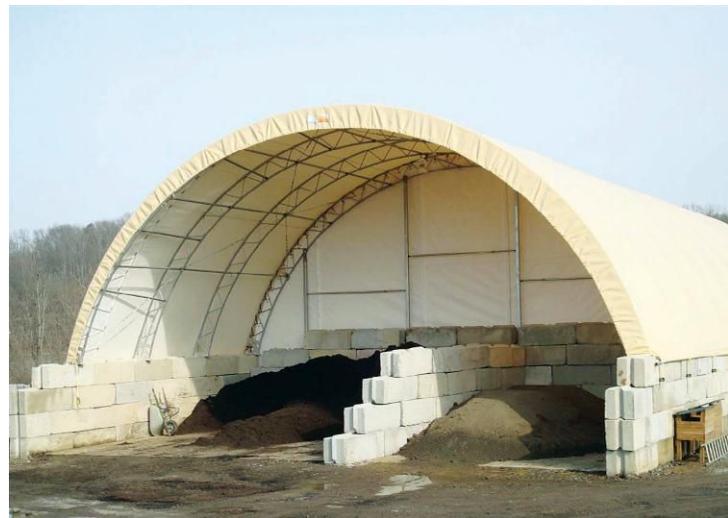
**Cat BCP:**  
[catresourcecenter.com/LM](http://catresourcecenter.com/LM)

**Blog:** [caterpillar.lithium.com](http://caterpillar.lithium.com)

# ClearSpan Fabric Structures

ClearSpan Fabric Structures is the industry-leading manufacturer of tension fabric buildings, offering American-made structures with in-house engineering, manufacturing, financing and installation. ClearSpan Hercules Truss Arch Buildings are the ideal design-build solution for warehousing, materials and equipment storage, sand and salt storage and more.

Hercules Truss Arch Buildings feature abundant



to the look of our landscape supply business. It also visually tells our customers we are serious about maintaining a quality product by properly storing it.”

Every Hercules Truss Arch Building is custom-engineered to fit the requirements of the specific location such as snow load or foundation type and is constructed in conformance with the International Building Code. With minimal foundation requirements, the structures can be permanent or temporary, and are easy to relocate as needs change. Structures can be built to any length and up to 300' wide.

For more information on ClearSpan Fabric Structures, visit [www.ClearSpan.com/ADLM](http://www.ClearSpan.com/ADLM) or call 1.866.643.1010 to speak with a ClearSpan specialist.

natural light, decreasing the need for artificial lighting and reducing energy costs. With no internal support posts and high clearances, these buildings boast spacious interiors perfect for maneuvering heavy equipment, including forklifts, dump trucks, skid loaders, conveyors and other machinery inside the structure. Constructed from USA-made, triple-galvanized structural

steel, they hold up strong in corrosive environments and feature a 15-year warranty.

For green industry and landscaping professionals, Hercules Truss Arch Buildings are becoming increasingly popular for a variety of needs, from sand and salt storage to equipment storage. Says Dave Bonk, owner of Bonk Brothers Supplies, Inc., “The building is visually attractive and adds



**ClearSpan Fabric Structures**  
1395 John Fitch Blvd.  
South Windsor, CT 06074

**Phone:** 1-866-643-1010

**Fax:** 1-860-760-0210

**Website:**

[www.ClearSpan.com/ADLM](http://www.ClearSpan.com/ADLM)

**Jean Hlay**  
President and COO

Better Products.  
Better Experience.  
Better Results.

## Cub Cadet

A leader in the outdoor power-equipment industry, Cub Cadet engineers innovative, premium-quality products.

Through a dedicated and extensive network of dealers and retailers, Cub Cadet delivers a full line of high-performance power equipment and services that cover all aspects of grounds care for professionals and homeowners – including the world’s only four-wheel-steer, zero-turn riders; lap bar zero-turn riders; utility vehicles; lawn and garden tractors, lithium ion- and gasoline-powered handheld and chore products; snow throwers and more.

Cub Cadet offers the first and only four-wheel steer, zero-turn riders with steering wheel technology. The TANK SZ commercial zero-



TANK SZ zero-turn riding mower with four-wheel steering and steering wheel control.

turn rider delivers incredible maneuverability, turf protection and remarkable traction – even on steep inclines – due to Cub Cadet’s exclusive 4-wheel steering technology (patented as Synchro Steer Technology®). The TANK LZ features the industry’s most intelligent and responsive lap bar system – the only lap bar system that

allows for a full range of adjustability and rider egress regardless of position.

A global company based in the U.S., Cub Cadet is recognized worldwide for its legacy in engineering excellence and its progressive dedication to exceeding owner expectations by delivering on its promise of better products, a better experience and better results.



TANK LZ zero-turn riding mower with the industry’s most responsive lap bar controls.

**Cub Cadet**

**Cub Cadet**  
5903 Grafton Road  
P.O. Box 368023  
Valley City, OH 44280

**Toll-Free Customer Service**  
**Number:** 1-800-965-4282  
**Website:** www.cubcadet.com

### Major Product Lines:

Four-wheel-steer, zero-turn riders; lap bar zero-turn riders; utility vehicles; lawn and garden tractors, lithium ion- and gasoline-powered handheld and chore products; snow throwers and more.

### Manufacturing Facilities:

Cub Cadet is a global company based in Valley City, Ohio, U.S.A., and operates U.S. manufacturing facilities in Streetsboro and Willard, Ohio; Tupelo, Miss.; and Martin, Tenn.



**Antonio Galindez**  
President and CEO

**Mission Statement**

As part of The Dow Chemical Company, we share a common mission to discover, develop and bring to market solutions to meet the challenges of the growing world while working to improve the lives of its inhabitants. Our commitment to address the world's need for food, feed, fuel and fiber fosters intense collaboration of diverse perspectives, empowering our people to create innovative solutions that continue to reshape the world around us. Together with The Dow Chemical Company, we provide sustainable solutions to the growing world.



**Dow AgroSciences**  
9330 Zionsville Road  
Indianapolis, IN 46268

**Phone:** 800-255-3726  
**Fax:** 800-905-7326  
**Website:**  
[www.DowProvesIt.com](http://www.DowProvesIt.com)  
**Email:** [info@dow.com](mailto:info@dow.com)

# Dow AgroSciences

Dow AgroSciences delivers innovative technology that exceeds market needs and improves the quality of life of the world's growing population. This is evident in the Turf & Ornamental products we recently have introduced, and several new products and technologies in our pipeline. That's our commitment to the industries we serve and, most important, that's our commitment to you.

**Major product lines:**

- ▶ **Dimension®** specialty herbicide provides premium season-long preemergence control of crabgrass, spurge, oxalis and other grassy weeds, along with early postemergence control of crabgrass. With multiple formulations, including water-based Dimension 2EW specialty herbicide, Dimension can be used over the top of field- and container-grown nursery and landscape ornamentals, and on established lawns, golf courses and commercial sod farms without staining surroundings.
- ▶ **Gallery®** specialty herbicide is the most effective preemergence herbicide for broadleaf weeds labeled for cool- and warm-season turf. It can be applied in spring or fall; helps minimize costly callbacks due to weed breakthrough; and provides control for up to eight months.



- ▶ **LockUp®** specialty herbicide is available through distributors as a formulated product for superior control of dollarweed in the South and clover and ground ivy in the North. It offers postemergence weed control to lawn care professionals, golf course superintendents and sports turf managers. It provides activity at extremely low use rates (0.02 to 0.06 lb. a.i./A) and can be applied to moist cool- or warm-season turf.
- ▶ **Eagle® 20EW** specialty fungicide is a liquid systemic fungicide for preventive and curative control of roughly 20 turf-destroying diseases, including dollar spot and brown patch. Available in convenient, easy-to-use containers ideal for use on home lawns and backyard fruit trees. It won't harm popular turfgrass and ornamental species.

**Support:**

We have dedicated individuals serving as sales representatives, technical account managers, sales managers and field scientists providing training, stewardship and solutions to formulators, distributors, university researchers and end users nationwide. Labels and MSDS are available at [www.DowProvesIt.com](http://www.DowProvesIt.com).

The Power of MORE™ earning program allows companies to earn cash rebates on Dow AgroSciences product purchases. Visit [www.PowerOfMORE.com](http://www.PowerOfMORE.com).

®™Trademark of The Dow Chemical Company ("Dow") or an affiliated company of Dow. State restrictions on the sale and use of Dimension specialty herbicide products, Eagle 20EW and LockUp apply. Consult the label before purchase or use for full details. Consult the labels of products containing LockUp before purchase or use for full details. Always read and follow label directions. ©2012 Dow AgroSciences LLC



**Dave Polisky**  
Director of Sales  
and Marketing

## FLEX-Drain®

The complete drainage solution system.

### PRODUCT FOCUS:

Originally a division of parent company Cleveland Tubing Inc. (CTI) in Cleveland, Tenn., FLEX-Drain® is now owned by Amerimax®, a leading manufacturer of rain-carrying systems in the United States and a subsidiary of Euramax®.

Launched in 2007, FLEX-Drain® quickly became CTI's flagship line and its largest product offering. Its innovative design as a complete drainage solution system offered users

a revolutionary alternative to ordinary corrugated pipe.

This product line has received numerous accolades, including a Do It Best Members' Choice Award (two-time recipient) and the Kruesi Award for innovation. Most recently, a brand new extension to the line, the FLEX-Drain® flexible T/Y fitting,

won the National Irrigation Association award for Best New Special Product.

### THE FLEX-Drain® SYSTEM:

Developed to meet the needs of do-it-yourselfers and professionals alike, flexible, expandable FLEX-Drain® is made using advanced no-break



co-polymers for superior contractor grade performance. Only 100% pure "virgin"- grade material is used. In addition, seamless extruding technology offers advanced strength and integrity. The product's patent-pending "peak and valley" design offers greater surface area for weight disbursement, tested and proven to exceed all applicable ASTM standards. FLEX-Drain fittings also exceed all ASTM standards.

Widely compatible with 3" and 4" corrugated pipe and 4" PVC, FLEX-Drain® flexes and bends to hold virtually any shape and installs approximately 20% faster than standard corrugated pipe. It also requires 1/5th the space for transport and storage, saving time and money. And because of its flexible, expandable design, with FLEX-Drain® retailers can stock more

corrugated drain pipe in less space than ever before.

### FLEX-Drain® PRODUCTS AND ACCESSORIES:

- Solid FLEX-Drain® is a solid pipe ideal for applications that involve diverting water from one point to another. Available in 8-, 12-, 25- and 50-foot lengths.
- Perforated FLEX-Drain is a pipe with spaced slits ideal for ground water drainage. Available in 8-, 12-, 25- and 50-foot lengths.
- Perforated FLEX-Drain® with Sock is a pipe with spaced slits, covered with a removable polyester sock. Available in 8-, 12-, 25' and 50' lengths.
- Couplers and adaptors are also available.

### FOR MORE INFORMATION:

Contact FLEX-Drain® at 800-257-1722 (Monday – Friday, 8 a.m. to 5 p.m. ET)

**FLEX-Drain®**  
Professional Grade Drainage Solutions

FLEX-Drain®  
799 Industrial Drive, SW  
Cleveland, TN 37311

Phone: 800-257-1722  
Website:  
www.flex-drain.com





**Joe Shooner**  
Vice President of Sales

**Mission Statement**

Our mission is to make it easy for landscape and lawn care professionals to grow their businesses. Our marketing solutions improve our clients' image and results.

# Focal Point Communications

**Product focus:**

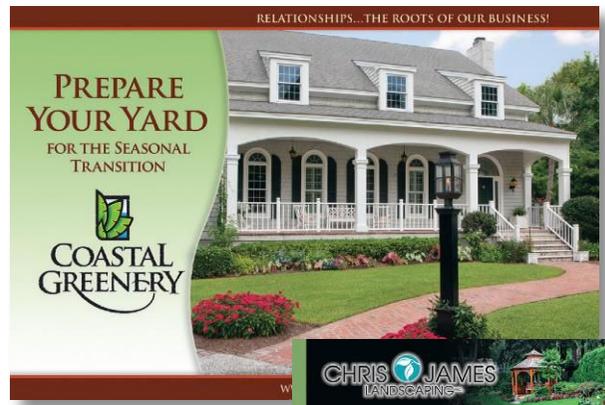
Focal Point is a marketing company serving landscape and lawn care professionals exclusively. We focus on getting results for our clients by generating more leads, helping to close more sales, retaining more clients and utilizing new media to improve credibility and success. We've been serving the green industry since 1987, providing effective marketing solutions with our dedicated and talented team of professionals.

**Support, sales and service:**

We pride ourselves on exceptional customer service, and when you work with us, you can expect a smooth, trouble-free and friendly experience. Our website at [www.growpro.com](http://www.growpro.com) enables our customers to learn about our products, send inquiries and shop for marketing materials at any time.

**Product lines:**

Focal Point creates and manages newsletter, e-newsletter and direct mail programs. We provide website design and custom graphic design, in addition to our catalog of postcards, presentation folders, educational materials and client communication tools. We develop marketing plans for our clients and offer full rebranding services.



**Focal Point Communications**  
61 Circle Freeway Drive  
Cincinnati, OH 45246

**Phone:** 800-525-6999  
**Website:** [www.growpro.com](http://www.growpro.com)  
**Email:** [joeshooner@growpro.com](mailto:joeshooner@growpro.com)

**Scott Conner**  
Vice President, American  
Honda Power Equipment

**Mission Statement**

Honda is the world's largest manufacturer of engines, producing and marketing models for a diverse array of automotive, motorcycle, marine and power equipment products.

Honda Engines offers a complete line of small, general purpose engines that supply smooth and dependable power for commercial, rental industry and consumer applications. These engines are some of the quietest and easiest to start of their kind, even in harsh commercial and construction environments. Such attributes have made Honda engines the popular choice for original equipment manufacturers looking to add value to their own brands.

Honda continuously works to meet future, lower EPA and CARB standards regarding the performance of its products. Investing in meeting the strictest of environmental requirements reflects the company's forward thinking on emission regulations, air quality and customer needs.

**HONDA  
ENGINES**

**Honda Engines**  
4900 Marconi Drive  
Alpharetta, GA 30005

**Phone:** 678-339-2600  
**Website:**  
www.engines.honda.com

# Honda Engines



**Honda Engines: Spotlight on V-Twin Models**

Honda GX OHV V-Twin engines offer exceptional power, adaptability and fuel economy in a compact package. Six V-Twin models (GX/GXV630, GX/GXV660 and GX/GXV690) are available in both horizontal and vertical shaft configurations and are well-suited for light-utility vehicles as well as demanding, power-hungry commercial turf, construction and rental equipment applications.

The engines are ideal for commercial turf equipment (zero-turn radius mowers, lawn tractors, trenchers, stump grinders and chipper/shredders); construction equipment (concrete saws, vibratory rollers, ride-on cement trowels and generators); and pressure washers and floor buffers.

A hemispherical combustion chamber, an integrated cylinder and cylinder head, forged steel connecting rods, a 9.3:1 compression ratio, a digital CDI with variable ignition timing, and twin barrel inner-vent carburetion contribute to the enhanced, fuel-efficient performance of the Honda V-Twin.

**Manufacturing Facility:**

Honda engines are produced at six manufacturing facilities throughout the world.

**Sales and Marketing, Technical Support, Training and Customer Service:**

Alpharetta, Ga.

**Major Product Lines**

Honda produces 29 engines models in six basic series:

Mini Four-Stroke Series	Hand-held portable equipment
GX Series V-Twin Series iGX Series	Commercial and rental equipment
GS Series	Premium residential and light-duty commercial markets
GC Series	Premium residential power equipment



**Mona Haberer**  
President and CEO

**Mission Statement**

To guide and provide the green industry with superior, cost-effective insurance solutions.



**Hortica Insurance & Employee Benefits**

1 Horticultural Lane  
P.O. Box 428  
Edwardsville, IL 62025

**Phone:** 800-851-7740

**Fax:** 800-233-3642

**Website:**

[www.hortica-insurance.com](http://www.hortica-insurance.com)

**Email:**

[sales@hortica-insurance.com](mailto:sales@hortica-insurance.com)

# Hortica Insurance & Employee Benefits

**Product focus:**

Founded in 1887, Hortica is the only U.S. insurance company solely dedicated to landscape professionals, nurseries, greenhouse growers, garden centers, interior landscapers, retail florists and wholesale floral distributors—the entire green industry. We realize the industry is unpredictable and ever-changing. Rest assured our focus is, and will remain, dedicated to protecting you.

Hortica will guide you in designing an insurance plan to provide protection for equipment at job sites, on-the-job employee injuries, chemical application, landscape design/architecture errors and omissions, your employees and other risks unique to your business. With the right coverages at competitive prices, Hortica can help your business improve its bottom line.

Hortica actively participates and supports many national and state industry associations including Professional Landcare Network, Association of Professional Landscape Designers, American Nursery & Landscape Association, OFA—an Association of Horticultural Professionals, Master Nursery Garden Centers and Society of American Florists.



**Facilities:**

Hortica is a national company with its corporate office located in the St. Louis metropolitan area in Edwardsville, IL. The company has branch offices in California, Massachusetts, Pennsylvania and Virginia. Hortica has approximately 80 account executives throughout the country.

**Support:**

When you call Hortica's toll-free number, a real person will answer your call. Our knowledgeable insurance experts will help you stay abreast of your insurance program. Hortica provides cost-saving services to our clients such as loss control training programs, safety resource materials and proactive claims handling. We will even help you

avoid unreasonable liability by reviewing legal contracts. In the event of a loss, a professional on-staff adjuster will guide you through every detail and provide a prompt, fair and hassle-free claim settlement.

**Major product lines:**

Hortica is the green industry advocate that is a trusted partner for all business insurance, employee benefits and personal insurance. We provide a full range of products and services including business package policies, business automobile, workers compensation, bonds, errors and omissions, umbrella, employment practices liability, flood and earthquake, health insurance, long-term care, disability and a variety of personal lines coverage.



**Richard Hunter**  
CEO

**Mission Statement**

Our mission is to deliver innovative products and services of the highest quality to the industries we serve. We will achieve this mission without compromising our core values of customer satisfaction, innovation, family and citizenship.



**Hunter Industries**  
1940 Diamond St.  
San Marcos, CA 92078

**Toll-free Customer Service:**  
760-744-5240

**Website:**  
www.hunterindustries.com

**Email:**  
info@hunterindustries.com

# Hunter Industries

**Major Product Lines:**

Hunter Industries is a family-owned global company that provides high-quality, efficient irrigation solutions. The product line now includes products ranging from rotors that throw between 10 and 160 feet, the water-saving MP Rotator, a full line of AC-powered controllers with smart weather-sensing capabilities including the fully modular I-Core and highly popular X-Core controllers, valves built to withstand 220 PSI, the subsurface irrigating Eco-Mat, Professional Landscape Dripline with built-in check-valves, and robust central control options.

**Manufacturing Facilities:**

Our infrastructure as a corporation is built to minimize resource use as well. From our LEED-certified factories and facilities, to our extensive material waste-reduction efforts, every aspect of our business was developed to use as little natural resource as possible.

Beyond irrigation, Hunter has also increased our investment in Hunter Golf, our line of golf course irrigation products, acquired the innovation-driven FX Luminaire brand of outdoor lighting, and formed Hunter Custom Molding, which offers our extremely efficient manufacturing services to industries beyond irrigation.



While we couldn't be more proud of the products we've introduced over the years, we're most proud of what the Hunter name has come to signify. Throughout all of our interests, Hunter has grown to mean more. More support, more technical resources, more product training, market-stabilizing prices and generous warranties. Because we understand our customers

don't just need a manufacturer, they need a partner. And that's exactly what we strive to be on every level.

Today, with four brands under our corporate banner, sales, service and support on every inhabited continent and more than 100 unique product lines, the Hunter promise of partnership stands as strong as ever.





**Michael Jones**  
President

**Mission Statement**

Husqvarna Group's business mission is to develop, manufacture and market mainly power products for forestry, lawn and garden maintenance, as well as cutting equipment for the construction and stone industries. The product range includes products for both consumers and professional users.



**Husqvarna Group**

**Husqvarna Group**  
9335 Harris Corners Pkwy.  
Suite 500  
Charlotte, NC 28269

**Toll-free Customer Service Number:** 704-597-5000  
**Fax Number:** 704-597-8802  
**Website:** [www.husqvarna.com](http://www.husqvarna.com)  
**Email:** [press@husqvarnagroup.com](mailto:press@husqvarnagroup.com)

# Husqvarna Group



Husqvarna has a complete range of outdoor power equipment.

The Husqvarna Group is the world's largest producer of outdoor power products including chainsaws, trimmers, lawn mowers and garden tractors. The Group is also the European leader in consumer watering products and one of the world leaders in cutting

equipment and diamond tools for the construction and stone industries. The product offering includes products for both consumers and professional users. The Group's products are sold via dealers and retailers in more than 100 countries.

**Major Product Lines**

- Husqvarna
- RedMax
- Poulan
- Poulan Pro
- Dixon
- Bluebird
- Jonesred
- Weedeater
- McCulloch
- Gardena

**Product Focus**

- Outdoor Power Equipment

**Manufacturing Facilities**

- Orangeburg, SC
- McRae, GA
- Nashville, AR



**Samuel R. Allen**  
Chairman & CEO

## John Deere



### Product focus:

In 2012, John Deere is celebrating 175 years of innovation with the highest-quality products and product operator safety initiatives. John Deere manufactures and distributes a full range of products and services designed for the commercial customer.

From commercial riding mowers and compact tractors

to skid steers and utility vehicles, John Deere offers an extensive equipment line to address landscaping needs, from design to daily maintenance.

Creating a total solution for the commercial customer, John Deere also offers a wide range of soft goods and landscaping materials from John Deere Landscapes, competitive

finance options and seasonal payment plans to optimize cash flow through John Deere Credit, superior parts and service, and the support of a strong national dealer network.

### Manufacturing facilities:

John Deere manufactures commercial products in Fuquay-Varina, NC; Horicon, WI; Augusta, GA; Alpharetta, GA; and Dubuque, IA.

### Technical support and training:

At [www.JohnDeere.com](http://www.JohnDeere.com), customers can find information on a variety of support functions, including online product operator manuals and training modules, warranty information and product selector tools.



**John Deere**  
1 John Deere Place  
Moline, IL 61265

**Phone:** 800-537-8233  
**Website:**  
[www.JohnDeere.com](http://www.JohnDeere.com)



**Tom Cromwell**  
President

**Mission Statement**

Kohler Engines, along with Italy-based Lombardini, represent a global engine concern in business since the 1920s. Together, Kohler Engines and Lombardini manufacture a wide range of gasoline, gaseous, and diesel engines, from 4 to 74 hp, which are supplied to equipment manufacturers worldwide in the lawn and garden, commercial and industrial, agricultural and construction markets.

**KOHLER ENGINES**

**Kohler® Engines**  
444 Highland Drive  
Kohler, WI 53044

**Phone:** 800-544-2444  
**Website:**  
KohlerEngines.com

# Kohler® Engines

Since its beginnings in 1920, Kohler® Engines has earned a reputation for manufacturing the highest-quality engines with superior performance. Today, this legacy is advancing as more than 90 years of innovation continue to drive Kohler Engines to expand its product offering and market presence around the globe.

**KDI Diesel Engines**

The company's latest major product innovation is a Tier 4 Final emission compliant diesel engine line developed with Italy-based Lombardini, a KOHLER Company. This new, heavy-duty diesel line offers optimized fuel consumption, limited emissions and remarkable performance without the use of a diesel particulate filter (DPF).

The power and torque of these engines in relation to their compact size and reduced fuel consumption offers significant advantages to construction, industrial and agricultural end-users.

Achieving Tier 4 Final emission compliance without a DPF was possible through the efficient use of the engine's components, including Kohler's direct injection system, cooled

exhaust gas recirculation (EGR) and diesel oxygenated catalyst (DOC). An Electronic Control Unit (ECU) with fuel mapping program also is incorporated to manage the engines' power output.

**EFI Technology**

Of course, another opportunity from Kohler Engines offering unmatched efficiency is the closed-loop EFI (electronic fuel injection) engine, which is incorporated into the company's Command PRO EFI commercial line. These engines have been shown to save up to \$600 a year on fuel and are designed to provide reliable starting and unequalled performance.

Only Kohler EFI engines include an oxygen sensor that analyzes the air/fuel mixture in the muffler. If the oxygen level strays from the ideal air/fuel mixture, the sensor triggers

adjustments to the amount of fuel injected into the system. Kohler EFI engines then "close the loop" between the air/fuel intake and the exhaust output to provide a constant stream of critical feedback, which helps deliver optimal fuel efficiency and a variety of other benefits, including easier starting, fuel adaptability, improved power, and increased life span.

Based on strong marketplace response, Kohler Engines is also set to release its Command PRO EFI Propane Engine. This new option is ideal for those seeking the advantages of the company's closed-loop EFI technology in tandem with the clean-burning and eco-friendly benefits of propane.

**Connect with Kohler**

To learn more about these and other recent innovations from Kohler Engines, or to view the company's complete product offering, visit KohlerEngines.com or facebook.com/kohlerengines.





**Tim Smith**  
President & CEO

### Mission Statement

LandOpt identifies and partners with the most highly qualified, independent landscape contractors in exclusive territories throughout the U.S., empowering them with the best processes, systems, technology and support services in the areas of human resources, sales, business management and operations management. The result of this long-term relationship is profitable growth, improved productivity, and defined career paths for team members, as well as the ability to be part of a national network of landscape contractors who operate in the same manner.



**LandOpt**  
650 Smithfield St.  
Pittsburgh, PA 15222

**Phone:** 412-567-4328  
**Fax:** 866-508-2472  
**Website:** [www.landopt.com](http://www.landopt.com)  
**Email:** [info@landopt.com](mailto:info@landopt.com)

# LandOpt

LandOpt works exclusively with independent landscape contractors, providing proven systems and process in ALL areas of your business – sales/marketing, operations, human resources and business systems. We help you achieve your financial goals through a long-term relationship that includes regular coaching visits as part of a whole-business approach to improving productivity in all areas.

After implementing LandOpt, contractors within the LandOpt Network report having greater control over their business while reducing the number of hours they work to achieve that success!

To learn how the LandOpt business model can elevate your company to the next level of success, contact Partnership Coordinator Teri McGuinness for a complimentary evaluation to determine if your company might qualify to be a Powered by LandOpt Contractor.

### Major Product Lines:

The LandOpt System is a complete business improvement approach

LandOpt Network principals and sales professionals pose for a photo during the annual Principals Meeting & Success Celebration.



LandOpt Success Coach Steve Bach conducts a coaching visit at an Atlanta-based contractor location

that includes systems, processes, training and business coaching.

### Product Focus:

LandOpt works with successful, independently-owned landscape contractors on whole business improvement with the goal of creating profitable growth, improved productivity, defined career paths and an opportunity to be part of a National Contractor Network.

### Manufacturing Facility:

Based in Pittsburgh, Pa., LandOpt supports a national network of independently owned landscape contractors.

### Technical support:

LandOpt provides continuous learning opportunities via role-specific training events, webinars, and annual network-wide events in addition to in-person coaching visits and weekly coaching support calls.





**Tom Rich**  
President

# L.T. Rich Products

**Product focus:**

L.T. Rich Products is a manufacturer of stand-on fertilizer/spray systems, aerators and turf renovators for the commercial lawn care industry. All units are zero-turn and feature a pump/wheel motor transmission. We use only state-of-the-art laser-cutting equipment and CNC fabrication machinery.

Sprayers feature all stainless

steel construction with large fertilizer and liquid spraying capacity. Sizes range from 100 to 300 pounds for fertilizer and eight to 50 gallons of liquid.

Aerators feature 36-in. or 46-in. tine width and 95,000-sq.-ft.-per-hour productivity.

Several attachments are available for the aerators, including a spray system, fertilizer spreader, de-thatch rake, slit seeder and even

a snow plow. Custom and purpose-built units are also available. All products are sold direct or through a dealer base depending on location.

**Manufacturing facility:**

22,000-sq.-ft. facility in Lebanon, IN.

**Major product lines:**

- Z-SPRAY
- Z-PLUG



**L.T. Rich Products**  
920 Hendricks Drive  
Lebanon, IN 46052

**Phone:** 877-482-2040  
**Fax:** 765-482-2050  
**Website:** [www.z-spray.com](http://www.z-spray.com)  
**Email:** [sales@z-spray.com](mailto:sales@z-spray.com)

**Allan Hansen**  
President

### Mission Statement

The goal at Master Route is to be a valuable partner by providing cost-effective GPS fleet-tracking solutions that help to improve your bottom line.

# Master Route



Bill with greater accuracy.

When your industry involves using vehicles and equipment, you should have a way to keep track of them. Master Route is not just one solution. We represent multiple companies, so we are able to provide the right solution for a variety of industries and from a choice of systems.

GPS tracking software provides the ability to validate time worked and reduce fuel



costs by eliminating out of route and the unauthorized use of vehicles and equipment. In fact, customers have reported a 12% reduction in operation costs within as little

as 2 months! One customer recovered approximately \$400,000 of their stolen vehicles and equipment, which equaled the cost of their entire solution.



**Master Route**  
344 Acoma Blvd. South  
Lake Havasu City, AZ 86406

**Toll-Free Customer Service Number:** 1-855-832-4312  
**Fax:** 928-505-3100  
**Website:**  
[www.masterroute.com](http://www.masterroute.com)  
**Email:** [info@masterroute.com](mailto:info@masterroute.com)



No more crews standing around.

**Major Product Lines:**  
GPS Tracking Systems

**Product Focus:**  
We provide GPS Tracking Systems to all sizes of landscape companies.

**Technical Support:**  
We provide personal pre- and post-sales support.

**Jim Jackson**  
President

**Mission Statement**

MistAway® Systems is the leading manufacturer of outdoor misting systems that control mosquitoes, spiders, no-see-ums and other annoying insects. We are committed to providing our dealers with the best business opportunity in misting.

# MistAway Systems



**Product focus:**

MistAway manufactures a system that sprays a very fine mist of a dilute botanical insecticide through a nozzle circuit that is installed around the perimeter of a backyard or other area where people want to spend time outdoors. The mist settles on the grass and landscaping and as mosquitoes and other pests come into contact with the insecticide, they are killed. The systems are both very effective and safe.

While the margins from installation of the systems are attractive, our units make an ideal platform for our dealers to operate a highly profitable recurring service business.

**Technology, support and training:**

MistAway is committed to innovation, and our products are the most advanced and reliable in the industry. Our design and engineering is primarily driven by the ideas, experiences and feedback of our dealers, who have installed more than 15,000 of our systems in the U.S. and abroad.

We offer unmatched technical and sales support and reliable, quick, friendly service.

We also offer comprehensive, practical training at MistAway University, conducted monthly in our offices in Houston.

**Dealer opportunities:**

We are very excited about the opportunity to introduce this new application of misting technology to every market where property owners seek relief from mosquitoes, no-see-ums and other outdoor pests; and we are actively seeking entrepreneurs to act as dealers for our products.

We offer a chance to “get in on the ground floor” of a great business opportunity and build a lasting relationship with a leader in the industry. If you would like to learn more, please don’t hesitate to call us at 866-485-7255 or e-mail [info@mistaway.com](mailto:info@mistaway.com) and we’ll contact you.



**MistAway Systems**  
2121 Brittmoore, #5200  
Houston, TX 77043

**Phone:** 866-485-7255  
**Fax:** 713-255-5055  
**Website:**  
[www.mistaway.com](http://www.mistaway.com)  
**Email:** [info@mistaway.com](mailto:info@mistaway.com)



**Loren Olson**  
President

### Mission Statement

Our mission is to provide proven cost-reducing software tools to the service industry and to partner with our clients to integrate these tools into the way they currently do business.

Modeco provides our customers with the ability to automate their business process of tracking field time and production data to produce additional profit on the bottom line. To be ahead of the competition, to become lean, streamlined and more efficient, TimeScape™ from Modeco is a perfect solution.

Our goal is to obtain that confidence that we are committed to the improvement in this business critical process through a dedicated partnership between our customer and Modeco Systems.

### Modeco Systems

W208 N16975 N. Center St.  
Jackson, WI 53037

### Toll-Free Customer

**Service:** 866-677-8184

**Fax:** 262-677-8186

### Website:

[www.modecosystems.com](http://www.modecosystems.com)

### Email:

[sales@modecosystems.com](mailto:sales@modecosystems.com)

# Modeco Systems

Introducing **TimeScape™ LIVE** the new phone app for **TimeScape™** our mobile time and production tracking solution that streamlines the collection and flow of field information in real time. Learn how live feed and GPS points are sent from the field back to the office in real time.

With the use of barcodes and pocket-sized scanners or smart phones, each crew tracks properties served, tasks performed, and materials consumed as it occurs in real time. The information is then uploaded into **TimeScape™** via a PC or smart phone which makes it easy for branch offices, field offices, direct-reports, and subcontractors. No more

manual data entry! Better yet, no more illegible log sheets or time cards. TimeScape has over a hundred reports instantly showing precise field data and passes this information into your accounting/billing/payroll systems.

Imagine for snow and ice management work, how great it would be to have every piece of information you need for invoicing and payroll after a snow event, by the time the last snowflake falls. **TimeScape™** can do that and much more.

In addition to **TimeScape™** our Software Solutions from Modeco offer asset management and inventory management.

Modeco provides the perfect solution for the Green Industry to increase profits while striving to become more lean and streamlined. **TimeScape™** is an excellent business tool, just as important as the proper truck or the best mower.

Why not put **TimeScape™** and **TimeScape™- LIVE** to work for you today? Contact us at **866-677-8184** for further information plus check out our website at [www.modecosystems.com](http://www.modecosystems.com) for a new video narrated by Terry Bradshaw describing **TimeScape™**, filmed on location at one of our largest clients.

Modeco works hard to make your job easier.

**TimeScape™ LIVE**

**It's About Time!**



**Douglas Weichman, CAFM**  
President

**Mission Statement**

NAFA is the association for the vehicle fleet management profession. Our purpose is to promote the highest levels of professional management of vehicles, enabling all members to improve their ability to contribute to an employer's success. We seek to accomplish our goals through quality educational endeavors, sharing of fleet expertise, government and industry relations, and a broad range of direct services to members.



**NAFA Fleet Management Association**

125 Village Blvd., Suite 200  
Princeton, NJ 08540

**Phone:** 609-720-0882

**Fax:** 609-452-8004

**Website:** [www.nafa.org](http://www.nafa.org)

**Email:** [info@nafa.org](mailto:info@nafa.org)

# NAFA Fleet Management Association

NAFA Fleet Management Association is the world's premier not-for-profit association for professionals who manage fleets of sedans, public safety vehicles, trucks and buses of all types and sizes, and a wide range of military and off-road equipment for organizations across the globe. NAFA is the association for the diverse vehicle fleet management profession regardless of organizational type, geographic location or fleet composition.

NAFA provides its members a full range of products and services, including statistical research, publications, regional chapter meetings, government representation, seminars, online information and an annual Institute & Expo.

The association has several thousand full and associate members in 33 regional chapters in the United States and Canada. NAFA's members manage fleets for corporations covering a wide range of manufacturing and service organizations, governments (whether local, state and federal), or public service entities (public safety, law enforcement, educational institutions, utilities, etc.); still other members serve financial institutions, insurance companies, non-profit



organizations and the like.

Whether a commercial industry or public service, NAFA members play an integral part in today's business environment. The more "traditional" fleet vehicles of passenger cars, vans and SUVs managed by our members total 1.4 million and account for \$45 billion in assets. This number doesn't even account for the additional 180,000 police sedans; 43,000-plus emergency vehicles; and 460,000 pieces of specialty equipment used by public service fleets, as well as commercial ones!

NAFA's full and associate members are responsible for the specification, acquisition, maintenance and repair, fueling, risk management and remarketing of more than 3.7 million vehicles including more than 1.2 million trucks! In fact, NAFA members across the North American continent have



more than 420,000 medium- and heavy-duty trucks in their fleets, totaling for more than \$21 billion in assets for medium- and heavy-duty trucks alone.

The fleets that NAFA members handle are as diverse as the North American organizations they work for. These fleet managers are instrumental in keeping businesses and local governments moving! We think it's time for people to take a new look at fleet management.

Scott Lorch  
President

# Nu-Star Inc.



**Nu-Star Inc.**  
1425 Stagecoach Road  
Shakopee, MN 55379

**Toll-Free Customer Service**  
**Number:** 1-800-800-9274  
**Fax:** 952-445-8295  
**Website:**  
[www.nustarinc.com](http://www.nustarinc.com)  
**Email:**  
[jadams@nustarinc.com](mailto:jadams@nustarinc.com)

## Major Product Lines:

Nu-Star, PowerPusher

## Product Focus:

Battery Powered Material  
Handling

Headquartered in Shakopee, MN, NuStar Inc. is a privately held corporation specializing in the design, manufacture, marketing and sale of pedestrian-operated, battery-powered pushing and tug units for pushing, pulling and maneuvering an incredible range of wheeled and semi-wheeled



**PowerPusher®**  
*If it rolls... we can move it.™*

loads. With more than 23,000 units sold since 1964, we are ready to handle any type of material handling needs you have. For more information, visit: [www.powerpusher.com](http://www.powerpusher.com).

The Power Pusher® pedestrian-operated, battery-powered pusher designed to allow one person to move wheeled loads weighing up to 50,000 lbs. up a 5% grade

without forklifts or other more expensive ride-on equipment. It increases productivity by reducing the number of personnel needed to move heavy objects. It also creates a safer work environment by reducing the risk of injury. Power Pushers are less expensive and easier to store than forklifts or tractors, plus operators do not need a license.

**Rick McDowell**  
President

**Mission Statement**

Outdoor Supplies and Equipment and Outdoorboxes.com are committed to providing products that are integral to the success of our industry. We strive to serve consumers and the environment with a strong focus on sustainability. A customer is considered to be more, a business partner. We intend to maintain our achieved success of supplying top quality products in North America, with products that are **made in North America.**



**Outdoor Supplies and Equipment**  
25 Arrowsmith Road  
Hamilton, Ontario  
Canada L8E 2W4

**Toll-Free Customer Service**  
**Number:** 1-800-661-8708  
**Fax:** 905-578-2077  
**Websites:**  
Outdoorboxes.com  
Outdoorsupplies.ca  
**Email:**  
sales@outdoorboxes.com

# Outdoor Supplies and Equipment

**Product Focus:**

From personal to municipal and snow professionals' usage alike, Outdoorboxes.com is the preferred manufacturer for your outdoor storage needs. We are the producer of the *DuraBox*, a sustainable, rugged, multifunctional outdoor storage box. The *DuraBox* offers a molded in lid stop, reinforced lid, inner stackable design and sloped lid for added water resistance. Although it is manufactured for industrial strength, it is still stylish enough for the most upscale client.

Born from necessity, the *DuraBox* provides landscape

contractors and municipalities with a cost-effective, safe and secure salt or sand storage bin.

Outdoorboxes.com offers a competitive edge to the market by providing our customers the opportunity to customize their *DuraBox*. Not only can you have your company name and logo customized into the box, but also the option to choose the color of your boxes to harmonize with company colours.

Our clients needed a solution for a better, more affordable storage box and we came through. However, our market



for boxes has expanded into farms, factories, construction, safety and cottage industries to even the local school teams to store their gear. If you require greater security, the *DuraBox* is molded to accept a hasp for locking purposes. Uses for the *DuraBox* are endless.

After years of testing in the harsh Canadian winters, the *DuraBox* is ready for whatever you want to throw in it.

**Facilities:**

Outdoorboxes.com uses both a 43,000-sq.-ft. manufacturing facility along with a 2 1/2-acre

distribution facility. With many years of expertise on staff we welcome any opportunity or challenge.

**Sales and Support:**

Since the inception of the *DuraBox*, a two-step distribution network has been used. The *DuraBox* can be found at most equipment dealers and retailers of ice-melting products. Our long-term Canadian distributors and dealers are knowledgeable in their markets and districts. We are looking forward to establishing the same relationships in the U.S.



**Tom Jessen**  
Founder

# PermaGreen Supreme

**Company focus:**

PermaGreen Supreme, Inc. was founded in 1980 as a lawn care company, making its way by pulling hoses on lawns. It was not long before founder Tom Jessen developed innovative turf application technologies such as Low Volume (1 gallon/ thousand) spraying; the first commercially available Injection Gun System; and the first Ride-On Spreader Sprayer, which vastly increased



**PermaGreen Supreme**  
5609 Murvihill Road  
Valparaiso, IN 46383

**Phone:** 800-346-2001  
**Fax:** 219-476-7113  
**Website:**  
[www.permagreen.com](http://www.permagreen.com)

production numbers and reduced operator fatigue. More than 10,000 companies use PermaGreens, and the concept has always remained the same: a powerful mechanized rider, fast enough to treat 1 million square feet per day, yet small

enough to fit through 36-in. gates and treat tiny lawns.

The PermaGreen™ philosophy is: "One machine that you'll use every day on almost every lawn." It virtually eliminates walking and pushing, generates huge profits through increased production and gives employees very favorable working conditions. In today's market you can't compete using your feet.

**PermaGreen™ is more than a great machine.**

► **Knowledgeable and professional customer service:** Our Tech Support team includes former lawn care owners and technicians, in addition to former assembly line people, who know every nut and bolt of every machine we have ever built. Getting parts is fast and simple, thanks to our \$2 million

parts inventory and next-day air capabilities.

► **We stand behind you all the way:** We are certain you'll love your PermaGreen™. To prove it, we offer a 30-day buyback guarantee and a 1-year warranty. PermaGreen™ also offers the largest dealer and repair center network in the industry.

► **Ideas to help you thrive not just survive:** PermaGreen™ offers a free, comprehensive consultation to help you accomplish your business goals. Our Tactical Handbook (written by lawn care pros with 100+ years of experience) offers a wealth of business tips for maximizing the output and effectiveness of your operation.

**Call 800-346-2001 or visit [permagreen.com](http://permagreen.com) for a free handbook and dealer locations.**



**A.J. DiBianca**  
CEO

**Mission Statement**

To provide businesses and organizations cost-effective tools that communicate time-sensitive, personal information in order to benefit the recipient and our clients. Be successful by creating a customer experience that exceeds expectations every time.

# PhoneTree

**More Information:**

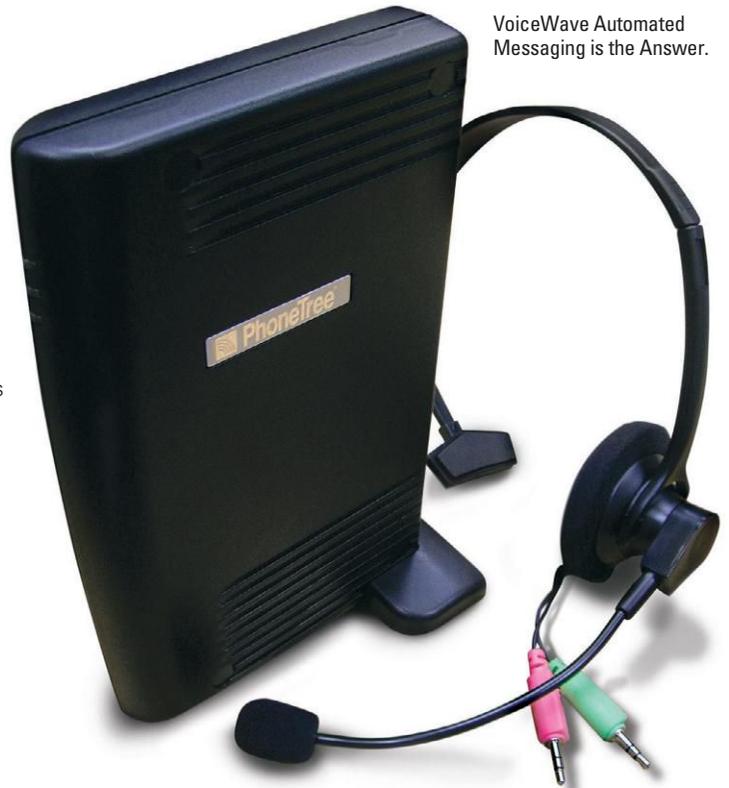
Business is unique. PhoneTree can help customize your specific communication needs using phone, text, email and social media messaging. Our VoiceWave solution saves valuable staff time and allows you to focus on what's really important – your customers.

**Major Product Line:**

VoiceWave

**Product Focus:**

Automated Messaging via Phone, Text, Email and Social Media



VoiceWave Automated Messaging is the Answer.

**VoiceWave Solution Benefits:**

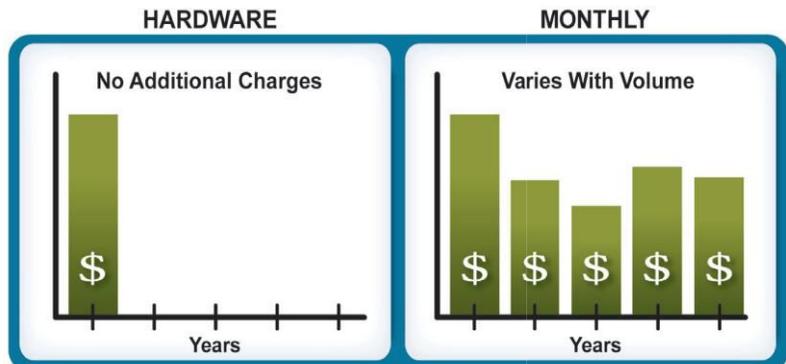
- Unlimited list capacity
- Operate remotely with voice prompts
- Compatible with   
- Longevity – our solutions are designed to last
- Contact information does NOT leave the organization



**PhoneTree**  
301 N. Main St., Ste. 1800  
Winston-Salem, NC 27101

**Toll-Free Customer Service Number:** 1-800-951-8733  
**Fax:** (336) 722-6877  
**Website:** www.phonetree.com  
**Email:** sales@phonetree.com

**Decrease costs with a VoiceWave hardware solution**



**Pete Lord**  
President

**Mission Statement**

Our mission is to always provide the landscape professional with the most innovative, feature-rich and easy-to-use landscape design software in the marketplace.



# PRO Landscape by Drafix Software

**Product Focus:**

Increase sales and improve design quality using PRO Landscape design software.

PRO Landscape is the most complete, easiest-to-learn and easiest-to-use professional

easy to plan, bid and sell your landscape designs.

➤ **Photo Imaging:** Use PRO Landscape’s photo imaging to create a realistic visual representation of what your proposed landscape design will look like. Simply start with a digital photograph of your customer’s house and then you can easily drag-and-drop your landscape items right onto the photograph. PRO Landscape’s library contains over 10,000 of the industry’s highest quality images of plants, trees, shrubs, grass, mulch, hardscapes, water features, night and holiday lighting, or easily add your own. Easily create visual designs that your customers can understand.

➤ **PRO Landscape Companion for iPad/Tablet:**

Go mobile with the first professional landscape design solution for your iPad or tablet. PRO Landscape Companion

landscape design software package you can buy. The software creates breathtaking visual landscape designs, 2D site plans, 3D representations and accurate estimates. PRO Landscape makes it fast and



allows you to easily create and edit designs right in the field using your iPad. Impress your customers and outpace your competition by designing, presenting and closing the sale right on the spot.

➤ **Easy-to-Use CAD:** PRO Landscape allows you to quickly create scaled 2D-site plans that accurately represent your proposed design elements including plantings, hardscapes and irrigation systems. PRO Landscape keeps track of all materials, calculates hardscape areas and material volume of items such as rock or mulch. With a single click you can create a title block, callouts or a plant legend.

➤ **Customer Proposals:** PRO Landscape generates an accurate bid directly from your photo imaging or CAD files using your prices and tax rate. Once you create your estimate, put together a professional-looking customer presentation including the cover sheet, estimate, material list and plant information with pictures in just seconds!

➤ **Free Technical Support:** PRO Landscape comes with a 60-day money back guarantee, tutorial/training DVD and free, lifetime technical support.



**PRO Landscape**  
by Drafix Software  
114A W. 3rd St., Suite #301  
Kansas City, MO 64105

**Toll-Free Customer Service**  
Number: 1-800-231-8574  
Fax: 816-842-5554  
Website:  
<http://prolandscape.com>  
Email:  
[sales@prolandscape.com](mailto:sales@prolandscape.com)



**Mission Statement**

The Propane Education & Research Council promotes the safe, efficient use of odorized propane gas as a preferred energy source.

# Propane Education & Research Council



**Product Focus**

The Propane Mower Incentive Program offered by the Propane Education & Research Council (PERC) is a research and demonstration program that provides incentives to landscape contractors for providing feedback and documenting performance data about their real-world experiences mowing with propane. PERC uses this data in the research, development, and demonstration of new propane-fueled lawn care equipment.

New mower purchases and new mowers converted

to run on propane are eligible for the incentive. By participating, landscape contractors can receive \$1,000 on eligible new mowers and \$500 on converted mowers. This incentive can be combined with other manufacturer and state-level propane gas association rebates.

To qualify for the mower incentive on conversions, the equipment must be a commercial mower operated for less than 10 hours. It also must be a dedicated



propane-fueled mower and the conversion kit must meet Environmental Protection Agency or California Air Resources Board requirements. The conversion cannot void the original equipment manufacturer's warranty.

While participating in this program, landscape contractors can benefit not only from the monetary incentive, but also from the overall benefits of propane. Fuel costs have an enormous impact on landscape contractors' profitability, and the price of propane is competitive compared with other energy sources. And since propane is an approved alternative fuel, there's less downtime as a result of ozone action days.

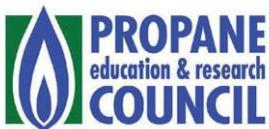
Landscape contractors who have switched to propane-fueled

commercial mowers have seen substantial results with cost and time savings. Denison Landscaping and Nursery, a large landscape contractor based in Fort Washington, Md., knows firsthand about these benefits.

Vice President Elbert Monroe said the company saves an average of \$20 to \$30 daily for each propane-fueled 72-inch riding lawnmower. Monroe also said that his customers support Denison's use of propane-fueled lawn equipment.

"It's environmentally friendly," he said. "Customers like it that we're using a clean fuel."

For more information about the Propane Mower Incentive Program and how propane can benefit your business, visit [www.poweredbypropane.org](http://www.poweredbypropane.org).



**Propane Education & Research Council**  
 Suite 1075  
 1140 Connecticut Ave. NW  
 Washington, DC 20036

**Phone:** 202-452-8975  
**Fax:** 202-452-9054  
**Website:**  
[www.propanecouncil.org](http://www.propanecouncil.org)

**Rick Grant**  
Business Director of  
Quali-Pro & Turf Technicals

## Mission Statement

As a part of the Makhteshim Agan Group, the world's leading alternate brand manufacturer and distributor of crop and non-crop products, Quali-Pro is dedicated to providing our customers with high quality, environmentally sound, and cost-competitive pest management solutions in the U.S. professional turf, ornamental and nursery markets, building market share and long-term partnerships with our customers by providing a competitive advantage through our registration, formulation and marketing capabilities and maintaining a corporate culture of integrity, accountability and respect.

# QUALI-PRO

Quality Turf & Ornamental Products

**Control Solutions Inc.**  
5903 Genoa Red Bluff  
Pasadena, Texas 77507

**Phone:** 281-892-2500

### Websites:

[www.controlsolutionsinc.com](http://www.controlsolutionsinc.com)

[www.quali-pro.com](http://www.quali-pro.com)

**Facebook:** <https://www.facebook.com/qualipro>

# Quali-Pro

## New Generation Basic



### Major Product Lines:

- Herbicides
- Fungicides
- Insecticides
- Plant Growth Regulators

### Product Focus:

Quali-Pro is making "basic" even "better" by creating new and unique products to help keep your course looking and playing its best. Just what you'd expect from Quali-Pro, the New Generation Basic.

### Herbicides:

Get better protection against annual grassy and broadleaf weeds during overseeding this season with Quali-Pro's Prodiamine 65 WDG, 4L, Dithiopyr, Isoxaben and Oxadiazon 2G.

### Fungicides:

From university tests to commercial success, the Quali-Pro line has performed extremely well for both home lawn and landscape turf disease problems. Myclobutanil and Propiconazole are two powerful products that ensure protection all season long.

### Insecticides:

The new choice for quality and value from Quali-Pro, Fipronil 0.0143G Broadcast insecticide cuts the costs of fire ant and mole cricket control without cutting any corners. Featuring the latest formulation technology, Fipronil Broadcast is powered by the same active ingredient found in TopChoice®

insecticide. Get the same surefire, long-lasting control plus the value you've come to expect from Quali-Pro.

### Manufacturing Facility:

Quali-Pro products are manufactured in Pasadena, Texas, at Control Solutions, Inc.

### Technical Support:

Quali-Pro has technical specialists and sales representatives that provide product knowledge and technical expertise when you need help deciding which product will work best to remedy your problem. To locate your nearest technical specialist or sales representative, please visit [www.quali-pro.com](http://www.quali-pro.com).

**Walter K. Byrd**  
President

# R&K Pump & Equipment

**Product focus:**

R&K Pump & Equipment manufactures sprayers for the lawn care, pest control, aquatics, nursery and agricultural industries. With 30 years of experience in the spray equipment industry, we produce

more than 50 models with various pump, engine and hose reel options to meet every spraying need. Our exclusive all-welded aircraft-grade aluminum frames

allow us to produce a high-strength, lightweight piece of equipment that will never rust and never needs painting.

**Manufacturing facility:**

Located in Pompano Beach, FL, since 1980, R&K is proud to be an American manufacturer. All welding, fabrication and assembly is completed in-house to ensure quality control and on-time deliveries. Our shops are organized into work cells that can easily be adjusted to build a custom unit or 100 production units just as efficiently. We manufacture for some of the largest fleets in the lawn care and pest control industries and provide maintenance for more than 1,500 commercial spray units.

**Major product lines:**

➤ **Lawn/Turf Care Trucks.**



Truck-mounted spray systems are available from 200 to 1,600 gallons.

We offer complete turnkey body and chassis combinations, or we can custom build on your existing vehicle.

➤ **Pro-Series Skid Mounted Units.** Skid units range in size from 50 to 600 gallons with poly or fiberglass tanks and more

than a dozen pump and engine combinations. These units offer exceptional service at an economic price.

➤ **Portable Commercial Sprayers.** Our 50-, 100- and 200-gallon 4-wheel carts and 2-wheel trailers are available with boom spray options and hose reel accessories to match any spraying application.



**R&K Pump & Equipment, Inc.**  
1905 NW 40th Court  
Pompano Beach, FL 33064

**Phone:** 954-295-3144  
**Fax:** 888-229-4341  
**Website:**  
www.randkpump.com  
**Email:**  
ken@randkpump.com

**Stephen James**  
General Manager

**Todd Williamson**  
Sales  
Email: todd@reddick.cc

# Reddick Equipment Company of NC

**Product focus:**

Reddick Equipment Co. has been manufacturing sprayers since 1965. We produce sprayers for multiple markets, including lawn care, turf, pest control, deicing, tree care, nursery, agricultural and highway. Our equipment is available with frames built from mild steel, stainless steel or aluminum to carry poly or fiberglass tanks from 8 gallons to 1,650 gallons. With more than

\$1.2 million in sprayer parts inventory, we can build most equipment right off the shelf and provide replacement parts for most major brands throughout the industry.

**Manufacturing facility:**

Located in eastern North Carolina just east of I-95, we operate in 28,000 square feet of manufacturing space. The strong values of our rural community are reflected in the conscientious attitude of our employees and management staff.

**Technical support:**

Our customer service department is staffed by five senior technicians with a wide variety of expertise within the spraying industry, and they enjoy sharing their knowledge. The value to you is receiving the right parts and equipment for your job—the first time.

**Major product lines:**

➤ **Pest Control / Lawn**

**Care Skids.** Aluminum skid frames with poly tanks or our seamless fiberglass tanks with safety cross baffles from 30- to 500-gallon capacity to fit



ATV, UTV and truck applications. Diaphragm, centrifugal and 12V pump options, manual and electric hose reel options.

➤ **Deicing Skids.** Aluminum

or stainless steel frames and rear-mounted shielded spray booms with poly or our seamless fiberglass tanks with safety cross baffles from 100- to 500-gallon capacity.

➤ **Agricultural.** Three-point

hitch, utility tool bar and trailer sprayers up to 1,000-gallon capacity with spray booms available up to 72 feet.



**REDDICK EQUIPMENT COMPANY INC.**

**Reddick Equipment Co.**  
1909 W. Main St.  
Williamston, NC 27892

**Phone:** 800-334-3388  
**Fax:** 252-792-4913  
**Website:**  
www.reddickequipment.com  
**Email:** stephen@reddick.cc

**Mission Statement**

The vision of Syngenta is to deliver the best products in the industry, provide strong technical field support, and give lawn and landscape professionals what they need to create better looking turf and a bigger bottom-line.



**Syngenta**  
P.O. Box 18300  
Greensboro, NC 27419

**Phone:** 866-SYNGENTA  
886-796-4368

**Fax:** 336-632-6135

**Website:**  
[www.greencastonline.com](http://www.greencastonline.com)

# Syngenta

**Major product lines:**

Syngenta offers some of the industry's most effective herbicides, insecticides, fungicides and plant growth regulators, including:

➤ **Barricade®**, a selective pre-emergent herbicide that offers low-rate, season-long control of more than 30 grassy and broadleaf weeds, including crabgrass, goosegrass and *Poa annua*.

Barricade offers a wide application window and two formulations (Barricade 4FL liquid and Barricade 65WG wettable granule) — both of which give professionals a high degree of flexibility.

➤ **Caravan™ G**, a multi-purpose insecticide/

fungicide controls a broad range of insect and disease pests with a single visit; resulting in reduced labor and fuel costs. Caravan G delivers the disease control of Heritage® G fungicide and the insect control of Meridian® 25WG insecticide for truly better-looking turf.

➤ **Tenacity®**, a selective pre- and post-emergent herbicide that can be used at **seeding**, including bare-ground renovation seeding, or selective overseeding. It prevents weeds

from germinating and competing with new grass thus ensuring better establishment of desired turf. Packaged in convenient 8 oz bottles or larger 1 gallon jugs, Tenacity controls 46 broadleaf weeds and undesired grasses in most cool-season turf types.

➤ **Monument® 75WG**, a post-emergent, broad-spectrum herbicide that controls all major sedges plus other important weeds including dandelion, crabgrass (suppression), clover and spurge among other broadleaf and grassy weeds. Available in single-dose, 0.5-gram packages for spot treatments and larger 5 x 5 gram pre-measured water-soluble packets, Monument knocks out weeds for more beautiful turf.

**Customer support:**

Syngenta offers lawn-care operators:

➤ More than 30 territory managers, who consult with customers to solve problems and work in partnership with a nationwide network of full-service distribution partners;

➤ Field technical managers, located across the country, who are available to assist with issues that customers might face;

➤ A Customer Center, available at 1-866-Syngenta(a), which gives lawn care operators access to technical and product support as well as assistance with marketing programs;

➤ Innovative online tools such as GreenCast® ([www.greencastonline.com](http://www.greencastonline.com)), a web-based technology platform that delivers weather, pest and reference information directly to customers' desktops; and

➤ The GreenTrust™ 365 Lawn & Landscape Program, which allows customers to earn rebates for purchases of Qualifying Products throughout the year. Program Participants can lock in a yearlong rebate percentage with only \$5,000 worth of purchases of Qualifying Products during the Early Order Period. Lawn care professionals **can save up to 14% on all purchases of Barricade** during the market year (if they meet the \$5,000 minimum purchase requirement). Details are available at: [www.greentrust365.com](http://www.greentrust365.com).

To learn more about Syngenta products and services for the golf, professional turf management and aquatic businesses, visit [www.greencastonline.com](http://www.greencastonline.com) or call 1-866-SYNGENTA (796-4368).

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**Jerry Hunter**  
CEO

# US Fleet Tracking

With global reach and headquartered in Oklahoma City, US Fleet Tracking leads the LIVE asset and vehicle-tracking industry, providing sub-10-second tracking service.

US Fleet Tracking has the widest coverage area with the highest reliability of any GPS tracking product on the market.

Whether you're in the United States, Canada, Europe or the Middle East, Australia, South America or Africa, US Fleet Tracking covers you.

In addition to its experience tracking personal and commercial vehicles, the company provides tracking to numerous large-scale public venues including Super Bowls XLI, XLII, XLIII, XLIV, XLV and XLVI, the 2010 Pro Bowl, the 2011 NHL All Star Game, 2010 Winter Olympics,

2012 Summer Olympics and 2012 Republican National Convention.

**Major Product Lines:**

X5 GPS tracking products and technology

**Product Focus:**

Live GPS tracking devices and web-based software platform

**Manufacturing Facilities:**

Tracking platform engineered and GPS tracking devices assembled in Oklahoma

**Technical Support:**

Live technical support through the web-based tracking platform, email and by phone at 405-749-1105 (Mon-Fri 7a to 7p | Sat 9a to 4p | Central Time)

US Fleet Tracking OBD-X5  
GPS Tracking Device



US Fleet Tracking AT-X5  
GPS Tracking Device



**US Fleet Tracking**  
2912 NW 156th Street  
Edmond, OK 73013

**Phone:** 405-749-1105  
**Fax:** 405-749-1056  
**Website:**  
[www.usfleettracking.com](http://www.usfleettracking.com)  
**Email:** [sales@usft.com](mailto:sales@usft.com)





**Ken Hutcheson**  
President

**U.S. LAWNS HAS OVER 250 LOCATIONS NATIONWIDE. WE ARE A PROVEN LEADER IN THE INDUSTRY:**

We are the #1-ranked landscape management franchise

#9 on Landscape Management's LM150

#8 on Snow Magazine's TOP 100 snow contractors

#138 on Entrepreneur Magazine's Franchise 500

#14 on Forbes TOP 20 Franchisees

U.S.A. TODAY's 50 TOP Franchises for Military Veterans

#48 on 1851 Magazine's TOP 100 Friendly Franchises



**U.S. Lawns**  
4407 Vineland Rd.  
Suite D-15  
Orlando, FL 32803

**Phone:** 407-246-1630  
**Toll-free Customer Service Number:** 866-781-4875  
**Website:** www.uslawns.com  
**Email:** Franchise@USLawns.net

# U.S. Lawns

**GRASS KEEPS GROWING – YOUR BUSINESS CAN TOO!**



Since 1986 we have helped green industry business owners transform their small-scale operations into successful and sustainable businesses within our franchise network. We can do the same thing for you.

Let us provide you with the national brand, proven model, tools, systems and ongoing support to lead

you to the success you've been dreaming about in the commercial landscape management industry.

**SPECIAL OFFER FOR CONVERSIONS: \$0 DOWN!\***

Not only will you be joining the leader in the industry, you will be taking advantage of our **NO MONEY DOWN OFFER!**

**We offer you 100% financing of a reduced franchise fee!\***

You will still own your business, but you would now operate under a national brand name with proven systems, tools and support, so you will not be alone in your business. You will have a Regional Franchise Advisor who will work one-on-one with you for any agronomic help, sales and business plans and business building, plus a full support team at the Home Office for marketing, accounting and business assistance. We will always be here to help you with anything you need. But don't take our word for it. Call our franchisees and ask them about it.

**With U.S. Lawns, get set to take the commercial landscape world by storm!**

For more information about U.S. Lawns call 866-781-4875, email [Franchise@USLawns.net](mailto:Franchise@USLawns.net) or visit [www.USLawnsFranchise.com](http://www.USLawnsFranchise.com)

*\*Individuals must qualify for \$0 down financing. Qualifications are based upon credit worthiness & gross billings of the existing business.*





**Bill Wright**  
Founder and CEO

**Mission Statement**

To enjoyably, safely and profitably participate in the business of manufacturing and promotion of the most safe, useful, durable and excellent quality lawn equipment in the world.

We endeavor to relentlessly and continuously improve and remove waste from our processes and systems according to lean concepts. We will treat, with the highest respect, each other, our internal and external customers, suppliers and stakeholders while promoting each other's real success and progress in life.



**Wright Manufacturing**  
4600X Wedgewood Blvd.  
Frederick, MD 21703

**Phone:** 301-360-9810  
**Website:** www.wrightmfg.com

# Wright Manufacturing

## THE STANDER OF EXCELLENCE

When the first Wright Stander® rolled off the assembly line in 1997, it didn't simply introduce a new mower design. It created a better way to mow.

The first Wright Stander brought unprecedented agility, speed and safety to lawn maintenance professionals with its patented zero-radius turn, stand-on design. Its operating experience delivered greater comfort and ease



of use, and its superior craftsmanship resulted in rock-solid reliability—yielding higher productivity and profitability. Today, every Stander and Wright mower continues to deliver these results.

This commitment to quality and innovation reflects the vision and values of Bill Wright, founder and CEO of Wright Manufacturing. Wright focuses solely on manufacturing the



best commercial mowers available anywhere.

Since the introduction of the Stander, Wright has continually refined and enhanced its full line of standing mower designs, keeping them, literally, on the cutting edge of mowing technology. Today, professionals everywhere still recognize the Stander line as the industry leader in performance and quality—truly the **Stander of Excellence**.

**Wright offers a full line of professional mowers and accessories that include:**

**Stand-On Mowers**

Stander mowers enable operators to easily shift their weight and positioning for optimal control over changing terrain and in tight spaces.

- Stander
- Stander X
- Stander ZK
- Stander RH

**Sit/Stand Mowers**

Sport models allow operators to sit or stand for maximum

comfort and maneuverability in a variety of environments.

- Sport
- Sport X
- Sport RH

**Mid-Mount Z**

Wright Mid-Mount Z mowers are among the lightest and most agile in their class.

- Mid-Mount Z
- Mid-Mount ZTO

**Walk-Behinds**

Velke mowers feature a compact design as well as the option for use with Velky sulkies for "ride-behind" convenience.

- Velke Gear Drive
- Velke Hydro

**Accessories**

Wright accessories enhance the performance of Wright mowers and provide years of reliable performance.

- Grass Gobbler
- Grass Collection system
- Velke Sully
- Velke Sully X2
- Velke SuperPro