

THE HOPPER



IN THIS ISSUE

- » Getting Maximum Results with Minimal Labor
- » How MaxTorque[™] Diesel Pays for Itself
- » Clean Diesel: The Facts
- » Older Units Still Deliver Great Results





Getting jobs done fast, right on time.

Michael "Stew" Stewart, CEO of Stewcare in Delaware, Ohio, has been a loyal Grasshopper user for more than 33 years. He was one of the first commercial mowing contractors to use Grasshoppers in central Ohio in the late 1970s.

"Grasshoppers are pretty popular around here now, so we don't stand out as much as we used to," Stew says. "You know, anyone can cut grass, but that doesn't mean they do it well; they must have an eye for the property's potential."

Mike Stewart, Jr., Stew's son and company president, agrees, saying the look of the finished job is what sets Stewcare apart.

"The average person sees a neat-looking job, but our customers know it's our clean stripes that make us who we are."

The company has six Grasshopper FrontMount™ diesel mowers that help serve a diverse client base of schools, cemeteries, businesses and homeowners. They provide mowing, fertilization, snow removal and other services, tasks for which they have several Grasshopper implements, including a snowthrower and a shielded sprayer.

"We have most high-profile commercial accounts," says Stew, "and we're really known for our work on athletic fields. We're very proud of the neat, wide stripes we deliver."



Every client gets the same treatment, whether the first in the morning or the last in the evening. Stewcare can command that level of perfection because the mowers are comfortable, which helps the crews stay alert and focused all day.

"The mowers help us get the job done fast, right and on time," Mike Jr. says. "I like to say the view from my 'office' is the best in town."

In addition to comfort, peak performance of the mowers is essential. Stew says they rarely have maintenance issues because the Grasshoppers are "built like tanks."

"The diesel engines are tough, powerful; they don't slow down for anything. Plus, they consume half the fuel as gas mowers, which helps us control our costs."

He goes on to say that having the right equipment is critical. "If you have bad equipment, you'll get bad results. But the Grasshoppers are perfection. They sell us; we just drive them."

Mike Jr., who hopes to continue building on his father's success, echoes that sentiment.

"Dad built this business with Grasshopper, and I can't see a future for us without Grasshopper."



"The diesel engines are tough, powerful, they don't slow down for anything. Plus, they consume half the fuel as gas mowers, which helps us control our costs."

> Michael Stewart, Stewcare Delaware, Ohio





Diesel keeps more funds in the classroom.

The grounds maintenance department at Maize Unified School District 266, a school district with more than 6,600 students in Maize, Kan., has significant ground to cover: 720 acres to be exact.

With all the tasks and equipment that go into maintaining the district's grounds, the department needed equipment that would reduce costs and emissions.

"After we purchased our first Grasshopper diesel mower, we saw how its efficiency could impact our overall green initiatives," says James Baker, Maize assistant superintendent of operations.

Now the district has five MaxTorque™ diesels.

Compared to older gasoline equipment, the new mowers provide twice the fuel economy. Overall emissions are also cut by more than half, which, along with other energy-saving steps, saved more than \$1.5 million over four years. The results were so impressive that the district received the Clean Air and Sustainability award from the city of Wichita.

"The best part is, these savings not only help the environment but also help us keep more funds in the classrooms," says Baker.

Switching to Grasshopper diesel mowers has also saved the district man-hours and improved efficiency. With several campuses and multiple facilities at each campus, the mowing situation can be intense, according to grounds manager Kevin Smith.

"When you're mowing sports fields, you have to be on and off quickly, because someone always wants to practice," he says. "And we have to keep them in good condition for the players and looking good for spectators."

Smith says he is most impressed with the Grasshoppers' ability to get in and under trees with the outfront decks, which essentially eliminates string trimming.

"Otherwise, we'd be out there trimming around trees for two whole days."

Grasshoppers are also used with Little Bully[™] dozer blades for snow removal and a CleanSweep[™] rotary broom for removing sand from a track, which keeps the department from having to purchase costly stand-alone equipment.

Overall, the district has benefited from its fleet of Grasshoppers, monetarily, aesthetically and environmentally.

"We are a big district," Smith says. "We have to have good equipment and good people to run them. We have both, and we couldn't be more pleased."



"Our Grasshopper diesel mowers not only help the environment, but also help us keep more funds in the classrooms."

> James Baker, Asst. Superintendent of Operations, Unified School District 266 Maize, Kan.

CLEAN DIESEL: THE FACTS

A look at the truth about Grasshopper Clean Diesel power:

- Clean Diesel reduces emissions 19% less CO2 than LP and 42% less than gasoline – while providing convenient, cost-effective power and performance.
- Save up to 900 gallons of fuel over 1,000 hours of use, and reduce cost of ownership by nearly \$9,000 over three years by selecting a Grasshopper MaxTorque™ diesel model.
- MaxTorque[™] diesel models can pack 50% more power and can complete demanding mowing jobs up to 50% faster than like-powered LP models.

Get more Clean Diesel facts at grasshopperdiesel.com.

If it ain't broke, IT'S A GRASSHOPPER.

Robert Pace, parks supervisor for the City of California, Mo., has been able to maximize the city's resources, both manpower and equipment, with its fleet of Grasshopper MaxTorque™ diesel mowers and implements – even though budgets continue to be tight.

The Parks Department has five Grasshoppers, a PowerVac[™] Collection System, a dozer blade and a snowthrower to reduce grounds maintenence costs in every season.

Pace and his three employees are responsible for maintaining approximately 110 acres of turf areas consisting of four baseball fields, a soccer field, four cemeteries, a 37-acre park and other city-owned property.

Pace says the Grasshoppers are used on a rotation, which allows for regular maintenance and limited operating hours to keep the mowers in good working condition.

"What really impresses me," he says, "is that even though the mowers are starting to age – our oldest unit is a 2002 – they still plug away. We've never had any serious problems with them, or high maintenance costs."

Pace says that in addition to their cost-saving durability, the diesels also save operating costs because they require less fuel than gasoline models.

"With our old gas mowers, we had to fill up twice a day. But with the Grasshoppers, we fill up once and go all day long. They've really saved us in fuel costs."

He says at one time the department used push mowers to mow around obstacles, and then went back and mowed with tractors. Now, the crew can get within half an inch of those obstacles on the Grasshoppers, eliminating the need for push mowers and reducing trimming.

"They cut well, too. The grass always looks in great shape."

In addition to reduced mowing time, the snowthrower and dozer blade have reduced the time it takes to remove snow from city sidewalks and parking lots.



"With the DriftBuster™ snowthrower, we don't blink an eye at eight inches of snow," Pace says. "And the Little Bully™ dozer blade pushes snow excellently, exactly where you want it. We can't wait for the snow to fall, it's that easy."

Another feature Pace is impressed with is the comfort and easy-to-use nature of the machines.

"You can ride all day on them and not get worn out, and they're really easy to operate one-handed," he says. "At the end of the day, they are just the best."

Pace says nothing else can compare to the Grasshoppers, especially with the savings the city has realized because of them.

"We just love them to death," he says. "They've got a great product, great people that take care of you when you need it. There's just nothing bad to say about them."

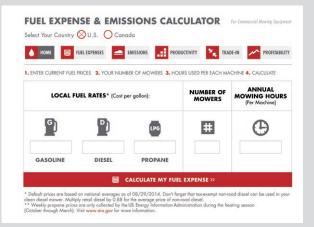
To read more about the City of California, Mo. and snow removal visit grasshoppermower.com/CaliforniaMO.



"With our old gas mowers, we had to fill up twice a day. But with the Grasshoppers, we fill up once and go all day long."

Robert Pace, Parks Supervisor City of California, Mo.

HIGH FUEL PRICES GOT YOU DOWN?



Use our exclusive fuel calculator to find out how much you can save by switching to diesel power.

Log on to grasshopperfuelsavings.com









