



# SPRAYERS

## DEALER PLAYBOOK

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## OVERVIEW

This Playbook is designed to assist FAST dealers in walking through the entire sales process, with a focus on the new sales process that has been adopted by the FAST sales team to be more consultative with our customers.

We want to approach our sales efforts by doing more than just selling the product features.

- We want to understand the issues that farmers are facing in today's Ag environment
- We want to align capabilities that can be offered by the dealer and by FAST as a solution to help meet the needs of today's farmers, and how FAST is the best fit to benefit their operations

Doing this will position ourselves as not just a dealer looking to move product, but as someone who they see as a trusted advisor who is looking for ways to help make the farmer more efficient and profitable.

In turn, we believe this will help you, as a FAST dealer, create more business and establish long-standing relationships with your customers.

# **PROSPECTING FOR NEW CUSTOMERS**

## **SELLING STEPS FOR FAST SPRAYERS**

- Understanding today's farmers
- What motivates your customers to change how they are doing things today?

### **TODAY'S FARMER**

#### **TECHNICALLY SAVVY**

- Use the Internet to research products even before talking with dealer (Ag Forums, Ag Talk, Company Websites, YouTube, Twitter)
- 95% have smartphones

#### **TRANSITION OF FAMILY FARMS**

- Median age of today's farmer is 55/56 years old
- Millennials are taking over family farms

#### **MAINTAIN STRONG RELATIONSHIPS WITH DEALERS**

- Place value in superior service/after-sale support
- Want to work with someone who understands farm operations and how to make their farm more efficient/profitable

#### **PROGRESSIVE FARMERS**

- Plan for the future
- Will buy if ROI can be proven

## **ISSUES THAT MOTIVATE FARMERS TO CHANGE**

- ▶ **Farmers will change the way they are doing things today when one or more of these occur/could occur in their business:**
  - Increase in equipment maintenance costs
  - At risk of paying more taxes
  - Not able to cover acres on a timely basis, resulting in not being able to spray when weeds are still small and losing yield
  - Need to increase efficiency/acres covered per hour
  - Increase in equipment downtime
  - See ways to increase yield
  - New technology allows them to increase production



## ISSUES FARMERS ARE FACING

### THAT WOULD CAUSE THEM TO LOOK FOR NEW SPRAYER

REASON FOR CHANGE	NEED DEVELOPMENT QUESTIONS	FAST SPRAYER SOLUTION
<p>Pre-emerge spraying extremely common on soybeans and when larger rates per acre are also needed</p>	<ul style="list-style-type: none"> <li>• Are you spraying pre-emerge herbicide on your crops?</li> <li>• Do you ever worry about covering all your acres before the crop emerges?</li> <li>• Wouldn't a larger tank and having more flotation make you more efficient and allow for more even crop emergence during pre-emerge spraying?</li> <li>• How much time do you think it takes on average to fill your tank and mix chemicals? Don't you wish you could cover more acres on fewer fills?</li> </ul>	<ul style="list-style-type: none"> <li>• Large tank capacity compared to self-propelled sprayers</li> <li>• CAMSO tracks</li> <li>• Large floater tires as an option/ flexible axle spacing</li> </ul>
<p>Consistent chemical coverage becoming even more important</p>	<ul style="list-style-type: none"> <li>• Do you ever worry that your boom does not provide even spray heights and, therefore, does not give you consistent chemical coverage needed to kill those weeds that are getting tougher to kill?</li> </ul>	<p>FAST's hydraulically accumulated center pivot center section provides industry-leading boom ride, and Raven autoboom height systems also help keep the sprayer at consistent spray heights</p>
<p>Increased passes in the field to effectively control weeds</p>	<ul style="list-style-type: none"> <li>• How many passes are you making through the field with your sprayer?</li> <li>• How important is a high quality, durable, and dependable sprayer in your operation?</li> </ul>	<p>FAST sprayers are designed for dependability; our hinge areas are heavier than most of the competition, and we have features such as the Hydraulic AutoYaw system (120'/132' sprayers) to increase boom life</p>
<p>Need for flexibility on when to spray</p>	<ul style="list-style-type: none"> <li>• How small do your weeds need to be to get an effective weed kill? Just a couple inches tall or less, right?</li> <li>• Do you ever need to spray when conditions are wet in order to spray weeds when they are still small?</li> </ul>	<ul style="list-style-type: none"> <li>• Pull-type and 3-point mounted sprayers allow for more flotation compared to self-propelled sprayers</li> <li>• Large tank capacity allows you to cover more acres per hour</li> </ul>
<p>Operating margins are tight in Ag</p>	<ul style="list-style-type: none"> <li>• Are you looking for ways to reduce costs per acre on your farm?</li> </ul>	<p>Refer to next section for costs per acre calculations on FAST vs. custom spraying and FAST vs. self-propelled</p>

# BECOMING A TRUSTED ADVISOR TO YOUR CUSTOMER

## SELLING STEPS FOR FAST SPRAYERS

- Understanding your customer needs
- Positioning a FAST sprayer as the right solution for your customer
- Selling against a competitive product – Why FAST?

Every farmer goes through similar steps when purchasing a sprayer (some will definitely move faster than others). By understanding where they are in the buying process, learning about their needs, and how we can best position our products to fit their needs, we will be seen as a company and dealer group that offers solutions for our customers rather than just trying to sell product = better chance to close and increased chance for future business.

### **STEP 1: QUALIFY** – Understand where your customer is in their buying process

- ▶ **What is their motivation to change?**
- ▶ **Have they looked at competitive products?**
  - Yes – Need to address questions and bring up what FAST does differently (*COMPETITIVE SELLING section*) to reframe what they should be looking for in a sprayer
- ▶ **Will anyone else be involved in the final decision?**
  - Wife, children, business partner, banker, agronomist
  - Can we talk with that person, too?
- ▶ **How will they pay for the equipment?**
  - Outright
  - Trade
  - Lease/financing?

*Ask questions to figure out where they are in the process so we know the hurdles that may need to be addressed*

## **SELLING STEPS FOR FAST SPRAYERS** *(continued)*

**STEP 2: NEED DEVELOPMENT** – Learning about your customer’s business and what is important to them

- ▶ **Some needs may relate to sprayers and some may not – still good to learn about and understand the farmer’s operation to find the best solution for them**
- ▶ **Bring up discussion topics that relate to selling points for FAST sprayers**
  - Refer to the *ISSUES FARMERS ARE FACING THAT WOULD CAUSE THEM TO LOOK FOR NEW SPRAYER* section for sample questions to ask, which bring up current issues that they are facing, which can be met very well by FAST sprayers
  - These are called “issue” or “pain” questions because they refer to challenges a farmer may be experiencing today, motivating them to change
- ▶ **Looking for the customer to admit that the items that have been discussed are a pain/issue for them in their farming operation**

**STEP 3: PROPOSE/PROVE SOLUTION** – Introduce the right FAST sprayer to your customer

- ▶ **Keep tying the solution that FAST offers back to the initial need/pain that they admitted**
  - For example, *“As we discussed, Mr. Farmer, you are now spraying 20 gallons per acre with Flexstar Herbicide on your soybeans to properly kill waterhemp, and you are also worried that you will not be able to cover your acres on a timely basis, and spray the waterhemp before it gets too tall. Therefore, going from a 1200 gallon tank with a 80' boom to a FAST 1800 gallon tank and 120' boom will allow you to spray almost twice the amount of acres per day, which is needed to properly control your weeds.”*
- ▶ **Talk about other customers’ experience with FAST products and how it has benefited their operations**
- ▶ **If you have a good reference, ask if your customer would like to speak to them – ask your FAST sales rep if you need a good reference from a farmer**
- ▶ **Please use FAST sprayer literature, product videos showing specific selling features**

*Feel free to include FAST sales rep in selling process*



## **SELLING STEPS FOR FAST SPRAYERS** *(continued)*

### **STEP 4: CLOSE** – Gain agreement from your customer to purchase

#### ▶ **If having issues gaining commitment or if price is an issue**

- Keep bringing up their needs as discussed previously, their motivation to change, and how FAST is the right solution to fit their needs; their needs will not be met if we do not move forward with this solution

#### ▶ **If negotiation is necessary after initial quote**

- Try to position it as a give/get situation
  - Example: *“I will give the \$500 discount you are asking for if you upgrade to the electronic sight gauge option or purchase another set of spray tips from us.”*

### **STEP 5: AFTER CLOSE** – Continue to build relationship for future business

#### ▶ **Walk through steps from sale to delivery**

#### ▶ **Establish touch points for follow-up**

#### ▶ **If satisfied, ask if they can be used as a referral**



# CUSTOMER SITUATIONS/ QUESTIONS TO ASK

This section can be used to engage in a conversation with a farmer who is currently having their acres custom sprayed, or if they currently own or are also looking to purchase a self-propelled sprayer

- ▶ We are looking for the farmer to see that they have needs that are not being met, either by having their crops custom sprayed or by owning a self-propelled sprayer
- ▶ We have also included cost per acre calculations for both of these situations when comparing to FAST
- ▶ Lastly, we put together a summary statement to tie everything together to show that the capabilities offered by FAST will best fit their needs

## BUYER DOES NOT OWN SPRAYER/CUSTOM SPRAYED

QUESTIONS	NEED DEVELOPMENT QUESTIONS
1. How much do you get charged per acre to have your acres custom sprayed? Typical cost per acre when owning a pull-type sprayer is \$1.50-\$2 per acre sprayed, including the tractor and fuel cost. (Refer to the next page to walk through a typical cost per acre calculation)	A. # of acres sprayed per year? _____ B. Savings per acre if you spray with owned sprayer? _____  (AxB) = Total Savings: _____
2. Are you ever dissatisfied with the crop damage in the field left by your co-op/ custom applicator?	Lost yield
3. Do you ever feel that the custom applicator sprays with its booms too high or sprays too fast and, therefore, you do not get consistent chemical coverage?	Inconsistent or not complete weed kill, resulting in lost yield and future problems with controlling weeds in your fields
4. With the extra passes that we have to do, especially in beans, have you ever thought that your crops aren't getting sprayed on a timely basis and, therefore, have had a tough time controlling weeds?	Weeds are too tall before they are sprayed so you don't get a complete kill, resulting in lost yield and future problems with controlling weeds in your field
5. Do you think you could save money by purchasing your chemical from a wholesaler/ more direct source?	Most farmers believe they can save at least 5% on chemical costs by purchasing and spraying themselves rather than purchasing from a company doing company applying



## **CUSTOMER SITUATIONS/ QUESTIONS TO ASK (continued)**

### **CUSTOM APPLICATION COSTS PER ACRE**

- ▶ Operating margins are tight in Ag – Farmers are looking for ways to reduce costs per acre
- ▶ Can you afford to lay out an additional \$81,600 over the next 5 years?
  - Total sprayer cost per acre sprayed – \$2.61 vs. \$6.80!
  - 1,500 acre farmer (2 passes – 3,000 acres sprayed per year)
  - New 90' FAST 9613N – \$47,000
    - 50% depreciation after 5 years
    - Tractor is already available
    - Tractor cost of operation/depreciation/fuel – \$1.04 per acre
  - Custom applicator average cost per acre sprayed \$6.80 per acre (Iowa State)
  - Additional savings – Buy chemical from wholesaler/less expensive dealer, 5% savings on \$25 per acre – \$3,750 per year

## **FAST VS. CUSTOM SPRAYING SUMMARY STATEMENT**

**BASED ON THE INFORMATION DISCUSSED IN THE PREVIOUS PAGES, THE SUMMARY STATEMENT BELOW TIES EVERYTHING TOGETHER AND SHOWS THAT FAST WILL BEST FIT THEIR NEEDS**

*“Based on what we have talked about, we believe you will be able to save \$\_\_\_\_\_ (A) from having your fields custom sprayed, along with reducing the amount of crop damage, achieving better weed kill, which will in turn increase your yields by purchasing the FAST \_\_\_\_\_ (model) for an investment of \$\_\_\_\_\_ (B).”*

*“Would you like to learn more about the FAST sprayer?”*

***Introduce with marketing materials and specific selling/differentiation points***

(A) = Total savings from question 1

(B) = FAST sprayer model # and price



## FAST VS. SELF-PROPELLED – DISCUSSION TOPICS

### CUSTOMER OWNS/IS CONSIDERING A SELF-PROPELLED SPRAYER

QUESTIONS	IMPLICATIONS
1. Have you penciled out the costs per acre of a pull-type/3P sprayer vs. a self-propelled sprayer? (Point to cost per acre calculation on next slide)	Significant cost per acre savings – typically 50% of the cost per acre of a self-propelled sprayer
2. Do you already have a tractor in the shed during spraying season?	Use the tractor that you have already purchased for your operation
3. How many gallons per acre are you spraying? Don't you need a larger tank so you can cover more acres between fills? Are you even able to spray most of your fields with a 1000/1200 gallon tank?	Spraying windows can be extremely tight in order to spray weeds when they are still small. A larger tank will allow you to cover more acres on a timely basis and get better weed kill – higher yields. One extra fill can be 30–50 acres of lost spray time. 1800 or 2400 gallon tank will allow you to spray most fields on one tank fill – may not need to tend sprayer out in the field.
4. Are you considering a used self-propelled sprayer?	Are you prepared for hidden costs in potential drivetrain maintenance? You can receive all the new technology with a new FAST sprayer.
5. Are you concerned about decreasing compaction in your fields?	FAST sprayer will have more flotation, so less chance of causing ruts in the field, and also will increase your application window early in the year
6. Are you spraying pre-emerge herbicide?	A larger tank will allow you to cover more acres during a tight application window, causing less compaction allowing for more uniform emergence.

## **COST PER ACRE – FAST VS. SELF-PROPELLED**

- ▶ Operating margins are tight in Ag – Farmers are looking for ways to reduce costs per acre
- ▶ Can you afford to lay out an additional \$59,200 over the next 5 years?
  - Annual total sprayer cost per acre farmed – \$6.23 vs. \$12.15; \$59,200 over 5 years!
  - 2,000 acre farmer (3 passes per year)
  - New 120' FAST 9518T – Ultraglide, AutoYaw – \$77,750
  - Used 120' self-propelled 1000 gallon tank – \$225,000
  - 50% depreciation after 5 years for both
  - Tractor is already available
  - Tractor cost of operation/depreciation – \$0.78 per acre
  - Self-propelled fuel – \$0.30 per acre
  - Hidden costs – additional drivetrain maintenance

## **SUMMARY STATEMENT FOR CUSTOMER CONSIDERING SELF-PROPELLED SPRAYER**

**BASED ON THE INFORMATION DISCUSSED IN THE PREVIOUS PAGES, THE SUMMARY STATEMENT BELOW TIES EVERYTHING TOGETHER AND SHOWS THAT FAST WILL BEST FIT THEIR NEEDS**

*“Given the cost per acre savings, increased capacity, increased flotation, and the fact that you are receiving a new sprayer with very little maintenance costs, all of which keeps more money in your pocket, don’t you think it makes sense to move forward with a FAST pull-type/3-point sprayer?”*

# POSITIONING THE FAST SPRAYER AGAINST COMPETITION

## PROVING THAT FAST IS THE RIGHT SOLUTION VS. COMPETITION

- Positioning the FAST sprayer as the right solution
- Competitive assessment

## WHAT DIFFERENTIATES FAST SPRAYERS – TOP REASONS TO GO WITH FAST

### DIFFERENTIATORS – FEATURES WITHIN THE FAST SPRAYER THAT ARE UNIQUE AND HAVE A HIGH VALUE TO A FARMER

#### ▶ Short coupled, compact trailer design

As much as 5 feet shorter than the competition. Will track very well on both hillsides and headlands, providing less crop damage, leaving money in your pocket.

#### ▶ Stealth-style tank design

Provides for a low center of gravity, deep sump for excellent chemical cleanout. Allows for the short coupled design and gives wheel spacing flexibility from 62"–132"+.

#### ▶ Superior boom ride

Even spray patterns and consistent boom ride to eliminate resilient weeds. Field-proven, hydraulically accumulated, center-pivot center section isolates boom from the trailer and dampens any rough terrain, providing level boom heights and excellent chemical coverage for superior weed kill.

#### ▶ Quality/durability, holds resale value

Built to last with heavy hinge areas and added laminate plates, which hold up in the long run. Utilizes automated Powdercoat paint line and Magni coated hardware (1000 hour salt spray) to keep sprayer looking good years down the road. As a result, this keeps the farmer running out in the field, and ensures a better resale value when it is time to trade in.

#### ▶ Hydraulic AutoYaw cushioning system

Standard Hydraulic AutoYaw cushioning system, providing hydraulic cushioning when a boom moves forward or rearward because of sudden movement. Removes a significant amount of stress from the boom, resulting in a more durable, longer-lasting design. (Available only on 120'/132' sprayers)

#### ▶ Steerable hitch option

Automatically compensates when turning on headlands. This ISO system pivots the trailer and ensures that the sprayer follows in same tracks as tractor, reducing crop damage and keeping more bushels in field.

#### ▶ Operator-friendly plumbing

Plumbing layout is easy to understand and easy to access because system is not covered. Uses industry standard items from Banjo, TeeJet and Raven, making parts readily available.



# FAST VS. HARDI SPRAYER

## COMPETITIVE SELLING SITUATIONS

QUESTIONS	IMPLICATIONS	FAST SPRAYER FEATURE
<p>1. Are you ever frustrated that your sprayer does not have common fittings, valves, and other components? Do you have to rely on your Hardi dealer to provide parts as well as ensure that they are kept in stock?</p>	<ul style="list-style-type: none"> <li>• Have you ever had to wait for a part to be ordered?</li> <li>• Has this ever caused you to not be able to use your sprayer when you needed to?</li> <li>• Frustration</li> <li>• Higher cost of parts</li> </ul>	<p>FAST uses common sprayer components so in the event that you need to service your sprayer, you can use any dealer to find Banjo, TeeJet, Raven, etc. replacement parts</p>
<p>2. How well does your sprayer track in the field?</p>	<ul style="list-style-type: none"> <li>• Tough to keep sprayer in tractor tracks on hillsides and causes excessive damage when turning on headlands</li> <li>• Lost yield</li> </ul>	<p>FAST's short coupled trailer design is 3-5' shorter than Hardi, causing less crop damage on both hillsides and headlands</p>
<p>3. Do you want to use your existing Deere, Case-IH, Ag Leader, or Trimble display?</p>	<ul style="list-style-type: none"> <li>• Hardi typically uses their own rate controller display</li> <li>• More cost to farmer</li> </ul>	<p>FAST has ISO plug and play functionality to tie into farmer's existing ISO display so they can also use it on the planter, combine, etc. Also helps cut down on all the screens in the cab.</p>
<p>4. (120'/132') With large boom sprayers, do you ever feel there is a lot of stress in the boom caused by sudden tractor movements?</p>	<ul style="list-style-type: none"> <li>• Decreased long-term durability</li> <li>• Future repairs</li> <li>• Less trade-in value</li> </ul>	<p>FAST's Hydraulic AutoYaw Cushioning system on 120'/132' sprayers provides hydraulic cushioning to remove a significant amount of stress when a boom suddenly moves forward or rearward. This results in longer durability/higher resale.</p>
<p>5. (80', 90', 100' sprayers) Would it be nice to fold your sprayer so you can stay on your planter tracks when spraying headlands and field borders?</p>	<ul style="list-style-type: none"> <li>• Ability to stay off guess rows helps reduce crop damage - increases yield</li> </ul>	<p>FAST has the ability to fold to match up with planter width with 80' and 100' sprayers that fold to 40' and 90' boom that folds to spray at 60'</p>
<p>6. Do you ever get frustrated because the plumbing on equipment is difficult and not easy to access?</p>	<ul style="list-style-type: none"> <li>• How easy is it to access the plumbing on your Hardi sprayer in case you need to service it?</li> </ul>	<p>FAST sprayers have a plumbing layout that is easy to understand and easy to access because the system is not covered. Uses industry standard items from Banjo, TeeJet, and Raven, making parts readily available. Sprayers are 100% American made products.</p>



# FAST VS. TOP AIR SPRAYER

## COMPETITIVE SELLING SITUATIONS

QUESTIONS	IMPLICATIONS	FAST SPRAYER FEATURE
1. How well does your sprayer track in the field?	<ul style="list-style-type: none"> <li>• Tough to keep sprayer in tractor tracks on hillsides and causes excessive damage when turning on headlands</li> <li>• Lost yield</li> </ul>	FAST's short coupled trailer design is 3'-4' shorter than Top Air, which makes a huge difference on hillsides and when turning on headlands
2. (120'/132') With large boom sprayers, do you ever feel there is a lot of stress in the boom caused by sudden tractor movements?	<ul style="list-style-type: none"> <li>• Decreased long-term durability</li> <li>• Future repairs</li> <li>• Less trade-in value</li> </ul>	FAST's Hydraulic AutoYaw Cushioning system on 120'/132' sprayers provides hydraulic cushioning to remove a significant amount of stress when a boom suddenly moves forward or rearward. This results in longer durability. Top Air only uses a rubber puck cushioning system.
3. (80' and 100' booms) Wouldn't it be nice if your sprayer would fold to spray at 40' to stay on your planter tracks when spraying headlands and field borders?	<ul style="list-style-type: none"> <li>• Ability to stay off guess rows helps reduce crop damage</li> </ul>	FAST has the ability to fold to match up with planter width with 80' and 100' sprayers that fold to 40'
4. (953P Sprayer) Have you seen that FAST uses one 750 or 500 gallon tank rather than two 300 gallon tanks?	<ul style="list-style-type: none"> <li>• Better cleanout of the tanks and more consistent chemical mixture when filling the tanks</li> <li>• More tank capacity = more acres between fills</li> </ul>	FAST 953P Sprayer uses one tank rather than two and also has a max capacity of 750 gallons
5. (953P Sprayer) Have you seen FAST's tri-fold boom design vs. Top Air's bi-fold boom design?	<ul style="list-style-type: none"> <li>• Better visibility from the cab in transport position</li> <li>• Ability to fold and spray on planter tracks on field borders and headlands</li> </ul>	FAST 953P Sprayer uses a tri-fold boom

continued





## FAST VS. TOP AIR SPRAYER (continued)

### COMPETITIVE SELLING SITUATIONS

QUESTIONS	IMPLICATIONS	FAST SPRAYER FEATURE
<p>6. Are you interested in tracks on your sprayer? How important is long-term durability and track flexibility/following ground contours when using tracks?</p>	<ul style="list-style-type: none"> <li>• The CAMSO (Camoplast) track system has 11% more footprint, less compaction</li> <li>• The CAMSO system uses a cast undercarriage rather than a weldment = stronger, more durability</li> <li>• The CAMSO system has more flexibility, both side to side and also front to back, meaning that more of your track will be in contact with the ground at all times, track wear will be more even, and the trailer will offer a much smoother ride</li> <li>• CAMSO uses oil bath bearings, which means less maintenance and greater durability</li> </ul>	<p>FAST uses the CAMSO tracks, which feature more footprint, cast undercarriage, more flexibility, and oil bath bearings</p>
<p>7. (1800 gallon units) Would you benefit from being able to spray an extra 20 acres between fills?</p>	<ul style="list-style-type: none"> <li>• Top Air's comparable tank size is 1600 gallons, meaning more potential fills during the day and less acres covered</li> </ul>	<p>FAST uses an 1800 gallon tank</p>
<p>8. Do you ever have issues properly mixing your chemicals and filling your tank since you do not have an accurate tank gallon reading?</p>	<ul style="list-style-type: none"> <li>• Inaccurately mixing your chemicals, which may not give proper weed kill or crop damage – lost yield</li> <li>• Underfill or overfill your tank based on how many acres you planned to spray – either another fill or wasted chemical</li> </ul>	<p>FAST offers an electronic sight gauge, which is mounted in the center of the tank, in order to provide an accurate reading of how many gallons are currently in the tank</p>



# FAST VS. BESTWAY SPRAYER

## COMPETITIVE SELLING SITUATIONS

QUESTIONS	IMPLICATIONS	FAST SPRAYER FEATURE
1. How well does your sprayer track in the field?	<ul style="list-style-type: none"> <li>• Tough to keep sprayer in tractor tracks on hillsides and causes excessive damage when turning on headlands</li> <li>• Lost yield</li> </ul>	FAST's short coupled trailer design is 3'-4' shorter than Bestway, which makes a huge difference on hillsides and when turning on headlands
2. (80', 90', and 100' booms) Wouldn't it be nice if your sprayer would fold to match your planter width to stay on your planter tracks when spraying headlands and field borders?	<ul style="list-style-type: none"> <li>• Ability to stay off guess rows helps reduce crop damage – increases yield</li> </ul>	FAST has the ability to fold to match up with planter width on 80' and 100' sprayers that fold to 40' and 90' boom that folds to spray at 60'
3. Do you see a big difference in the tank design between FAST and Bestway?	<ul style="list-style-type: none"> <li>• Better chemical cleanout</li> <li>• More stable trailer ride</li> <li>• If duals are needed – ability to reduce crop damage since you can match up dual spacing with tractor duals</li> </ul>	FAST's stealth style tank design features a deep sump, low center of gravity, and the ability to move the inner dual in to 62" axle spacing. On smaller sprayers, FAST can also do 62" axle spacing (if the customer chooses to); Bestway cannot, as they use a standard elliptical style tank.
4. Do you see a big difference in how durable the hinge areas of the boom are built?	<ul style="list-style-type: none"> <li>• More durability</li> <li>• Better resale value</li> <li>• Less risk of downtime in the field</li> </ul>	FAST booms are built to last, much more heavily built, and use laminate plates to tie hinge areas together with the tubes on the booms – especially important when discussing 3P sprayers
5. Do you notice a difference in how compact the two sprayers are in transport position?	<ul style="list-style-type: none"> <li>• Safer to transport going down the road = less liability</li> <li>• Takes up less storage room</li> <li>• Cleaner look = better resale value</li> </ul>	FAST features a short coupled trailer design and also a tri-fold boom design, which provides for a much more compact sprayer design both in field and transport positions
6. Do you ever have issues properly mixing your chemicals and filling your tank since you do not have an accurate tank gallon reading?	<ul style="list-style-type: none"> <li>• Inaccurately mixing your chemicals, which may not give proper weed kill or crop damage – lost yield</li> <li>• Underfill or overfill tank based on how many acres you planned to spray – either another fill or wasted chemical</li> </ul>	FAST offers an electronic sight gauge, which is mounted in the center of the tank, in order to provide an accurate reading of how many gallons are currently in the tank



# FAST VS. AG SPRAY/SCHABEN SPRAYER

## COMPETITIVE SELLING SITUATIONS

QUESTIONS	IMPLICATIONS	FAST SPRAYER FEATURE
<p>1. Do you see a big difference in how durable the hinge areas of the boom are built?</p>	<ul style="list-style-type: none"> <li>• Increased durability</li> <li>• Better resale value</li> <li>• Less risk of downtime in the field</li> </ul>	<p>FAST booms are built to last, much more heavily built, and use laminate plates to tie hinge areas together with the tubes on the booms – especially important when discussing 3P sprayers</p>
<p>2. (80', 90', 100' booms) Wouldn't it be nice if your sprayer would fold to match your planter width to stay on your planter tracks when spraying headlands and field borders?</p>	<ul style="list-style-type: none"> <li>• Ability to stay off guess rows helps reduce crop damage – higher yield</li> </ul>	<p>FAST has the ability to fold to match up with planter width with 80' and 100' sprayers that fold to 40' and 90' boom that folds to spray at 60'</p>
<p>3. (80', 90', 100') Do you notice a difference in how compact the two sprayers are in transport position?</p>	<ul style="list-style-type: none"> <li>• Safer to transport going down the road = less liability</li> <li>• Takes up less storage room</li> <li>• Cleaner look = better resale value</li> </ul>	<p>FAST features a short coupled trailer design and also a tri-fold boom design, which provides for a much more compact sprayer design both in field and transport positions</p>
<p>4. (80', 90', 100') Did you know that the current boom design is extremely similar to FAST's old 60'–100' boom design?</p>	<ul style="list-style-type: none"> <li>• Increased durability</li> <li>• Updated design = better boom ride, stronger resale value</li> </ul>	<p>FAST features a short coupled trailer design and also a tri-fold boom design, which provides for a much more compact sprayer design both in field and transport positions</p>
<p>5. With large boom sprayers (120'/132'), do you ever feel there is a lot of stress in the boom caused by sudden tractor movements?</p>	<ul style="list-style-type: none"> <li>• Decreased long-term durability</li> <li>• Future repairs</li> <li>• Less trade-in value</li> </ul>	<p>FAST's Hydraulic AutoYaw Cushioning system on 120'/132' sprayers provides hydraulic cushioning to remove a significant amount of stress when a boom suddenly moves forward or rearward. This results in longer durability. Top Air only uses a rubber puck cushioning system.</p>
<p>6. Do you ever have issues properly mixing your chemicals and filling your tank since you do not have an accurate tank gallon reading?</p>	<ul style="list-style-type: none"> <li>• Inaccurately mixing your chemicals, which may not give proper weed kill or crop damage – lost yield</li> <li>• Underfill or overfill your tank based on how many acres you planned to spray – either another fill or wasted chemical</li> </ul>	<p>FAST offers an electronic sight gauge, which is mounted in the center of the tank, in order to provide an accurate reading of how many gallons are currently in the tank</p>
<p>7. Have you noticed that Ag Spray's breakaway design does not break both forward and rearward?</p>	<ul style="list-style-type: none"> <li>• May cause damage to breakaway wing if backing up into corner</li> <li>• Less durability</li> </ul>	<p>FAST offers a breakaway wing with the ability to break both forward and rearward in case you hit an object driving in either direction</p>



## SPECIFICATIONS: FAST VS. COMPETITION

### SMALLER TANK, 60' – 100'

Model	FAST 9600N/TF (60'-100')	Top Air Premier (1200 Gal 80'/90')	Hardi Commander 4400 (1200 gal)	Ag Spray (7000 Series)	BestWay Field Pro IV
Transport Width	10'1" - 60', 66', 88', 90' (N) 12' - 80', 100' (TF)	12'	12'	12'	12'
Transport Length	18' 5"	22'7"	25'6"	NA	25'
Transport Weight Empty	7620 (9613N 90')	8,420 (90' Boom)	9,762 (90' Boom)	9,653 (90')	7,700 (90')
Tank Size Gallons	1,050 or 1,350	1,200	1,200	1,350	1,200
Tank Design	Patented Stealth Style Tank	Unique Mold	Unique Mold	Unique Mold	Standard Crop Care
Boom Sizes	60', 66', 80', 88', 90', 100'	80', 90'	80', 90'	60', 80', 90'	80', 90', 100'
Multiple Boom Configuration	90' folds to 60', 80' and 100' folds to 40'	90' folds to 60', 80' folds to 60'	No	No	No
Standard Pump	Ace 150-206F (60',66') or Ace 205-304F (80'-100')	Hydraulic	PTO	Hydraulic	Hydraulic
Hitch-Pin-to-Axle Length	12'8"	190" (15'10")	238" (19'10")	175" (14'7")	NA
Steerable Hitch Option	Yes - Turn Comp	Yes - Turn Comp	Yes, Steerable Axle - Turn Comp	No	No
Type of Fittings	Common - US	Common - US	Unique to Hardi - Metric	Common - US	Common - US

### LARGER TANK, 60' – 100'

Model	FAST 9500TF (60'-100')	Top Air Premier (1600 Gal 80'/90')	Hardi Commander 5500 (1600 gal)	Ag Spray (8000 series)	BestWay Field Pro IV
Transport Width	12'	12'	12'	12'	12'
Transport Length	21'6"	22'7"	28'	NA	25'
Transport Weight Empty	8500 (9518 90')	9,820 (90')	14,614 (80')	NA	8,100 (90')
Tank Size Gallons	1800 or 2400	1600	1600	1650 or 1950	1600/1850
Tank Design	Patented Stealth Style Tank	Unique Mold	Unique Mold	Unique Mold	Standard Crop Care
Boom Sizes	60', 66', 80', 88', 90', 100'	80', 90'	80', 90'	60', 80', 90'	80', 90', 100'
Multiple Boom Configuration	90' folds to 60', 80' and 100' folds to 40'	90' folds to 60', 80' folds to 60'	No	No	No
Standard Pump	Ace 205-304F	Hydraulic	PTO	Hydraulic	Hydraulic
Hitch-Pin-to-Axle Length	175" (14'7")	190" (15'10")	238" (19'10")	175" (14'7")	NA
Steerable Hitch Option	Yes - Turn Comp	Yes - Turn Comp	Yes, Steerable Axle - Turn Comp	No	No
Type of Fittings	Common - US	Common - US	Unique to Hardi - Metric	Common - US	Common - US

continued



## SPECIFICATIONS: FAST VS. COMPETITION

### LARGER TANK, 120' / 132'

Model	FAST 9500T (120'-132')	Top Air (120'/132')	Hardi Commander 7000 (2000 gal)
Transport Width	12'	12'	12'
Transport Length	23'10"	25'3"	28'
Transport Weight Empty	11860 (9518T 120')	12,480 (120')	15763 (2000 Gal 120')
Tank Size Gallons	1800 or 2400	1600 or 2400	2000
Tank Design	Patented Stealth Style Tank	Unique Mold	Unique Mold
Boom Sizes	120' or 132'	120' or 132'	120' or 132'
Standard Pump	Ace 205-304F	Hydraulic	PTO
Hitch-Pin-to-Axle Length	175" (14'7")	224" (18'4")	238" (19'10")
Steerable Hitch Option	Yes - Turn Comp	Yes - Turn Comp	Yes, Steerable Axle - Turn Comp
Hydraulic AutoYaw Cushioning	Yes - Standard	Not Available	Not Available at similar price point
Type of Fittings	Common - US	Common - US	Unique to Hardi - Metric