

BOBCAT MACHINES...

"THEY ARE COMPACT YET LIFT A TON."



(L) Tyler McGhee, sales specialist for Bobcat of Barrie, and Spencer Smith, owner of GSM Contracting Inc. pose for a picture at Spencer's new site where they will be building GSM's brand new shop and custom home in Baldwin, Ontario.



Spencer Smith, owner of GSM Contracting Inc., grew up in the construction industry and started working for his father at the age of 12. He furthered his education in construction at Mohawk college while fast tracking his studies in 2 ½ years. At the age of 20 he started his own business, GSM Contracting Inc., named in honour of his grandfather. The company started out doing small basement and bathroom renovations and installing fences.

Now, 10 years later, his company has grown, and he is building elaborate custom homes and cottages. He credits his company's success to always being on time for his jobs, being polite to his customers, completing projects in half the time of competing estimates and offering a reasonable price. "All my business comes from word of mouth. I especially love the jobs someone else turns down because they said it was too hard or

couldn't be done. I love to see the look on their faces as they say, 'you turned it into that?'" stated Spencer.

Spencer grew up around Bobcat® machines but when looking to purchase equipment he initially wasn't 100 percent convinced he'd decide on Bobcat machines because he wasn't fond of the hand and foot controls used 15 years ago. He rented a Bobcat machine and found that he was amazed at the continuous improvements Bobcat has made and was completely sold. So sold in fact, he now has a Bobcat T590 compact track loader, a E32 compact excavator, a T740 compact track loader and is considering purchasing the new R-series Bobcat E60 compact excavator next.

When asked what sold him on the Bobcat machines, Spencer replied "they are reliable, super smooth, easy to use, noise controlled, and I love the ride control and heated seat. They are compact yet lift a ton. I tore down a house with my machines and people couldn't believe it". "My machines are like another limb to me now. I miss them when I am away from them," chuckled Spencer. Spencer stated that the Bobcat T740 compact track loader will be used mainly at their yard unloading trucks/trailers, plowing their driveway and around his home. The other two machines are used all the time on their construction sites.



"As for Tyler McGhee, sales specialist for Bobcat of Barrie, I have never seen a salesman do what he does for a customer. If a machine breaks down, he brings me another machine right away. Rental companies take forever, not Tyler. He even showed up one time at 9:30 am and stayed until 2 pm trying to help fix a machine. Who does that? He is not just sales; he always takes care of me. He tells me what I need or don't need always looking out for my best interest. He was also the one that showed me how Bobcat's Easy Lease put more money back in my pocket. I wouldn't hesitate to recommend Tyler McGhee, Bobcat of Barrie and Bobcat machines for your next purchase."

Thanks Spencer.

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