

Generate Income with Custom Cultivation

Get answers to the frequently asked questions below.

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Can I start a profitable custom in-row cultivation business with my Weed Badger®?

Absolutely! Custom cultivation with a Weed Badger® works great as a seasonal full-time business or part-time enterprise. Custom farm management companies can easily add “Weed Badgering” to services already offered to paying clients. Individual growers might wish to

supplement farm or ranch income. Custom in-row services offered might include in-row tillage or any of the other jobs you can accomplish with Weed Badger® options and attachments.

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Who can use the services of my custom in-row cultivation business?

Decide who your customers are. Make a list of your potential customers. With one Weed Badger® you can offer in-row services to a wide range of customers. They include:

- Orchards
- Blueberries
- Caneberries
- Vineyards
- Commercial tree and shrub nurseries
- Windbreaks, shelterbelts and CRP tree plantings
- Agro-forestry tree farms
- Wildlife habitat and game bird food plots

- City properties, parks, and recreation facilities with extended fencelines to maintain
- Golf Courses with tree rows and fence line
- Highway Department right of way tree planting
- Homeowners with large properties to maintain and no time to do so
- Wherever trees or large plants, posts, fence line...anything in a row that requires hand labor with a string trimmer is a good potential site for custom in-row precision tillage or mowing services.

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What in-row services can I offer potential customers?

Decide what in-row services you wish to offer potential customers. Maximize your profit using the wide range of interchangeable tools and attachments. Call us for suggestions. See the Products section of the website or the catalog to

decide what options and attachments match the needs of clients in your area. See the FAQ selections listed under “*Using Weed Badger® year-round*”.

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How do I determine pricing for my custom in-row business?

Pricing and scheduling can be set using various methods:

1. **Seasonal by the acre** – Calculate the time it takes to maintain fields per acre. Set a price schedule for the whole season of in-the-row care. Your price will depend on prevalent weeds, crops grown, average weather patterns, and specific conditions present in your business territory. You will know, from your own experience, the time it takes to cultivate an average field with average weeds. This method works well for customers that contract your services for the whole season allowing you to get into the field before weeds get big and at a convenient schedule.
2. **Seasonal by the mile** – Similar to the seasonal by the acre price, you can break down cost per mile of vines or trees (5280 feet per mile). Under average conditions, one person using a Weed Badger® can easily travel 1 to 2½ MPH through the fields. You may find you can travel a bit faster if the weeds are small. For example, offer a weed free season for a certain price per mile of vines or trees. Generally you will need to make an average of 3 passes during the season to keep fields clean, depending on weather. This pricing method allows you to also set your own schedule and kill the weeds before they get too large. Charge a higher rate for out-of-control, large weed situations, as you will not be able to travel as fast. How much would land owners in your market have to pay for hand hoeing a single mile of vines or trees just one time?
3. **By the hour** – This pricing ensures you remain profitable regardless of size and density of weeds. This pricing rate works best when growers, that do not sign on for seasonal service, call you to make a special trip out to perform custom “Badgering”. When weather conditions or other factors don’t allow for spraying weeds or cause herbicide applications to fail, customers will likely contact you to perform “Search And Rescue” in place of more costly contracted hand labor. Large weed conditions require more time and become a two-stage “breakout” procedure. Conditions such as these may require use of the Cyclone Spade Attachment for the first pass. Such premium “worst condition services” will cost more. You will still save the landowner hundreds, perhaps even thousands, of dollars over hand labor to rescue their crops.
4. **Seasonal by the plant** – Similar to the seasonal by the acre price, you can break down cost per plant. For example, offer a weed free season for 30 cents per tree or vine. A wet year may require 3 passes. If you get weeds early you can cover 10 acres or more per day. How much would landowners in your market have to pay for hand hoeing 10 acres just one time? A whole weed-free season makes your service a tremendous bargain!

With a little experience using a Weed Badger® in your own crops you will be able to estimate for all kinds of conditions and weed removal scenarios.

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How do I promote my custom in-row business?

Promote your business.

- Start advertising well before spring when your customers are planning for the coming season. Place advertisements in local newspapers, publications, and association newsletters.
- Stress the benefits of in-row tillage in your conversation with clients and in your advertisements. Refer to our literature to understand the benefits.

- Promotion can be as simple as postcard or flyer, mailed or delivered to prospective growers in the geographical area you wish to work. Place flyers in cafes, coffee shops, and local restaurants where growers and landowners regularly go to visit.
- Begin with a limited area within which you can comfortably travel. Start small, as the response may be overwhelming.

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Can I start a profitable custom in-row tree cleaning business with my Weed Badger®?

Absolutely! Custom cultivation with a Weed Badger® works great as a seasonal full-time business or part-time enterprise. You might wish to supplement farm or ranch income. Your neighbors appreciate the appearance of miles of clean healthy tree rows. Most no longer have the

time or energy to maintain trees. They may not wish to invest in the equipment or maintain it. They are frustrated with fabric that becomes an unmanageable eyesore after the first few years. They are eager to pay for an easy solution.

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Who can use the services of my custom tree cleaning business?

Decide who your customers are. Make a list of your potential customers. With one Weed Badger® you can offer in-row services to a wide range of customers. Customers may include:

- Windbreaks, shelterbelts and CRP tree plantings
- SCDs, Fish and Game Departments, and government agencies
- Highway Department right of way tree planting
- City properties, parks, and recreation facilities with extended fencelines to maintain
- Homeowners with large properties to maintain and no time to do so
- Agro-forestry tree farms such as poplar production

- Wildlife habitat and game bird food plots
- Golf Courses with tree rows and fencelines
- Orchards
- Caneberries
- Vineyards
- Commercial tree and shrub nurseries
- Blueberries and Saskatoon Berries
- Wherever trees or large plants, posts, fence line...anything in a row that requires hand labor with a string trimmer is a good potential site for custom in-row precision tillage or mowing services.

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What tree cleaning services can I offer potential customers?

Decide what tree cleaning services you wish to offer potential customers. Maximize your profit using the wide range of interchangeable tools and attachments. Call us for suggestions. See the Products section of the website or the catalog to

decide what options and attachments match the needs of clients in your area. See the FAQ selection "*How can I use a Weed Badger® all year in trees?*"

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How do I determine pricing for my custom tree cleaning business?

Determine a pricing and scheduling method.

Pricing can be set using various methods:

1. **Seasonal by the acre** – Calculate the time it takes to maintain fields per acre. Set a price schedule for the whole season of Weed Badger® care. Your price will depend on prevalent weeds, crops grown, average weather patterns, and specific conditions present in your business territory. You will know, from your own experience, the time it takes to cultivate an average field with average weeds. This method works well for customers that contract your services for the whole season allowing you to get into the field before weeds get big and at a convenient schedule.
2. **Seasonal by the mile** – Similar to the seasonal by the acre price, you can break down cost per mile of trees (5280 feet per mile). Under average conditions, one person using a Weed Badger® can easily travel 1 to 2½ MPH through the fields. You may find you can travel a bit faster if the weeds are small. For example, offer a weed free season for a certain price per mile of trees. Generally you will need to make an average of 3 passes during the season to keep trees clean. This pricing method allows you to also set your own schedule and kill the weeds before they get too large. Charge a higher rate for out-of-control, large weed situations, as you will not be able to travel as fast.
3. **By the hour** – This pricing ensures you remain profitable regardless of size and density of weeds. This pricing rate works

best when growers, that do not sign on for seasonal service, call you to make a special trip out to perform custom “Badgering”. When weather conditions or other factors don’t allow for spraying weeds or cause herbicide applications to fail, customers will likely contact you to perform “Search And Rescue” in place of more costly contracted hand labor. Large weed conditions require more time and become a two-stage “breakout” procedure. Conditions such as these may require use of the Cyclone Spade Attachment for the first pass. Such premium “worst condition services” will cost more. You will still save the landowner hundreds, perhaps even thousands, of dollars over hand labor to rescue their trees or crops.

Compare custom in-row tree cleaning services to fabric, which can cost thousands of dollars per mile. Even if cost-shared, the cost is paid by all of us taxpayers. How much would landowners in your market have to pay for hand hoeing 1 mile of trees just one time? Compare safe and effective tillage to chemical weed control, which is risky in closely spaced trees of many species. Most pre-emerge chemicals are not recommended for use in trees and are intended to be used months before the trees are planted only, not in actively growing trees.

With a little experience using a Weed Badger® in your own trees you will be able to estimate for all kinds of conditions and weed removal scenarios.

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How do I promote my custom tree cleaning business?

Promote your business.

- Start advertising well before spring when your customers plan for the coming season. Place ads in local newspapers, publications, and newsletters.
- Stress the benefits of in-row tillage in your conversation with clients and in your ads. Refer to our literature to understand the benefits.
- Promotion can be as simple as postcard or flyer, mailed or delivered to prospective growers in the geographical area you wish to work. Place flyers in cafes, coffee

shops, and local restaurants where growers and landowners regularly go to visit.

- Begin with a limited area within which you can comfortably travel. Start small, as the response may be overwhelming.

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How can I include Weed Badger® precision in-the-row services with farm management services I already provide?

You can see how Weed Badger® precision in-row machines perform much more than simply weed control. The interchangeable tools and wide range of adjustments allow you to provide superior in-row strip management for your clients.

There are two ways to add Weed Badger® in-row strip management services to your farm management business:

1. You may offer to purchase the machine for each farm owner. Your firm performs machine assembly, mounting, and adjustment. Payment for such services is handled between you and the farm owner, as with any service you provide. Your personnel operate and maintain the landowner's machine at timely intervals throughout the year performing a wide range of in-row management jobs. The *Weed Badger® Owner's Manual* makes service on the Weed Badger® simple. Picture-by-picture instructions include clear directions and diagrams. Servicing the machine is easy. In addition our toll free service line is available to both service personnel and machine operators.

2. Another method used by farm management service firms is for the management business to purchase two or three machines. These machines are moved from farm to farm. Efficiently use your employees to perform the many, varied, in-row, undercanopy management jobs throughout the year.

When farm owners compare the savings of hiring your custom management services using Weed Badger® to hand labor costs, time consuming documentation of herbicide use, pollution liability concerns, licensing, and container disposal, the choice becomes clear. Also, consider the much wider window of opportunity to perform in-row weed control. Wind is no longer a factor. Unlike herbicides, if it rains immediately after "Badgering" it won't undo what you've done. We'll be glad to help you add Weed Badger® precision in row under-canopy management to the many fine services you already provide.

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