



## Case Study Association Maintenance, Minnesota

### Maintenance company saves 50% on labour costs

Minnesota's Association Maintenance LLC specializes in outdoor maintenance, mowing and spraying, as well as snow clearing for commercial businesses and residential developments.

"Our mowing operation runs for about six months of the year, which keeps the 55 mowing units we have very busy," says owner Mark Schifsky. "The fleet is mainly comprised

**"We've now increased blade life by 70% on average."**

of walk-behind machines with 36", 48" and 52" blades and some ride-on mowers. Each mowing unit has two sets of blades in service; one on the unit and one on the sharpening table. There are a lot of blades to keep perfectly sharp, so we're doing a lot of grinding – in fact, at least two hours of it a day."

Schifsky's team used a hand-held grinder for many years but decided to buy a Rotamaster in 1997.

"It's been absolutely invaluable," he says. "Not only has it saved our hands from getting torn up, but we're also spending half the time we were spending sharpening with the hand-held unit. We're also using a lot fewer blades because their life has been increased by 70%."

"The Rotamaster can be sharpening and balancing a blade, while we're getting the next one ready. The process is so much quicker now."

Association Maintenance is tasked with cutting a lot of heavy, thick bluegrass which requires mower blades to be especially sharp. The Rotamaster's precision, ease of use and unmatched results makes Schifsky's operation run more smoothly on a number of levels.

"I know exactly how much more efficient we are using Bernhard's Rotamaster because the bottom line clearly shows the difference. I'm delighted."

	By hand (bench grinder)	With Rotamaster
No. of rotary blades in operation	110	110
No. of blades replaced per year	55	37
Cost of replacement blade	\$ 12	\$ 12
<b>Cost of replacement blades per year</b>	<b>\$ 660</b>	<b>\$ 444</b>
No. of hours sharpening per week	20	10
No. of hours sharpening p/yr (25 wks)	500	250
Labour cost per hour	\$ 15	\$ 15
Cost of sharpening blades per week	\$ 300	\$ 150
<b>Cost of sharpening blades p/yr (25 wks)</b>	<b>\$ 7,500</b>	<b>\$ 3,750</b>
<b>Cost of maintaining efficiency of cut p/yr</b>	<b>\$ 8,160</b>	<b>\$ 4,194</b>
<b>Payback period (Years) for Rotamaster</b>		<b>1.5</b>