

WHAT OUR USERS ARE SAYING



The Bermuda grasses of Arkansas grow relentlessly making regular maintenance a challenge. Just ask Charles Rainey, owner and sole operator of Norex, a landscaping and visual enhancement company in Conway, Ark.

“The first year, he increased his bottom line by \$3,700, all mowing,” says David Washburn, president of David’s Small Engine, Inc. “The second year, it increased by \$6,800.”

“If I take a break, I’ll just grab a drink, sit back down in the seat and relax.” And because of Grasshopper’s comfort, he is able to spend more time mowing and less time resting because productivity is critical.

“It’s hard to stay on top of it, especially if your equipment isn’t up for it,” he says, and that’s why he looks to Grasshopper.

“You have to do something better than the other guy to retain your customers and earn new business,” says Rainey.

Rainey cannot afford downtime for repairs but doesn’t have that problem with Grasshopper. He says he can jump on the machine any day, and it will run like the first day he got it.

Operating a 725K² FrontMount™, Rainey tends 25 residential acres each week, but he only spends 15 hours on the mower.

Grasshopper provides a cleaner cut and the PowerVac™ Collection System allows him to remove all the yard waste and clippings, which he uses as compost. The finished job is always pristine, and Rainey picks up new business from his clients’ neighbors. “I get more new business from those referrals than anywhere else.”

Rainey says that switching to Grasshopper was the best business decision he has made.

“Other machines bog down and their maneuverability is poor, but I can mow right through the top 1-1/2 inches without a second thought.”

For three years, Rainey’s Grasshopper has been influential in trimming mowing time and allowing him to branch out and diversify his services.

Another benefit is the machine’s light footprint. “I’m practically the only guy out on the job the day after a hard rain. I don’t have to worry about leaving ugly tracks and ruts. I don’t have much downtime due to weather.”

“He’ll even stop guys who are mowing with other machines and offer to let them test his Grasshopper,” says Washburn. “He’s one of our greatest cheerleaders for Grasshopper.”

“It takes me two days to complete jobs that used to take a week.” He uses the remaining days to do jobs he would not have been able to take otherwise. As a result, Rainey has tripled his income.

He likes to keep going and Grasshopper’s handling and comfort are features that make mowing easier and more enjoyable.

Rainey has been able to expand his business without the expenses of more equipment and additional employees. He gets more “bang for his buck” with the Grasshopper, which has allowed for quick business growth. However, as Rainey knows all too well, the Bermuda grows quickly, too. ~