

How Foamstream was used to provide a contracting business with an effective and profitable new product offering.

Client name: The Green Team.

Sector: Contracting Services, Councils and Municipalities.

Background: Grounds maintenance company servicing clients across London and the Home Counties.

Machine type: M1200.

Areas treated: Hardstanding, tarmac, block paving, cobbles, gravel paths, large flower beds, artificial play surfaces, around lakes and ponds.

Previous methods used: Roundup and other herbicides and hand-weeding.



“

As a company we have been very pleased with Foamstream. We finally have a simple machine that requires little maintenance, little training and quality results for us and our customers every time.”

Nathan Stanley – The Green Team



BACKGROUND

Established in 1990, The Green Team have been providing grounds maintenance to clients across London and the Home Counties since. Servicing a range of clients including the domestic sector, The Green Team specialise in grounds maintenance for Schools, Colleges, Hospitals and Police and sensitive areas such as residential educational and social services centres.

PROBLEM

As a company, The Green Team focus on operating with an environmental focus and always finding the best way of operating. With a large part of their business focused on weed control, noticing the changes in legislation taking place around the world as well as having interest from clients seeking alternatives solutions to glyphosate they wanted to move away from the chemical solutions they were currently using and look to provide their customers with a more eco-friendly alternative.

As a company they service a large number of schools and universities so finding an alternative solution safe for use around people and children was a key factor.

“

We hope that Foamstream becomes our standard system for weed control and cleaning in the future, which will include expanding our fleet of machines. We see Foamstream as a way to drive our commercial cleaning part of our business forward and also with legislation changes around chemical weed control, more and more clients are moving away from herbicides. We see Foamstream as a big part of our marketing as we move forwards”

Nathan Stanley - The Green Team

ACTION

The Green Team traditionally used chemical weed control solutions and labour intensive hand weeding before looking for an alternative.

When they began their search for non-chemical alternatives, they looked at moving to spotspraying glyphosate to cut usage, then at alternatives including flame weeders and other thermal methods including Foamstream. Having had a Foamstream demo against other methods, they proceeded with Foamstream based on how impressed they were with the immediacy of the results and being faster than other alternatives on the market.



RESULTS

All weather, all surface, all year-round

The Green Team use Foamstream across their client base to treat a wide area of everything from individual domestic gardens through to complete weed control on housing estates and university grounds.

“Due to Foamstream’s all surface ability, we treat a range of surfaces including hardscapes, tarmac, block paving, cobbles, gravel pathways, large flowerbeds, artificial surfaces, and around lakes and ponds.

“Being able to use the system in all weathers including rain, offers us another great benefit over using chemical herbicides as it means we are not dependent on good weather in order to carry out treatments. This enables me to effectively plan our labour and time.” (Nathan Stanley)

Safe for use around people animals and waterways

Their client base is heavily focused around the education sector and includes schools and universities, so a big benefit of the system has been that they can treat in and around where people and children play without needing to section areas off.

Simple to use and operate, instant results and no additional PPE

“As a system, our operators find it easy to use - they just fire-it up and then it does everything else itself. There have been many benefits it has brought for the company; of course anything that reduces chemicals is brilliant - but its instant results on both weeds and moss and its simple usage requiring no training or specialist PPE have been great benefits for The Green Team.” (Nathan Stanley)

Multifunctionality – used for controlling unwanted vegetation and street cleaning tasks

It is used to treat everything from weeds, moss and algae to using it for cleaning tasks like street sign and pavement cleaning and also gum removal. They have found that Foamstream is by far the most effective solution they have found for treating moss as such, it has now replaced their previous moss-only treatment system.

Positive public feedback

Many of the sites they work at, the public are concerned about the use of chemical weed control but public interaction with Foamstream has received very positive feedback.

Company growth through new client base

As a company The Green Team are looking to increase their fleet of Foamstream machines and for Foamstream to become their go-to weed control and cleaning system in their business to drive the growth of their business expansion.

With traditional chemical weed control being a contentious topic across the world, they are already seeing more and more of their clients and prospects moving away from herbicides and see Foamstream as being an integral part of their product portfolio as they move forward.