

JOB TALK

Versatile mowers are a maintenance 'must' in Old Lyme

■ Old Lyme, Connecticut—where Lyme disease picked up its moniker—is largely a “bedroom community” for stock brokers, doctors, lawyers and other professionals who work in nearby Hartford and New York City.

Whether they commute on a daily basis or just come to the rural community on weekends, taking care of their own lawn maintenance is simply not an option for many residents.

Serving the needs of this unique demographic group is the foundation upon which Village Landscaping has built a successful business. Owner Richard Vattalino says that maintaining more than 300 estate-size (about two acres) lawns would not be possible without some time- and labor-saving equipment. Each estate poses different obstacles and landscaping features with which he must cope.

“Every estate is different,” Vattalino says. “From the type of trees and shrubbery to other beautification features like flag poles and bird baths, our zero-radius unit and its outfront deck give us the ability to reach under shrubs, under rail fences and trim close—and to do it all quickly. It’s the only way I can keep up.

“Of my 300 customers, 200 of them must be maintained weekly. My zero-radius unit’s maneuverability, speed, ease of handling,



Richard Vattalino needs quick maneuverability to maintain the ins and outs of Old Lyme's vast array of estates.

comfort and up-close trimming capability saves me so much time over other mowers, I can easily keep up with the pace.

“I estimate that zero-radius maneuverability has allowed me to service a third to half-again as many accounts—and to harvest the additional income they provide—than if I were to use a different mowing system.”

Virtually every estate also has a wide range of mowing requirements. Around swimming pools, patio gardens and other sensitive areas, for instance, there can be no clipping residue. With the 25 hp Grasshopper Diesel mower, he can easily engage a grasscatching system and switch back to side discharge quickly and easily.

In addition to maintaining the grass, during the fall and important part of Village Landscaping’s workload also includes keeping estates free of massive amounts of leaves.

“Though Connecticut is famous for its beautiful fall and its enormous variety of leaves, those leaves must be picked up,” notes Vattalino. “Having a versatile machine is important to making that job quick and easy. Its ability to leave the area absolutely immaculate is very important to me and my customers.”

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