Company

Everybody likes to be in good Company...

Well what makes a good company - We at DBH Distributors don't know all the answers but we do have a few ideas.

Solid footing - if you are thinking about starting a business or are already running one and you want do it well - think about this. Some companies spend more time convincing the (would be or actual) customer that they are getting the greatest value. The best thing you can do for yourself and your customer is think how you can provide something that is of good value, honest and innovative. For the lawn care pro it could be a zillion things, but remember you can only do a limited amount of things well. For us at DBH - our goal is to have virtually no downtime for our customers and stock parts that most Dealers would have to order in. If we fail to exceed your expectations in this regard, we need to hear from you.

Corporate Structure - if we are a dealer for a corporate structure and/or if our own company is owned by investors, then the only thing that matters is money. Having been the Distributor for Walker Mowers since 1991, we have come to appreciate this difference. You the customer is a person and we as a Dist. or Dlr are people in this whole game of making a livelihood. How dissapointing when you have a matter to resolve with a retailer and he will say "their is nothing I can do".

Fair Pricing - Our price mission is to be fair. Our discounts are all earned based on number of machines, seasonal, model etc. leaving the avid negotiator getting the calculated price the same as the pleasant trustworthy buyer. The same goes for the trade in schedule that we have been developing over the years.

Commitment - The early days of pioneering the Walker were lean years, had we been the type to give up that would have been the time - if you are starting a business remember to treat your customers like you would like to be treated, be innovative and stick with it and you should do well. Our customers have spoken for us. . .

I say Thank You   David B Hiebert