

Mission Statement

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

Propane Education & Research Council



Product Focus

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

New mower purchases and new mowers converted

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

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



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

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

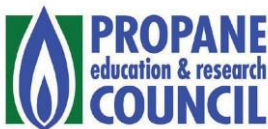
Landscape contractors who have switched to propane-fueled

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

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

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

For more information about the Propane Mower Incentive Program and how propane can benefit your business, visit www.poweredbypropane.org.



Propane Education & Research Council

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Website:

www.propanecouncil.org

Rick Grant
Business Director of
Quali-Pro & Turf Technicals

Mission Statement

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

QUALI-PRO

Quality Turf & Ornamental Products

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

Phone: 281-892-2500

Websites:

www.controlsolutionsinc.com
www.quali-pro.com

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

Quali-Pro

New Generation Basic



Major Product Lines:

- Herbicides
- Fungicides
- Insecticides
- Plant Growth Regulators

Product Focus:

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

Herbicides:

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

Fungicides:

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

Insecticides:

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

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

Manufacturing Facility:

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

Technical Support:

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

Walter K. Byrd
President

R&K Pump & Equipment

Product focus:

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

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

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

Manufacturing facility:

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

Major product lines:

➤ **Lawn/Turf Care Trucks.**



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

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

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

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

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



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

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www.randkpump.com
Email:
ken@randkpump.com

Stephen James
General Manager

Todd Williamson
Sales
Email: todd@reddick.cc

Reddick Equipment Company of NC

Product focus:

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

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

Manufacturing facility:

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

Technical support:

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

Major product lines:

➤ **Pest Control / Lawn**

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



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

➤ **Deicing Skids.** Aluminum

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

➤ **Agricultural.** Three-point

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



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

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

Mission Statement

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



Syngenta
P.O. Box 18300
Greensboro, NC 27419

Phone: 866-SYNGENTA
886-796-4368

Fax: 336-632-6135

Website:
www.greencastonline.com

Syngenta

Major product lines:

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

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

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

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

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

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

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

Customer support:

Syngenta offers lawn-care operators:

- More than 30 territory managers, who consult with customers to solve problems and work in partnership with a nationwide network of full-service distribution partners;
- Field technical managers, located across the country, who are available to assist with issues that customers might face;
- A Customer Center, available at 1-866-Syngenta(a), which gives lawn care operators access to technical and product support as well as assistance with marketing programs;

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

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

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

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Jerry Hunter
CEO

US Fleet Tracking

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

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

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

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

2012 Summer Olympics and 2012 Republican National Convention.

Major Product Lines:

X5 GPS tracking products and technology

Product Focus:

Live GPS tracking devices and web-based software platform

Manufacturing Facilities:

Tracking platform engineered and GPS tracking devices assembled in Oklahoma

Technical Support:

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

US Fleet Tracking OBD-X5
GPS Tracking Device



US Fleet Tracking AT-X5
GPS Tracking Device



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

Phone: 405-749-1105
Fax: 405-749-1056
Website:
www.usfleettracking.com
Email: sales@usft.com



Ken Hutcheson
President

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

We are the #1-ranked landscape management franchise

#9 on Landscape Management's LM150

#8 on Snow Magazine's TOP 100 snow contractors

#138 on Entrepreneur Magazine's Franchise 500

#14 on Forbes TOP 20 Franchisees

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

#48 on 1851 Magazine's TOP 100 Friendly Franchises



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Phone: 407-246-1630
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Email: Franchise@USLawns.net

U.S. Lawns

GRASS KEEPS GROWING – YOUR BUSINESS CAN TOO!



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

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

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

SPECIAL OFFER FOR CONVERSIONS: \$0 DOWN!*

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

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

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

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

For more information about U.S. Lawns call 866-781-4875, email Franchise@USLawns.net or visit www.USLawnsFranchise.com

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





Bill Wright
Founder and CEO

Mission Statement

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

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



Wright Manufacturing
4600X Wedgewood Blvd.
Frederick, MD 21703

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

Wright Manufacturing

THE STANDER OF EXCELLENCE

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

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



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

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



best commercial mowers available anywhere.

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

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

Stand-On Mowers

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

- Stander
- Stander X
- Stander ZK
- Stander RH

Sit/Stand Mowers

Sport models allow operators to sit or stand for maximum

comfort and maneuverability in a variety of environments.

- Sport
- Sport X
- Sport RH

Mid-Mount Z

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

- Mid-Mount Z
- Mid-Mount ZTO

Walk-Behinds

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

- Velke Gear Drive
- Velke Hydro

Accessories

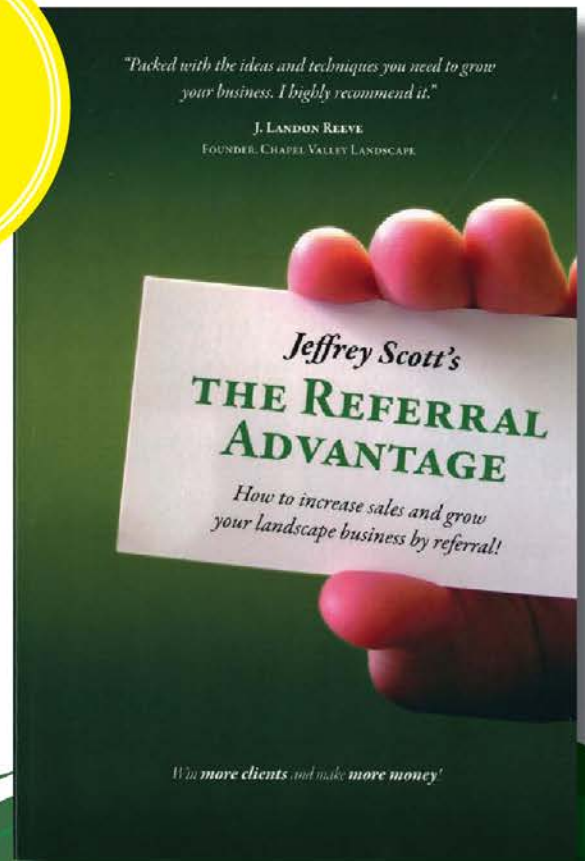
Wright accessories enhance the performance of Wright mowers and provide years of reliable performance.

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

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The best
way to find
new business



THE REFERRAL ADVANTAGE

How to increase and grow your landscape business by referral!

Veteran Green Industry business owner Jeffrey Scott doubled the size of his design/build/maintain business to over \$10 million, by raising client retention in one division to 98%, and by increasing professional referrals from \$50,000 to \$2 million. Referrals are one of the cheapest and most effective ways to grow your business. In *The Referral Advantage* Scott teaches you how to ask for a referral, get your employees to create them, and even benchmark and track your referrals.

Author: Jeffrey Scott

landscapemanagement.net/bookstore/

**Landscape
Management**

Landscape therapy

Monji Landscape Cos. finds a niche in healing gardens.



A hospital healing garden designed by Monji Landscape Cos.

RESearchers say natural settings can lower stress, decrease blood pressure and heart rate and relieve muscle tension. That's the catalyst behind a growing trend toward adding healing gardens to hospital campuses, nursing homes and other health care settings. Monji Landscape Cos., a Bakersfield, Calif.-based firm, has gotten into designing and installing these gardens and has found it to be beneficial—not only financially but in terms of goodwill.

Dan Monji, senior designer and chief executive officer, says that he was moved by the story of a young patient who experienced the first healing garden his company designed at Mercy Hospital in downtown Bakersfield. A nurse told him that a 14-year-old boy who was being treated for terminal cancer watched the evolution of the garden from start to finish from his hospital window.

"When the garden was finished, he was anxious to go there," says Monji. "He would just sit there for almost an hour at a time in his wheelchair. And he ended up spending his last day there—a place to be away from the pain he was experiencing, to be out of his room and mentally escaping it all. I've done a lot of projects in my 37 years but nothing has impacted me that way."

That kind of impact is why Monji and his son Aaron Gundry-Monji, project manager and account representative, continue to design and build these gardens and view them as a growing niche for their company. Gundry-Monji says that the beautifully finished project has almost "sold itself" by helping land the company other jobs. "But it's been the overwhelming response from doctors, visitors, and patients that has really spread the word of how important these healing gardens can be," says Gundry-Monji.

That first healing garden ultimately turned into two separate projects. Then, Mercy Southwest Hospital brought Monji in for a third healing garden. Donations totaling \$300,000 funded the three gardens.

Monji says healing gardens are a smart complement to his business, which has always put its focus on taking an artistic approach.

"This niche gives us a great opportunity as a company that prides itself on being artistic designers," adds his son. "This is about creating living art for people at the hospital. And as a functional purpose it's about easing pain and bringing some peace."

Each job is completely custom, so the project costs differ greatly. It depends on the hospital's budget—which is typically determined by how many donations it receives—as well as the size of the project. "Even at the one campus where we did two separate jobs, those budgets were very different," says Gundry-Monji.

Though the company does see this as being a profitable niche, Gundry-Monji adds that it's much more involved than a standard design/build job.

"With a healing garden, you're dealing with the hospital and often also the fundraisers and the donors, making sure that you're designing something that everyone is happy with," he explains. "There are a lot more players involved and a lot of time before you ever see any money from it. We put a lot of time into the concept and the design alone."

But even if there isn't always a huge profit margin on the hospital project itself, Gundry-Monji says, the additional work and the positive press it's garnered for the company are worth more.

"I can't tell you how many jobs we've gotten from word of mouth because of having designed these healing gardens," he says. "Even just some of our standard residential work has come as a result of people seeing the healing gardens. Local media was there for the unveilings and that was big for us, too."

The author is a freelance writer with seven years of experience covering landscaping.

» SERVICE SNAPSHOT

COMPANY:
Monji Landscape Cos.

HEADQUARTERS:
Bakersfield, Calif.

YEAR FOUNDED: 1953

SERVICE BREAKDOWN:
90 percent design/build;
10 percent maintenance

CLIENTELE: 90 percent residential

WHY HEALING GARDENS?

"It has grown out of all the years our family has been involved in creating beautiful gardens as our passion," says Dan Monji, chief executive officer. "Artistic designs have always been our specialty. A hospital can be a stressful place, but a beautiful garden can provide you an escape."