

MANUFACTURER OF OUTDOOR POWER EQUIPMENT

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

SALSCO PRODUCT TRAINING is for dealer salespeople to become familiar with our product line and to understand the value of our products. Please share this detailed information with potential buyers.

Featured Product: Model HP11 Gas Greens Roller

Our premier **HP11 GGR** is maneuverable, dependable, and built to meet the highest standards in grooming any golf course surface.

NEW AND IMPROVED! Salsco took the #1 Greens Roller in the world and made it better! We gave our HP11 a high-performance hydraulic pump which increased its speed! We doubled the steering ratio and used larger bearings on the roll housings. Combine these new features with an already proven machine, and you have the finest roller on the market today!



FEATURES AND BENEFITS

- 13 HP Honda Electric Start Engine
- Dual Hydraulic Drive Rollers
- 4.2 PSI
- Same Size Rollers 10³/₄" x 36"
- You can Add Water Inside Rolls, which adds 1.5 of PSI
- Increased MPH!
- Articulating Steering
- Automotive Type, Tilt Steering Wheel
- Do More than Roll with our Accessories
- Lowest Total Cost of Ownership!

HOW TO SELL

- Always promote the Features and Benefits.
- Show Return on Investment and emphasize the longevity of Salsco rollers.
- Total Cost of Ownership vs. Price: Competition
- As with all Salsco rollers, all rolls are in full contact with the ground 100% of the time which is one of the reasons you will always improve the stimp results and get a better roll from Salsco. This is accomplished by articulating and oscillating the rolls, while at the same time we drive all rolls to prevent any roll slippages.
- Combined with the performance of 13HP Honda, E-Z steering (no hydraulic on this machine), great visibility, and the dependability of Salsco products, you have a winner on your hands. WOW! I want to buy one myself!
- The ability to climb inclines is second to none.

- We weld 100% of the rolls and shaft to make a water-tight weldment. We then machine the OD of the roll to the OD of the shaft to within .002 concentricity. We then s-wedge both ends of the roller to a 2" taper. This is without question the most perfect roll on the market today on any roller sold for grooming greens.
- Salsco has the best resale value of any roller on the market, reducing total cost of ownership.
- Find someone in your territory using Salsco rollers and ask him to give a testimonial from a local perspective.

FREQUENTLY ASKED QUESTIONS AND ANSWERS

1. What's the PSI? *4.2 PSI*
2. How does it handle hills? *There's no problem with inclines.*
3. What is your warranty? *5-year warranty on the Gas Greens Roller. Honda engines carries a 2-year OEM warranty. Pumps, motors, hoses carry a 1-year warranty.*
4. What do I need to pull it? *Any standard utility vehicle.*
5. What other uses can the HP11 be used for? *Tees, approaches, new sod, top dressing, spike/air.*

DEMO TIPS

1. Take a Stimpmeter with you and compare before and after you roll.
2. Take a putter and a few golf balls. Ball speed is very important, but the smoothness of the ball roll is equally important. Point out how smooth the ball rolls after using a Salsco roller.
3. Try and set up a head-to-head competition with your competitor.
4. Position the trailer on a level surface so the operator has an easy time getting the roller on and off.
5. Make sure your demo unit is set up with a spiker kit, roller brush attachment, light kit, and upgraded seat.

SALSCO vs. COMPETITION

1. 13 HP Honda Electric Start Engine: Most competitive models have 6.5HP pull start. = Value
2. Dual Hydraulic Drive Rollers: Most competitive models have single drive rollers that can spin out and leave burn marks. Also, single drive rollers have very poor traction off the putting surface, making it difficult for the operator to get on and off the green. Dual Drive = Value
3. 4.2 PSI: Competitive models average 3.7 PSI, so Salsco rollers have less than ½ PSI difference.
4. Same Size Rollers 10¾" x 36": Using the same type and size rolls equals a consistent putting surface. = Value

5. You can Add Water inside the Rollers: This is a huge benefit! You can add PSI without having to purchase a different roller. Also, most Superintendents like adding weight after aerification. This adds approximately 1.5 lb. of PSI = **Value**
6. Articulating Steering: Think of this as dual steering. Easier to get back on line. Turns sharp enough to do clean up laps. = **Value**
7. Automotive Type, Tilt Steering Wheel: Much easier for an operator to use than a Joy Stick. Anyone can drive it! = **Value**
8. Do More than Roll with our Accessories: Salsco Rollers offer top-of-the-line accessories from top dressing brush to spiking greens with NO tufting! = **Value**
9. Lowest Total Cost of Ownership: Salsco rollers are the longest lasting rollers on the market today, meaning your total cost of ownership is less vs. competitive units.

VIDEO LINK – Show the product in action, and it will sell itself!

<http://www.salsco.com/products/videos/salsco-model-hp-11-greens-roller-video.html>

PHOTOS



Articulating Steering / Automotive Type, Tilt Steering Wheel



Both rolls are driven for positive traction, and both rolls oscillate. Rolls are in full contact with the ground 100% of the time.



The ability to climb inclines is second to none!



Transport Trailer is standard and has many other uses around the golf course. Salsco trailers have roller assist rails to help guide the operator on and off the trailer.

SPECIFICATIONS & FEATURES - HP11

ENGINE	13 HP Electric Start Honda
CONTROLS	On/Off Switch, choke & fuel
HOUR METER	Standard
BATTERY	12 Volt
FUEL TANK	Standard Honda
ENGINE COOLING FAN	Standard
SEAT	Molded cushion with protective edge trim, neutral safety switch & forward/reverse slide adjustment.
VIBRATION	Reduced through rubber mounts on engine and seat.
STEERING WHEEL	13¼" diameter, automotive type tilt steering wheel. 13-1 ratio.
STEERING SYSTEM	Both rolls articulate and oscillate to smooth the surface without changing the undulations designed into the green.
BRAKES	Hydrostatic
TRACTION DRIVE	Traction Drive is accomplished by having both rolls drive and float independently which allows for 100% Roll-to-Ground contact.
CLIMBING TRACTION	This machine has incredible traction.
SPEED	Variable, up to 11 miles per hour.
WEIGHT / DIMENSIONS	604 lbs. / 40" L x 42" W x 53" H
DRIVE ROLLS	Two (2) Oscillating steel rolls, both driven for positive traction. 1¼" roll mounting bearing. Diameter 10¾", 36" long with beveled ends.
PSI	4.2 PSI without water; 5.6 PSI with water
SWATH	36"
MAIN FRAME	2 – 2½" x ½" Steel Square Tube. Fully gusseted and continuous welds.
GUARDS/DECALS	All Moving Parts Guarded. Full Set of Safety Decals.
PAINT	Orange, Polyester Powder Coat Paint provides excellent outdoor weatherability and offers protection against ultra violet discoloration. All parts painted separately.
TRANSPORT TRAILER	Dual lock latch tailgate ramp with a full ¼" thick traction mat on both the trailer box and tailgate, with loading guide rails.
AXLE	Spindle type, with hub assemblies.
TIRE/WHEEL ASSEMBLIES	Two (2) 18.5 x 8.5-8, 6-Ply
HITCH	Farm type pin coupler, height adjustable.
JACK	Bolt on, swivel jack stand with castor wheel. Mounted to trailer frame.
OPTIONS	Rotary Brush System; Inner Spike-Air Kit; Tournament Roll Kit; LED Light Kit; Brush Kit; Arm Rest Seat Upgrade; 6-Gallon CARB-Approved Fuel Tank
WARRANTY	5-Year Limited Warranty (see warranty policy)

Specifications & Options Subject to Change Without Notice