

# SUPPLIER RESOURCE PROFILES

A look at what Green Industry manufacturers and service providers have to offer.

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**PRODUCT**  
Highlight

**SUPPLIER**  
FAQ

**COMPANY**  
Spotlight



# Agrium Advanced Technologies



## **What is Agrium Advanced Technologies?**

Agrium Advanced Technologies is a leading manufacturer and marketer of controlled-release fertilizers for lawn maintenance professionals. The company is at the forefront in providing a single, convenient source for innovative fertilizer technologies that offer efficient, economical and environmentally responsible advantages.

## **Where is Agrium Advanced Technologies located?**

The corporate headquarters for Agrium Advanced Technologies is located in Loveland, Colo. The company's core operations are located throughout North America and include eight production facilities, 14 storage facilities, and one technology innovation laboratory.

## **What are the principal products Agrium Advanced Technologies markets to turf professionals?**

Duration CR® is a controlled-release source of nitrogen that features an advanced polymer coating. Fertilizers Driven by Duration CR are blended products incorporating this controlled-release technology with longevities ranging from 45 up to 180 days. Spread it & Forget it™, with a single application lasting up to 180 days, is a specific controlled-release product featuring Duration CR's next-generation coating technology.

## **Why is this polymer coating better than traditional sulfur-coated fertilizers?**

Traditional coated fertilizers are known to crack and break down prematurely. This releases nitrogen more rapidly. The release is also based on moisture, which is not necessarily when plants need nutrition most. Since plants can only take up a portion of the nitrogen that's applied, it's more likely nitrogen will leach away into the groundwater or be lost to volatilization. As a result, turf yellows sooner from not getting the nitrogen it needs.

The nutrient release of fertilizers Driven by Duration CR is based on soil temperature, when plants are actively feeding. With more of the nitrogen taken up by the plant, far less is lost to leaching or volatilization. And because fertilizers Driven by Duration

CR don't need to be applied as frequently, nitrogen use can be reduced by up to 40 percent, compared with sulfur-coated products. This consistent, controlled feeding also eliminates the feast/famine cycle that contributes to stress, so turf is more resistant to weeds and diseases, which promotes lush, green growth.

## **How can a lawn care operator benefit from making fewer fertilizer applications?**

Fewer applications per property saves time, freeing up crews to visit more properties per day, or allows lawn care operators to add new customers or services. There is also less hardscape cleanup, particularly helpful if working on HOA or large commercial properties. Controlled feeding also eliminates flush growth, reducing mowing and clippings cleanup, while decreasing fuel and equipment upkeep costs.

## **Where can you learn more about the products available from Agrium Advanced Technologies?**

Visit [www.DrivenByDuration.com](http://www.DrivenByDuration.com) for additional details about fertilizers Driven by Duration CR, including Spread it & Forget it, and to locate a distributor near you.



# Air-O-Lator Corp.

Fine-bubble aeration best for deep ponds, lakes to achieve superior water quality



**About our products:**

1. The Deep Aire aerator creates a healthy pond by taking oxygen to the pond's lowest depth.
2. The Deep Aire bottom-mounted diffused aeration system.

When Mother Nature can't maintain a sufficient amount of oxygen in the water naturally by means of sunlight, wind or wave action, manmade aeration is needed to keep the water body clean and healthy.

A pond or lake that is suffering from unsightly algae growth or odor problems can be improved and maintained via environmentally friendly mechanical aeration and mixing equipment, reducing or eliminating the amount of chemical treatment. The Deep Aire bottom-mounted, diffused aeration system creates a healthy pond by taking oxygen to the pond's lowest depth.

The Deep Aire diffused aeration system by Air-O-Lator is a fine bubble diffuser. As the air bubbles are released, oxygen is added to the water. When the bubbles rise to the surface, the water from the bottom of the pond is dragged to the surface, breaking up the thermal cline and the stratified layer of water to the surface. The bottom layer of water is aerated and mixed into the entire lake or pond no matter the depth. Surface aerators do the same thing, but are less efficient at providing oxygen and mixing at depths greater than 10 feet.

The Deep Aire system utilizes an air compressor, located on the shore, which delivers oxygen through a

hose to a special diffuser lying on the pond bottom. Depending on the body of water depth and shape, various motors and models are available with a deluxe kit that includes a lockable cabinet with electrical box/outlet, shock mounts, pressure gauge and cooling fan.

Air-O-Lator added the Deep Aire aerator product line to the existing water aeration group as another tool to improve the water quality and the ecosystem of ponds and lakes. Land owners, golf course superintendents and water managers utilize aerators to keep bodies of water clean and healthy, but the popular surface aerator is not always the best fit. Air-O-Lator recommends a Deep Aire subsurface aeration system over a surface aerator when the application calls for, or requires, no above-surface water spray, surface obstructions or installations that prohibit the use of electricity in the water.

**About Air-O-Lator Corp.**

For more than 40 years, Air-O-Lator has been manufacturing de-icers, aerators, fountains, mixers and aspirators for water treatment. Our high-performance and environmentally friendly product line is engineered to improve water quality, bringing about a healthy water eco-system. Each unit is made in the USA and constructed from the highest-grade components.





# Briggs & Stratton Commercial Power

At GIE+EXPO in Louisville, Ky., Briggs & Stratton Commercial Power (booth No. 7104) is announcing a new line of Vanguard 810cc engines for commercial zero-turn mowers that are specifically tailored to thrive in the extreme conditions landscape contractors face every day.

The new 810cc Vanguard™ engines, available in 24 or 26 gross horsepower<sup>1</sup> models, are designed to maximize productivity by delivering the optimum power, performance and efficiency commercial zero-turn mowers need.

“Briggs & Stratton is known for helping people cut grass — it’s in our DNA,” said Dan Roche, marketing manager with Briggs & Stratton Commercial Power. “We have collaborated with and gained support from the entire organization on this new platform and have logged tens of thousands of hours testing to ensure we perfected the design, materials and assembly process. Landscape contractors can have total confidence knowing these engines are ready to continue the Vanguard brand’s legacy of durability and performance.”

The new models have 810cc of displacement for higher torque to take on the heavy workloads common in commercial settings. This meets a growing landscape industry demand for higher displacement engines and hence, higher-productivity mowers, according to Roche.

In addition to power, other features were designed for the rigors of the commercial cutting work environment. The engine’s new debris chopper fan offers excellent debris management while providing up to 30-degree cooler engine temperatures to guarantee the mower performs even when conditions get tough. Debris access panels allow for quick and easy maintenance. The high-flow blower housing offers more than 30 percent larger intake surface area than the next closest competitor.

Highlighting Vanguard’s commitment to producing the most reliable and durable commercial turf engines on the market, the 810cc engines will be produced at the all-new Vanguard Certified Production Center located in Briggs & Stratton’s Auburn, Ala., plant.<sup>2</sup> There, the engines will be assembled exclusively by certified Briggs & Stratton Master Service Technicians (MSTs).



## About our products:

1. The new Vanguard 810cc engines from Briggs & Stratton Commercial Power are available in 24 or 26 gross horsepower models.
2. Briggs & Stratton Commercial Power’s new line of Vanguard 810cc engines is specifically tailored to thrive in the extreme conditions zero-turn mowers encounter every day.

Unlike most other engines, the Vanguard 810cc engines will be almost exclusively assembled using Direct Current (DC) electric hand tools in lieu of more-common air tools. This technology allows technicians to program the fastening process, which results in superior quality control. This process also produces a detailed record of torque sequences and values and generate a “torque DNA” for each engine.

“To be qualified for the Vanguard brand and carry its global 3-year commercial warranty<sup>3</sup>, an engine has to pass a battery of specific tests for durability and reliability even the most extreme conditions,” Roche said. “From design, to testing, to production, we couldn’t be more confident that the new 810cc engines are ready to take commercial turf contractors to a new level of performance and productivity.”

<sup>1</sup> All power levels are stated gross horsepower at 3600 RPM per SAE J1940 as rated by Briggs & Stratton.

<sup>2</sup> The Vanguard 810cc engines are made in the US of US and global parts.

<sup>3</sup> Warranty details available at [www.vanguardengines.com/service-support/warranty/](http://www.vanguardengines.com/service-support/warranty/)

# Caterpillar

## Cat® 906H2 Compact Wheel Loader Improved for Increased Productivity



The Cat® 906H2 Compact Wheel Loader leads the industry in performance, versatility and operator comfort. Equipped with a Cat C3.3B DIT engine that meets U.S. EPA Tier 4 Interim emission standards, the Cat 906H2 delivers high performance with 74 gross hp and a breakout force of 9,442 pounds. Additionally, the engine service area features eco-friendly drains, separate coolers for cleaning and ground-level service points for easy access.

The oscillating chassis helps ensure four-wheel ground contact for optimum traction, and standard differential locks in both heavy-duty axles can be engaged on the move. The standard hydrostatic drive line offers two speeds—first gear at 4.3 mph (7 km/h) and second gear at 12.4 mph (20 km/h)—and an optional speeder transmission provides a third gear reaching up to 21.7 mph (35 km/h).

Optional transmission control upgrade offers creeper control and hand throttle for improved management of hydromechanical work tools. Rimpull control options reduce tire slippage in soft or loose underfoot conditions.

### Increase Versatility with Work Tools

Cat Work Tool Attachments can be changed quickly making the 906H2 ready for multiple applications. The standard high-performance Z-bar loader is designed for strength and improved work tool



visibility. It gives the operator a clear view to the work tool as well as excellent dump clearance while maintaining good cycle times and parallel lifts.

Cat Work Tool Options Include:

- › Buckets
- › Power Box Rakes
- › Brooms
- › Trenchers
- › Landscape Tillers
- › Material Handling Arm
- › Snow Pushers
- › Stump Grinders
- › Landscape Rakes
- › Vibratory Compactors
- › Forks
- › Augers
- › Cold Planers
- › Snow Blowers

Additional work tool options, like the return to dig work tool positioner and work tool wiring harness, can further increase machine productivity. The positioner automatically returns the bucket to level after dumping, and the harness provides additional hydraulic functions for applications such as broom angling, cold planing and snow blowing.

### Improved Operator Comfort

On top of power, durability and specialization, the 906H2 offers superior comfort in

the operator station with low-effort joystick steering, adjustable seating and personalization settings for higher productivity and reduced operator fatigue.

For more information, contact your local Cat dealer or visit us online at [www.cat.com](http://www.cat.com)

### About our products:

1. The 906H2's work tool wiring harness provides additional hydraulic functions for applications such as snow blowing.
2. Operators get a clearer view to the work tool plus excellent dump clearance.
3. The oscillating chassis helps ensure four-wheel ground contact for optimum traction.



# ClearSpan™ Fabric Structures

Design-Build Solutions for Landscaping Needs



### About our products:

1. ClearSpan design allows space to maneuver equipment.
2. Bright interior due to the natural light that filters through the cover.
3. Permanent or temporary and easy to relocate with minimal foundation requirements.

Tension fabric buildings from ClearSpan make ideal storage facilities for landscaping companies. These structures are a fast and economical storage solution for trucks and equipment, sand, salt, mulch, topsoil and other materials. From high clearances and wide open space to energy efficiency, ClearSpan Fabric Structures are the perfect solutions to your landscaping equipment and materials storage needs.

ClearSpan structures can be constructed in any length and up to 300 feet wide. With no internal supports, maneuvering equipment inside the building is a breeze. The natural light that shines through the covers not only aids in worker comfort and ease of operations, it reduces energy costs and, ultimately, business expenses. With no need for artificial daytime lighting, there are fewer electric costs associated with running day-to-day activities. Lower energy costs can greatly increase your bottom line.

At ClearSpan, we pride ourselves on providing the highest-quality products. We construct our buildings with the most durable and long-lasting materials. Structure frames are made of American-made, triple-galvanized structural

steel that stands up well in harsh and corrosive environments. Covers are made of 12.5-oz., 24-mil rip-stop polyethylene and are UV-resistant. Both the frame and cover have an industry-leading 15-year warranty.

All ClearSpan Fabric Structures are engineered specifically to meet the needs of your location, including wind and snow-load requirements. We can provide engineered stamped drawings for local code requirements, when necessary. Though these structures are engineered and can stay permanently in one place, we know that needs often change in a landscaping business, and this includes location. ClearSpan structures can easily be dismantled and reassembled in a new place due to minimal foundation requirements. They can also be added on to down the road if business grows and more space is needed. ClearSpan Fabric Structures are a cost-effective, energy-efficient, permanent or temporary solution for all of your landscaping materials and equipment storage needs.

For more information, call 866-643-1010 or visit [www.ClearSpan.com/ADLM](http://www.ClearSpan.com/ADLM).





# Dow AgroSciences



**A**t Dow AgroSciences, we diligently test and research products to make sure you're not just getting a solution — you're getting a proven, innovative solution. Our portfolio uses advanced chemistry to help minimize effort by delivering maximum control on weeds, insects and disease.

**Here are just a few of the proven solutions that are backed by our uncompromising service and support:**

Our newest innovation, **Defendor™** specialty herbicide, eliminates dandelion blooms and controls clover, chickweed and other annual and perennial broadleaf weeds for healthier, more attractive turf. It is available in a value pack with Dimension® 2EW specialty herbicide and can be tank-mixed for proven crabgrass and broadleaf weed control, giving turf managers more time to complete the first applications of the season. In addition, Defendor provides activity at extremely low use rates when compared with other postemergence herbicides.

➤ **Dimension®** specialty herbicide provides season-long preemergence control of crabgrass, spurge, oxalis and other grassy weeds, along with early postemergence control of crabgrass. With multiple formulations, Dimension can be used on established lawns, golf courses and commercial sod farms without staining surroundings, and over the tops of landscape ornamentals.

➤ **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 easy-to-use containers, Eagle 20EW is ideal for use on home lawns and backyard fruit trees. It won't harm popular turfgrass or ornamental species.

➤ **LockUp®** specialty

herbicide is available through distributors as a formulated product for superior control of dollarweed in the South and clover 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 and can be applied to moist cool- or warm-season turf.

➤ **Snapshot®** specialty herbicide offers proven control of more

than 125 species of broadleaf and grassy weeds and minimizes the need for hand-weeding. Snapshot also is labeled for use on more than 636 landscape ornamentals, more than any other granular preemergence herbicide. It has excellent tolerance on established plants and proven, long-lasting, broad-spectrum weed control.

**Innovation**

On average, it takes nine to 10 years and an investment of more than \$250 million to bring a new agricultural chemical compound to market, according to industry figures. With so much on the line, it's critical to be as efficient and effective as possible. Dow AgroSciences is a recognized leader in research and development because we focus on market needs, openness to strategic collaboration, investment in state-of-the-art scientific technologies and a disciplined development process.

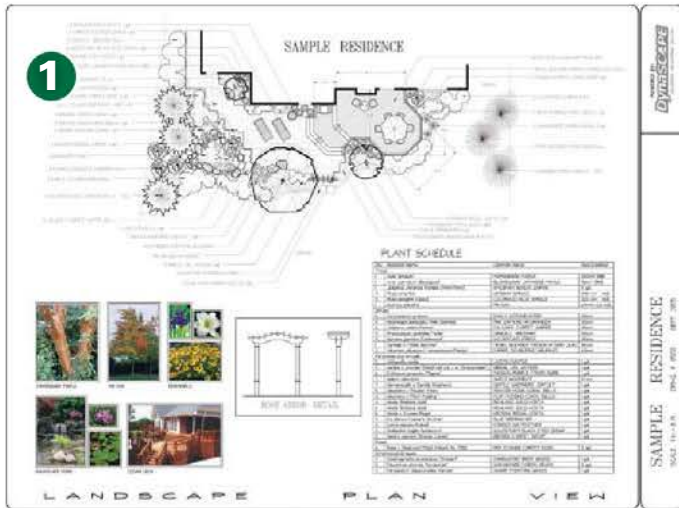
For more information, visit [www.DowProvesIt.com](http://www.DowProvesIt.com).



**Dow AgroSciences**

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# DynaSCAPE Software



Show your professionalism! DynaSCAPE's CAD-based design solutions allow you to produce impressive, job-winning presentations in a fraction of the time that it takes you now. Whether you prefer to present your designs in hand-drawn-quality black and white, stunning full color or jaw-dropping 3-D, we have the tools you need to express your ideas, clearly and impressively, in each and every proposal.

Selling. Estimating. Designing. Job Management. Recovering overheads. Invoicing. Profiting. Managing. Scheduling. Routing. Analysing. Reporting. The list of areas that you have to stay on top of to run a successful landscape business can almost seem endless at times. Would you like some help with all of it?

DynaSCAPE Manage360 is a custom-crafted, end-to-end software solution for any landscape business that's serious about growing. About thriving. About running efficiently, profitably – professionally. It's designed to help you follow industry best practices for every stage of your interactions with your customers, from the first phone call to the final invoice. More to the point, it will help you to use those best practices to increase both your sales and your profits.



Maximize the opportunities in each phase of your sales pipeline, and prepare estimates with confidence. DJS Sales & Estimating offers landscape professionals like you a better way to manage your entire sales process, and to prepare accurate and profitable estimates using the methodology of your choice. It lets you manage your sales cycle, create a reliable cost book, automatically prepare material takeoffs from your designs, and prepare professional, job-winning proposals for your clients.

Once you've won the job, DJS Job Management is the software you need to manage every detail of that project from Day 1 to final sign-off. It has the tools to help you specify, schedule and route your crews, create purchase orders, generate job logs and field reports,

track everyone's time, manage change orders, prepare invoices and compare your estimated vs. actual costs.

### About our products:

1. Draw spectacular, information rich designs.
2. Show your design's true colors.
3. Make your 3-D models come to life.



# Fisher Engineering



**D**edication to quality and service has been a FISHER® tradition from the start. Fisher Engineering has been manufacturing snowplows for more than 60 years in the coastal city of Rockland, ME. Through the years, FISHER plows have earned a solid reputation for reliability and strength – especially among commercial snowplowers. New models for 2013 include:

► **XV2™ V-Plow:** The XV2 features extreme flared wings, Fisher Engineering’s proven trip-edge design, super fast hydraulics to quickly change blade positions and standard InstaLock double-acting cylinders to securely hold the wings in place for windrowing, back dragging and straight blade operation.

► **XBLADE™ and HD Series Skid-Steer Plows:** FISHER’s popular XBLADE and HD Series snow plows are now available with universal skid-steer loader mounting plates for fast attachment. Both blades feature Fisher Engineering’s trip-edge design.

► **STORM BOXX™ Pusher Plows:** Fisher Engineering’s line of heavy-duty pusher plows are designed for use with skid-steers, backhoes or wheel loaders, and come in 8’ to 16’ blade widths. The STORM BOXX is designed for quick attachment and features a reinforced design.

► **POLY-CASTER™ LT and WB-100B & WB-160D Salt Spreaders:** FISHER’s new ½ cu. Yd. POLY-CASTER LT hopper spreader provides professional hopper spreader performance for

ATVs and pickups with smaller spreader needs. The new WB-100B & WB 160D walk-behind salt spreaders offer excellent performance in broadcast-spreading and drop-spreading for sidewalk de-icing applications and feature durable polyethylene construction.

### About our products:

1. XV2 V-Plow
2. STORM BOXX Pusher Plow

### Manufacturing Facilities:

FISHER’s 200,000-sq.-ft. manufacturing facility is in Rockland, ME. As a division of Douglas Dynamics, LLC, the country’s leading manufacturer of snow and ice removal equipment, FISHER products and components are also manufactured in Douglas Dynamics’ Milwaukee, WI, facility.

### Technical Support:

FISHER dealers are factory-trained to provide exceptional product and service support before, during and after the sale.



# Growth Products

The Landscaper's BioNutrition™ 3-0-3 Granular.  
3-0-3 Granular with Mycorrhizae Technology  
for Trees and Plantings



## Sustainable Landscape Management

"We have to assume that landowners and land users as a whole want to do the right thing and be good stewards – promoting fertility, diversity, health and social good while leaving their lands better off than when they got them."

–Clare Reinbergen, president,

Growth Products Ltd., and lifelong avid gardener.

► **Condition soil structure.** Newly planted areas often have been stripped of valuable top soil, leaving compacted subsoils with drainage problems. Landscaper's BioNutrition has a unique combination of soil conditioners – including yucca, humic acid, kelp and a high-quality polymer gel for water retention – that drastically improve soil conditions for better plant growth.

► **Root Biostimulant.** Containing natural auxin stimulating properties, the kelp, L-amino acids and rhizosphere bacteria in The Landscaper's BioNutrients promote new rooting on transplants.

► **Microbial Inoculants.** Among the most important elements for a balanced soil are the activities of soil bacteria. Without beneficial bacteria, large organic materials such as leaves and other debris would accumulate in an uncomposted state and litter the soil surface instead of being broken down into an available food source for plants. The Landscaper's BioNutrition contains yeast plus four strong and prolific bacillus strains, each of which decomposes leaf litter and solubilizes minerals for plant uptake.

► **Mycorrhizae Inoculants.** The Landscaper's BioNutrition includes seven strains of endo- and ecto-mycorrhizal fungi. Colonized in the soil, these fungi form a symbiotic relationship with a plant's root system, literally extending the plant's roots with white,

filament-type threads. The result is better nutrient uptake (particularly of phosphorus, potassium and magnesium), better mineral uptake and increased water absorption by the plant.

► **Improve Water Retention.** Moisture is critical to any newly planted tree or landscape material. The Landscaper's BioNutrition contains a unique organic polymer gel that has the ability to absorb 500 times its weight in water, allowing the gel to gradually release moisture to a plant's roots as the soil dries.

► **Add Important Carbon to Soil.** The ingredients in Landscaper's BioNutrition provide the soil with important carbon sources. The combination of kelp, L-amino acids, humic acid and our exclusive slow-release nitrogen provide food for beneficial bacterial and endo- and ecto- mycorrhizal fungi, thus ensuring the establishment and of beneficial microbes in the soil.

► **Provide Slow Release Nitrogen.** It is important to avoid high-salt fertilizers when transplanting. The Landscaper's BioNutrition contains a safe and reliable source of slow-release nitrogen with a low to negligible salt index. This slow-release nitrogen gradually breaks down with the increase in microbial activity to supply a steady source of available N.

## About our products:

- 1.** The Landscaper's BioNutrition offers landscapers and arborists a one-step method to reduce stress and transplant loss on trees and large ornamentals.
- 2.** A granular product, Landscaper's BioNutrition combines 5 strains of beneficial soil bacteria, 11 strains of endo- and ecto-mycorrhizae, and key organic soil conditioners for the ultimate in tree and landscape preservation.



# Honda Engines

## All-New Rammer Engine



### New GXR120 Specifically Designed for Power Rammers

Honda Power Equipment, a division of American Honda Motor Co. Inc., based in Alpharetta, Ga., and its operating unit, Honda Engines, will have a dynamic presence at GIE + EXPO 2013.

At this year's venue, Honda Engines representatives will be available at the company's indoor booth (#3118) and outdoor display area to discuss the company's continued technological advancements and environmental commitment. The Honda Engines team will showcase its complete range of engines models, including the latest advancements for its GX Commercial Series Engines and the recent introduction of the all-new GXR120 general purpose engine, a model uniquely developed as an ideal source of power for rammers – equipment used to compact soil or other granular material.

In addition, at its company trailer on display in the outdoor exhibit area, the Honda Power Equipment team looks forward to discussing design enhancements to selected product lines. Highlights include general purpose de-watering pumps as well as the introduction of an all-new Industrial Series generator for construction and rental applications.

### The Honda GXR120: A Closer Look at the All-New Rammer Engine

The Honda GXR120 is capable of meeting the high demands that rammers require of the engine, frame and operator. With a displacement of 121 cc, the engine can appropriately power 110-lb. to 175-lb. rammers at multiple altitudes with ease. Additionally, a new, special cast-iron cylinder sleeve and a high carbon-steel, dual-ball bearing crankshaft provide improved engine strength for rammer applications. To further enhance engine durability, the recoil starter and fan cover of the new GXR120 now are even more robust through the incorporation of steel in the design.

When developing the GXR120 for the rammer marketplace, Honda engineers identified the need for a more compact and lightweight engine footprint to allow for more versatility in frame mounting.



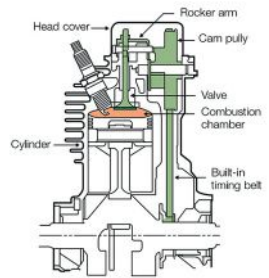
Using an Overhead Camshaft (OHC) orientation similar to the Honda GX100, Honda designers incorporated a maintenance-free, low-noise timing belt to create a smaller, lighter and quieter engine.

Honda integrated several features into the design of the GXR120 that make it easy and comfortable to control. Since quiet operation and low noise are critical for rammer machine operators, the GXR120 includes a newly designed and very compact muffler, which is 22 mm (.87 inches) narrower than the muffler used as standard on the Honda GX100 engine. This smaller muffler, combined with the OHC engine layout, reduces operation noise by 1dB over the current GX100 engine. In addition, a heavy-duty recoil starter, together with an automatic decompression system, allow for easy engine starting, while an Oil Alert feature prevents the engine from starting if the oil level is too low. A simple but innovative lubrication system with a dual-breather chamber optimizes engine lubricating performance in most rammer operating conditions.

### Editor's Note:

Honda Power Equipment, a division of American Honda Motor Co., Inc., markets a complete range of outdoor power equipment, including outboard marine engines, general purpose engines, generators,

lawnmowers, pumps, snowblowers, tillers and trimmers for commercial, rental and residential applications. Its comprehensive product line is powered exclusively by 4-stroke engines.



OHC LAYOUT





# Hortica Insurance & Employee Benefits

For more than 125 years, Hortica Insurance & Employee Benefits has provided insurance solutions for green industry businesses and is the only U.S. insurance company solely dedicated to landscape and lawn care professionals, nurseries, greenhouse growers, garden centers, interior plantscapers, retail florists and wholesale floral distributors. We realize the industry is unpredictable and ever-changing. Rest assured our focus is, and will remain, dedicated to protecting you.

Hortica is a mutual company owned by our policyholders and elects respected industry leaders to its Board of Directors.



We understand our success is directly tied to the success of both the green industry and the businesses we insure. We are proud that 25% of our policyholders have been with us for more than 25 years.

Hortica is a proven partner for business insurance, employee benefits and personal insurance. We will guide you in designing a comprehensive plan to provide

protection for equipment at job sites, on-the-job employee injuries, design errors and omissions, your employees and other risks unique to your business. With the right coverages at competitive prices, we can help your business improve its bottom line.

Hortica offers a full range of products and services including property and liability, automobile, workers' compensation, excess umbrella, health/life/disability, loss control and safety on-site consultations, thermographic inspections, customized safety presentations/webinars, annual claims analysis and access to loss control and safety training material.

Hortica always provides personalized customer service with a real person answering your call. Our knowledgeable insurance

professionals are available to assist our policyholders whether they are requesting a quote, requesting a certificate of insurance, reporting a claim or asking questions concerning their policy. In the event of a loss, an on-staff adjuster will guide you through every detail and provide a prompt, fair and hassle-free claim settlement.

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-the Association of Horticulture Professionals, Master Nursery Garden Centers and Society of American Florists.

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

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



1 Horticultural Lane, P.O. Box 428, Edwardsville, IL 62025 | Phone: 800-851-7740 | Fax: 800-233-3642 | Email: sales@hortica.com  
 hortica.com | GIE +EXPO booth #3023 | Join us on Facebook/Twitter/LinkedIn

# John Deere



**W**hen you enter the John Deere booth at GIE - EXPO this year, you're going to discover many new and exciting products and programs. For instance, Uptime Solutions, a program that keeps your fleet up and running all season long. And GreenFleet, the best loyalty program in the industry.

You will see new products in our commercial mowing line up, and the best in construction, utility tractors, and utility vehicles, plus see how John Deere's unmatched parts delivery system can keep you going. Come and talk to the experts about our full package of equipment and services that will fit your landscaping business needs.

## ZTrak 900 Series Mowers

Our new generation of B, M and R Series are three distinctly different zero-turn mowers with features designed for every type of commercial mowing customer. The B Series has essential features at a reasonable price. The M Series appeals to those with fleets who demand efficiency. And the R Series was created for those who want the ultimate in features.

## QuikTrak 600 Series Mowers

When it came to making sure you had the best stand-on mower, we didn't sit down on the job. We focused on giving you machines that would fit your needs, whether you wanted something brawny and basic or mowers with a floating deck, cast-iron front forks and Flat Free front tires.

## Commercial Walk-Behind Mowers

You're always on the go – pushing to get more done, working your way through tight spaces, taking care of the details that can make all the difference. Our walk-behind mowers offer features that help you take everything in stride, including the option of pistol grip or twin loop controls, a wide variety of deck sizes and powerful, air-cooled commercial engines.

## GreenFleet Loyalty Rewards

Simply, the best equipment rewards program in the industry. You depend on your equipment day after day, which is why we want to thank customers who have trusted John Deere with their fleet. Such loyalty should be rewarded. Along with exclusive equipment discounts, you get substantial parts savings, preferred financing opportunities and other member-only benefits and promotions. GreenFleet is designed to help you manage your fleet, assist with your bottom line and congratulate you for your purchase.

Visit John Deere booth 1110 at GIE + EXPO to learn which mower is right for your business, find out more about the best way to buy or finance your equipment, and how

John Deere and your local dealer are dedicated to you and your business to help you keep mowing.





# Kohler Engines

Power to Succeed  
A partnership based on trust and performance

Professional landscape contractors have learned to depend upon Kohler Engines. They realize Kohler is dedicated to manufacturing well-crafted and durable products that will stand up in the field and deliver reliable, long-term performance. Of course, a relationship like this doesn't happen overnight. A company needs to prove itself by listening to the unique needs of landscape contractors and turf professionals, and then deliver on those needs by committing to product innovation and customer support.

## History of Innovation

Kohler Engines was founded more than 90 years ago and has continually enhanced its product lineup in an effort to help make life easier and more profitable for end users around the globe. Its professional-grade engines have become synonymous with success in the landscape industry. When looking around a typical landscape operation, it's common to see Kohler Engines powering a wide variety of equipment. Command PRO, Aegis, Kohler Diesel – today's professionals regularly entrust their livelihood to many of the proven models within the Kohler Engines family of products.

And Kohler's products continue to evolve and improve. The most notable new product innovation for landscape professionals is the Kohler Command PRO EFI (electronic fuel injection) engine, which is the only closed-loop EFI engine in its class. These engines, which offer unmatched efficiency, have been proven to save end users up to 25 percent in fuel when compared to one of Kohler's carbureted engines under comparable load conditions. This translates into fuel savings of \$600 per engine every year for landscape professionals, which helps to explain the rapid growth and acceptance of EFI technology nationwide.

## Closed-Loop EFI

Kohler closed-loop EFI engines are actually quite unique because they 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. These engines then "close the loop" between the air/fuel intake and the exhaust output to provide a constant stream of feedback, which helps deliver optimal fuel efficiency and a variety of other benefits, including easier starting, fuel

compatibility, improved power, and better reliability.

Based on strong marketplace response to Kohler's Command PRO EFI engines, Kohler Engines has recently released a Command PRO EFI Propane Engine. This new option is ideal for those seeking the fuel savings, easy starting, and improved reliability of the company's closed-loop EFI technology in tandem with the clean-burning and eco-friendly benefits of propane.

## About Kohler Engines

Kohler Engines and Lombardini – a KOHLER Company based in Italy – have been manufacturing engines since the 1920s. Kohler Engines produces a wide range of gaseous, gasoline and diesel engines, from 6.5 to 74.5 hp, which are supplied to equipment manufacturers worldwide in the lawn and garden, commercial and industrial, agricultural and construction markets. To learn more, please visit [www.KohlerEngines.com](http://www.KohlerEngines.com) or [www.facebook.com/kohlerengines](http://www.facebook.com/kohlerengines) or [www.twitter.com/kohlerengines](http://www.twitter.com/kohlerengines).

**KOHLER**<sup>®</sup>  
Engines

444 Highland Drive, Kohler, WI 53044 | Phone: 920-457-4441 | [kohlerengines.com](http://kohlerengines.com)  
[Facebook.com/kohlerengines](https://www.facebook.com/kohlerengines) | [Twitter.com/kohlerengines](https://www.twitter.com/kohlerengines) | GIE+EXPO booth #7176



# Kubota



### About our products:

Kubota's new Z700-Series includes three models: the Z723, Z724 and the Z725. The new series is the ultimate solution to the turf care professional's demand for a high-quality and productive zero-turn mower, at the perfect price point.

**K**ubota unveils its new Z700-Series commercial zero-turn mower at GIE+Expo.

The new Z700-Series includes three models: the Z723, Z724 and the Z725. The new series is the ultimate solution to the turf care professional's demand for a high-quality and productive zero-turn mower, at the perfect price point.

Designed to run day in and day out, the Z700-Series is a true workhorse, boasting the powerful Kohler Command V-Twin Engine and integrated Parker 14cc pump and wheel motor.

Available with a rugged commercial deck in three popular cutting widths – 48-inch, 54-inch and 60-inch – the Z700-Series comes equipped with a wide operator platform, a thick, high-back, adjustable seat and a convenient deck height adjustment dial.

Maintenance is easy with an optional maintenance lift kit attachment that allows operators to lift the front of the deck, plus sealed greaseless spindle bearings create for less down-time in between jobs.

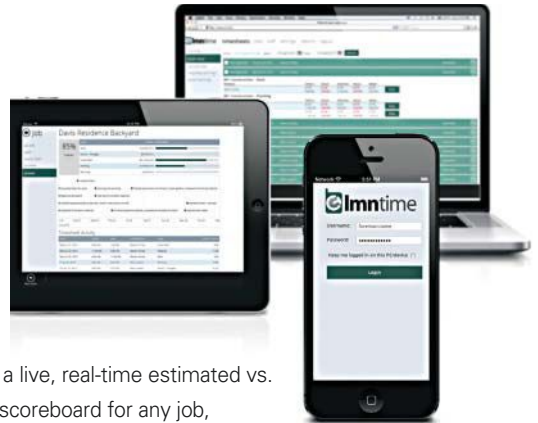
Kubota Tractor Corp., Torrance, Calif., is the U.S. marketer and distributor of Kubota-engineered and manufactured machinery and equipment, including a complete line of tractors of up to 135 NET hp / 118 PTO hp, performance-matched implements, compact and utility-class construction equipment, consumer lawn and garden equipment, commercial turf products and utility vehicles. For product literature or dealer locations, contact: Kubota Tractor Corp., 3401 Del Amo Blvd., Torrance, CA 90503, (888) 4-KUBOTA [(888) 458-2682], Ext. 900, or visit [www.kubota.com](http://www.kubota.com).

**For Earth, For Life**  
**Kubota**

3401 Del Amo Blvd., Torrance, CA 90503 | Phone: 888-4-KUBOTA [(888) 458-2682], Ext. 900 | [www.kubota.com](http://www.kubota.com)  
[www.facebook.com/kubotatractor](http://www.facebook.com/kubotatractor) | GIE+EXPO booth #5094 (Indoor) and #7401 (Outdoor)



# Landscape Management Network



and staff get a live, real-time estimated vs. actual hours scoreboard for any job, all from their mobile device. Transform your company culture with a whole new level of accountability and productivity. LMN Time can also track hours, equipment and materials for extras billing. Invoice reports are ready the minute the crews end their shift.

- ✓ Mobile Timetracking
- ✓ Mobile Estimating
- ✓ Sync with Quickbooks
- ✓ Real-time Job Tracking
- ✓ Forms + Templates
- ✓ Online Training

LMN is mobile software that builds efficient landscape companies. With more than 3,000 users across the globe, LMN is one of the most popular estimating and job management systems in the green industry.

## The Right Price for Every Job...

Any estimating software can price work, but LMN ensures you're making profit. In less than 6 hours, LMN shows you how to create a budget that ensures profitable pricing. Estimates show job costs, overhead, and profit – all calculated using your company's specific numbers. Estimators have more time to focus on what they do best: material takeoffs, estimated hours, and equipment planning. Because it's mobile, salespersons close more deals, faster. Revisions can be executed on the spot, saving needless delays going back and forth to the office.

## Because Efficient Crews Need More Than A Shovel...

LMN Time brings real-time timetracking to the industry. Crews clock in/out to jobs on any smart device in 4 simple clicks. Owners

## Syncs with Quickbooks...

Save hundreds of hours of data entry by exporting estimates and timesheets directly into Quickbooks. Every record can be linked to Quickbooks jobs and service items for precise jobcosting.

## One 2-Day Workshop. A Lifetime of Profit...

More than 2,000 landscape contractors have attended LMN's business management workshop, and for good reason. In just a few hours, contractors are shown how simple it is to build a plan that improves profit, productivity and staff motivation. Best of all, workshops are taught by actual best-in-class landscapers, not accountants or consultants. Sponsored by Caterpillar Equipment, this workshop is guaranteed to be the most rewarding 2 days you'll ever spend on your landscape business.

With no startup costs and memberships costing less than the average cable bill, LMN is the simplest, most affordable way to build a more profitable landscape company. Visit [golmn.com](http://golmn.com) and find dates + locations for their workshops at [www.golmn.com/workshop](http://www.golmn.com/workshop).



Phone: 888-347-9864 | [golmn.com](http://golmn.com) | [Twitter.com/lmnnetwork](https://twitter.com/lmnnetwork)  
[Facebook.com/landscapemanagementnetwork](https://facebook.com/landscapemanagementnetwork) | GIE+EXPO booth #4018



# 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 for liquid.

Aerators feature 36-inch or 46-inch tine width and 95,000-square-feet-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-square-foot facility in Lebanon, IN.

**Major product lines:**

- Z-SPRAY
- Z-PLUG





# MistAway Systems



**M**istAway 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.

## Innovative 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 25,000 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 with MistAway University, which is delivered online.



2121 Brittmoore #5200, Houston, TX 77043 | Toll-Free Customer Service Number: 866-485-7255 | [mistaway.com](http://mistaway.com)



# NAFA Fleet Management Association



Since 1957, NAFA has been the world's premier not-for-profit association for the fleet industry. Today, NAFA is the unparalleled organization 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 with a full range of products and services, including statistical research, publications, regional chapter meetings, seminars, online information, and an annual Institute & Expo that is the largest, dedicated fleet management event year in and year out. Unique to fleet management associations is NAFA legislative counsels, located in Washington, D.C., and Canada. They provide a legislative voice for not only the association, but the concerns of the fleet management industry to government bodies.

The Association has several thousand full and associate



members in more than 30 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/or federal), and 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.

NAFA members play an integral part in today's business environment, whether that is a corporate enterprise, commercial industry or public service. NAFA's full and associate members – regarded as the association's most important resource – maintain responsibilities 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. NAFA members across North America have more than 420,000 medium- and heavy-duty trucks in their fleets, totaling more than \$21 billion in assets for medium- and heavy-duty trucks alone. The trust, loyalty and confidence that NAFA members hold in their association provide the fuel for excellence, growth and change for the entire fleet industry.

NAFA members' fleets are as diverse as the North American organizations they work for, from small fertilizer applicators and landscaping companies to international corporations that span continents. Our fleet manager members are instrumental in keeping businesses and local governments moving; and since 1957, our members have found the information, education and advocacy they need from NAFA. We think you will agree and invite you to take a new look at fleet management

# Pennington® Seed

Introducing Pennington® Smart Seed® Pro. Specifically designed for the needs of the Professional Turf Manager.

**A**s The Grass Seed People®, we at Pennington Seed set out to create the best-possible grass seed for the needs of the professional landscaper and sports field manager. The result – Smart Seed® Pro, professional seed blends and mixes with exceptional aesthetics, advanced genetics and industry-leading, water-saving technology.

## Outstanding Turf Quality

The first job of the turfgrass professional is to provide excellent turf quality for his or her customers. We've combined our finest varieties to produce the best-performing product possible. Smart Seed® Pro varieties consistently score high on NTEP & CTBT turfgrass ratings, certifying outstanding quality. Our select mixes and blends offer the benefits of choice for the quality turfgrass manager:

- ▶ Superior dark green color
- ▶ Outstanding drought tolerance
- ▶ Improved disease resistance
- ▶ Improved wear tolerance

## Technologically Advanced

Smart Seed® Pro is more than just a great-looking grass. It is the most advanced grass seed on the market today. Smart Seed® Pro mixes and blends are comprised of the most up-to-date, technologically advanced cultivars developed at NexGen Turf Research LLC, the largest private grass seed research facility in the United States.

All Smart Seed® Pro mixes and blends are treated with our patented MYCO Advantage™ technology. Beneficial micro-organisms attach to emerging seed roots promoting dense, strong root systems. Healthier roots grow deeper in the soil to give you better drought protection and greater ability to absorb nutrients.

In addition, all seed is treated with Pennington's exclusive Penkoted® Seed technology. Penkoted® seed contains a proven growth stimulant,



ensuring better plant growth and increasing survival rates by enabling the seed to establish faster during early growth periods when grass is most susceptible to disease.

## Unparalleled Water Conservation

As demand for water increases, the use of water applications on landscapes, athletic fields and lawns is coming under increased pressure. To help reduce excess water use, Pennington Seed has committed to the research and development of new grass seed varieties that can survive with limited water. Water Star® is the Pennington Seed designation for grass seed varieties proven to use significantly less water based on independent testing performed by the Turfgrass Water Conservation Alliance (TWCA), an external organization formed to evaluate and certify drought-resistant turfgrass varieties.

All Smart Seed® Pro mixes and blends use Water Star®-certified varieties. Extensive research has shown that Water Star® varieties in Smart Seed® Pro use up to 40 percent less water year after year than ordinary seed – that's thousands of gallons of water saved every year.

## Guaranteed Quality

You don't have to take our word for it. All Smart Seed® Pro mixes and blends are Blue Tag-certified to guarantee quality. Blue tag certification insures varietal integrity and genetic purity of each seed. Yet another reason you can trust that Smart Seed® Pro is nothing

but the best professional seed you can buy.

Smart Seed Pro is available in Tri-Fescue Blend, Fescue & Bluegrass Mix and Athletic Field Mix.



P.O. Box 290, Madison, GA 30650 | Phone: 800-588-0512  
Email: proturfsolutions@penningtonseed.com | penningtonusa.com



# PermaGreen

2014 PermaGreen™ Triumph Spreader Sprayer: the machine you'll trust your employees to drive!



- Triumph's full-articulation and long wheel base won't beat up employees.
- Fingertip location of main controls help the operator keep both hands on the handlebars.
- Triumph is intuitive to operate with a short learning curve.
- No need to take chances riding difficult terrain. Just drop the handlebars and walk.

**PermaGreen™ features that help reduce employee confusion and costly mistakes:**

- No guessing if the spray matches the ground speed. The Triumph has two factory-set working speeds (3.5 and 5.0 mph) and matching factory-set spray widths for each speed.
- Our center-mounted, low-drift nozzle actually sprays wider than some booms!

Triumph spreads and sprays up to an acre per fill and in as little as 15 minutes, and comes closest to the goal of one machine, all properties, every day. Why trust your future to anything else?

One fully-loaded test drive is worth a thousand words! Call or visit us online for a demo location near you and a chance to win your own 2014 Triumph\*.

*\*Details, limitations and exclusions available online.*

**New 2014 Triumph features that earn your trust:**

**O**ur improved ExtraEasy power steering system dramatically reduces the muscle power your employee needs to control the machine in tight, high-speed maneuvers and tough terrain. You'll be impressed.

**New Extended Warranties\* including corrosion coverage:**

- 60-day buyback Guarantee. You won't be stuck with a machine you don't want.
- 15-month PermaGreen™ Warranty includes engine, transaxle, and gearbox corrosion protection.
- 30-month frame and sully Warranty covers cracks and weld failures.
- Guaranteed same-day parts shipping. Parts orders received by 2 p.m. CT ship the same day, or the shipping is FREE!

**Tried and true Triumph hillside safety features:**

- The low-riding Triumph hopper and tanks are no more than 36 inches high for a truly low center-of-gravity with good weight distribution and better stability on slopes.
- Front-wheel-drive steering and all-wheel brakes help the operator keep Triumph under control and all four wheels on the ground regardless of the direction of travel on a hill.

**permagreen**



# Polaris®

## BRUTUS™



**B**RUTUS, a purpose-built commercial vehicle line from Polaris, is the first side-by-side utility vehicle in the market to deliver front-end power take-off (PTO) capability. Comprised of four models, the line was built to provide new levels of versatility and productivity to commercial users.

The full BRUTUS line includes standard features that are ideal for commercial applications. A 24-horsepower diesel engine with hydrostatic transmission, On-Demand True All-Wheel Drive, and treadle pedal for seamless — and shiftless — forward and reverse travel, provide operators with the power and functionality necessary on the jobsite.

BRUTUS vehicles can be paired with a complete line of purpose-built attachments that when used in conjunction, allows users to execute six diverse application with just one machine.

The BRUTUS HD vehicle is equipped to operate three hydraulically controlled attachments including a 69-inch snow blade, 450 pound capacity adjustable width pallet forks and a 62-inch materials bucket with 500-pound capacity.

The BRUTUS HDPTO model is capable of operating both the hydraulically-powered attachments as well as three PTO-powered attachments including a 70-inch angle broom, a snow blower with a 62-inch cutting width and a finishing mower

with a 66-inch cutting width.

As the first side-by-side utility vehicle line to use a multi-link coil over De Dion rear suspension, BRUTUS delivers a superior ride quality, minimizes suspension sag when the 1,250-pound capacity rear cargo box is fully loaded and maintains class-leading ground clearance when trailering with its 2,000-pound towing capacity.

Select models feature fully enclosed, factory-installed cabs with in-dash heat, defrost and air conditioning, keeping operators productive and comfortable no matter what the climate.

All models feature Polaris' exclusive Lock & Ride® cargo system, with a full line of cab, storage and vehicle protection accessories also available to meet each user's unique needs. BRUTUS vehicles come with a 12-month standard warranty.

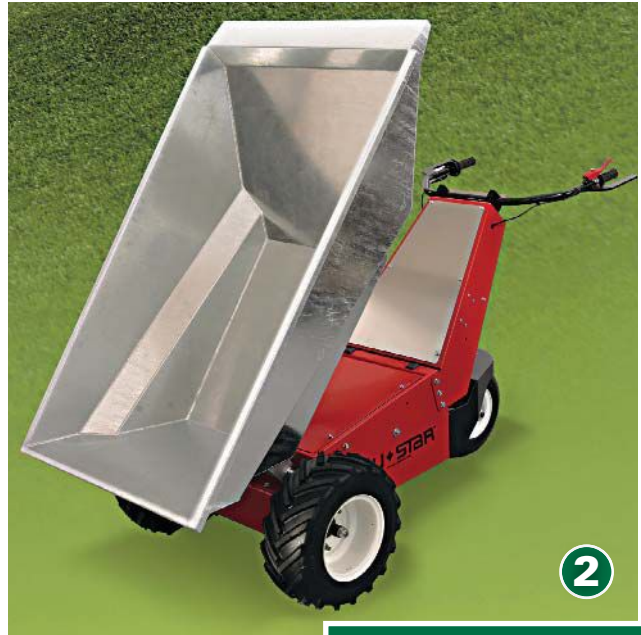
### About our products:

1. Four-model BRUTUS commercial utility vehicle line.
2. BRUTUS HD with optional hydraulically controlled materials bucket attachment.
3. BRUTUS HDPTO with optional PTO-powered finishing mower attachment.



# Power Pusher

## E-750 Electric Wheelbarrow



The Power Pusher **E-750 Electric Wheelbarrow** is designed to safely, easily transport loads weighing up to 750 pounds. Available in stainless steel or heavy-duty, high-density plastic, the wheelbarrow is designed to improve safety and efficiency by eliminating ergonomic challenges and unnecessary production delays that are associated with manually operated wheelbarrows. Designed to minimize strain, the E-750 is ergonomic and provides push-button unloading capability.

### Features and Benefits

- Available with a heavy-duty, high-density plastic tub or a stainless steel tub to handle diverse material-handling applications
- The motor, powered by a rechargeable 24v battery, can run five-miles on one charge
- Hauling up to 750 pounds at 3 miles per hour increases production speed and efficiency



### About our products:

1. The E-750 Electric Wheelbarrow available in heavy-duty, high-density plastic
2. The E-750 Electric Wheelbarrow available in stainless steel

- A quiet motor is suitable for indoor use
- Bed capacity of 9 cubic feet allows the hauling of large loads in one pass
- Power dump feature allows users to eject materials with the push of a button on the wheelbarrow handle
- Durable, reliable construction is suitable for rocks, bricks, sand and concrete, fertilizer, sod, soil, mulch and many other materials

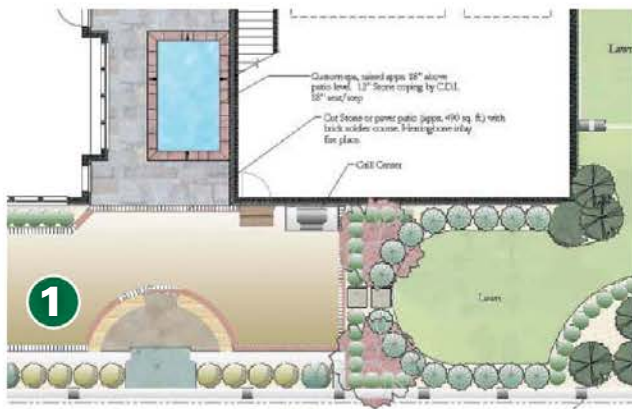
### About NuStar Inc.:

NuStar Inc. is a global manufacturer of engineered solutions for material handling needs, with facilities in the US and UK. The company operates out of Shakopee, Minn., and, to date, its Power Pusher® division has sold more than 26,000 units worldwide. Years of experience as a leading designer, manufacturer and innovator in the industry have given us the competitive edge in providing reliable and cost-effective load-moving solutions that deliver tangible productivity and safety benefits in a wide variety of applications.



# PRO Landscape by Drafix Software

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



**P**RO Landscape is the most complete, easiest-to-learn and easiest-to-use professional 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 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 more than 11,000 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/Android:** Go mobile with the first professional landscape design solution for your iPad or Android. PRO Landscape Companion allows you to easily create and edit designs right in the field using your



tablet. 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.

## About our products:

1. Create accurate site plans with CAD software created specifically for landscape design.
2. Create, present and sell your designs right on your tablet.
3. Visually communicate design ideas to your customers.

# Progressive



## Should I keep a Comprehensive Only Policy in the offseason?

At Progressive, we'll work with you to find a policy that's right for your business. Just like you'd go to a doctor for medical advice, your agent or company should be able to help you find the right policy for your business. One question we hear often is, "Is a Comprehensive Only policy right for me?"

Sometimes we hear from landscapers like you about whether you need coverage during the off-season since you won't need your vehicles again until next spring. You might think: It's better to cancel the vehicle's insurance during the winter months to save some money, right?

Actually, a lot can happen to a vehicle in storage—even if it's covered in a garage. Your work truck could be stolen, vandalized or even slightly damaged, and those damages could end up costing more than you might expect. It's in your best interest to protect all work-related vehicles, regardless of whether they are in use or not.

Talk to your agent to identify which coverage options are right for you and your landscaping business throughout the year. Instead of eliminating coverage altogether, seasonal businesses can simply switch over to a Comprehensive Only policy. This provides basic protection

against incidents like theft, vandalism, falling tree branches and windstorms year round.

Another reason to maintain a Comprehensive Only policy is that most insurance companies want to see proof of continuous coverage when you purchase a policy. So, when you drop insurance completely during the off-season, it may seem like you're saving money in the short term, but when spring rolls around you'll end up paying more to get the coverage you need. Seasonal businesses can save money by maintaining continuous coverage throughout the off-season, and it also eliminates the hassle of reinstating your policy each year.

Whether you're talking to Progressive or your agent, we're here to help you with questions about your policy. It doesn't matter if you need to cover one truck, multiple vehicles or all of your mowers and equipment – there's a policy that will fit your needs. With more than four decades of experience in the commercial auto industry, we know that your time is money, so we work to get you back on the road fast.

**PROGRESSIVE**<sup>®</sup>  
COMMERCIAL



# Propane Education & Research Council



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).



1140 Connecticut Ave. NW, Suite 1075, Washinton DC 20036 | Phone: 202-452-8975  
 Fax: 202-452-9054 | [propanecouncil.org](http://propanecouncil.org)



# Quali-Pro

Trends in the lawn care market



## *What pests are lawn care operators (LCOs) most concerned with these days?*

In the past, LCOs could plan to deal with the same pests year after year. You could almost count on it. Today we're all dealing with pests that may not have been a problem before. In my area we have red imported fire ants that were certainly less of a problem 10 to 12 years ago. I have heard entomologists claim we have more pests because we're now using insecticides that are safer for the environment, so these insecticides do not offer the broad-spectrum insect control like the old chemistry (organic phosphates or carbamates, etc.).



**JERRY CORBETT**  
TECHNICAL SERVICES MANAGER,  
QUALI-PRO

Today we're treating for more specific insect situations. Now when we're treating fire ants using fipronil we may control a couple of other insects like mole crickets, but we don't control everything.

Because of the increase with insect pest pressures and the limited insect spectrum of our insecticides, I predict that combination products will be more handy in the future.

## *What's new with Quali-Pro?*

This has been an exciting year. Quali-Pro has launched many new and innovative products, such as **ABBA CS**, a new generation of Abamectin boasting a highly efficient technique for encapsulation with CapVantage Technology.

Three newly added herbicides include:

- **2DQ**, a three-way herbicide with 2,4-D, Dicamba and Quinclorac to provide superior control of annual and perennial broadleaf weeds.
- **NEGATE 37WG**, a unique, dual-powered, post-emergent Sulfonyleurea herbicide with synergistic grass and broadleaf weed control in established warm season turfgrass, and
- **Quinclorac 1.5L**, a liquid herbicide that provides unsurpassed crabgrass control.

We also recently launched two new fungicides: **QUALI-PHITE F**, a systemic fungicide, and **ENCLAVE**, a flowable fungicide for horticultural disease control. ENCLAVE pioneers the first fungicide, with Quad-Control-Technology for control of many foliar, stem and below-ground diseases on a wide range of horticultural plants grown or maintained under a variety of conditions.

Quali-Pro delivers more value for your dollar and a product that guarantees satisfaction. Our innovative formulations are university-tested with proven results, designed to help you prevent and eliminate diseases, weeds and pests. By creating new and unique products, we help keep golf courses, lawns, landscapes, nurseries, greenhouses and other general maintenance areas looking and playing their best. We're making "basic" even "better," just what you'd expect from Quali-Pro, and you Know The Sign.

**QUALI-PRO**

Quality Turf & Ornamental Products



# R&K Pump & Equipment



**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.



1905 NW 40th Court Pompano Beach, FL 33064 | Phone: 954-295-3144 | Fax: 888-229-4341  
 randkpump.com | Email: ken@randkpump.com

# Rain Bird



## Rain Bird® ESP-Me provides versatile control for residential and light commercial sites

Contractors often have to learn to install and program two or more different irrigation controllers to meet the needs of their diverse customer base. Others keep things simple by specializing in either residential or commercial systems—but end up limiting their growth and new job prospects. There’s a solution that offers contractors the best of both worlds—the Rain Bird® ESP-Me Modular Controller.

The ESP-Me controller builds upon all of the best features of its trusted predecessor, the ESP Modular. However, while the ESP Modular was limited to 13 stations, the ESP-Me offers the highest station count in its class. Simply install the optional three-station or six-station modules and expand the ESP-Me from its standard four stations all the way up to 22 stations.

With the ESP-Me, there’s no need to stock multiple controllers or teach crew members how to install and program them. This saves space on work trucks, ties up fewer dollars in inventory and decreases labor costs. These factors, combined with the ESP-Me’s highest-in-class station count, make this controller an outstanding value. By using the ESP-Me, contractors can save money, pass those savings on to their customers and potentially win more jobs.



The ESP-Me also offers a number of new, useful features that save contractors time and money. The Delay Watering feature allows users to easily postpone irrigation for up to 14 days and then automatically return to their normal watering schedule. Some landscaped areas aren’t easily reached by rainfall—like those shadowed by a deck or an overhanging eave. ESP-Me users can simply choose to bypass the rain sensor for those stations. The Seasonal Adjust by Program feature allows users to reduce watering to as little as 5 percent of the scheduled program times in cooler, wetter conditions or increase it by up to 200 percent during warmer, drier weather. The Total Run Time Calculator automatically tallies up the total amount of time a system is scheduled to run for any given program. On the rare occasion that the ESP-Me experiences electrical or programming issues, a bright red LED will either stay illuminated or flash, depending on the condition. Scrolling messages across the display alert users to a problem.

By combining practical features with a versatile station count, the ESP-Me helps contractors keep things simple while serving a larger customer base.

### About our product:

1. The ESP-Me controller expands from four to 22 stations, making it ideal for both residential and light commercial sites.
2. With the ESP-Me, contractors can stock a single controller, saving space on work trucks and tying up less money in inventory.





# Schiller Grounds Care

Schiller Grounds Care creates and brings to market a broad variety of landscaping, gardening and turf care equipment for residential and commercial use under the brand names of BOB-CAT, Classen, Little Wonder, Mantis, Ryan and Steiner. For nearly 100 years, professional landscapers and home gardeners have trusted these industry-leading brands to maintain and transform landscapes across the globe.

The Schiller Grounds Care brand/product lineup includes: BOB-CAT commercial and residential walk-behind and zero-turn mowers, Classen aerators, dethatchers, overseeders and sod cutters, Little Wonder landscaping & debris management equipment, Mantis tiller/cultivators, composters and handy yard care tools, Ryan turf renovation equipment, and Steiner tractors and attachments.

**New products from Schiller Grounds Care include:**

➤ **BOB-CAT CRZ** – All of the power and performance of a BOB-CAT professional zero-turn riding mower harnessed for the homeowner. BOB-CAT consistently delivers the most “beast for the buck” in the industry and the brand’s first zero-turn riding mower designed for the homeowner is no exception.

➤ **BOB-CAT XRZ** – Introducing the new BOB-CAT XRZ – a CRZ for the large property owner with enhanced comfort and performance features that are attractive to the commercial cutter as well. The new BOB-CAT XRZ (shown above) features a 3100 Hydro-Gear transaxle, deluxe seat for all-day riding comfort, and 22-inch rear drive wheels for surefooted agility and a smooth ride on hilly and undulating terrain. Get a sneak peak and test drive the new BOB-CAT XRZ at this year’s GIE+EXPO. GIE+EXPO Exclusive!

➤ **Classen Reciprocating Aerator** – As easy to operate and maneuver as a 21-inch mower with eight core tine rods that easily



penetrate even the most compacted soil. Productivity: 450 tine revolutions per minute, covers up to 26,000 square feet per hour, providing more aeration holes per square foot than traditional drum-style, walk-behind aerators.

➤ **Little Wonder Hydro Brush Cutter** – The newest brush cutter from Little Wonder (BRC-26) features a rugged design that stands up to your biggest brush-cutting challenge. Top-of-the-line features include: Hydro-Gear T2 Hydrostatic Transaxle, 28-inch cutter deck, 26-inch reversible cutter blade, solid linkage controls, speed control dialer, and puncture-resistant X-Trac tires.

➤ **Ryan Lawnaire Aerator with EST** – New Easy Steer Technology enables the industry-leading Lawnaire IV & V walk-behind aerator to easily steer while the tines are in the ground. Intuitively responsive, the EST’s outer tines rotate faster as the operator steers left or right, embracing turns while maintaining deep core penetration. See how easy turf aeration can be when you take control with the new Ryan Lawnaire with EST.



1028 Street Road, Southampton, PA 18966 | Phone: 877-596-6337 | schillergc.com | GIE+EXPO booth #3052 & 7506D

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# SourceOne



Since the introduction of our first PLUGR® walk-behind aerator almost 20 years ago, the same attention to design details, efficient quality-oriented manufacturing and superior customer service that serves us well in other industries has defined our commitment to our green industry customer base.

Traditional aerators from the major-name manufacturers have been hard-to-control, tiring-to-operate, heavy, complex machines with rotating sheet metal spoons. SourceOne's PLUGR line offers an alternative that is safer to operate, maneuvers with relative ease, has fewer components and increases productivity on typical residential and commercial applications. PLUGR's unique cam-powered design punches cleaner, deeper holes in tough soil conditions and is easy to maintain, reducing costly downtime. No messy water ballast or heavy add-on extra weights either!

### Specific product advantages include:

- SourceOne offers the widest range of aerators for every size and type of aeration job.
- Unload and go! No extra weights to haul or water bins to fill and empty.
- Closer core pattern eliminates the need to aerate twice to reach optimal aeration results.
- PLUGR offers the narrowest aerator in the industry.
- PLUGR's reciprocating tines create deeper cores in tougher soil conditions without extra ballast or effort.

- PLUGR offers great rental units for homeowners or small operators.
- Loading, unloading and operation are easier with lighter machines with no added weight needed.
- Fewer tines means lower maintenance cost and less downtime.
- Add a StepSavr sulky for ride-behind operation.
- PLUGR Pro VS allows you to determine a comfortable operating speed from approximately 2.5–3 MPH.

Never content to rest on our laurels, we continue to make improvements to existing models and add new turf equipment to our line. For 2013, we have redesigned our complete 30-inch, eight-tine PLUGR lineup with a new unibody design and added the PL845 Pro VS, the first variable-speed reciprocating aerator on the market. The introduction of the VersaTow model with variable width wings and built-in weight, plus both tow-behind and three-point hitch options, added tow-behind capability for both aerating and slicing. Walk-behind turf renovation options include the SL220 Overseeder for combined slicing and seeding and the DT220 Dethatcher with fixed and flail blade power raking capability.

### About our products:

1. PLUGR PL845 Pro VS offers operator-controlled, variable-speed aeration.
2. SourceOne's EZ Haul transport ramps can be installed on most vehicles.
3. SourceOne's DT220 dethatches and can overseed or fertilize simultaneously.





# Syngenta

**S**yngenta understands turf. We can support your business with proven lawn care products and sound agronomic support.

## What sales and technical support does Syngenta offer its customers?

Syngenta is a leading supplier of pest control products for turf. Leverage our knowledge and expertise when you work with the largest sales force in the turf pest control industry. Our experienced team also includes four field technical managers who can help you understand your most challenging turf issues, and who are determined to find the best solutions so you can deliver superior results for your customers.

## What are the “must have” products for the lawn and landscape industry?

Year-round, Syngenta has the products that lawn care professionals need to manage the weeds, insects and diseases that pressure residential lawns and commercial properties.

Start your year with **Barricade® herbicide**. Barricade prevents more than 30 weeds, including crabgrass, from emerging. Supported by a guarantee for season-long control, Barricade is available in both a liquid and dry formulation, including on-fertilizer. Tank mix Barricade with other herbicides to broaden its spectrum of control or even manage

weeds post-emergently. Mix it with **Acelepryn®** insecticide to control both grubs and crabgrass all season long with just one application.

Acelepryn insecticide is based on a unique class of chemistry providing unmatched, season-long grub control with a single application in April or May. It also controls turf caterpillars with that same application and is available on fertilizer.

Customer upsells are a profitable part of a lawn care professional’s business. Above and beyond your typical yearly rounds, consider the following:

**Tenacity®** herbicide can be used in lawn renovation and over-seeding projects. It can be used prior to seeding, at seeding and after seeding to reduce weed competition, allowing new seedlings to establish strong root systems before the cooler weather arrives.

**Advion®** fire ant bait is effective and fast-acting, ensuring control of fire ants in 24-72 hours. It’s effective on all life stages.

Manage summer turf diseases with **Headway® G** fungicide. Headway provides long-lasting broad-spectrum control, up to 28 days, for brown patch, dollar spot and anthracnose. The DG Lite™ carrier dissolves quickly to deliver the effectiveness of a spray with the convenience of a granule.

## Does Syngenta offer rebates?

Cash flow is an important part of your business. Syngenta offers the SummerPay™ program that extends



payment terms until July 11, 2014, on orders placed by Feb. 28, 2014. The Syngenta 2014 GreenTrust™ 365 Lawn & Landscape Program provides outstanding value throughout the year. Purchase a minimum of \$5,000 worth of qualifying products during the early order period (Oct. 1 through Feb. 28, 2014) and receive rebates throughout the year on other Syngenta products, including a rebate of up to 14 percent on purchases of Barricade herbicide.

To learn more about Syngenta products, services and the Early Order Program, visit GreenCastOnline.com or call 1-866-SYNGENTA (796-4368).

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# U.S. Lawns

Since 1986, U.S. Lawns has dominated the commercial grounds industry by combining national brand strength with a network of locally owned franchises. Using this model, we set the standard for both performance and service in commercial landscaping.

From our home office in Orlando, Fla., we proudly select and train community leaders to do business wearing the U.S. Lawns star. Today, a dedicated team of men and women in more than 250 locations make up our franchise network. All are equipped with the processes and standards you'd expect from a national chain. All are united by a passion for service to our neighbors. Since every U.S. Lawns franchise is locally owned, their customers' grounds are truly an extension of the franchisee's backyard. That's where we got our tagline, "Your turf is our lawn." From retail to restaurants to office parks to apartment complexes, our mission is to beautify communities and help local businesses grow.

As the nation's largest provider of commercial grounds care, we focus solely on commercial properties, serving property managers and owners.

When independent landscapers convert their business to a U.S. Lawns franchise, they still own their business, but would then operate under our nationally recognized brand name with proven systems, tools and support. They would no longer be alone in their business. We have eliminated the guesswork and uncertainty that hinders small-business start-ups. U.S. Lawns Regional Franchise Advisors work one-on-one with them for any agronomic help, sales and business plans and business building. Franchisees receive ongoing mentoring in bidding and estimating, financial management, routing and scheduling, marketing and customer acquisition. They also benefit from our corporate purchasing power for equipment and supplies. We offer support and training for office procedures and human resource needs.

Like family and friends, we are here to support our franchisees' success every day. In addition to the support in their local market, U.S. Lawns has a full support team at the home office for marketing, accounting and business assistance. We will always be here to help with anything our franchisees need. But don't take our word for it, call our franchisees and ask them about it.



**U.S. LAWNS®**  
Your Turf. Our Lawn.



# Vista Professional Outdoor Lighting



**H**eadquartered in Simi Valley, Calif., Vista Professional Outdoor Lighting has been a leading supplier and innovator in the architectural and landscape lighting industry since 1984. Vista designs, manufactures and supplies a wide range of distinctive lighting fixtures, transformers, HID ballasts and accessories for both the low-voltage and line-voltage lighting markets.

**Why Landscape Lighting?** Today's homeowners see their landscape as a source of pride, a refuge for relaxation and a place to enjoy good times with family and friends. Vista products bring these spaces to life after the sun goes down, providing an unmatched aesthetic effect while adding safety and usability.

**Why Architectural Lighting?** The addition of architectural-grade lighting to a project adds a new dimension of beauty, safety, security and usability. Whether the application is commercial, industrial, institutional, or a public area, Vista products can help today's professional designers deliver on the toughest requirements. Each Vista architectural-grade fixture is designed for maximum efficiency and easiest ongoing maintenance for the lowest total cost in both installation and everyday use.

Vista's range of designs and finishes are an ideal complement to residential, commercial, public area, resort and institutional applications.

The company's revolutionary MR-16 LED Lamps offer outstanding performance even in the harshest outdoor environments. Professionals can use MR-16 LED Lamps to upgrade existing landscape lighting installations to the energy-saving benefits of LED. Patent-pending advanced thermal management effectively dissipates heat away from the lamp's LED and driver, contributing to a longer life of up to 35,000 hours. Consistent, warm white light and high-performance optics with beam-spread options of 25, 36 and 60 degrees make the MR-16 LED Lamps not just practical but attractive and precise.



Designed for performance but priced for every job, Vista's 5000 Series Up & Accent Fixtures combines the best of both worlds: the energy savings of LED with the flexibility and performance of Vista's MR-16 LED lamps. Providing up to an 80 percent energy savings over standard halogen lamps, Vista's high-performance MR-16 LED lamps maximize energy savings and minimize maintenance. The Series' compact design enhances aesthetics and allows for maximum light output that can be conveniently concealed throughout the landscape, even within tree branches. Additionally, because each fixture is shipped with a factory-installed 4.5- or 5.5-watt LED lamp, no assembly is required, resulting in optimum jobsite convenience.

All products are custom built and American-made at Vista's headquarters and shipped within 24 hours of an order being placed. The innovative company has a well-established reputation among lighting designers, engineers, architects, distributors, contractors and property owners for delivering high-quality products and outstanding customer support. More than 2,500 distributor locations worldwide stock Vista products and provide local product support.



**LANDSCAPE  
LIGHTING**

625 Surveyor Ave., Simi Valley, CA 93063 | **Phone:** 800-766-8478 | **Fax:** 888-670-8478  
**Email:** email@vistapro.com | vistapro.com | Facebook.com/VistaLighting | Twitter.com/vistalighting



# Western Products



For more than 60 years, WESTERN® snowplows have been the choice of the professional plower. New models for 2013 include:

➤ **MVP 3™ V-plow:** The MVP 3 offers a whole new slant in V-plow performance and durability. Featuring a flared blade design, standard UltraLock double-acting cylinders, a patented trip-edge system and a reinforced structure, the MVP 3 provides all the performance features needed for unmatched plowing productivity.

➤ **PRODIGY™ Multi-Position Winged Plow:** The PRODIGY features a patented mechanical wing designed to automatically position the blade wings for maximum plowing efficiency. The multi-position blade is equally adept at straight-ahead scooping or angled windrowing and is as easy to operate as a straight blade plow. The PRODIGY is available for trucks and skid-steers.

➤ **PRO PLUS® and PRODIGY Skid-Steer Plows:** The PRO PLUS and PRODIGY skid-steer snowplow models feature a universal mounting plate for fast attachment and are powered by the skid-steer's auxiliary hydraulic system.

➤ **PILE DRIVER™ Containment Plow:** WESTERN's line of heavy-duty containment plow models are designed for use with skid-steers, backhoes or wheel loaders. The PILE



DRIVER is available in sizes ranging from 8 feet to 16 feet and feature a quick attachment system suited to each form of heavy-duty machinery.

➤ **Tornado™ LT and WB-100B & WB-160D Salt Spreaders:** WESTERN's Tornado LT ½ cu. yd. hopper provides excellent de-icer spreading performance for smaller applications. The WB-100B and WB-160D walk-behind spreaders ensure even salt spreading for sidewalks and feature corrosion-free polyethylene construction.

### Manufacturing Facilities:

Western Products' 150,000-sq.-ft. manufacturing facility is in Milwaukee, Wisc. As a division of Douglas Dynamics, LLC, the country's leading manufacturer of snow and ice removal equipment, WESTERN® products and components are also manufactured in the Douglas Dynamics Rockland, Maine, facility.

### About our products:

1. MVP 3 V-Plow
2. PRODIGY Multi-Position Winged Plow



# WinField™

## WinField™ Turf Tech Tool 3.0



### Why is data important?

As the adage goes, those who don't learn from the past are doomed to repeat it. The same can be said for turfgrass managers.

With hundreds of turfgrass varieties on the market today, landscape professionals are often overwhelmed when it comes to selecting the optimal seed variety for their lawn based on their unique environmental and agronomic requirements.

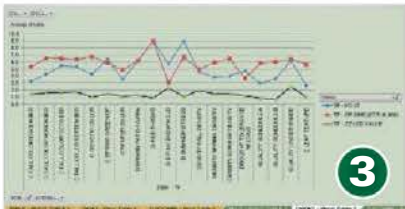
The WinField™ Turf Tech Tool 3.0 is a software platform designed to work in conjunction with the National Turfgrass Evaluation Program, the nation's premier database which features comprehensive

turfgrass data from across the country dating back more than 30 years.

Using historical research data is the best barometer to gauge how a certain seed variety will perform in your

environment. The WinField™ Turf Tech Tool 3.0 brings previously stagnant and largely hidden data to life with visual representations generated by desired user inputs.

Prior to the WinField™ Turf Tech Tool 3.0, few people knew how to access and calibrate this data. What used to take hours now takes minutes. The WinField™ Turf Tech Tool



3.0 not only makes data more searchable and chartable, it allows landscape professionals to glean actionable insights from multiple data sets with only a few clicks.

### How it works:

WinField's professional sales representatives work closely with professional turf managers to establish their individual requirements and expectations. Specific varieties can also be evaluated on national, regional and state levels to determine the best varieties for local-specific situations.

Say for example, a turf manager is struggling with brown patch. They can select, sort, filter, compare and chart more than 1,500 varieties of grass to see which ones fit their specified parameters for brown patch resistance, as well as other qualities such as drought tolerance, improved density, color or quality.

### Improved management systems

The WinField™ Turf Tech Tool 3.0 application is more than just choosing the right turf variety. It gives landscape professionals improved control of not only performance, but information impacting several other critical considerations such as chemical treatments, water management needs, mowing requirements, staffing and more.

At the intersection of "Big Data" and real-time, high-quality management decisions, the WinField™ Turf Tech Tool 3.0 gives turf managers the level of foresight they need to be successful.

### About our product:

1. Thirty years of historical turfgrass data provides the foresight needed to be successful.
2. Establish individual requirements and expectations for your lawn.
3. Compare and chart past performance of more than 1,500 grass varieties.



1080 County Road F West, Shoreview, MN 55126 | Phone 855-494-6343

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# Wright Manufacturing

**W**hen 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 their 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 I
- 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 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 Sulky
- Velke Sulky X2

