

"Demand for terrace cleaning continues to increase"

Jan van Staalduin, Tuesday, May 2, 2023

Rus Hartland Tuinen has been happy with Terrazza terrace cleaners for four years

Rus Hartland Tuinen in Bergschenhoek provides a total package of products and services for the construction and maintenance of gardens, parks, and outdoor spaces. The landscaping company of founder Barry Rus Hartland has been doing this since 2008. For cleaning terraces and yard pavements, the entrepreneur has been working with a professional terrace cleaner from Terrazza MC for four years. "It lives up to its promises: always a good result, regardless of the surface and without chemicals or splashing dirt."



Dany Mestdag (left) and Barry Ros Hartland with the patented Terrazza TMC brush

Barry Rus Hartland started his company as a soloist and now has five employees. As a recognized training company, he also receives part-time reinforcement from students during the season, mainly from the green education program at the Melanchton Business School in the neighboring town of Bleiswijk. "We have made long-term agreements with that program," says Rus Hartland. "We offer training places for young people who want to combine work and learning," he explains. "It's fun to teach them the ins and outs of the landscaping profession. You have to invest time and energy in it, of course, but you also get a lot in return. So far, it has taken little effort to staff the team and attract permanent employees. Other companies sometimes have to pull out all the stops for that, if they manage to get people at all."



As long as they are not too high, vertical edges and walls can also be cleaned well with the handy brush machine.

Maintaining growth

There has certainly been no shortage of demand in the landscaping industry in recent years, acknowledges the entrepreneur from Bergschenhoek. "The situation has now normalized somewhat, but it would be nice if we could maintain the growth we have achieved," notes Rus Hartland. "So far, you certainly won't hear me complaining."

Customer loyalty

The landscaper is fortunate to have a close-knit team of employees and very loyal customers, both in the private and business segments. The conversation with Rus Hartland and Dany Mestdag, director of Terrazza MC, takes place at one of those customers, who has just moved from Rotterdam to the rural Huis ter Heide near Zeist. Together with a few employees, Rus Hartland is dedicated to the task of thoroughly renovating the extensive garden around a modern, architect-designed villa and partially repaving it. "We have known this customer for years and have a very good relationship. However, moving with them to a new place far outside the Rotterdam region is not a matter of course," he explains. "It's fun, though, especially when it's a large project like this one. We'll be busy here with a few guys for a few weeks."

Terrace cleaning

Today, the cleaning of the spacious terrace at the rear is on the program. Rus Hartland has brought his Terrazza MC terrace cleaner, which has been serving him faithfully for four years. "In the past, terraces were usually cleaned chemically, but that is no longer possible today," he says. "Now you can choose between biological agents in combination with high-pressure cleaning and brush machines."

"You can also get weeds out of the joints of tiles without much effort"

Just over four years ago, the green professional contacted Terrazza MC in Belgium to find out more about the company's brush machines. A few weeks later, he received a practical demonstration. "We had arranged to meet at one of my customers for that. I was quite impressed, I must admit. It is a user-friendly device with a high work performance that delivers good work. Depending on the surface, you can choose from different brushes, which are easy to change. You can also get weeds out of the joints of tiles without much effort."



With calm strokes, Barry Rus Hartland cleans the driveway to an indoor garage

Different brushes

"We buy the machines, but we have developed the brushes ourselves," adds Mestdag. "That's where our real added value lies. Over the years, we have developed different types of brushes for specific purposes and surfaces. They differ in size and stiffness. The starting point was and is that the brush must always be able to do a good job, without the use of chemical or biological cleaning agents. Whether it's green deposits,

caked-on dirt, or stubborn weeds like annual bluegrass, the brushes have to be able to handle it all."

More pleasant than a high-pressure washer

"They do," confirms Rus Hartland. "I wouldn't want to be without it anymore. You can basically go out on your own with it. A big advantage over high-pressure cleaning, I think, is that you don't spread the dirt. With a high-pressure washer, you can't prevent dirt from flying around. That then lands on windows, walls, and decorative pots, which you then have to clean again. All extra work and not necessary. Moreover, it costs much more water than cleaning with a brush machine. For that, you only need to moisten the surface lightly. And it's also faster and quieter than with the high-pressure washer."

Low maintenance

Terrazza MC terrace cleaners require hardly any maintenance. Mestdag knows customers who have been using the same machine for more than fifteen years. "The only limitation, if you can call it that, is that the brushes don't last forever. They are very robust and wear-resistant, but you will have to replace them after some time." "That's true, but it remains a clean and financially attractive solution," says Rus Hartland in conclusion. "It's a smart and pleasant cleaning method. The demand for terrace cleaning is still increasing, in my opinion, so that's positive for both of us. And for my customers, because they are assured of a clean terrace all year round for a reasonable price." ""