

Advisor

Salsco, INC.
LEADER BY DESIGN

 **MADE IN
THE U.S.A.**
MAKING AMERICA GREAT AGAIN
ONE MACHINE AT A TIME!

Over 35 Years of Quality & Service
December 2018

Products for Golf Course Maintenance, Sports Turf & Lawn Care,
Rental, Construction, Tree Care, Wood Processing & Farm Industries

Sal's Corner

Salsco Product Training

Salsco has initiated **Salsco's Monthly Product Training**, mostly for our dealer salespeople, to become familiar with our product line and be able to recognize the value of our products and how they will sell against the competition. Starting in January, we will highlight one of our products in detail, including features and benefits, tips on how to demo, cost of ownership vs. price, frequently asked questions and answers, specs, photos, and a video of the product. This detailed depiction will allow salespeople to provide important information to potential buyers and to show them our units in action.

Our first featured product is the **Core Recovery Vehicle (CRV)**, which will change both the Golf and Sports Turf industries. Product Training on the CRV will be sent separately, as will future Monthly Product Training documents.

Please contact Tara Morrison at t.morrison@salsco.com if you'd like to receive the Advisor or Monthly Product Training. We look forward to working with you!

Making America Great Again ...One Machine at a Time!

Salsco Always Looking for New Dealers

The **Salsco Team** takes pride in producing quality equipment that provides our customers with an unsurpassed return on investment. Salsco dealers are located throughout the country. For a complete list, visit www.salsco.com/dealer-locator.html. If you are interested in becoming a Salsco dealer, email sal@salsco.com.

Used Equipment

If you are interested in selling "used" Salsco equipment, we will be glad to put your ad on our **Used Equipment Page** for 30 days. Just email the machine specifics, asking price, and your contact information to s.clark@salsco.com. Pictures can also be submitted.

Union Farm Equipment Named 2018 Retailer of the Year

Salsco would like to congratulate **Union Farm Equipment** for being named 2018 Retailer of the Year by the Maine Retail Association. They have been a valued dealer of Salsco's since 2000, and we can attest to their employees being recognized as "The Friendly Folks." There were many worthy nominations, but Union Farm Equipment was the chosen one!. Congratulations for this achievement!

Salsco's Winter Shutdown:
December 22, 2018 to January 1, 2019



Merry Christmas & Happy Holidays to You and Your Family ... from Ours!

Salsco Nostalgia

SALSCO, Inc. has built its record on quality and service since 1979. We will soon celebrate our 40th Anniversary, which prompted this section highlighting our earlier years. Here are two photos from the late 80s of our first paver, the **Sidewalker**. This unit was impeccable from the start, as we've only made minimal changes.

Now called the **Mini-Asphalt Paver**, it has been manufactured for over 30 years and remains a very productive, time- and labor-saving unit for asphalt contractors, golf courses, sidewalks, and much more. Paving width is from 36" to 72" with a paving speed up to 50' per minute!

For our complete line of Paving and Curbing Equipment, visit:
www.salsco.com/products/paving-and-curbing-equipment.html.



Our **Skid Steer Side Dump Bucket** is a super easy way to load the Mini-Asphalt Paver. Built with a heavy-duty tubular steel frame and support gussets for extra strength, our Side Dump Bucket tips two ways: Scoop in front, dump to the side! Click the photo to see the Skid Steer Side Dump Bucket in action! It's also the perfect companion for our Mini-Track Paver and Cobra Curber.

Upcoming Trade Shows

WORLD OF CONCRETE

January 22-25, 2019
www.worldofconcrete.com

Las Vegas Convention Center
3150 Paradise Rd.
Las Vegas, NV

SPORTS TURF (STMA)

January 24-25, 2019
www.stma.org

Phoenix Convention Center
100 North 3rd Street
Phoenix, AZ

GOLF INDUSTRY SHOW

February 6-7, 2019
www.golfindustryshow.com

San Diego Convention Center
111 West Harbor Drive
San Diego, CA

WORLD OF ASPHALT

February 12-14, 2019
www.worldofasphalt.com

Indianapolis Convention Center
100 South Capital Avenue
Indianapolis, IN

WORLD AG EXPO

February 12-14, 2019
www.worldagexpo.com

International Agri-Center
4500 South Laspina Street
Tulare, CA

NATIONAL PAVEMENT EXPO

February 27-March 1, 2019
www.nationalpavementexpo.com

Music City Center
201 5th Avenue South
Nashville, TN

We would appreciate your feedback on Social Media and welcome any comments of your experience with us!



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