



We wanted to take a moment to say *THANK YOU* to this team of men and women for showing up and giving their all, day after day, to serve our clientele of essential workers. The last two years have been tough; to say the least. But, despite all the uncertainty and stress, work had to carry on for a lot of folks. Through this team's hard work and dedication we achieved a record year selling more equipment than ever before.

We've always said we believe in treating our customers right, but it's our team members who put that into practice, every day. Thank you!



Did you know in addition to offering an extensive line of Toro riding and walk-behind mowers and compact track loaders, like the Dingo TX 1000, we also stock a great lineup of <u>Toro Snow Blowers</u>?

Why choose FMI Equipment for your purchase? We are a full service dealership offering competitive pricing, a parts department, delivery and service. We're your *One Stop Shop*!



We take mulching and land management seriously in the Inland Northwest. So, we are proud to introduce you to another great Fecon machine:

the FTX150-2 mulching tractor.

This 155hp machine offers 60gpm hydraulic flow to the mulcher circuit from a 55-gallon hydraulic tank, 21" of ground clearance, a 45-gallon fuel tank, and an oversized cooling system to allow for more work at full power.

We even offer a rental unit so you can put it to work and see for yourself.

KEEPING YOU ON THE JOB

(TIPS FROM OUR SERVICE DEPARTMENT)

Whether you're running your tractor year-round, or putting it in hibernation for the winter, it is important to take the right steps to keep it healthy! Tractor maintenance is often overlooked but it doesn't have to be.

Using your tractor:

Keep it covered to protect the wires and hoses. Run the engine once per month. Warm the engine up before every use. Keep all moving parts lubricated. Always perform daily checks and routine maintenance.

Parking your tractor for the season:

Again, keep it covered to protect the wires and hoses. Clean it prior to storage to prevent rust. Disconnect the battery and store it indoors with a trickle charger. Change your oil before storage. Add fuel stabilizer and let it run through the system. Perform a thorough visual inspection prior to starting it up next season.



The vaue of having a second location of FMI Equipment is increasing the sales and service footprint we can more effectively cover. We can take care of more customers, and get more work done in more places.

But we often get asked whether machines are located in Spokane or Richland when folks are browsing our website.

Fortunately, we make a lot of effort to identify where our inventory is located, but don't let that limit your search!

Scan this QR code with your phone to go directly to the Richland inventory, but while you're there browse all of our inventory. When you find the machine you want, let's talk!

RICHLAND INVENTORY



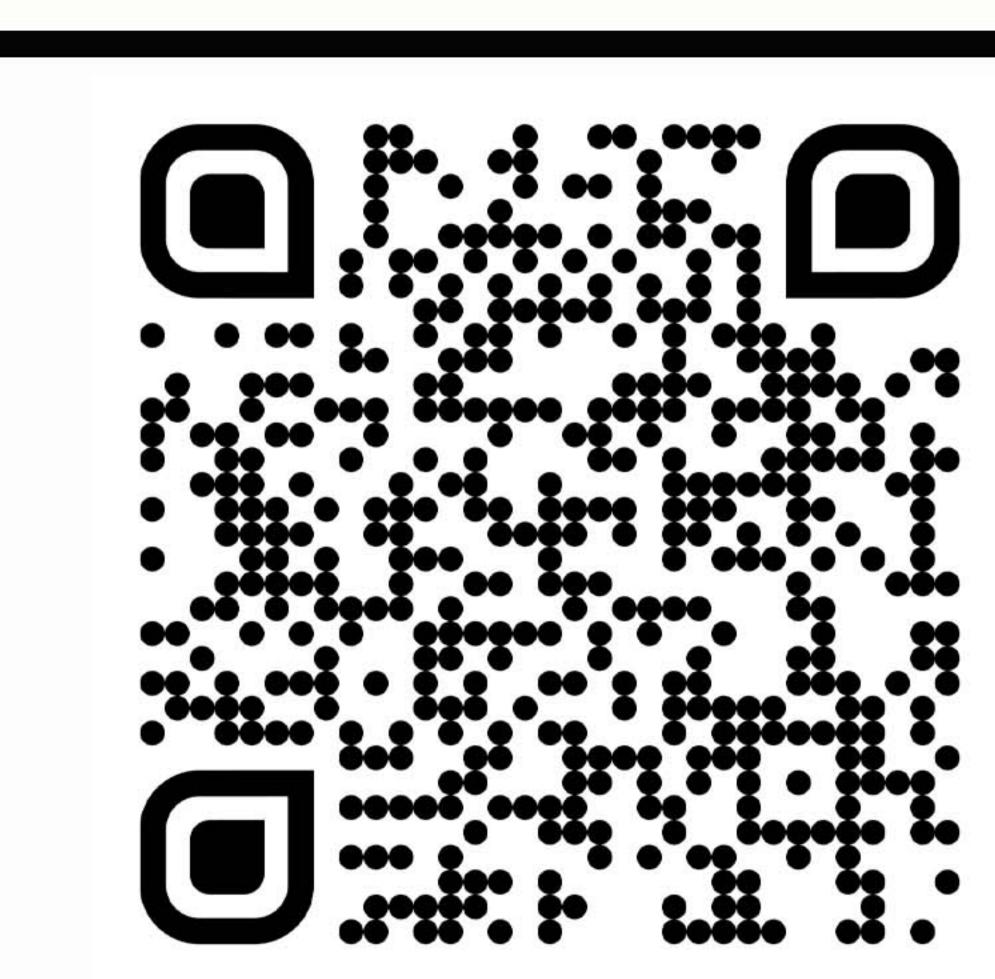
Stop by (1947 Saint Street in Richland) or call (509) 505-5997 today!

EQUIPMENT

RENITAL

This month we want to share two topics: the addition of the Fecon FTX150-2 mulching tractor to our rental fleet, and the idea of using our rental fleet to assess the cost of growth within your business.

First, scan this QR code to view a spec sheet on the FTX150-2 and then give us a call to discuss whether this machine would best handle your job.



FECON FTX150-2 MULCHING TRACTOR

Second, let's discuss the cost of growing your fleet versus the value of renting machines to grow your business. Equipment is expensive if it is only used part-time.

We've built this business for 30 years working with small- to mediumsized business owners in an effort to help make sense of being in business for yourself. Understanding how to leverage rental machines is a smart option for any small business.

GIVING BACK

Last month we proudly donated a Green Mountain Grill to the Independent Brokers of Spokane Annual Charity Auction. This event raises more than \$25,000 annually and this year the following charities were selected as recipients:











