

LAWN & GARDEN

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greater digging capacity. With proper use of the drag-bar system, the mid-tine tiller can outperform other front- and rear-tine tillers. Attachments are also available, which are capable of assisting users to successfully install any size garden.

The best way to sell a gardening system to customers is to professionally explain the advantages of proper tilling. Information and handouts are available from most tiller manufacturers. This will ensure that the customer will return to perform all the steps properly. Remember, the main objectives are not only to achieve a higher return on investment, but also to ensure customers will have a successful gardening experience that will keep them coming back season after season. ■

Mike Smollock is rental division manager for Merry Tiller by MacKissic Inc., Parker Ford, Pa.



The tines on some tillers are set back farther than standard front-tine tillers, which position more of the engine weight directly over the tines for greater digging capacity.

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