

The history of a dream come true

Some people just have a dream. Other people make their dream come true. Kevin Caudill and Tim Beasley are two fellows who made their dream a reality. That reality is called the K. & T. Saw Shop. They specialize in all types of outdoor power equipment such as riding mowers and string trimmers.

Kevin and Tim worked together at an existing lawn mower shop as mechanics. After a few years of working together, they figured they could run their own business if given the chance. As fate would have it, a building became available that had been a lawn mower shop for many years.

It was a scary thing to quit their jobs and go out on their own. With only \$2500 between them, they started their new business. After turning on the water and the electricity, and making the first payment on the building, very little money was left for inventory. Fortunately, they had enough tools between them to get started. That was in 1990. Over the past five years, they have also grown from two employees to ten. They now have salesmen, parts men, mechanics, and a secretary.

Slowly but surely they built their inventory of parts and equipment. Now they either keep in stock or can order parts for nearly all types and brands of outdoor power equipment. To keep their mechanics busy dur-

ing the winter months, they began repairing and stocking parts and wicks for kerosene heaters. This was very successful and brings in new customers that otherwise might never enter the K. & T. Saw Shop.

The K. & T. Saw Shop was also recently recognized as being the #1 "White" dealership in the nation in sales and service. Since there are over 1300 "White" dealerships nationwide, that is quite an accomplishment. Kevin and Tim say, "Thank you Somerset!"

The secret of their success may be that they saw a real consumer need and filled it. They knew that when customers are looking to buy outdoor power equipment, they want to make sure that the store they buy from can provide parts and service after the sale. Customers want the store to have trained personnel on hand at all times. A lot of the large retailers do not provide this service like the K. & T. Saw Shop does.

Kevin Caudill and Tim Beasley took a chance because they believed in themselves. The rest, as they say, is history.