

MANUFACTURER OF OUTDOOR POWER EQUIPMENT

Products for Golf Course Maintenance, Turf & Lawncare, Rental, Construction, Tree Care, Wood Processing, Nursery & 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.

Model HP11-III Gas Roller

We fabricated a grander version of our premier HP11 Gas Roller and produced the **HP11-III Gas Roller**. The advantage is having three driven rolls that oscillate and articulate which guarantee 100% roll-to-ground contact and a 73" rolling swath with this advanced version.

The HP11-III is maneuverable, dependable, and built to meet the highest standards in smoothing any golf course surface. This literature will help you determine if the HP11-III is right for you!



FEATURES AND BENEFITS

- 13 HP Honda electric start engine
- 12-volt battery
- 6-gallon, CARB-approved fuel tank (standard)
- Engine cooling fan
- Three steel rolls that oscillate and articulate when driven
- 73" rolling width = productivity
- You can add water inside rolls to increase PSI
- 100% roll-to-ground contact
- Traction without slipping
- Incredible climbing traction, up to 40°
- Increased speed
- Hydraulic steering
- Automotive type steering wheel
- Do more than roll with our accessories
- Transport trailer is standard

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
- Rolls are in full contact with the ground 100% of the time, which is why you will always improve the stimp results with Salsco rollers. This is accomplished by articulating and oscillating the rolls, while at the same time preventing any roll slippages.
- Emphasize Performance: Combining the 13HP Honda engine, hydraulic steering, great visibility, ability to climb, and dependability of Salsco products, you get a better roll from Salsco.
- 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 roll to a 2" taper. This the most perfect roll on the market today for grooming greens.
- Ask someone in your territory using Salsco rollers to give a testimonial from a local perspective.

FREQUENTLY ASKED QUESTIONS AND ANSWERS

1. **Why create a 73" roller?** Salsco believes with shrinking budgets and shortages of labor, golf course superintendents will have to do more with less. While most clubs continue to purchase multiple rollers, the HP11-III offers the ability to purchase ONE roller and still be very productive.
2. **Any damage to the green?** No, the roll housings articulate at different degrees of travel, which allows turning without bruising.
3. **How does it follow the undulations?** All three rolls articulate and oscillate to smooth the surface without changing the undulations designed into the green.
4. **How is the traction?** There's 100% roll-to-ground contact, which assures traction without slipping.
5. **What is the PSI?** With 168 sq. in. of contact surface and a weight of 1180, the PSI is low at 7.
6. **What is your Warranty?** 5-year limited warranty. See warranty policy for details. Honda engines carry a 2-year OEM warranty. Pumps, motors, hoses carry a 1-year warranty.
7. **What other uses does the HP11-III have?** Tees, approaches, new sod, and top dressing when using our brushes.

DEMO TIPS

1. Take a Stimpmeter with you and compare before and after you roll.
2. Take a stop watch and time how long it takes to roll a green with our Salsco HP11-III. The customer will immediately see the value of saving time.
3. Take a putter and a few golf balls. Ball speed is very important, but the smoothness of the ball roll is as equal. Point out how smooth the ball rolls after using a Salsco roller.
4. Try and set up a head-to-head competition with your competitor.
5. Positioning the trailer on a level surface is easier for the operator to get the roller on and off.
6. Make sure your demo unit is set up with a rotary brush system, top dressing brush kit, light kit, and arm rest seat.

SALSCO vs. COMPETITION

1. **13 HP Honda electric start engine:** Most competitive models have engines other than Honda. Honda = Value
2. **Three oscillating steel rolls, driven for positive traction:** Most competitive models have single drive rollers that can spin out and leave burn marks. This roller has three, with beveled ends. Rolls machined to within 2 thousandths concentricity equals a perfect, consistent putting surface. = Value
3. **73" rolling swath:** The 11 MPH ground speed and 73" rolling width makes it hard to beat amongst the competition. = Value
4. **You can add water inside the rolls:** This is a huge benefit! You can add PSI without having to purchase a different roller. Most superintendents like adding weight after aerification. = Value
5. **Articulated steering:** Think of this as dual steering. Easier to get back on line. Turns sharp enough to do cleanup laps. = Value
6. **Automotive type steering wheel:** Much easier for an operator to use than a joy stick. Anyone can drive it! = Value

- 7. **Do more than roll with our accessories:** Salsco rollers offer top-of-the-line accessories. Roll early with our LED light kit; Brush the sand into the green after top dressing with our Brush Kit; Achieve an increased ball speed by double rolling in one pass with the Tournament Roll Kit.
- 8. **Lowest total cost of ownership:** Salsco has the longest-lasting rollers on the market today, meaning your total cost of ownership is less than competitive units.

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

www.salsco.com/videos/salsco-hp11-111-greens-roller-on-the-green.html

PHOTOS



Articulated Steering / Automotive Type, Tilt Steering Wheel



Three (3) oscillating and articulating steel rolls, driven for positive traction. All rolls are in full contact with the around 100% of the time.



The ability to climb inclines is second to none!



The Transport Trailer is standard and has many other uses around the golf course. Dual lock latch tailgate ramp with a full 1/4" thick traction mat on both the trailer box and tailgate, with loading guide rails.



We gave it a high-performance hydraulic pump which increased its speed!



Brush Kit (*optional*): From light dusting to heavy top dressing, these brushes work perfectly getting the sand into the canopy.

SPECIFICATIONS & FEATURES: HP11-III

ENGINE	13 HP electric start Honda
CONTROLS	On/off switch, choke & fuel
HOUR METER	Standard
BATTERY	12-volt
FUEL TANK	6-gallon, carbon-approved fuel tank
ENGINE COOLING FAN	Standard
SEAT	Molded cushion with protective edge trim, neutral safety switch and forward/reverse slide adjustment.
STEERING WHEEL	13¾" diameter, automotive type, tilt steering wheel. Hydraulic.
STEERING SYSTEM	All three (3) roll housings articulate at different degrees of travel, which allows turning without bruising.
BRAKES	Hydrostatic drive.
TRACTION DRIVE	Traction drive is accomplished by having all three rolls drive and float independently which allows for 100% roll-to-ground contact.
HYDRAULIC SYSTEM	One (1) heavy duty variable speed piston pump delivers oil to three (3) hydraulic motors that drive the rolls.
CLIMBING TRACTION	Up to 40-degrees. This machine has incredible traction.
SPEED	Variable, 0 – 11 approximate miles per hour.
ROLLS	Three (3) oscillating steel rolls, driven for positive traction: One (1) 10¾" diameter x 36" long; Two (2) 10¾" diameter x 24" long, with beveled ends. All rolls machined to within 2 thousandths concentricity guarantees a perfect roll.
PSI	With 168 sq. in. of contact surface, the PSI is very low on this machine. With a weight of 1180 lbs. and 168 sq. in. of contact surface, this machine comes in at 7 PSI.
MAIN FRAME	2" x 2½" x ⅛" 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	LED Light Kit; Brush Kit; Rotary Brush System; Arm Rest Seat
WARRANTY	5-Year Limited Warranty

Specifications & Options Subject to Change Without Notice