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WINTER 2018

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April 2018, Elliott Equipment Company will be starting it's 49th year in business. But, we are looking at 2018 as a *new beginning!* We have some exciting things happening at Elliott Equipment Company that we would like to share with you! First, we are starting a newsletter called the ***Elliott Equipment Company Insider*** and here is our first edition! We hope you enjoy it!

We are excited to announce we will have a brand new Mercedes sprinter parts van hitting the road in early spring. It will be equipped with sewer parts, nozzles and accessories along with sweeper and refuse parts. If you are wanting something delivered to you, we may be able to work that out too. Let us know how we can help your business!

In 2018 we are forming two new manufacturer relationships, DaDee Manufacturing and Shu-Pak Equipment Inc.

DaDee Manufacturing, in Phoenix, AZ, manufactures Automated and Frontload refuse trucks. Their SCORPION Automated unit has some very unique features and a loyal following of customers. In a relatively short period of time, they have over 500 units in service. We cover the territories of Iowa,

Nebraska, Missouri, Kansas, Illinois, South Dakota and Minnesota.

Shu-Pak Equipment, Inc., in Ontario, Canada manufactured the original Side Loader for over 50 years! They were the first Drop-Frame side loader on the market. They manufacture many different types of side loaders and Drop-Frame side loaders, as well as automated side loaders, drop-frame automated side

loaders, split-body side loaders and automated and dual arm automated. We cover the territories of Iowa, Nebraska, Missouri, Kansas, Illinois, Minnesota, South Dakota, Colorado and Wyoming.

In each edition of the ***Elliott Equipment Company Insider***, we are going to spotlight a few of our customers and employees.

In this edition, our **Spotlight Customers** are the City of Springfield, MO, City of Lincoln, NE, City of Loveland, CO and Moring Disposal, in Forreston, IL.

The City of Springfield recently took delivery of four GPM Manufacturing Sewer Duck truck mounted sewer cleaners with Subsite (f/k/a RSTechnical) TV cameras. These highly specialized truck jets will help increase productivity and maintain the already low amount of sewer backups throughout the entire City of Springfield. These units are hard at work today.

The City of Lincoln took delivery of four Schwarze M-6 Mechanical Street Sweepers. These four sweepers replaced six of the competitions sweepers, with four Schwarze Sweepers doing two shifts a day. The city does a unique scoring system for purchasing equipment. The operators, mechanics and staff all score the machine from 1-100. The pricing is then reviewed and the machine with the highest ranking is purchased. The Schwarze Sweeper was ranked highest in ALL categories!! The single engine design of the Schwarze M-6 was much quieter, more cost effective to maintain and was a unanimous selection!!

The City of Loveland has a fleet of ten New Way Sidewinder Automated garbage trucks**.** The city received the second order of Sidewinders in 2017. These units run two routes a day, picking up 35 gallon, 64 gallon and 95 gallon containers seamlessly. They were equipped with scales systems and route software to help the city manage routes and weights of each truck very efficiently.

Moring Disposal, Inc., in Forreston, Illinois, has been in business since 1977. Larry Moring, the founder of Moring Disposal, has been a customer of Elliott Equipment Company for over 25 years! Recently they purchased two New Way Sidewinders. These units are mounted on Mack LR Chassis and are 31 Cubic Yards.

We would like to thank each of our Spotlight Customers for your business!

For our **Employee Section**, we are going to highlight the ***Glen and Eilene Elliott Sales and Service Award*** recipients for 2017. These awards have been given out each year since 2011.

The **Salesperson of the Year Award** winner is **Kevin Hilgendorf**, out of our Grandview, MO location. Kevin has been with Elliott Equipment Company for 21 years!! He accomplished one of the top sales years in the history of the company. Kevin's wife Lisa helps run the office in Grandview and their son Dylan, helps out in the shop part-time, while attending high school. This truly gives the Grandview office a down to earth family atmosphere.

The **Service Person of the Year Award** winners were actually a tie between **Berry Edwards** and **John Seigler!!** Berry is a Mechanic out of our Grimes

(Des Moines), IA location and John is our Service Manager out of our Grandview, MO location. Both Berry and John are very hard working, loyal employees who have helped the shops in Grimes and Grandview grow and be more productive.

Please help me in congratulating Kevin, Berry and John for their hard work and dedication in 2017!

Trivia Question

Question: How much did a NEW 17 Yard garbage packer on a C-60 Chevy gas truck cost in 1970?

Answer: Both the packer and the truck were each $4,500 for a total purchase price of only $9,000.00!

Spring Maintenance Reminder

Don’t forget to call us and have your street sweeper inspected before sweeper season arrives! We will make sure it is running and sweeping great before you hit the streets!

Visit any of our five locations!

Follow us on the following social media links!

Visit us on the web for more company news and event updates!

elliottequipco.com

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