

Advisor



SALSCO ADVISOR

Over 35 Years of Quality and Service

December 2017

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➤ Upcoming Trade Shows

December 5-6, 2017
Borgota Hotel Casino
Resort
1 Borgota Way
Atlantic City, NJ
Booth #707



<http://www.njturfgrass.org>

For more complete show information
check out our website: www.salsco.com

➤ Salsco's Newest Dealer

Salsco is pleased to announce that Reynolds Warren Equipment Co. is selling, supporting & servicing Salsco Chippers and Construction Equipment in the state of Georgia. Welcome!



[Announcement from Reynolds Warren](#)

All the people at Salsco that build your equipment, take your orders and fill them work hard all year and we're happy to be able to give them the holiday week between December 25 and January 2 off to spend time with their families at this very special time of the year.

PLEASE NOTE THE DATES OF THE SHUTDOWN AND PLAN ACCORDINGLY

➤ Sal's Corner

The end of 2017 is just around the corner and what a year it has been! We have added people to our staff; I think all departments have improved during 2017 with more improvements planned for 2018. We are adding a new engineering department with over 50% more space. We are moving purchasing to a larger office which will allow accounting to take over the space vacated by purchasing. All in all more space means better work environment for all.

On the sales end of things we are taking advantage of November/December to build inventory in preparation of the spring rush. Christmas is right around the corner. Take this time to be with your family and enjoy.

FROM OUR FAMILY TO YOURS ... MERRY CHRISTMAS AND HAPPY NEW YEAR!



➤ Salsco News

Wood chippers

Salsco offers a full line of wood chippers that we encourage our dealers to become familiar with. Wood chippers are not just for tree and landscape service companies. This line of products is useful for golf courses, municipalities, parks, utility companies, disaster relief, camping facilities and grounds keepers of many different industries.

Our wood chipper product line consists of 3 ½" to 18" capacity, engine driven or PTO. We have a chipper for every imaginable use. Check out our website and YouTube for videos and product information for the complete line. This segment is the first in a series dedicated to helping you get familiar with selling, running, servicing and safety education. We hope this helps you feel more comfortable with selling this line of products.



[Click Here For Our Full Line of Chippers](#)

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➤ *Salesmen's Notes:*

This section will focus on wood chippers and questions to ask the potential customer:

- ✓ What size wood do you want to chip?
- ✓ How will you be feeding the machine?
- ✓ Will you be dragging the wood by hand or using a machine?
- ✓ Do you want one with its own engine or PTO?
 - ✓ If it is engine is it gas or diesel?
 - ✓ If it is diesel, should it be Tier-4 or Tier-3?
- ✓ If it is PTO, what size tractor do you have?

With these answers you should be able to choose the right machine for the customer.

Get a Salsco Sales Rep on a conference call with you and your customer. We can help you get the right machine for the customer and you will learn about chipping.

➤ *Dealer Rewards Program*

This is the first attempt at a Sales Rewards Program. I want to thank the salespeople at Salsco for all their input. Between our Salespeople and the Accounting Department I think we have a very good program.

It is simple to understand, easy for the salespeople in the field to take part in and easy for Accounting to maintain ... looks like a fine way to say Thank You to everyone while increasing sales which helps everyone in both companies.



Winterizing Your Greens Rollers

For many golf courses this is the time of year to put away greens rollers for the winter months.

Here are some recommendations to follow:

FOR GAS ROLLERS

- Oil & air cleaner change
- Thorough inspection of all chains, sprockets, linkages & set screws
- Use gas stabilizer
- Shut the fuel off & run the carburetor out of fuel.
- Check all hoses for chafing.

FOR ELECTRIC ROLLERS

- Follow the same mechanical inspection as for Gas Rollers
- Battery powered vehicles require more attention:
 - All electrical connections should be inspected & free of corrosion
 - The use of a quality battery terminal protector is highly recommended.

- All batteries should be kept in good charge.
- A maintenance charger will cycle on & off, keeping the batteries charged. Good idea to use one in regions where the low temperatures can be extreme