

## The 21<sup>st</sup> Century Sprinter PHC Delivery System

I want to explain what this really is because, for most people I meet, The 21<sup>st</sup> Century Sprinter PHC Delivery System is not at all what they expect. Moreover, they are really confused. How can this spray system make \$2000 to \$4000 per day and more?

First, this Plant Health Care System is not called a sprayer because a lot of what it does has little to do with spraying, at least in the traditional sense. And since foliar spraying is the least efficient and least profitable method of making money in the PHC industry today, it makes sense to rethink how plant health care can be done more efficiently and profitably.

However, we are trapped in 20<sup>th</sup> Century thinking. Men and women were hired as "Spray Technicians" and that was exclusively what they did. If you could afford it and had enough customers, you purchased the biggest pump and the largest set of tanks you could afford and proceeded to send your "Spray Technicians" out to blast any and all bugs and diseases they could find.

That was then. But this thinking has still carried over into the present day even though well over 50% of it has changed. Hence the name "21<sup>st</sup> Century", denoting that we are no longer practicing PHC like it was during the 20<sup>th</sup> Century. Here is the article I wrote for TCA Magazine.

*It's still early in the 21<sup>st</sup> Century, but already so many new, transformational events have occurred. Twenty years ago, some diseases that seem to consume all of our attention today, did not exist here. So too, the delivery systems did not exist, nor the products, nor the treatment methods. Today there are bark sprays and more systemic product options. The original Kioritz is gone and replaced by a host of other targeted soil injection equipment like the Njekt. So much has changed, and for the better. Everything except for the primary PHC delivery system: the spray truck itself. Until now!*

*Enter the 21<sup>st</sup> Century Sprinter PHC Delivery System for Arborists. Unlike any other PHC spray equipment on the market today, it is not just a spray system. It is a total PHC toolbox designed to deliver any and every possible health care protocol. And it has the capacity to haul all of the specialized equipment and products required to get any job done. Equipment for 1) bark sprays, 2) targeted soil injections, 3) trunk injections, 4) granular applications, 5) canopy sprays, 6) soil drenches, and 7) yes, even a refrigerator for beneficial biologicals, another growing trend in the industry. The 21<sup>st</sup> Century Sprinter has the room (and an assigned storage space) for all of this equipment (even bulky mist blowers) and still lots of space for soil amendments like lime, gypsum, and humates, along with liquid products.*

*By using more efficient delivery methods like the targeted soil injecting Njekt, bark sprays, trunk injections and reduced height canopy sprays, a lot less water is required. Then add to these very efficient (and very profitable) delivery methods and the most advanced products. For instance, using the organic-based, nutrient-dense Bio-Tree & Shrub liquid fertilizer at the rate of 1G per DBH instead of 5G, changes all of the metrics. Reduce product cost, cut labor cost in half, and reduce the volume of water required by 80%. It's a win, win, win, particularly for your bottom line!*

*By using the most advanced PHC products and the most efficient delivery methods, the fuel efficient (14mpg) extraordinarily productive and elegant 21<sup>st</sup> Century PHC Delivery System for Arborists truly breaks new ground. The 21<sup>st</sup> Century Sprinter encompasses all of the industry's innovations of the last two decades. And, for an amazingly low investment, puts cutting edge plant health care into a beautiful, consumer friendly package that is affordable for almost every company.*

Let's deal with the 512G liquid payload and tank layout: 1) 400G and 2) 56G tanks.

When this PHC delivery system pulls up to a property, it is designed to do every possible service that it is capable of before it begins spraying. Systemic soil injections, trunk sprays, perhaps low impact bark injections, all of these methods, which are faster and more profitable, should be completed first. Only after these options are exhausted and the only option left is foliar spraying, should the hose be pulled out of the truck. You still have two 56G tanks on the truck to do custom mixes as needed. And those mixes are ready to apply in under two minutes.

How much training is necessary to learn the 21<sup>st</sup> Century process? Some, but it is not difficult.

Almost any company's business can be increased dramatically after you take the time to read every label for the products you are already using and determine which ones have an alternative application option other than foliar spraying. (By the way, this is only one time. Once completed, you never have to do it all again.) Immediately begin using this new, non-foliar option. Next, research other products and other treatment methods, perhaps bark sprays or bark injections, that do not require foliar sprays. Adopt new products and methods consistent with your philosophy on how to treat trees. Begin using these treatment methods.

As you can see by the process I am laying out, these efficiency improvements focus on efficacious alternatives to spraying. They can be added gradually. It does not have to all be done at once.

Next, research what options are available to your present fertilizer. I know, this is a sacred cow, but it is well worth the effort. Besides, when was the last time you compared fertilizer products? Do you know that there are fertilizer alternatives available today that will cut your labor cost by 50% and water usage by up to 80%? Think of that for a minute. A 500G sprayer can do the equivalent of 2500G of fertilizer and in half the time. And this is a top tier product, maybe one of the best products for trees on the market today, and at a very competitive price.

Finally, examine a health regime for trees that is ignored by at least 95% of all PHC companies - Fixing the Soil.

Fixing the soil should be the first thing you do, not the last. No tree or shrub will be any healthier than the health of the soil in which it grows. **If the soil is the problem, nothing else you do will really fix the problem, in addition to wasting your customers money.**

**Plus, fixing the soil will reduce the need for disease management products up to 50% or more.**

So, you don't need all that water. Of all of the Sprinters out there, rarely do I hear of any technician using more than 500G of water per day. You just practice the art of tree care differently. Actually better. Less chemicals are put into the environment. Soil problems are corrected. Application methods are more targeted with less spray drifting through the neighborhood. The technician is more efficient and can generate more business per day. That

also means you need fewer technicians to get the work done - a great answer to scarcity in the labor pool.

If you were to employ all of these strategies with your 800-1000G sprayer, you would soon come to realize that you wouldn't need all of that water. The problem with the 20<sup>th</sup> Century style sprayers is that they don't have the space to carry the additional tools, products and equipment necessary to do 21<sup>st</sup> Century plant health care. The 21<sup>st</sup> Century Sprinter does.

The 21<sup>st</sup> Century Sprinter PHC Delivery System was designed in response to the transformational advances in the industry. As you read in the TCI article, it will do everything you can imagine, including tow your air compressor.

The PHC program that you implement dictates what equipment you need. You don't buy the equipment first and then figure out what you are going to do with it. On the other hand, if you buy a Sprinter, you will force yourself to make changes in how you operate your PHC department.

People ask me all the time why I promote the Sprinter. I could care less what truck you buy. There is no financial benefit to me. I will build on anything you like. The difference is the 4500 Sprinter. The next larger alternative is a 3500. The difference between a 6200 lb. payload and a 4600 lb. payload is about 135G less liquid. In other words, the Sprinter can carry 512G but the next closest rival can only carry 375G - a huge difference.

Now you know why Green Pro Solutions designed The 21<sup>st</sup> Century Sprinter PHC Delivery System, and how it can Make You Much More Money.

1. It takes advantage of the latest product and application technology.
2. It encompasses all forms of PHC delivery systems to include soil biology and biologicals.
3. It is more environmentally friendly since it reduces the volume of chemicals required.
4. It can accommodate soil health repair programs, making plants healthier by fixing the soil.
5. Fixing the soil reduces the amount of disease to be managed.
6. Combining all of these technologies is more efficient, getting more done in one day.
7. Getting more done in a day generates more income for the company.
8. Each technician getting more done in one day requires fewer technicians, helping to solve your labor problem.
9. Sprinters and this PHC program are a magnet for talented employees and will help you retain the ones you already have.
10. Lastly, you can take all of this to the bank.

Looking forward to your future success,



*President*

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**P.S.** Trees and Shrubs love it. If they could talk, they would tell you so. But you can see their vibrant foliage.