

# WHAT OUR USERS ARE SAYING

In Hollywood, there's no business like show business. For Mike Flaherty, owner of Lawnscape Systems in Montclair, Calif., there is no business like aeration.

He's passionate about the turf areas Lawnscape maintains in Los Angeles County, from public properties to high-profile estates in Beverly Hills. His client list includes Oscar winners, world-renowned fashion designers and Disney headquarters.

Lawnscape specializes in keeping lawns well aerated using a Grasshopper Model 620T power unit with an AERA-vator™. Lawnscape contracts approximately 1,000 jobs annually, mostly during the spring and summer months.

"Soil needs to be loose for grass to grow, and aeration helps, especially here, where there isn't much topsoil," Flaherty says. "Aerating is essential in this region."

Aeration increases soil permeability, water absorption and root access to amendment applications. Irrigated properties benefit from regular aeration by reducing water

use. Many of Flaherty's customers also request aeration during hot summer months to save water.

"My clients desire lush green lawns, and the Grasshopper and AERA-vator™ system is the best-suited system I've found," he says.

When he started aerating in the 1990s, Flaherty would rent a tractor and pull-behind aerator, but he had to make \$2,000 a day to cover expenses and maintain margins. The tractors were heavy, and unloading and loading could take up to two hours.

Flaherty then tried walk-behind aerators. He could aerate a football field in four hours using two walk-behinds, but the cores left behind took weeks to break down. Cores weren't so much of an issue in the off-season, but they didn't allow for aeration during the playing season.

Now, with his Grasshopper and AERA-vator™, Flaherty has solved the problems presented by pull- and walk-behind aerators. The maneuverability of the Grasshopper and the 40-inch AERA-vator™ allow easy access to school grounds through 48-inch pedestrian gates. The system is also much lighter on turf and doesn't produce cores.

**We are able to condition the turf efficiently. It's also great for breaking up ground for planting beds.**



"Not only can we condition the turf efficiently, but it's great for breaking up ground for planting beds," he says.

Flaherty says he can finish a field in three hours by himself and the field can be aerated whenever it's needed, even during the playing season. One of the techniques he uses is varying his speed to adjust the depth of the oscillating tines, going slower so they can dig deeper in very hard conditions.

Combined with Grasshopper maneuverability and ease-of-operation, the AERA-vator™ simplifies and streamlines the aerating process. As a result, Flaherty has been able to reduce costs without losing margin.

"It's just a winning combination for everyone," he says. ~

