

# Case Study

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MIKE SHAPIRO, OWNER OF LAWN-A-Mat, has been a landscape contractor in the Los Angeles area for more than 20 years. Most of his business is working in residential landscape maintenance.

With that in mind, Shapiro is continuously on the lookout for ways to cut down the amount of time his crews spend on a client's property, without jeopardizing the quality of his work.

Over the years, Shapiro's crews would go to a client's property, mow the lawn, rake the flower beds, and clean around the sprinkler heads. Most homes required an additional ten minutes to clean around the heads.

Shapiro came across a tool, developed by a contractor, called the Heads Up Sprinkler Trimmer. You simply place the trimmer around a sprinkler head, use the handles to twist it back and forth, and lift it off to reveal a clean perimeter around the sprinkler.

He purchased one to test it out. Pleased with what he saw, he purchased one for each crew. Now, while two crew members finish cleaning and raking the beds, one crew member cleans around the sprinkler heads. "I wish I had known about this tool years ago. Think of all the money I could have saved," said Shapiro.

If you take the ten minutes the two crewmen spent on each job, you saved 20 minutes; multiply that by eight jobs per day equals two hours and 40 minutes per day. In a five-day week, you saved your company a total of 13 hours and 20 minutes, each week.

At a labor cost of \$17 per hour, that equals a savings of \$227 per week. Multiply that by 50 weeks and the amount is \$11,350 per year. If you have three crews, you can save more than \$34,050 per year.

Just imagine—an additional \$34,050 that could have stayed on your bottom line.

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