

As BWI EXPO Brings Lawn and Pest Industries to Nashville, Real Fleet Solutions Highlights the Complete Work-Truck System

Company highlights spray systems, storage, retrofit options, parts and repair support as lawn care and pest control businesses evaluate work-truck needs.

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EINPresswire.com/ -- When lawn, landscape and pest management professionals gather in Nashville for BWI EXPO 2026, much of the conversation will naturally center on equipment: what is new, what fits a particular application and what belongs in the next round of purchases. Real Fleet Solutions says there is another question worth asking at the same time: how will all of that equipment work together once it is installed on the truck?



The Excalibur Lawn Care Upfit Truck

“

A good truck setup is more than equipment. Tanks, pumps, hose reels, storage and access should work together around the technician's needs and the work being performed in the field on every work day.”

*Jennifer Allen, Sales Manager
at Real Fleet Solutions*

BWI EXPO 2026 is scheduled for September 21–23 at Music City Center in Nashville. The event serves professionals across lawn and garden, turf, landscape, agriculture and pest management, making September a practical time for businesses in those industries to take a closer look at the trucks and equipment they rely on every day.

For companies that use spray systems or route-based service trucks, choosing the right tank, pump or hose reel is only part of the job. Placement matters. Access matters. Storage matters. Filling and service points matter. A component that looks right on paper still has to make

sense alongside everything else the technician uses during a normal workday.

Real Fleet Solutions works directly with clients to identify operational needs, review existing truck

adaptations and recommend improved upfitting solutions. That process can include looking at how technicians move around the vehicle, which equipment they reach for most often, how materials are stored and whether the overall layout fits the work the truck is expected to perform.

“A good truck setup is more than a collection of equipment,” said Jennifer Allen, Sales Manager at Real Fleet Solutions. “The tanks, pumps, hose reels, storage and access points all need to work together around what the technician is actually doing in the field. That is the perspective we bring to a new build, a retrofit or a review of an existing truck.”

The details vary by industry. A lawn care operator may be balancing liquid application equipment, product storage, spreading equipment and room for job-specific materials. A [pest control company](#) may have a different mix of application tools and storage needs. In both cases, the truck has to support the way the crew actually works rather than forcing the crew to work around the truck.

Real Fleet Solutions has documented truck and portable equipment configurations that incorporate application tanks, pumping systems, hose reels, remote filling, mixing support and dedicated storage. The company also supports retrofit work for businesses that want to improve an existing truck instead of starting over with a completely new configuration.

That broader view can be especially useful when businesses are comparing equipment. A larger tank, another reel or additional storage may sound like an obvious upgrade, but every addition changes how space is used and how the rest of the system fits together. Looking at the truck as a whole can help operators identify conflicts before they become day-to-day frustrations.

Real Fleet Solutions recommends asking three questions before choosing equipment for a new build, replacement truck or retrofit:

- Does the equipment match the work the truck will perform?



Turf Maximizer upfit truck for lawncare by Real Fleet Solutions



Real Fleet Solutions Tree Truck-Right side-open-bg

- Can technicians easily access the equipment and materials they use most?
- Are parts, service access and repair support built into the fleet plan?

Real Fleet Solutions specializes in truck upfitting, fleet equipment, parts, repair support and retrofit work for commercial fleets. The company works with pest control, lawn care, tree care and other service-fleet operators to review operational needs and develop truck solutions around the work being performed.

As BWI EXPO puts equipment choices in front of lawn, landscape and pest professionals this September, Real Fleet Solutions is encouraging operators to look one step beyond the individual component and ask how the complete truck will function when the workday begins.

"It is much easier to address access, storage and serviceability during the planning stage than after a truck is already in daily use," Allen said. "The better we understand how the customer works, the better we can help plan the truck around that operation."

For more information about truck upfitting, portable skids, parts, retrofit work and repair support, visit RealFleetSolutions.com or contact Real Fleet Solutions at (800) 940-8024.

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