

CLIPPINGS

News for the BEST CPs in the Country

2017
[spring]



Dear Contractor Partner,

It definitely felt like March Madness. We've had weather all over the map. One moment it was record-breaking warmth, and the next was a never-ending winter freeze. Mother Nature also added severe thunderstorms and tornadoes to the mix, making a mess of damage. The number of tornadoes in Michigan during February quadrupled in one day. Winter sure did keep us on our toes, but we're glad it's officially spring.

We are proud of our Contractor Partners for your continuing hard work. We know we have the best of the best out there, and we

have kept our 99% customer retention rating because of you. We're looking forward to our updated DENTCO Verified App to help our Contractor Partners. You can read more about the launch in this issue.

As more snow drifts start to melt, the flowers will bloom, the grass will turn green and summer will be here before you know it. Enjoy the mild weather while it lasts!



Kind regards,
Scott Milnes

Launch for **DENTCO Verified 2.0**



With the rapid advancement of new technology, we have to react and move faster than ever before.

Real time data is a trend that continues to grow and will not go away. **We recently received our first customer mandate that stated we must use GPS location verification if we wanted to bid for their business.**

With these changes, we are committed to the improvement of *My DENTCO* and *DENTCO Verified* in support of our contractor partners.

We recently received our first **customer mandate that stated we must use GPS location verification** if we wanted to bid for their business.

Now that we have heard from many of our contractors via our CP survey, as well as our customers, we are excited to announce that we will be launching *DENTCO Verified 2.0* sometime in April.

This improved version of the *DENTCO Verified* app will continue to have the features and benefits our contractors appreciate while offering

additional features requested, including the ability to view submissions and quicker upload times.

We will have more information coming with the launch of 2.0!

Get to Know Your Quality Service Manager



Scott Poynter

Originally from Knoxville, Poynter graduated from the University of Tennessee with a degree in Horticulture and Landscape Design. After graduation, Poynter worked as an account manager for Valley Crest Landscape in Orlando, Florida. He joined DENTCO in 2006 and currently

manages the state of Florida.

Poynter enjoys spending his free time outdoors, working out and hiking. His love for the outdoors started in the Great Smoky Mountains where he spent a lot of time growing up. He now tries to visit at least one national park every year, hoping to eventually see them all.



Josh Edmondson

Edmondson will be celebrating 10 years at DENTCO in the fall. He manages Pennsylvania, western Maryland and northern West Virginia. Edmondson has 20 years of landscape experience. Prior to joining DENTCO, he owned his own landscaping company for 10 years in Harrisburg, Pennsylvania.

When Edmondson isn't working at DENTCO, he enjoys spending time with his family, fishing with his son, and supporting his daughter in her competitive gymnastics. His wife is also a yoga instructor and keeps Edmondson fit.



Scott Hoeflich

Hoeflich has been with DENTCO for over nine years, covering Southeast New York and New Jersey. In the past, he managed Maine, New Hampshire, Massachusetts, Rhode Island and Vermont. Hoeflich has been in the landscape business for over 35 years. He holds a Supervisory Pesticide License for the state of New York and

Connecticut with a mosquito and black fly endorsement for the state of Connecticut. He has worked for two major landscape companies, plus owned his own landscape business in Fairfield County, Connecticut, for over 18 years.



Brian Pogore

Pogore has been a Quality Service Manager with DENTCO since 2011 and manages a territory that stretches across the state of New York and into Northeast Pennsylvania. Prior to joining the DENTCO team, his career spanned several years in the property management and hospitality industries. Pogore lives in

Lancaster, New York, with his wife and two children. He is an alumni and avid fan of North Carolina State University and enjoys vacationing in the Great Smoky Mountains.



Brandon Pinnow

Born and raised in North Dakota, Pinnow graduated from Dakota College at Bottineau with degrees in Golf and Turf Management and Landscape Design in 2010. He joined DENTCO as a Quality Service Manager in September of 2012. After four years in Michigan, he moved back to Fargo, North Dakota, with his wife and young daughter.

Throughout his time at DENTCO, he has managed different states. Pinnow currently manages parts of Texas, North Dakota, South Dakota, Montana and Idaho. When he's not working, he enjoys football, basketball, reading, barbecuing, wood working and going to the lake.



Marty Bennett

Bennett was born and raised in Columbus, Ohio. After three years in the Marine Corp, he went to work for Chemlawn in 1973. In 1991, Bennett started his own company in Columbus, primarily

providing landscape maintenance and snow removal for 15 years. Bennett's been in the green industry for 44 years and can't think of anything else he'd rather be doing.

DENTCO has provided a very wide range of experiences and opportunities from the east coast to Louisiana for Bennett. Currently, he manages Ohio, Louisiana and Mississippi.