



Henke – Top Sales Questions

What's the life cycle of your equipment?

How many miles do you have on what types of roads are you plowing?

How do you guys purchase open bid njpa etcetera?

Where do you see your fleet in 1,5 and 10 years?

What do you want your equipment to do that doesn't already?

What levels of service are you guys expected to attain?

Are you guys responsible for keeping driveways clear?

How do you guys approach anti-icing/pre-treatment?

How many of your trucks have some sort of “power float” or “plow balance” that can provide some hydraulic lift to take weight off the cutting edge?

On a scale from 1-10, how happy are you with the response times you're getting for replacement parts and service?

If we had the ability to solve any one problem, which problem would that be?