

SMART APPLY SYSTEM FIELD TRIALS

Seeing Is Believing. Especially when introducing the LiDAR-power precision spraying and data functionality of the Smart Apply Intelligent Spray Control System. Field trials allow guests to see exactly how the system sprays and get a better understanding of the software and data reporting. Best of all, field trials allow folks to ask questions, lots of questions, before making the decision to add a Smart Apply System to their orchard, vineyard, farm, or nursery spray program.

Thinking of Hosting? Let's Review Best Practices

Who Should Attend

Smart Apply field trials are popular with large corporate or family growers, crop associations, grower cooperatives, agtech groups, crop consultants.

Invite:

- Owners
- General managers
- Spray managers
- Equipment technicians
- Sustainability managers
- Tractor operators
- Accountants/finance people



Engage a Smart Apply Dealer as Sponsor

This is key as Smart Apply authorized dealers are the connection to sales, installation, service + support. Use the QR code below to Find a Dealer.



Identify a Host Farm

Field trials require a host orchard, vineyard, or nursery willing to allow a designated area for spraying. Only water is used for spraying. The host farm also needs room for parking and for guests to mingle, watch the demo and ask questions. Although not required, if the host farm is a Smart Apply customer, all the better!



Don't Worry About Perfection

If you have a young orchard or vineyard or saplings planted among mature trees, no worries! This is a great scenario for demonstrating the Smart Apply System's individualized spraying.



Best Time of Year

Field trials can be done throughout the growing season and even post-harvest as long as there is foliage. Keep in mind the system sprays based on foliage density and size of the tree or vine, which in turn impacts chemical saving.

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How Much Time to Allow

Two hours for spraying and questions plus time for a lunch break is a winning time frame.



Lunch + Other Details

While entirely up to you, it's always nice to include lunch at the conclusion of a field trial as it keeps the conversation + questions flowing. Box lunches + casual BBQ are two options. Depending on the host farm, portable bathroom facilities are a great convenience for attendees.



What to Look for at the Trial

- Smart Apply's precision spray action
- Spraying stops when no tree/vine detected
- Significant reduction - up to 87% - in airborne drift

ORDER OF THE DAY

Proven Field Trial Format

- Check in guests.
- Welcome and review event schedule.
- Introduce the Smart Apply System + how it integrates with air blast, GUSS and over-the-row sprayers.
- Explain the trial process. Water sensitive paper strips will be placed in the trees/vines. Spraying will be done with one sprayer; first in manual mode + then with the Smart Apply System.
- Let the spraying begin! The number of rows is up to you.
- Share results of spraying including the Smart Apply chemical + water savings.
- Explain the Smart Apply System's data collection, analytics + reporting that support farm operations plus regulatory + sustainability requirements.
- Invite questions.
- Enjoy lunch as conversations continue.
- Thank guests.

Seeing the Smart Apply System running in an orchard, vineyard or nursery will make believers out of anyone.

If you have questions about field trials, here's what to do:

Hello@SmartApply.com

1.317.222.4152

Find A Dealer



Smart  Apply®

www.SmartApply.com