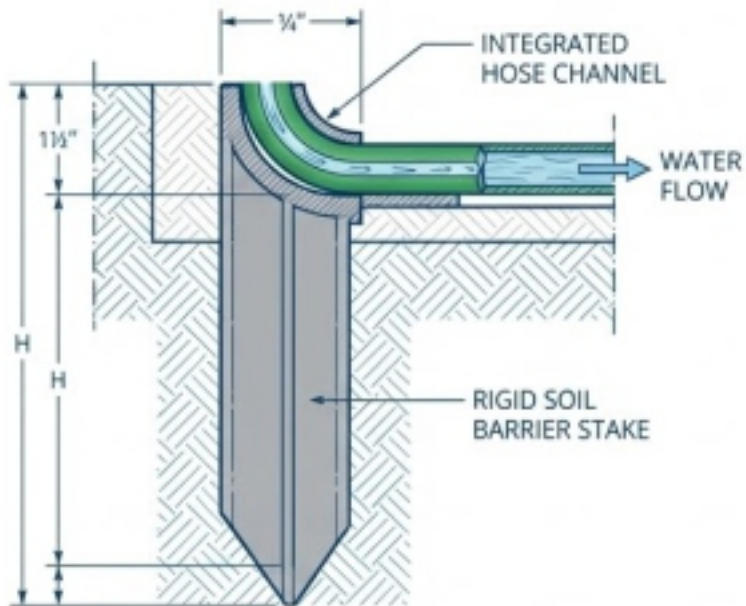


The Foundational Innovation

The Concept

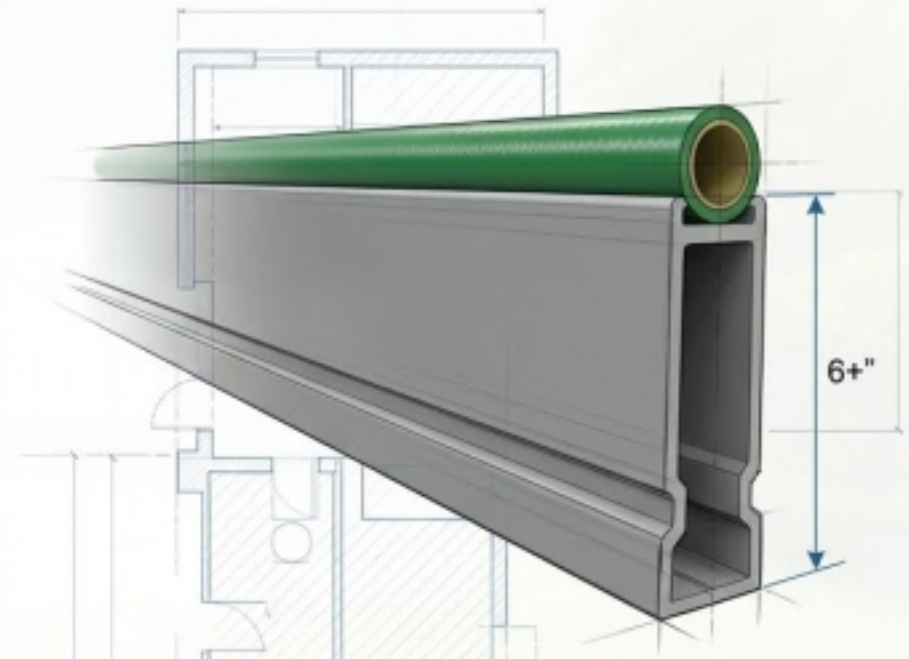
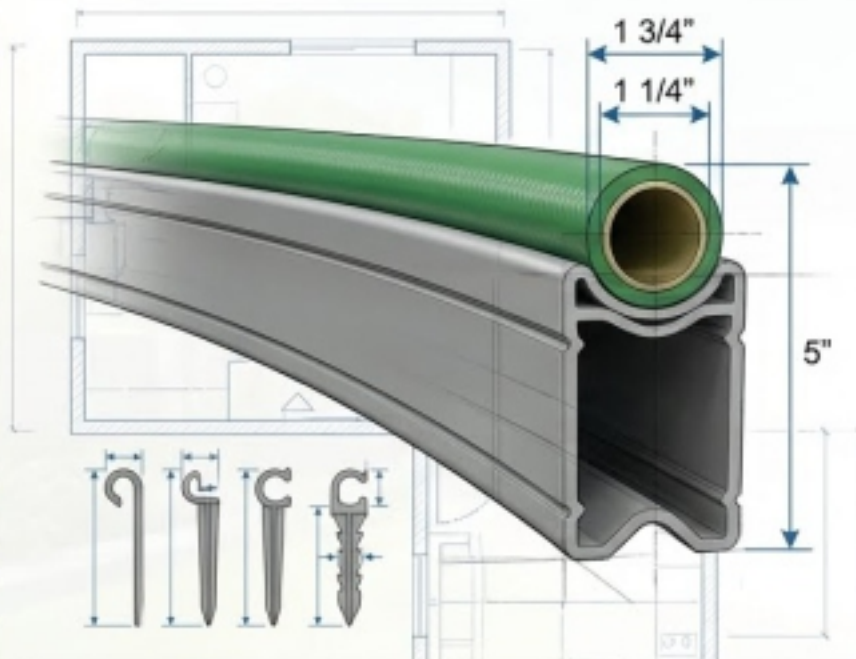


The Reality



For decades, edging and irrigation have been separate industries, separate installations, and separate SKUs. The EdgeSpray ecosystem begins by fusing them together—transforming a passive soil barrier into an active utility channel.

The Base Layer: Snap & Prime



SNAP: Ideal for residential curves. Supplied in 12' and 16' rolls. Secures standard garden hoses instantly.

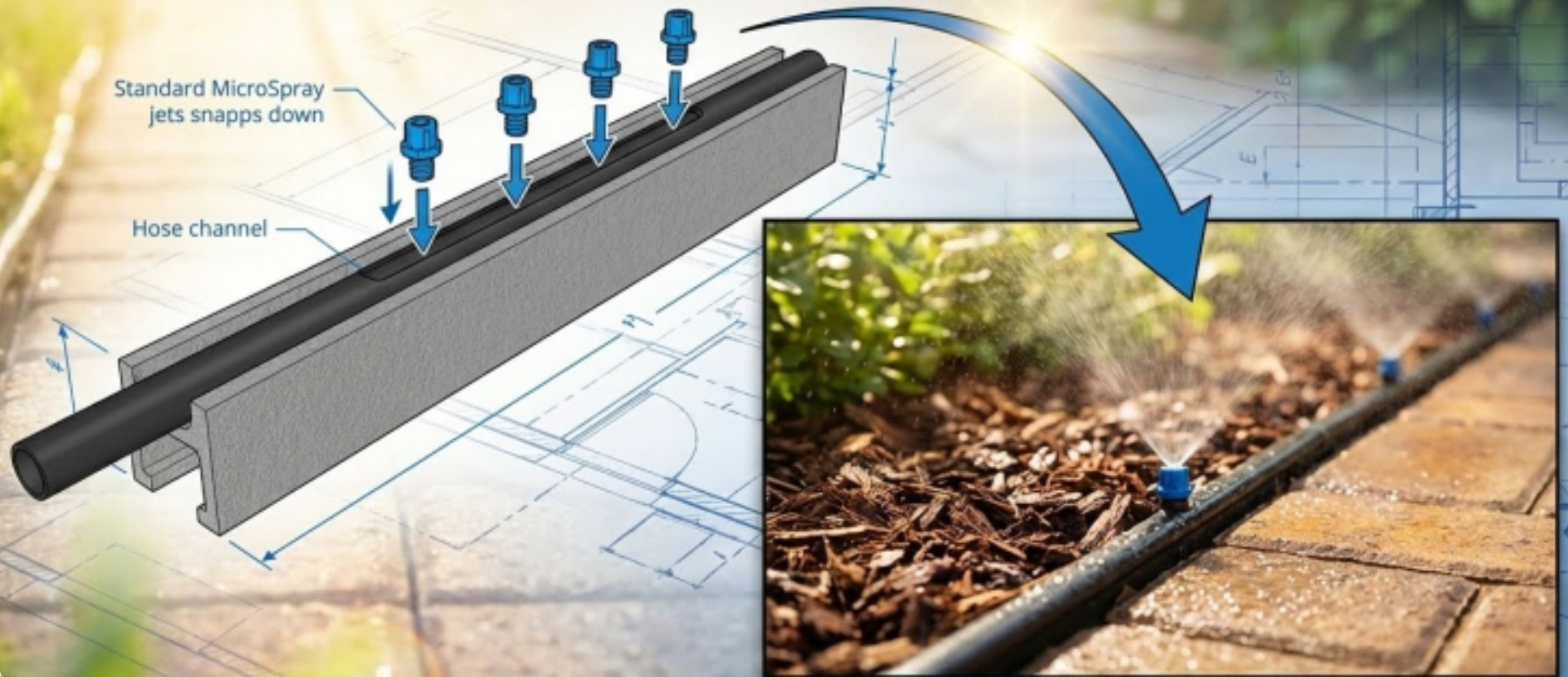
PRIME: A heavy-duty straight-line barrier with a deeper 6+ inch profile, locking the hose flush against the edge.

Distributor Value: Both serve as the prerequisite base layer that triggers all subsequent product upsells.

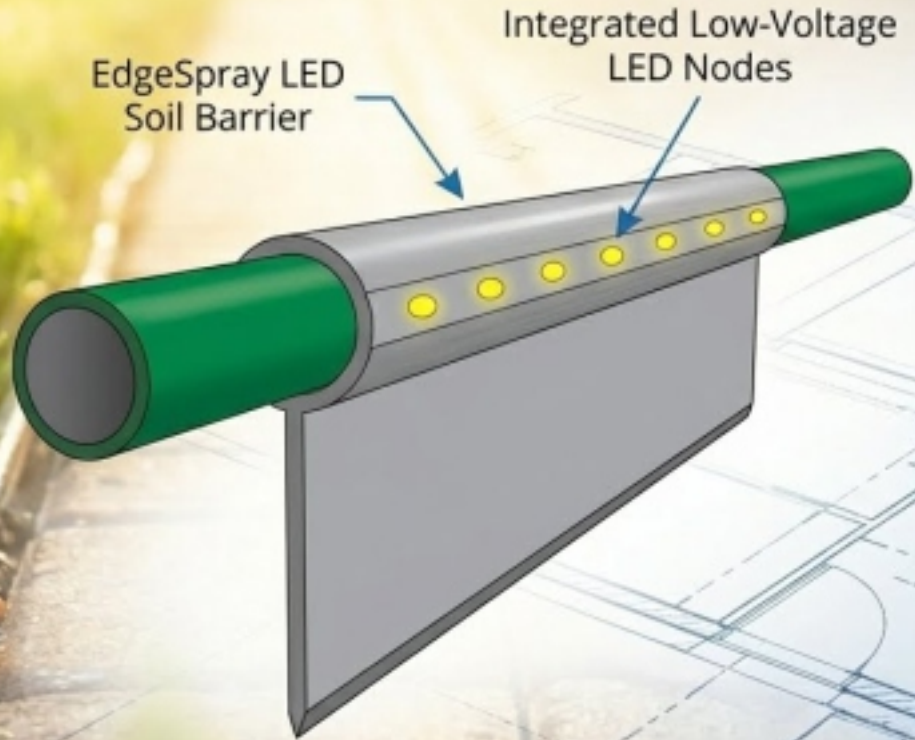


Layer One: Precision Irrigation

The base edge instantly upgrades to an active watering zone. Manually fitting MicroSprays is a simple process that can be added at any time, instantly expanding the initial edge sale into an irrigation sale.



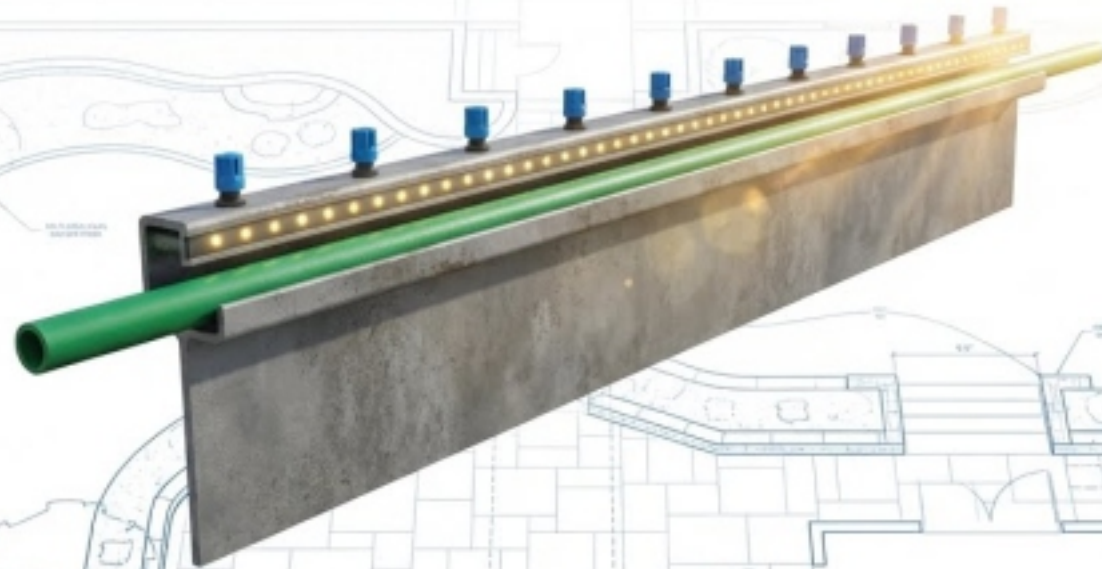
Layer Two: Atmospheric Illumination



Why dig two trenches? The same physical footprint that holds the soil and water now provides low-voltage pathway lighting.



The Unified Edge

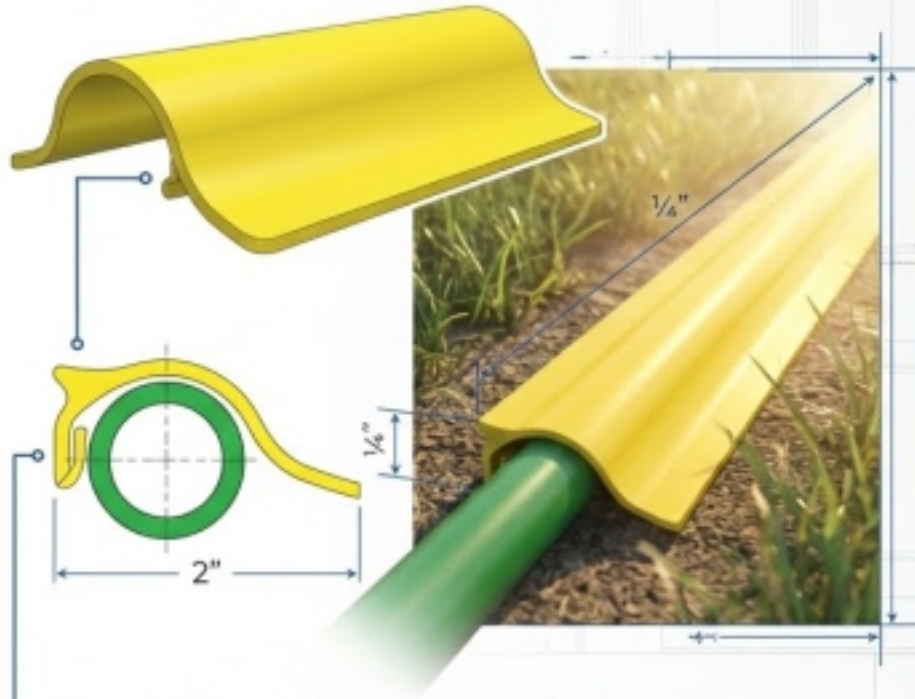


The EdgeSpray LED-Micro SKU represents the highest-margin residential offering. By stocking this, distributors offer contractors a way to install edging, drip irrigation, and landscape lighting in a single motion.



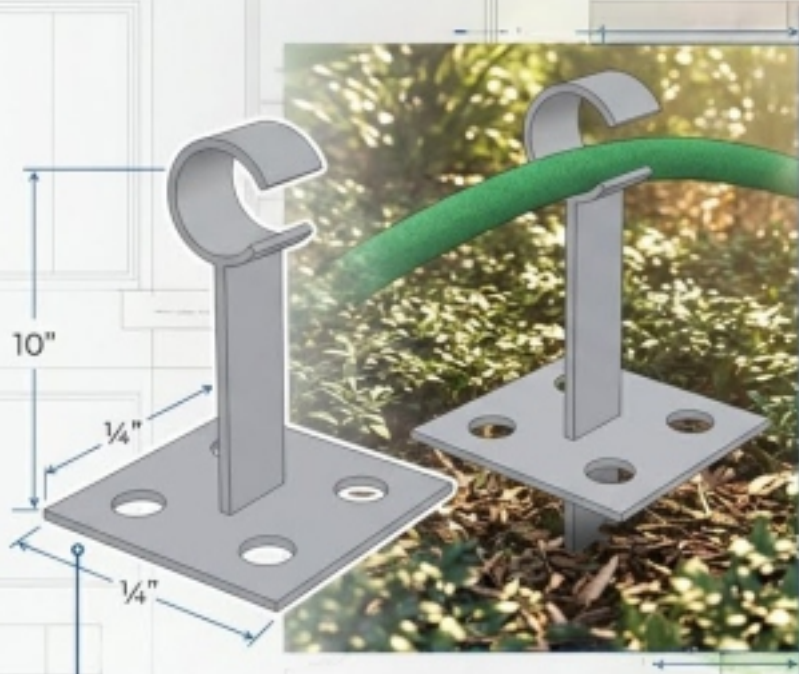
Ecosystem Accessories: Safety & Utility

DomiStat EdgeWing Safety



Combining Safety and Utility by shielding lines from mowers and foot traffic.

EdgeSpray Soaker Riser



Elevates soaker lines above dense ground cover.



Total Digital Command

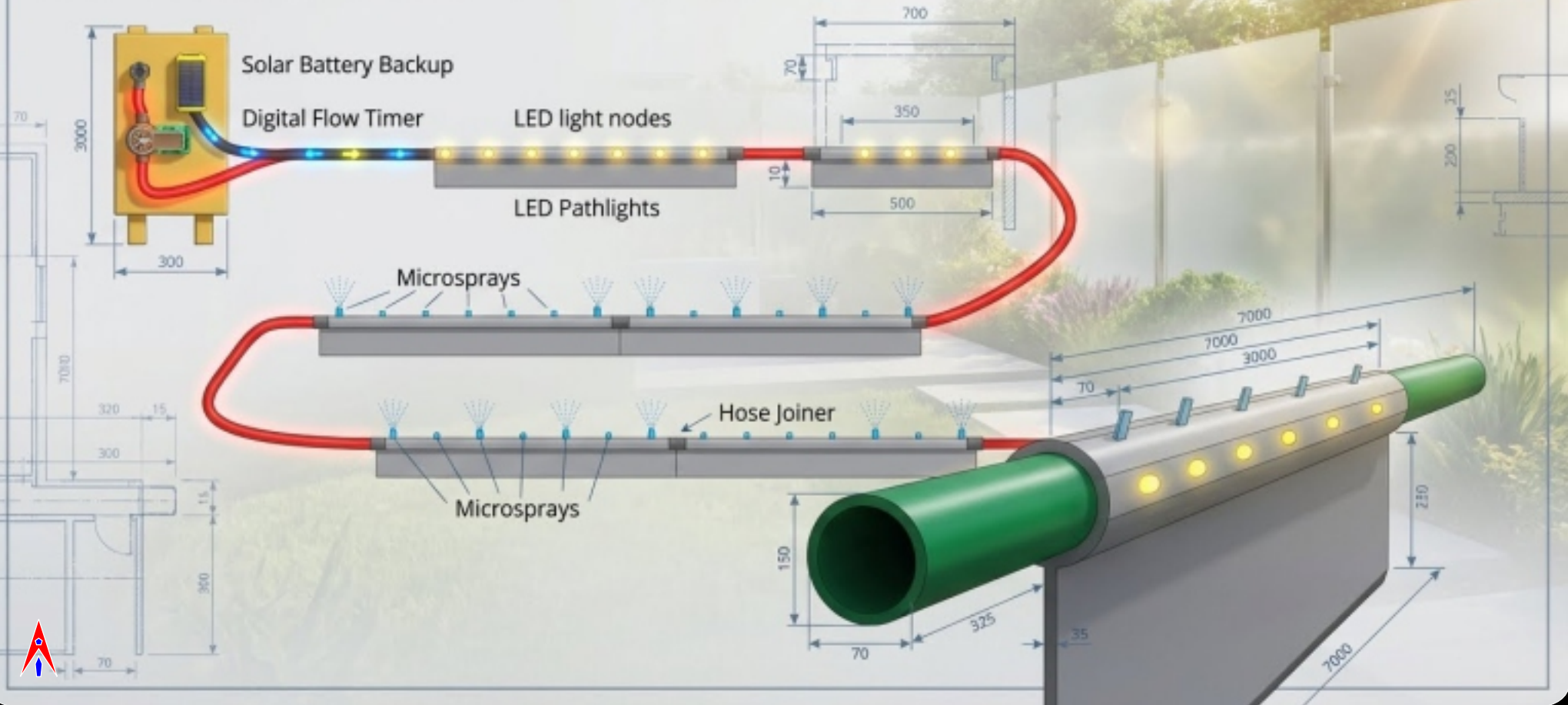


The system bridges outdoor hardware with indoor convenience. The EdgeSpray XL Control Unit interfaces with home automation systems, giving homeowners complete control over their environmental lighting and precision irrigation zones from a single screen.

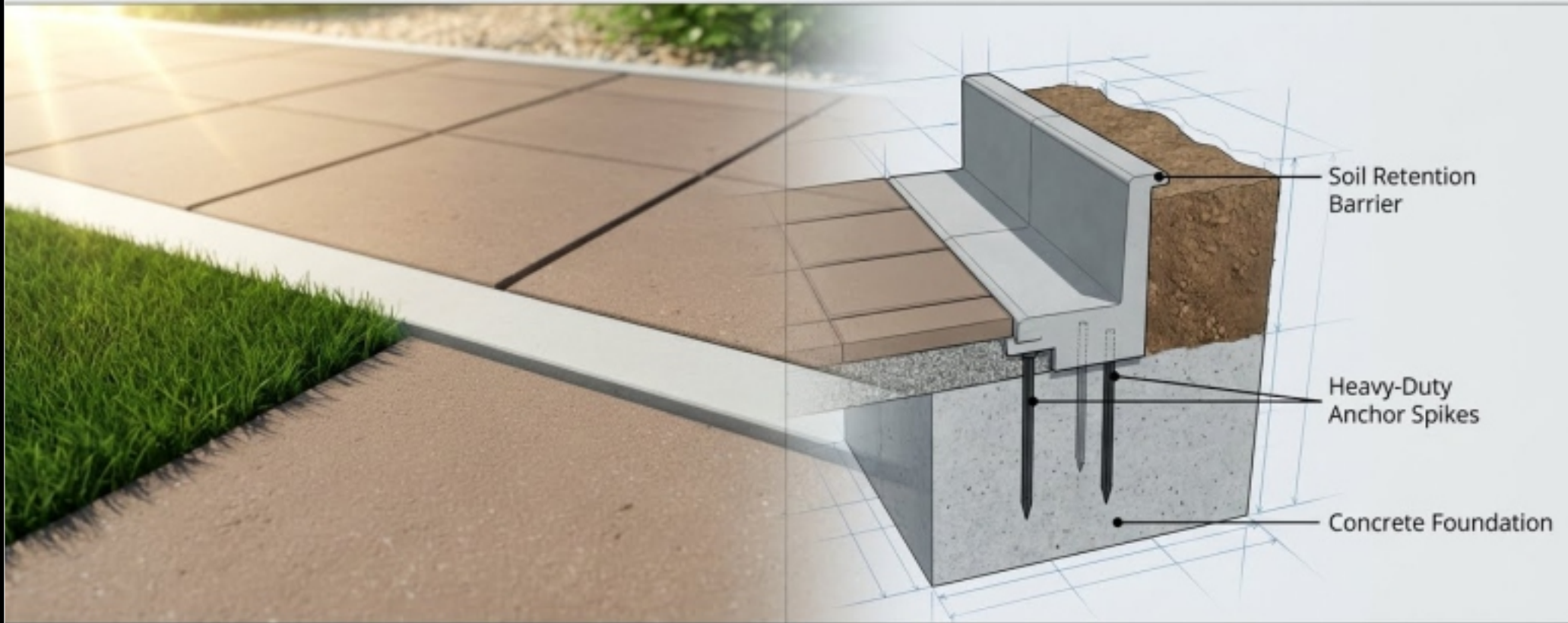


The Residential Ecosystem Architecture

A single, contiguous utility line. One controller, zero tangled wires, and perfect synchronization between water and light.



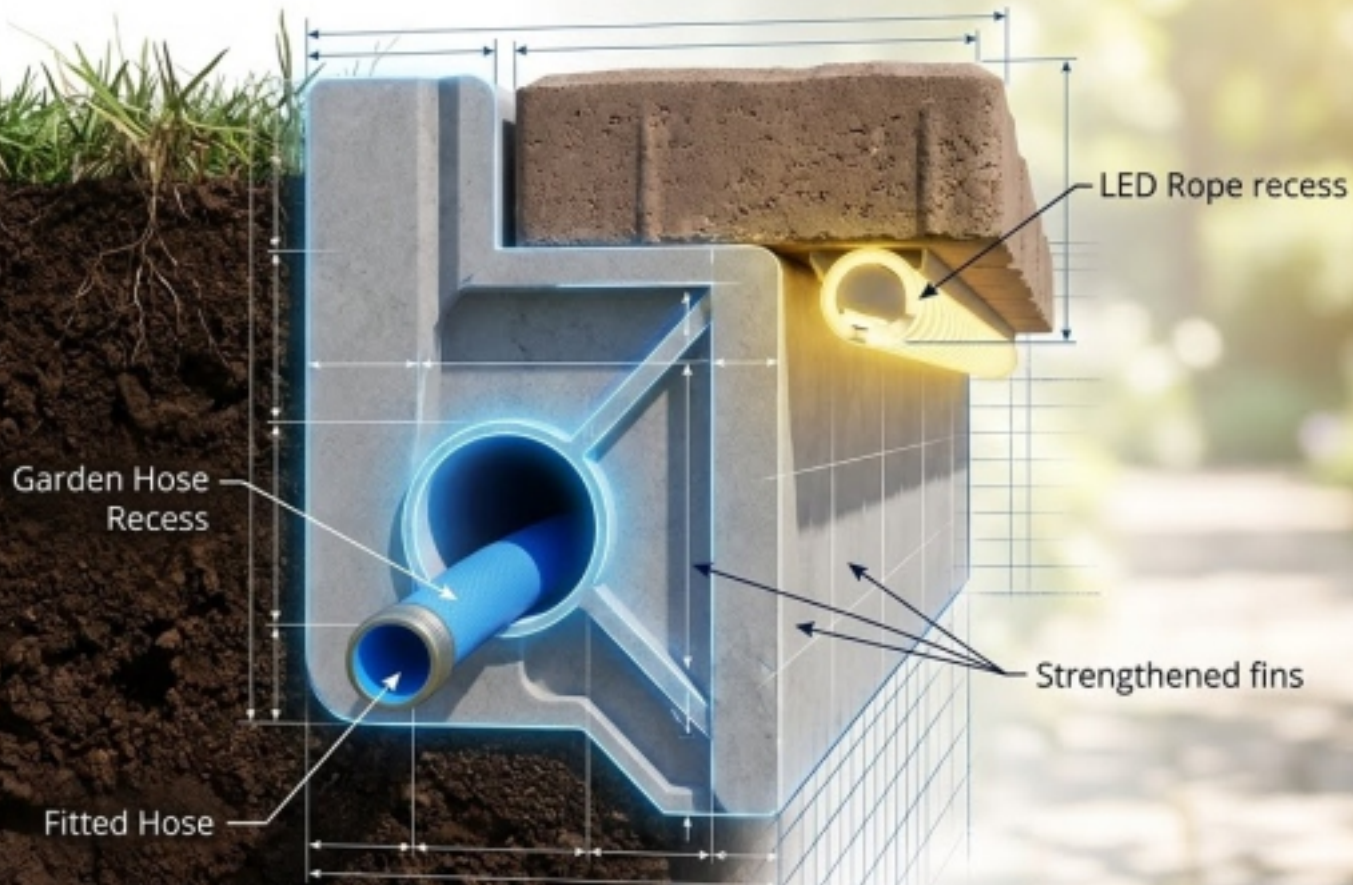
Evolving to Hardscapes: The Hahn L-Stone



For heavy-duty paver-recessed retaining walls and commercial applications, the ecosystem integrates directly into structural pre-cast foundations.



The Architectural Conduit

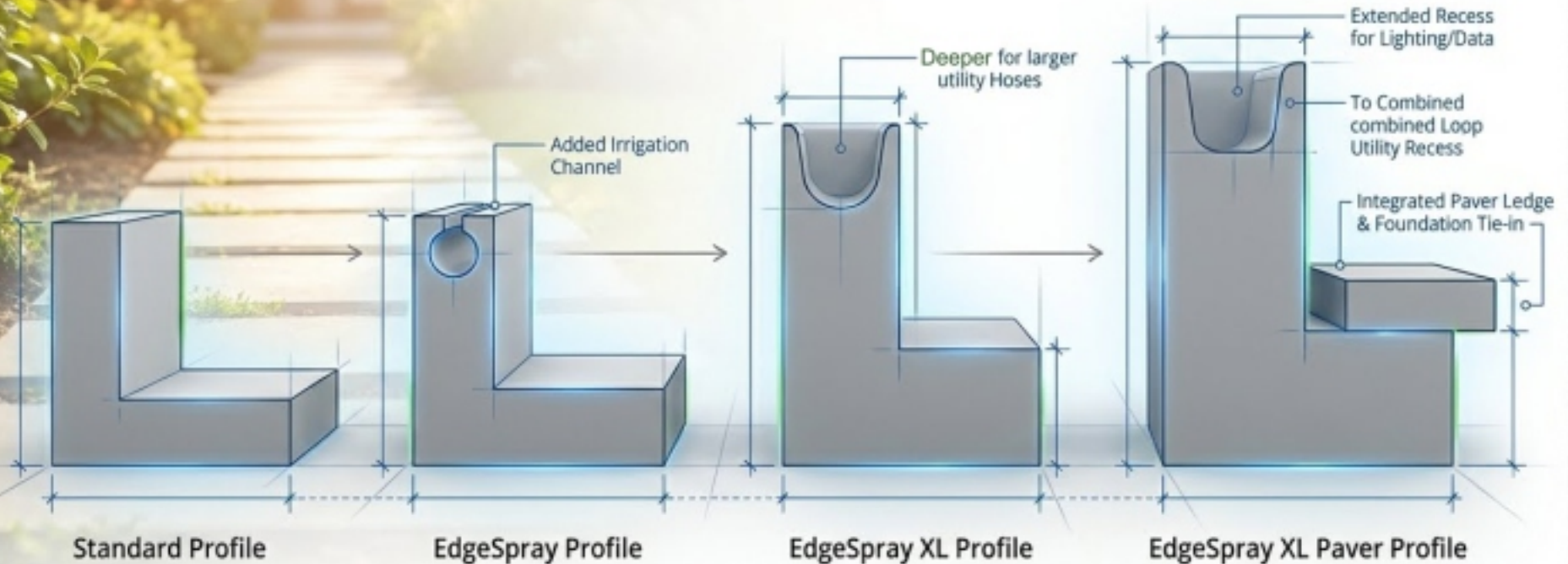


The L-Stone isn't just a physical barrier; it's a hidden utility chase. Hoses and data lines are completely shielded from mowers, trimmers, and UV degradation, providing safe, tidy, and invisible watering and lighting.



The Structural Upgrade Path

The Hahn L-Stone system is designed to suit different client needs, providing an escalating series of profiles that allow distributors to quote and supply progressively more advanced systems based on project scope.

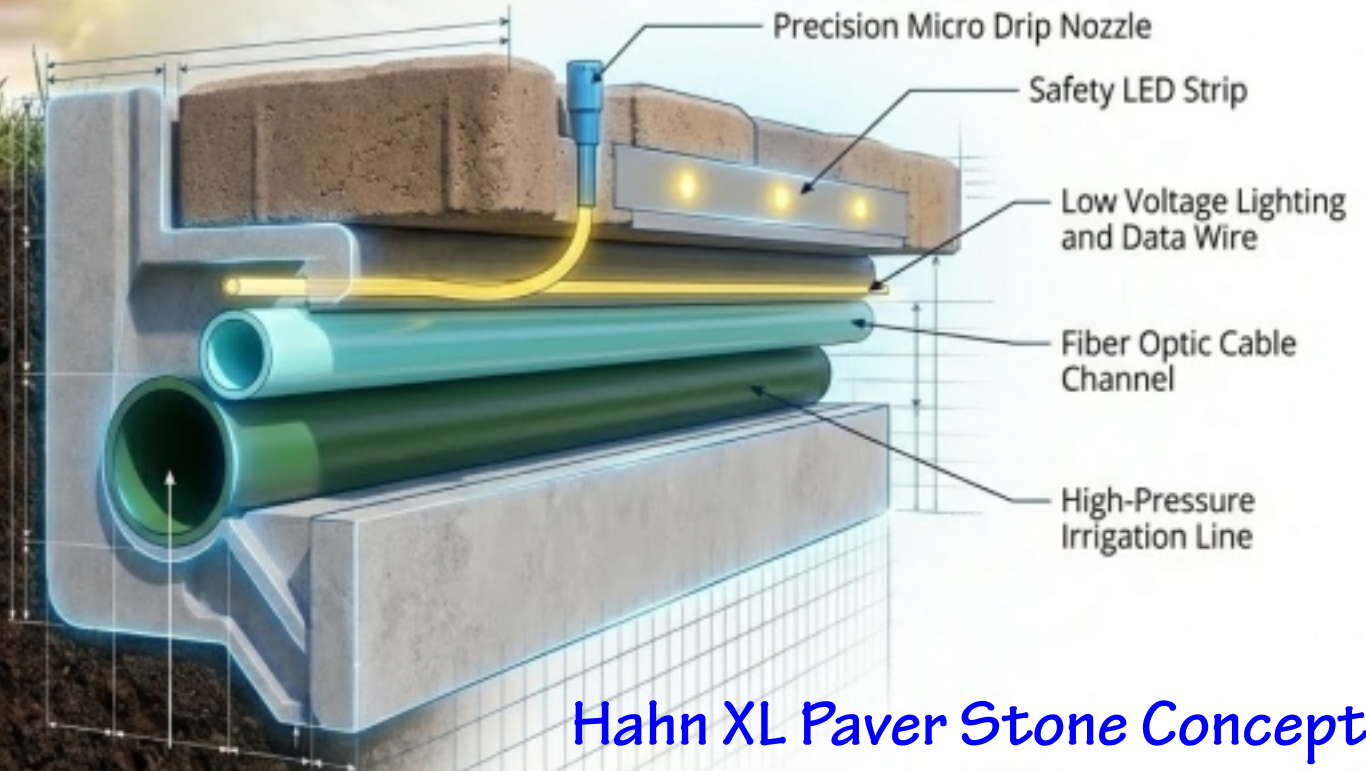


EVOLUTION TOWARDS ADVANCED UTILITY & HARDSCAPE INTEGRATION



Maximum Utility Integration: EdgeSpray XL

For commercial installations, the EdgeSpray XL profile consolidates high-pressure irrigation, precision micro-drip, safety pathway lighting, and fiber-optic data lines into a single, indestructible perimeter channel.



Hahn XL Paver Stone Concept



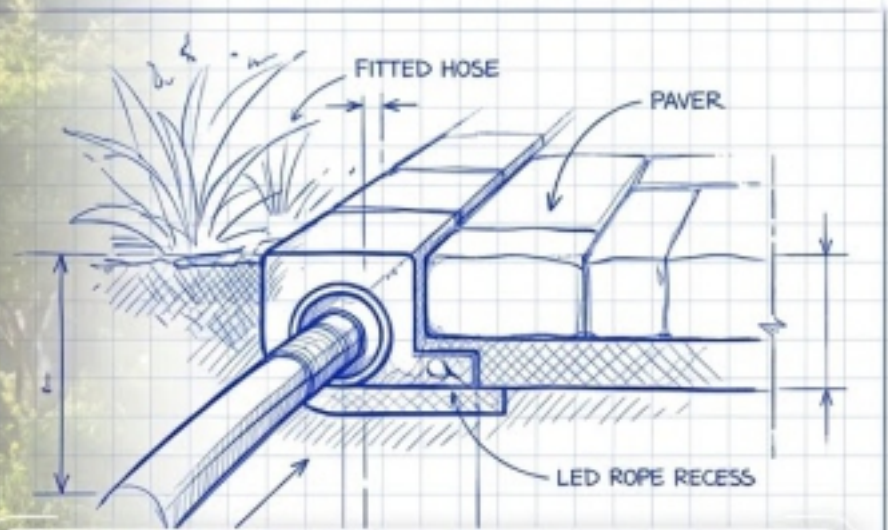
The Distributor Revenue Multiplier

Client Request	Base SKU	Ecosystem Upsell SKUs	Revenue Impact
Basic Garden Curve	EdgeSpray Snap	Add Soaker Risers & EdgeWing	1.5x Multiplier
Water-Efficient Border	EdgeSpray Micro	Add Solar Controller & App	2.5x Multiplier
Illuminated Pathway	EdgeSpray LED-Micro	Add Controller + Joiners	3.0x Multiplier
Commercial Hardscape	L-Stone Standard	Upgrade to XL Paver Profile + High-Pressure Lines + Fiber Optics	5.0x+ Multiplier

Key Takeaway: Stocking the complete EdgeSpray ecosystem ensures distributors never sell just a piece of plastic; they sell an infinitely expandable utility network.



One Ecosystem. Infinite Possibilities.



EdgeSpray provides a seamless upgrade path to better service current clients. By showcasing how this range of products works together, distributors ensure the complete system can be quoted, supplied, installed, and maintained by landscapers from a single source.

