

Paving and decking 90 percent back to new condition without chemicals

Willemijn van Iersel, Sunday, March 13, 2022

Terrazza brush a great addition to the maintenance gardener's offer

If you can generalize gardeners, they are either plant geeks or machine geeks. Erik Kreder undoubtedly falls into the latter category. He is active as a robotic mower specialist at Shortcut and works as a brush and cleaning specialist at the South Holland gardening company Carpe Hortus. His other fascination is perhaps a little less known: the Terrazza MC brushing machine. Kreder himself is a convinced fan of the machine and his customers are now too: 'Customers who have had a taste of this, don't want anything else.'



Erik Kreder: 'Once people have seen the result of this brush, they want it every year.'

For green deposits on paving and decking, biocides, green soap, vinegar or the Kärcher are still often used. Not if it's up to Kreder. He has been working at Carpe Hortus for about three years now and also with the Terrazza MC. When he started at Carpe Hortus, he immediately saw the brushing machine, somewhere in a corner of the shed. Kreder: 'I wondered why it wasn't being used. I knew the result of the machine from

my previous work, at another garden and park company.' Kreder then decided to create a bit of a stir with existing customers. 'I saw the potential of the machine.'

Nice addition

In the three years that Kreder took care of the machine, the number of brushing jobs at Carpe Hortus increased by about 200 percent, from about 10 to 15 jobs per year to at least 50 jobs, and it is still rising. Kreder: 'Once people know what result this brush gives, they want it every year.' Dieter Mestdag from the Belgian company Terrazza confirms this. Mestdag: 'I advise Terrazza users to clean a spot at their customers' as a demonstration. The result immediately speaks for itself. A satisfied customer asks you to come back. This machine is therefore a real revenue generator for gardeners.' Kreder: 'With this machine you really do solid maintenance. It is a nice addition to the broad range of tasks of the gardener.'

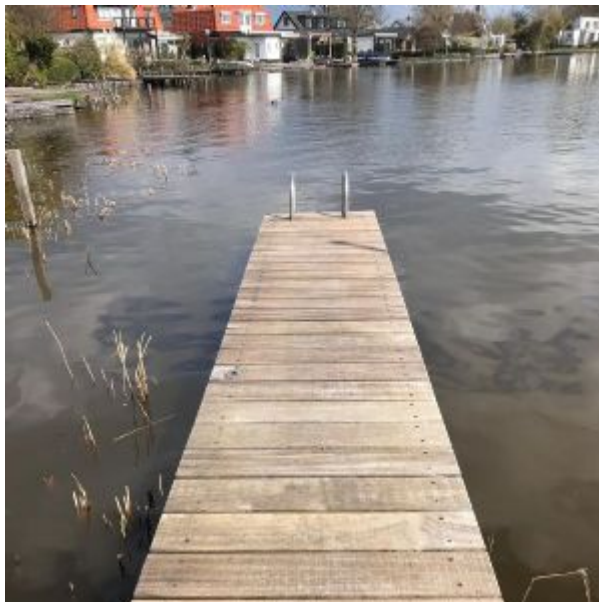




'With this machine you really do solid maintenance'

Kärcher

For cleaning hard surfaces, the high-pressure cleaner is often used: a good 'kärcher'. In itself, that works fine, but the effect is that the complete joint is sprayed out of the paving and that all the removed dirt seems to come back on adjacent walls and plants. In certain cases, you even spray the sand from under the stones, with the risk of subsiding paving. Kreder: 'Especially on a large surface, you are busy for a very long time with such a high-pressure cleaner. In addition, you often damage the top layer of decorative paving. This roughens the surface and you see green deposits and dirt coming back quickly. I also strongly advise against the use of a high-pressure cleaner on decking and wood: the wood decomposes faster and the grain becomes susceptible to green and moss growth.' Mestdag: 'You shorten the lifespan of the decking when using a high-pressure cleaner.'



'A high-pressure cleaner damages the top layer, which leads to more deposits and the risk of subsidence of decorative paving'

Algaecide or new paving

Another option that Kreder reviews is the so-called 'algae stuff'. 'Customers often no longer want to use this, with an eye on ecology and sustainability. This certainly applies to pond decking and jetties, where it is undesirable for the used products to end up directly in the water.' Finally, you can also take new paving or a new deck, but that is of course far from sustainable. Kreder: 'I always say to my customers: After brushing, your paving or decking is 90 percent back to new condition.'



Business model

But how does Kreder earn money with the machine? Kreder: 'We have been working a little more intensively with this brush for three years now. Actually, we are still struggling with passing on the use to our customers. In the beginning, we used fixed prices per square meter, but we didn't always come out. The start-up costs are quite high; the larger the terrace, the more interesting the machine becomes for customers. We now charge about 7 euros per square meter for small terraces, decreasing to 5 euros for larger surfaces.' How many square meters of terrace can the machine clean per hour? Kreder: 'In smaller gardens with different paving, that is 15 to 25 m² per hour; in larger gardens you can get 25 to 30 m². I also notice that I am still gaining

speed after three years.' Mestdag confirms this: 'The more user experience, the higher the quality and the faster you can achieve a beautiful result.'

Kreder cleans an average of 800 m² with one brush set. Mestdag: 'We advise to assume 500 m² per set; then you are always on the safe side.' Kreder: 'If you clean a lot of uniform surfaces, the brush lasts longer. The rougher and more uneven the surface, the sooner you have wear.' Mestdag: 'Our TMC brush set has been developed to minimize wear. The consumption is of course a function of a number of parameters, such as the type of surface, pollution and user knowledge of the device. On average, a user can count on a cost of about 0.30 euros/m². In certain cases, such as with wooden decking and composite materials, the wear is almost nil. The entire machine with brush set is available from Terrazza for 3,399 euros excluding VAT, including extensive training on location at the customer.'



Dieter Mestdag: 'I often clean a spot on the paving and challenge the customer to achieve the same result.'

Weedee brush for weeds

On the TMC machine, in addition to the TMC mother brush, the Weedee brush can also be placed. With the Weedee weed machine, it is possible to remove weeds and moss from concrete tiles, cobblestones, clinkers and baked stone. With this brush extension, the TMC machine is transformed into a kind of slow-rotating brush cutter with a large diameter. Mestdag: 'Thanks to the unique combination of synthetic tufts with a few metal tufts and the rotation technique of the Weedee, the surface is brushed and weeds and moss deposits disappear. Thanks to a unique and worldwide patented brush system, almost any type of hardened surface can be cleaned ecologically with the TMC brushing machine. I would therefore like to cordially invite gardeners to request a demo from us!'