

Advisor

Salsco, INC.
LEADER BY DESIGN



Over 40 Years of Quality & Service

December 2019

Products for Turf & Lawn care, Rental, Construction, Tree Care, Wood Processing, Nursery, & Farm Industries

Sal's Corner

Salsco's Annual Christmas Shutdown is right around the corner, and we are really looking forward to the time off. What a year it has been. Let me just say that I'm glad to see 2019 go, and I welcome 2020.

We will all enjoy the holidays and come back on January 2, ready to have what we hope will be a great 2020.

Merry Christmas from Sal & Nancy

Our Sales Team



The **Salsco Sales Team** at Sunbelt Agriculture Expo (left to right): Brandon Cole, Eric Hungate, Sal Rizzo, Mike Smith, and Jack Rizzo

Product Training

THE BEST SELLING TOOL IS KNOWLEDGE

Earlier this year we initiated **Salsco Product Training** so dealer salespeople can become familiar with our product line and be able to recognize the value of our products and how they will sell against the competition.

Learn more by visiting **Salsco Product Training**.

Many of you have asked for repair/service tips on certain machines. Our goal is to look back at these requests and compile advice on how best to resolve these issues.

Salsco Winter Shutdown

Dec. 23-27, 2019 & Dec. 31-Jan. 1, 2020
(open Monday, Dec. 30)

Merry Christmas & Happy
Holidays
to You and Your Family



IN LOVING MEMORY OF OUR BELOVED SON & BROTHER

Thank you for your kind support during the saddest time of our lives. Losing a son and brother is the most tragic loss anyone could ever imagine, and we are grateful for your expressions of sympathy. As we continue to mourn Joe, we will also celebrate his life and our precious memories of him. The Salsco family and business will go on in memory of our beloved son, brother, nephew, uncle, friend, and co-worker.

Sal, Nancy, & Allison

COLD WEATHER CHECKLIST

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As we gear up for another round of freezing temperatures, it is important to protect your homes and businesses. Here is a checklist to help ensure that your property can withstand the freeze.

PREVENT FROZEN PIPES: Frozen pipes can result in costly water damage. Prevent frozen pipes by providing a reliable back-up power source and insulating all attic exposures. Make sure you have proper seals on all doors and windows, as well as cracks and openings in exterior walls. Click [HERE](#) for additional guidance.

EMERGENCY CONTACT LIST: Put together a list of contacts in case of an emergency. This can include your plumber, electrician, handyman and cleanup company.

PREPARE FOR A POWER OUTAGE: Learn how to safely use a generator in case of a power outage. You should also have an Emergency Preparedness Kit with food, water, medications and other important supplies. Be aware of weather conditions.

PREVENT ICE DAMS & ROOF COLLAPSE: If heavy snow starts to accumulate on your roof, the heat from your home can escape through your roof and melt it. The snowmelt can then trickle down to the roof's edge and refreeze, creating an ice dam. Click [HERE](#) for additional information about preventing ice dams. Remove snow on your roof using a snow rake with a long extension arm that will allow you to remove it while standing safely on the ground. Do not attempt to go on the roof. Click [HERE](#) for more information on how to prevent a roof collapse.

STAY SAFE AND WARM: Inspect your heat source for any damage which can cause a fire and result in costly property damage. Remove all combustible items that are placed near a heat source. For more information, review this guide on alternative heating.



Salsco On The Road

NJ GREEN EXPO

December 10-11, 2019
www.njta.wildapricot.org

Borgata Hotel
1 Borgata Way
Atlantic City, NJ

SPORTS TURF (STMA)

January 13-16, 2020
www.stma.org/conference

Palm Beach County Convention Ctr.
650 Okeechobee Blvd.
West Palm Beach, FL

GOLF INDUSTRY SHOW

January 29-30, 2020
www.golfindustryshow.com

Orange County Convention Center
9800 International Drive
Orlando, FL

NATIONAL PAVEMENT EXPO

January 29-31, 2020
www.nationalpavementexpo.com

Music City Center
201 5th Avenue South
Nashville, TN

WORLD OF CONCRETE

February 4-7, 2020
www.worldofconcrete.com

Las Vegas Convention Center
3150 Paradise Road
Las Vegas, NV

CONEXPO-CON/AGG

March 10-14, 2020
www.conexpoconagg.com

Las Vegas Convention Center
3150 Paradise Rd
Las Vegas, NV

We have always appreciated your feedback
in traditional ways ... Now there's
Social Media to share your experience with us!

