

Issue 10

WATSON DIESEL INC PRE BUY INSPECTION SERVICE

In issue #3 of our newsletter series we talked about Watson Diesel's Recon Program, and how we can take your trusty old truck that is getting a little tired and add a few years back onto its life. Since introducing this program, Watson Diesel has "Reconditioned" many municipal and vocational trucks, ranging from small single axles up to tri axles. Some of these recons were simple body swaps, but most involved frame, suspension and drivetrain uprates.

It has come to our attention that some of these trucks that we have seen were recent purchases made by the customer. These trucks were most often purchased at an auction or used truck dealer. We have been seeing a lot of these units as former Penn Dot trucks that came through one of Penn Dot's annual auctions. These trucks are gaining popularity as they afford extra value in the form of a low purchase price, along with the fact that the tandem axle truck, set up as a plow truck with live hydraulics can be difficult to find. While these trucks look attractive to a township or other municipality, there are several different things that should be looked at before purchasing one of these units. We see a number of these trucks with frame rail problems and other corrosion related issues. Unless you are familiar with these trucks, you could end up looking at some substantial repairs to get the truck ready for your operation.

So, with these issues in mind, you should consider using Watson Diesel's Pre-Buy Service. We offer a **pre-buy inspection service to all municipalities at no cost**. This service we extend not only to the Penn Dot sale but to any potential truck that one of our customers is interested in. Although doing a pre-buy is no guarantee that you will not have any maintenance issues, it can give you peace of mind that the truck you buy is the best choice of a grouping of available trucks to you.

After the purchase of one of these trucks, Watson Diesel can then take that truck and run it through our shop and eliminate many of the "Penn Dot" systems and convert the other systems over to more conventional municipal systems. For example, many of these trucks are equipped for wing plows. We can remove all the wing plow pieces and hydraulics associated with it, "clean up" the plumbing on the truck in general, inspecting and replacing any of the hydraulic hoses etc. that are suspect of a short life. These former Penn Dot trucks utilize a hydraulic system that is not very well supported. We offer a conversion kit that eliminates the troublesome GL spreader system, to give you a system that is simpler in operation and reliability. These trucks are also perfect for upgrading with a new plow and spreader system of your choice.

Used trucks can be great value and should always be considered before making the decision to purchase a new truck. With the help of Watson Diesel, this option is made a little easier by giving you peace of mind on your next truck purchase.

So, call one of our sales people before your next purchase, and take advantage of our free pre-buy inspection program.