

Advisor

Salsco, INC.
LEADER BY DESIGN



Over 40 Years of Quality & Service

May 2019 Issue

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

Sal's Corner

In the last few weeks, Mike Smith and I had the pleasure of being part of the training of Salsco products, both at the Jerry Pate Company and Smith Turf & Irrigation. These are two very impressive groups of salespeople. I cannot imagine two more positive, better trained, or more focused groups. Thank you for allowing us to attend your meetings and observe first-hand what success in the making looks like!



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



Thank you for partnering with Salsco and promoting our products!

Sales Reward Program in its Second Year

2019 is our second year offering the **Sales Rewards Program**. This program is an opportunity to earn extra rewards for your efforts. It provides our valued Salespeople and Sales Managers the chance to earn rewards, while recognizing their contributions and hard work. Enrolled salespeople register their sales of Salsco products, which are tracked for the year and reported quarterly. They will be able to redeem reward points for merchandise on **Amazon.com**. Last year's highest scoring salesperson had over \$2,600 to spend; and almost two dozen participants earned rewards in excess of \$500!

If you haven't taken advantage of this opportunity, it's not too late. Please contact Nancy@Salsco.com for enrollment information and the guidelines on how to get started.

Good luck to all participants!

THE BEST SELLING TOOL IS KNOWING HOW

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. Each month we highlight one of our products, outlining its features and benefits, selling points, frequently asked Q+As, etc. We have received positive feedback on these publications.

Learn more by visiting **Salsco Product Training**. Please share this information with potential buyers.

Return on Investment is clear with our products!

OSHA offers these important tips to avoid any hazards while Chipper Machines are in operation:

- Never reach into a chipper while it is operating.
- Do not wear loose-fitting clothing around a chipper.
- Always follow the manufacturer's safety instructions and guidelines.
- Use earplugs, safety glasses, hard hats and gloves.
- Workers should be trained on the safe operation of chipper machines. Always supervise new workers to ensure they work safely and never endanger themselves or others.
- Protect yourself from contacting operating chipper components by guarding the infeed and discharge ports, and by preventing the opening of access covers until the drum or disc completely stops.
- Maintain a safe distance between chipper operations.
- When servicing and/or maintaining chipping equipment, use a lockout system to ensure that the equipment is de-energized.

Sales Team Update

BEST WISHES TO DICK OWEN!

As many of you know, **Dick Owen** has retired after 14+ years with the Salsco Sales Team. Dick has made many contributions in the sales and marketing of Salsco products throughout the country. We will truly miss working with such a great guy!

Dick – We wish you a **Happy and Healthy Retirement** and a life filled with fun and new beginnings. Congratulations on the next chapter of your life!

WELCOME ABOARD ERIC!

Salsco is happy to announce our new Regional Manager, **Eric Hungate**. Eric joins the Salsco sales team from Reynolds Farm Equipment in Atlanta, IN, where he was Manager of Reynolds Golf and Turf. Eric has been associated with the golf and turf equipment industry since 1992.

Eric's territory will encompass ten states located in the upper central regions of the US.

Congratulations Eric on your upcoming career with Salsco! Eric Hungate's contact info: e.hungate@salsco.com.



Upcoming Trade Shows

NORTHEASTERN FOREST PRODUCTS

May 17-18, 2019

www.Northernlogger.com

Cross Insurance Ctr.
515 Main Street
Bangor, ME



OCEAN STATE CONSTRUCTION & EQUIPMENT SHOW

May 29, 2019

www.RIPWA.org

Crowne Plaza Warwick
801 Greenwich Avenue
Warwick, RI



PA TIMBER SHOW

June 7-8, 2019

www.agsci.psu.edu/timber

Russell E. Larson Agri-cultural Research Center
West 8th (outside)
PA Furnace, PA



CONNECTICUT TREE PROTECTIVE ASSN.

July 18, 2019

www.ctpa.org

The Farmington Club
162 Town Farm Road
Farmington, CT



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

