

SUPPLIER RESOURCE PROFILES

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

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Highlight

SUPPLIER
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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.

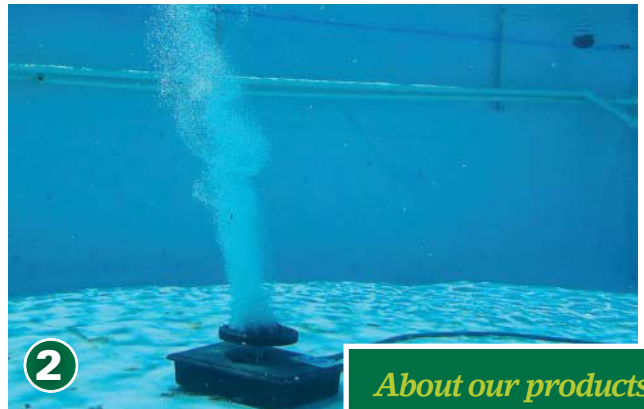
Where can you learn more about the products available from Agrium Advanced Technologies?

Visit www.DrivenByDuration.com 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 horsepower¹ 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.² 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 warranty³, 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.”

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

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

³ Warranty details available at 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

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.



Dow AgroSciences



At 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.

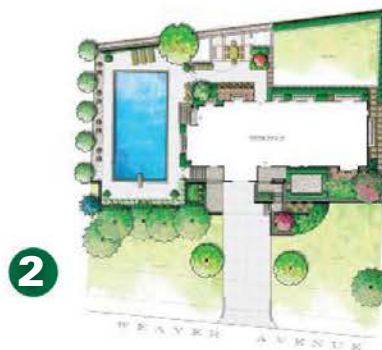
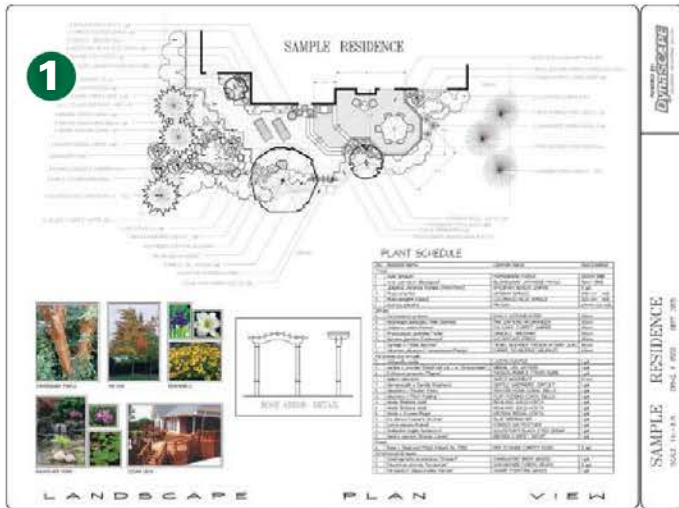
For more information, visit www.DowProvesIt.com.



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



Dedication 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.

