



A SMART APPLY CASE STUDY: TWIN LAKES NURSERY

Labor Saving | Chemical Savings | Sustainability

THE OPPORTUNITY

Originally from South Africa, the Dekker family emigrated to Texas in 1984. Seven years later, the Dekkers purchased 55 acres with the goal of starting a large tree nursery. Word of the quality and uniformity of their container-grown trees grew quickly among landscape architects, real estate developers and retail customers across the Southwest and Southeast.

By 2023, the Dekkers' farm, now known as Twin Lakes Nursery, had grown to 2,000 acres, with 1,000 acres under tree production. To support health and growth, the trees are sprayed at various intervals, which is labor intensive. Fungicides and pesticides are also expensive. Being a multi-generational, family-owned business, the Dekkers were concerned with the chemical drift and run-off that can result from the continuous spraying of air blast sprayers.

THE SOLUTION

The Dekkers were introduced to the Smart Apply System by a salesperson who explained the benefits of upfitting their air blast sprayer with the precision spray and data system. While saving on chemicals was attractive, saving on labor drove them to purchase a Smart Apply System and begin using it in March 2023. The benefits were immediate: fewer tanks of chemicals were needed, saving labor on mixing and refilling the sprayer. Only one trained operator was needed to spray the entire nursery. With Smart Apply, the Dekkers are able to check which sections of the nursery had been sprayed and which had not. The system's GPS tracking data ensures no tree or row is left unsprayed.

Here's what really hit home for the Dekkers. "We want to be respectful of our impact on the environment and ensure the nursery endures over time for our kids and future generations. We make responsible decisions regarding the inputs we use and the products leaving the farm so that everything is produced environmentally friendly and under great working conditions for our employees. We are constantly trying to use less chemicals and less commercial fertilizers. Smart Apply helps us in this mission," says Deon Dekkers.

Twin Lakes Nursery At A Glance

Established: 1991

Location: Canton, Texas

Founders: Deon + Lorraine Dekkers

Nursery Size: 2,000 acres; 1,000 dedicated to tree production

Focus: Large, container-raised trees

Container Size: 5, 6, 8 + 10-foot wooden boxes

Varieties: Crape Myrtles, Cypress, Elms, Hollies, Magnolias, Oaks, Pistachios, Wax Myrtles

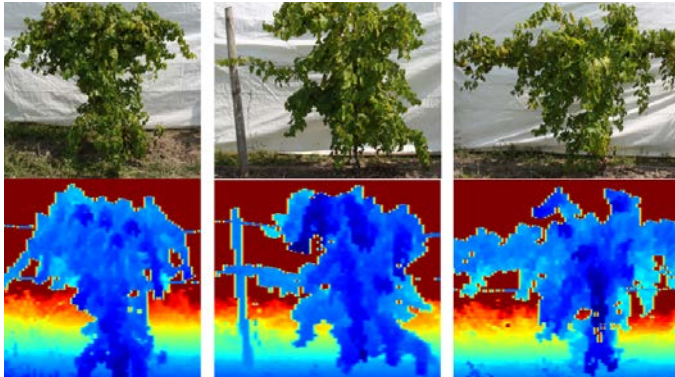
Market: 12 States across the Southwest and Southeast

Sell to: Landscape Architects, Developers, High-end Residential Customers

www.TwinLakesNurseryLtd.com

“We were excited to learn the Smart Apply System would make it possible to use less chemicals yet get the same protection we need for the trees. We purchased a system for our air blast sprayer and started using it in March 2023. The impact was immediate. We’re using fewer tanks of chemicals so fewer re-fills. We can now spray the entire 1,000-acre nursery with just one operator.”

Deon Dekkers, Twin Lakes Nursery



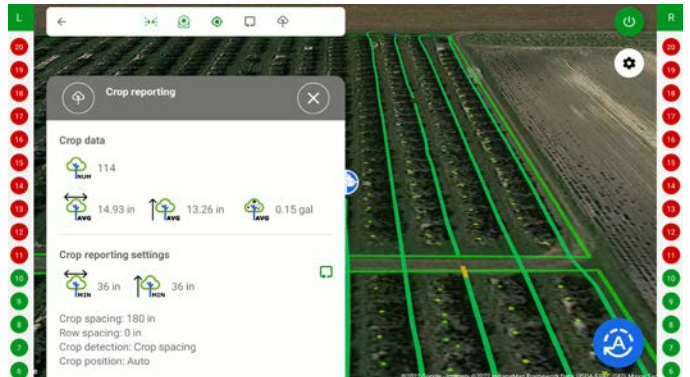
Smart Apply uses LiDAR to identify individual tree geometry before applying chemicals.



Each tree is sprayed without operator intervention. The system stops when no tree is detected.



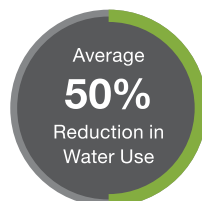
Program the entire day of spraying at one time on the Smart Apply tablet. Track job progress in real time.



System creates and archives a digital document on chemical savings, tree counts, rows/tracts sprayed and more.

About the Smart Apply® Intelligent Spray Control System™

Sold as a kit that can be retrofitted onto any new or used air blast, over-the-row or automated sprayer, the Smart Apply System delivers precision spraying and data collection and reporting in one easy-to-use tool. It is designed to help growers of specialty crops and nurseries reduce reliance on chemicals while maintaining yields, lower costs on chemicals and labor, and protect the sustainability of orchards, vineyards and nurseries. The Smart Apply System can be integrated with the Deere Operations Center for more benefits. [Learn more at www.SmartApply.com](http://www.SmartApply.com)



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