

WORKING TOGETHER

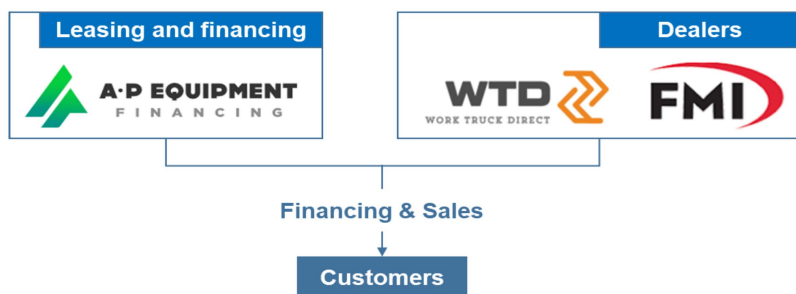
THE MONTHLY NEWSLETTER OF

FMI EQUIPMENT

SALES • SERVICE • RENTALS

*What's
NEW?*

BIG NEWS FROM FMI



FMI Equipment is pleased to announce that we have been acquired and joined a partnership with WTD Equipment and AP Equipment Financing.

From its flagship store in Portland, WTD Equipment has become a significant resource for arborists by providing machines and equipment from four locations between Northern California and Seattle.

AP Equipment Finance, based in Bend, Oregon, provides leasing and financing options, which will enable a more streamlined and integrated option for our customers by offering competitive rates and payment plans.

From a personal perspective, 2021 was a record-setting sales year for FMI Equipment, and this partnership is set to add more value to our collective customer base throughout the entire Pacific and Inland Northwest.



We are proud to announce that FMI Equipment was named ASV 2021 Dealer of the Year for single location dealerships. We could not be more thankful for the recognition of our efforts in 2021. According to ASV, we have created a market share nearly 4x the national average which drives our record sales.

DAVE'S

ESK

In just the last 5 years, our growth has been exponential and we have become an award-winning equipment dealer in the Inland Northwest. We have a clear vision for the future of FMI, and that played heavily into making the final decision to sell the business. In large part, selling the business, and partnering with WTD and AP Finance, is exactly what will enable us to reach the levels we envision and scale FMI Equipment.

As far as my role, I will continue to work in the business, every day, selling machines and developing new business. I'm confident this partnership will provide even greater resources to our customers and enable us to bring our standard of service to more people.

KEEPING YOU ON THE JOB

(TIPS FROM OUR SERVICE DEPARTMENT)

For the most part, the worst of winter is behind us and it's time to start thinking about firing up your machine again for Spring. Here are some tips from Kyle, our service advisor in Spokane:

1. *Read your owner's manual for the best practices on prepping your machine for use again.*
2. *Now is the best time to get your machine in for its recommended service, before our shop gets busy.*
3. *Do a thorough inspection. Rats, mice and other small animals can do damage to idle machines.*
4. *Proper preparation is the smartest way to improve safety and protect your investment.*

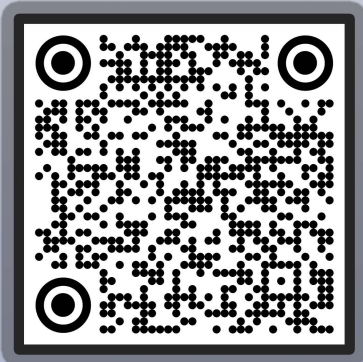
UPDATES FROM THE TRI-CITIES

We are happy to welcome our newest team member to the Tri-Cities location. Bradley is our new parts and power equipment specialist.

Bradley brings a unique background that includes many years in the industry. He feels very much at home talking machine parts, so pay him a visit when you need help.

Also, we recently added several older items to our Manager's Specials. Our new Branch Manager, Bill, has a strong background in sales, so he is just the guy to help you understand the value in purchasing last season's machines.

Check this QR code for the latest deals:



Stop by (1947 Saint Street in Richland) or call (509) 505-5997 today!

FMI EQUIPMENT RENTAL

It's already the beginning of February which means Spring is just a month away! So, let's start talking about your Spring digging plans.

There are inherent benefits renting a machine from an equipment dealership: supply, expertise, maintenance, parts, upkeep, etc. FMI Equipment is built on the value proposition of being *your* one-stop-shop for sales, service, parts...and rentals.

Our rental fleet of excavators ranges from the ultra-compact Takeuchi TB216 with a retractable undercarriage, 1843-lb digging force, 3900-lb operating weight, and 15-hp engine, to the massive Takeuchi TB2150 with an independent boom swing, 14590-lb digging force, 34646-lb operating weight, and 114-hp engine. With a total of 6 different models in our fleet, you can be sure that you'll get just enough machine to get the job done right.

Takeuchi excavators were awarded the *Lowest Cost of Ownership* award in 2021. The value behind this award is based on Takeuchi's four pillar philosophy: performance, durability, operator comfort and serviceability. If durability and performance are considerations when you rent a machine then Takeuchi is the answer.

GIVING BACK

Starting 2022 with a bunch of snow and frigid temperatures did not stop us from *GIVING BACK* to our community.

We proudly donated a GMG pellet grill to the Spokane Americans Youth Hockey Association (aka The Spokane Jr. Chiefs), a local nonprofit organization, for their tournament fundraising raffle. This group does so much for high school age hockey, for both boys and girls! Check them out!!

We also wanted to brag a bit on our new partner company: WTD Equipment. We are proud to be their partner:

"When we heard the prize sponsor for Saluting Branches canceled we decided to step up and make the donation ourselves! Congrats to Vinny for winning a 200' Blue Moon climb line from the drawing at Saluting Branches in Kent, WA!"