

Advisor

Salsco, INC.
LEADER BY DESIGN



Over 40 Years of Quality & Service

August 2019 Issue

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

Sal's Corner

We are in the middle of a great Summer season. All products are working well, and customers are happy. Salsco is getting ready for the Fall Trade Shows. We have a very busy show schedule planned, and this is a good time to ask for your input.

All salespeople, please send in your stories and experiences so the rest of us may learn from your success. Also, send any product ideas and comments on the products we have.

Salsco Testimonials

Salsco has built its reputation on quality products and service for over 40 years. The entire team at Salsco takes pride in producing equipment that lasts, while allowing our customers to meet their goals more efficiently. Durable construction Made in the U.S.A, quality components, and standard features that should be standard are the hallmark of Salsco's equipment.

The best endorsement Salsco can receive are the generous testimonials we have collected throughout the years ... and we genuinely appreciate each and every one! These tributes substantiate the reputation we take pride in. Here is an excerpt from a recent testimonial about our 627XT, PTO Chipper:

"As highlighted in my previous email nearly four years ago, I continue to be quite pleased with the 627XT performance. This is a well-built, durable machine that will continue to provide years of reliable service. Salsco's continued success is a commentary on the dedication and commitment of a highly qualified engineering and manufacturing team. Quality does matter, and with Salsco, the customer gets what they pay for. If at any time, a prospective customer is on the fence on which chipper to purchase, I would be more than happy to directly share with them my experience. I am happy to talk about my chipper to anyone who will listen."

John Roth, Meredith, NH



Click photo for video of 627XT.

SEE FOR YOURSELF

Mr. Roth's comment has been added to our [Testimonial Webpage](#) where you can view many more, each linked to the machine it refers to. You can also view [Testimonial and Product Videos](#) which will help you decide which machine is right for you!

Salsco Product Training

THE BEST SELLING TOOL IS KNOWLEDGE

We continue to produce **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. We highlight different products each month, outlining their Features and Benefits, Selling/Demo Tips, FAQs, etc.

In June and July we covered our **PTO Gravity Feed Chippers** and **PTO Hydraulic Driven Chippers**. Learn more by visiting **Salsco Product Training**. Please share this information with potential buyers.

Revels Rejoins as a Dealer

Effective immediately, Revels Turf & Tractor has taken over Salsco's golf business from Ag-Pro Ohio (formerly Shearer Equipment) in eastern Ohio, western Pennsylvania, and northeastern West Virginia.

Salsco Rolling Abroad

Our HP11-III Greens Roller made its way to the Royal St. George's Golf Club in Kent, England, in preparation for The South East of England Links Championship which will take place August 29-31, 2019.

Dalton Cooper represents many leading manufacturers of specialized equipment worldwide, including Salsco. Our equipment is being represented by Dalton at dealerships in 30 countries, which explains why our HP11-III emerged across the globe!

Salsco is always looking for new dealers. If you are interested in becoming a Salsco dealer, please email sal@salsco.com.



Upcoming Trade Shows

AG PROGRESS DAYS

August 13-15, 2019

www.agsci.psu.edu/apd/about

Russell E. Larson Ag. Research Center
2710 West Pine
Grove Road
PA Furnace, PA



NYS WOODSMEN'S FIELD DAYS

August 16-18, 2019

www.woodsmensfielddays.com

Boonville Oneida
County Fairgrounds
Boonville, NY



PWX EXPO

September 8-10, 2019

www.apwa.net/PWX

Washington State Convention Ctr.
705 Pike Street
Seattle, WA



KENTUCKY WOOD EXPO

September 20-21, 2019

www.kfia.org/KentuckyWoodExpo.aspx

Masterson Station Park
3051 Leestown Road
Lexington, KY



PAUL BUNYAN SHOW

October 4-6, 2019

www.ohioforest.org/page/pbs-showfacts

Guernsey County Fairgrounds
335 Old National Road
Old Washington, OH



SUNBELT AG EXPO

October 15-17, 2019

www.sunbeltexpo.com

Spence Field
290-G Harper Blvd.
Moultrie, GA



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



