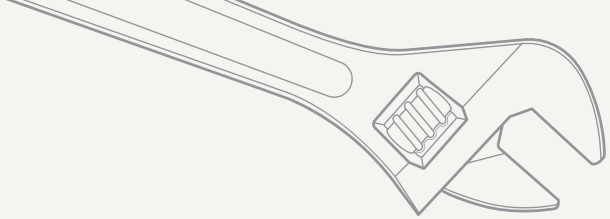


A person wearing a green long-sleeved shirt and a safety harness is working on an orange irrigation reel. They are using a pair of blue-handled pliers to adjust a black cap on the reel. The background is a blurred green field with tall grass.

IRRIGATION &
green industry

2021 **EQUIPMENT MAINTENANCE** SURVEY

Copyright 2021. All rights reserved. No part of this publication may be produced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without permission in writing from the publisher.



IN WORKING ORDER

Landscape contractors rely on their equipment to keep them in business. That's why it's so important to make sure that each piece is running smoothly at the start of the season and replace older machines with newer models as necessary. We asked our readers for their insights on how they make new equipment purchases and maintain the pieces of equipment already in use.

More than half (68%) of our respondents were focused on landscape and lawn care as their specialties, with slightly more covering residential customers than commercial. A majority of respondents (51%-69%) generally purchased one of each category per year, if they made equipment purchases.

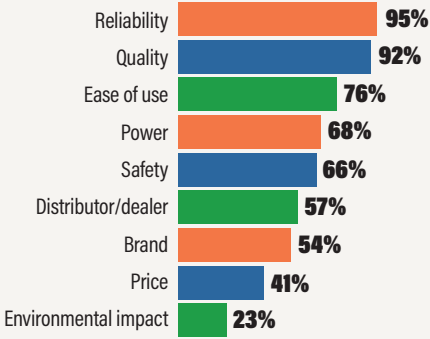
A quarter of contractors (26%) budget \$2,500 or less each year for new equipment, with another 23% setting aside between \$2,501-\$5,000. Almost one-fifth of contractors (19%) budget between \$10,001-\$25,000 annually.

When buying new equipment, 88% of respondents almost always go to authorized dealers directly. Big box stores only pulled 6% of contractors for equipment purchases.

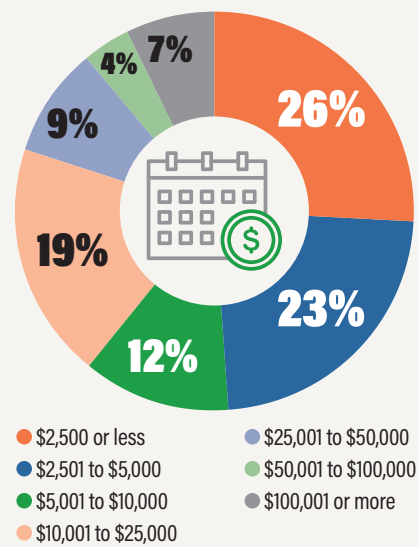
In choosing the right piece of new equipment, 95% of respondents said that reliability was a very important factor in consideration. Quality was close behind with 92% of contractors. Beyond those points, three-quarters of respondents (76%) prioritize ease of use in equipment.

Contractors tend to be diligent with regular maintenance checks on equipment, with a total of 71% performing them daily or weekly. Another 18% run checks every month, with the rest taking on a little more risk with quarterly or seasonal checks. About one-third of respondents (33%) have a dedicated mechanic on staff.

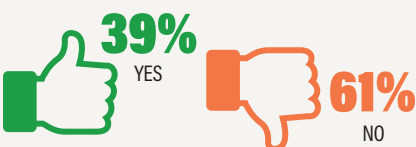
What's most important to you when deciding which edgers, string trimmers, leaf blowers and mowers to buy?



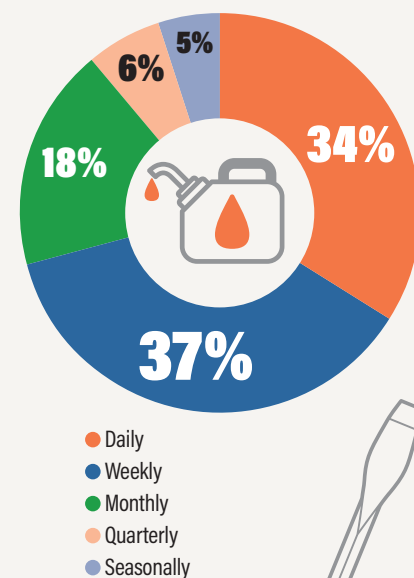
What is your business's total annual budget for handheld power equipment and mowers on average?



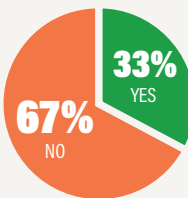
Does your business use any battery-powered handheld equipment?



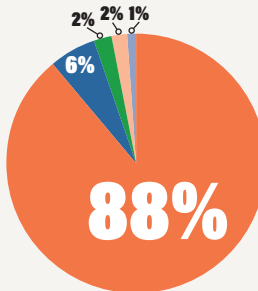
How often do you perform maintenance such as oil and filter checks on equipment?



Does your business maintain a dedicated mechanic?



Where does your business typically buy handheld power equipment and mowers?



- Authorized distributor/dealer
- Big box store
- Local hardware store
- Other
- Nursery/garden center

Does your business use any battery-powered mowers?





On average, how many edgers, string trimmers, hedge clippers, leaf blowers and mowers do you buy each year?

None

1 to 5

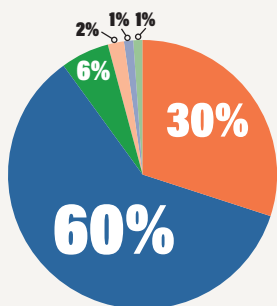
6 to 10

11 to 15

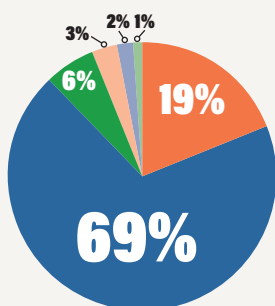
16 to 20

21 or more

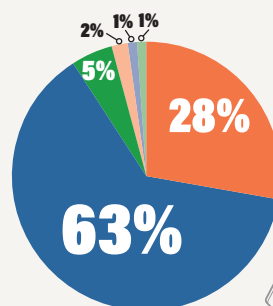
Edgers



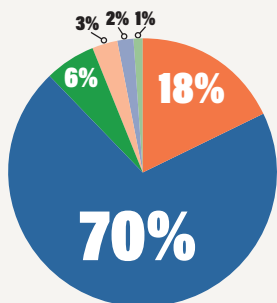
String Trimmers



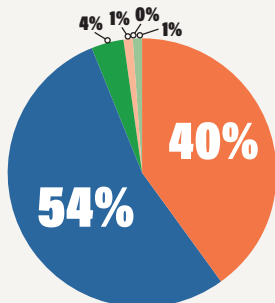
Hedge Clippers



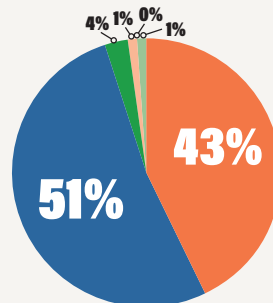
Leaf Blowers



Walk-Behind Mowers



Riding/Standing Mowers



Methodology

This survey was developed in SurveyMonkey with two email invitations including individual, anonymous links sent to respondents between April 1 and April 9. Survey results were closed April 9 with 262 respondents. Irrigation & Green Industry staff analyzed the survey results.



IRRIGATION &
green industry

www.igin.com

Phone: 703.536.7080 | Fax: 703.536.7019

8280 Willow Oaks Corporate Drive, Suite 630, Fairfax, VA 22031