

## Increase Your Trimmer Productivity...



...with the **SPEED-FEED® 450** and the **NEW SPEED-FEED® 375**

- Re-load in 30 Seconds
- Patented Bump-feed
- Tough & Durable
- Adapter Kits Available

Align arrow on knob with eyelet.



Step 1

Feed trimmer line through eyelet.



Step 2

Re-load by turning knob on head.



Step 3

# shindaiwa

See the online demo at [www.shindaiwa.com](http://www.shindaiwa.com)

# Get a Grip

TECHNOLOGY SMART SHOPPING

Buying equipment from big box stores, newspaper want ads or eBay is **NOT** a good idea



## Find a good dealer

BY ALLEN SPENCE

**W**e have all seen the great deals on outdoor power equipment at discount hardware centers, Web sites on the Internet, people running ads in the local paper and selling out of a storage warehouse and eBay. These purchases are usually no deal for a commercial operator.

Equipment built for homeowner use doesn't last as long as those created for professionals. Commercial handheld equipment manufactures say pros expect at least 1,000 hours of reliable use from tools. Try that with a \$69 discount special.

Landscapers depend on durable equipment, competent salespeople and qualified technicians to be successful. Commercial equipment dealers need the same. Consider these points when choosing a dealer:

► **Is it a known brand?** Some well known manufactures are regional in their specific offerings. So, just because you haven't heard of it doesn't mean it isn't good stuff. Do a little research when you have doubts about a brand name.

► **Can I get parts for it?** Make sure you aren't getting something that is out of date or will be hard to purchase repair parts for in a short period of time.

► **What is the shop's turn around time?**

Before you buy, ask the technicians. While you are asking, ask for repair references.

► **Do the technicians attend update schools on a regular basis?** Most dealers send their technicians; some don't. As new EPA friendly equipment comes to the market place, there will be a need for training. Make sure your dealer is up to snuff.

► **How clean is the place?** This means a lot to me. The cleaner he keeps his workspace, the better he will care for my equipment.

► **Does the dealer have a significant inventory of repair parts?** The more parts on hand, the less down time on equipment.

► **How accessible are the shop personnel?** When I need telephone assistance? Sometimes a phone call is all that is needed.

► **Will the dealer start the equipment and go over the procedure with you?** You know it will run when you leave, plus you have had a chance to ask any questions you may have. You might get a free tank of fuel also. A dollar is a dollar, right?

The dealer/consumer relationship is important. Treat it that way.

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