

Advisor

Salsco, INC.
LEADER BY DESIGN



March 2019

**SALSCO'S MILESTONE ANNIVERSARY...
40 YEARS OF QUALITY & SERVICE!**

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

SAL'S CORNER

Salsco continues to provide **Product Training** for our dealer salespeople so they can become familiar with our product line and be able to recognize the value of our products.

Each month we will spotlight a different product. We encourage comments and discussion from all salespeople. Share your experience while showing our products. This will help all of us improve our sales skills.

NEW SALSCO DEALERS

Salsco is happy to announce the following new equipment dealers to our Worldwide Dealer Network. Welcome aboard!

- Jerry Pate Turf & Irrigation, Inc., FL – www.JerryPate.com
- Professional Turf Products, TX – www.proturf.com
- Smith Turf & Irrigation LLC, NC – www.SmithTurf.com
- Montreal Tractor, Inc. (construction equipment), Canada – www.montrealtracteur

Their professionalism, integrity and commitment to servicing their customers merges with Salsco's own motto of quality and service in the products we manufacture. We look forward to a long, prosperous and mutually beneficial relationship between our companies and mutual customers. For a complete list of Salsco dealers with territory coverage, visit www.salsco.com/dealer-locator.html.

EXECUTIVE DIRECTOR OF STGCSA ANNOUNCED

The South Texas Golf Course Superintendents Association, Inc. (STGCSA) Board of Directors completed their search and were thrilled to announce Carrie Cole as their new Executive Director. Carrie is working with the Board and all members to continue their efforts regarding education, member interaction, and STGCA outreach. Carrie brings a wealth of knowledge and skills gained through 18+ years of administrative support as Office/Administrative Manager and Executive Assistant in the Energy Industry for the past nine years, and in various roles with David Weekley Homes for nine years before that.

Carrie is the wife of Brandon Cole, Salsco Regional Sales Manager. Brandon, along with the entire Salsco team, is extremely proud of Carrie's accomplishment! Contact info: stgcsa@stgcsa.org. **Congratulations Carrie!**

SALSCO'S KONSTANT CUT & KLEEN

We are pleased to introduce our **Konstant Cut & Kleen** Hy-Production Self-Cleaning Hybrid Cutting Table, which combines the best attributes of a dedicated water table and a zoned dual side-dry cutting table design. Its proven design overcomes many issues posed by conventional tables.

The **Konstant Cut & Kleen** eliminates safety hazards when cleaning out slag and scrap debris. It immediately presents clean parts for production by removing even the smallest particulate matter.



Click photo for a video of our Konstant Cut & Kleen.

Thanks to our UK Dealer for Sharing this Article with Us!

Salsco Greens Rollers a Timesaver for RAC (The Royal Automobile Club)

"A top golf venue has reduced greens rolling time by nearly a third after investing in leading-edge machinery." (Reprint from an article by Pitchcare.com).

Since purchasing two Salsco HP11-III greens rollers, The Royal Automobile Club (RAC) has cut time devoted to the task from five and a half hours to three and a half hours daily, it reports. "This is a massive reduction," states Golf Course Manager Lee Strutt, who test-drove the machine on a visit to the Golf Industry Show in 2017. "The time saved frees up operators for other duties, and that's a major benefit."

"The HP11-III's powerful Honda petrol engine delivers speeds up to 11mph, while three independently controlled rollers with 73" operating width cut a swathe through the time operators have traditionally taken for this aspect of greens upkeep."

"The rollers average five to six minutes a green," explains Lee, who manages the 36-hole Championship Old and Coronation courses with a team of up to 26. In the three and half years in post, Lee has rung the changes in cultural practices across the 36-holes of what is one of Britain's most prestigious member clubs, and the HP11-IIIs fit into that strategy. His investment in the high-end rollers is delivering benefits for both the greens team and players, by improving presentation and playability. "I had met Salsco's owner on their stand at the GIS, tested the roller and liked it instantly, but my biggest issue was that the team would be unable to try it first as it was important that they enjoyed using the machine," Lee explains.

"The performance of the HP11-III gave me the confidence to buy, and it was well-founded, as the team really like working with the rollers. We also use them after topdressing instead of brushing-in, and the powered brushes ensure there is no debris buildup on the rollers, so leaving a clean finish. Dual drive oscillating rollers and articulated steering provide consistent roll-to-ground contact, which helps improve surface smoothness and trueness, all factors key to providing the level of quality our members expect."

"Speed, productivity, robustness, build quality and ease of use, with strong dealer support, are all wins for us," Lee adds. "The HP11-III can cover a serious amount of green quickly, without compromising quality of finish," confirms Peter Stanley, Sales Rep for sole Salsco UK distributor CLS Selfdrive. Lee was aware of the roller from his US greenkeeping visits and could see the design and build quality could further improve the courses. The rollers would have a big impact on both the greens and time taken for rolling them, so was delighted when Salsco appointed CLS as UK dealer.

Since then, sales confirm the benefits the rollers offer hard-pressed greens teams. The club savings in green rolling time is particularly impressive when you consider that travelling between greens is the same, whichever brand of roller teams use. "Rolling is a skill usually left to a particular team member, but the Salsco opens it up to anyone."



Upcoming Trade Shows

NATIONAL PAVEMENT EXPO

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

Music City Center
201 5th Avenue South
Nashville, TN

NEW ENGLAND REGIONAL TURFGRASS

March 6-7, 2019
www.nerf.org

Rhode Island Convention
Center
Providence, RI

NORTHEASTERN FOREST PRODUCTS

May 17-18, 2019
Northernlogger.com

Cross Insurance Center
515 Main Street
Bangor, ME

OCEAN STATE CONSTRUCTION & EQUIPMENT SHOW

May 29, 2019
www.RIPWA.org

Crowne Plaza Warwick
801 Greenwich Avenue
Warwick, RI

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



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