



How Lawn Solutions achieved 400% throughput growth

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Lawn Solutions achieved a 400 per cent increase in throughput by turning to local partners Packserv and Finlease for a reliable automation and finance solution.

For Lawn Solutions Australia – the home of Sir Walter DNA Certified, Australia’s number-one buffalo lawn – growth has always been part of the story. The New South Wales-based business has steadily expanded its turf and lawn care product division, now supplying over 220 retailers and, more recently, Bunnings stores nationwide.

That growth accelerated during Covid, when lawns became the heart of home life. With demand soaring and a major Bunnings contract taking it from zero to 180 stores overnight, the company knew it had to automate its production line.

The first attempt, sourcing equipment from overseas, proved costly and unreliable. Frequent breakdowns, long shipping delays and limited-service support disrupted operations. Without in-house engineers, Lawn Solutions was forced to return the equipment – a setback that underscored the value of having local partners.



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A chance introduction at a conference led the company to equipment finance specialist Finlease, whose flexible and accessible approach provided the confidence to invest in new machinery. Around the same time, an online search brought it to Packserv, Australia's leading manufacturer of locally made packaging systems.

Packserv supplied and installed filling and capping machinery that delivered immediate reliability and efficiency gains. "Businesses like Lawn Solutions shouldn't have to deal with downtime, shipping delays or limited support," said Nathan Wardell, managing director of Packserv. "By choosing Australian-made equipment, they experience consistent reliability, hands-on training and ongoing technical support – all critical when scaling production at speed."

Working with Finlease ensured the finance process matched the business's growth trajectory. "Lawn Solutions' success shows what happens when finance supports growth rather than hinders it," said Chris Girle, Finlease. "Traditional lenders often struggle with fast-moving opportunities like major retail contracts. By partnering with quality suppliers like Packserv, we're helping Australian businesses choose local solutions that deliver long-term value."

The collaboration delivered tangible results: a 400 per cent increase in throughput, reduced downtime, and greater in-house control over manufacturing and fulfilment.

"Working with both Finlease and Packserv has made everything so much easier," said Joe Rogers, Lawn Solutions. "They've taken the time to understand our business, are always accessible, and personalise their support. We value growing in partnership with suppliers who are as committed to our success as we are."