

## ASK THE EXPERT

# Q+A

with  
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## 1 What can a professional landscaper do now to prepare for the busy spring season?

Now is the best time to assess your mowing capacity against your spring book of business. Doing the work now to close any potential gaps ensures spring is less scrambling and more execution. Preventive maintenance is key to preventing downtime. Assess your current line up and identify what equipment you need to service or replace, and what you might want to add to your fleet to grow your business. When looking at new mowers, each type has its individual strengths — sit, stand, and walk-behind — and combining them within your fleet will ensure your team is well-equipped for any challenge. Beyond mowers, it might be time to consider a compact track loader to take on more hardscaping or tight-access landscaping jobs to expand what your crew can deliver today. Whatever your needs, commercial landscapers of all sizes are eligible for a fleet discount with the purchase of just one mower as part of the Kubota Fleet Program. We continue to diversify our equipment lines to give you versatile, high-quality options to keep you and your crews productive.



## 2 What can be done to help offset the constant rising labor and materials costs?

To help reduce labor and material cost pressure before spring, focus on tightening daily maintenance checks. It sounds simple, but small, consistent maintenance habits cut rework and downtime significantly. Win the day with a five-minute check of fluids, filters, belts, blades and tires. Then, at day's end, blow off clippings from the mower deck and engine areas to prevent buildup and ensure optimal performance. Partnering with your local Kubota dealer for equipment and service support can further protect your margins and keep your operations running smoothly.

## 3 Is Kubota doing anything specifically to reduce operator fatigue?

Every advancement in our equipment is a direct result of customer feedback and learning from their challenges. Reducing operator fatigue, increasing visibility, and maximizing productivity for your people are paramount in our approach to innovation. Our goal is to make every job easier, so you can focus on hiring the right people and growing your business.

## 4 Do you have any tips for wise financing to keep capital flexible as we gear up for the busy season?

No matter the size of your business, you will want to use this time ahead of the busy season to better position yourself for growth. If you need new equipment or plan to service your existing equipment during the downtime, carefully consider lead times for orders and service appointments.

Check the financing offers this time of year to ensure your cash flow remains steady. But be sure to consider programs beyond financing, like fleet programs, to maximize your savings on equipment purchases. Commercial customers of all sizes are eligible for the Kubota Fleet Program and discounts. Best of all, the biggest benefit to our fleet program is that if a unit is ever inoperable, you are covered with the Ever-Go® loaner program, and your local Kubota dealer will put you into loaned equipment to keep you operating all season long. Kubota is your one-stop shop to help grow your business.

**Visit [KubotaUSA.com](https://www.kubotausa.com) to learn more.**

\* EverGo program demo and loaners units subject to availability. See your local participating dealer for qualifying details. Kubota Tractor Corporation reserves the right to change the stated terms without notice.

## Built to set a pace your competition can't keep up with.

A complete lineup of professional grade mowers that make lawns look perfect. And sets your business apart from the rest.



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