

THE RIG REPORT



YOUR IDEAS ARE WHERE WE START

VOLUME 3 | NO. 10

SUMMER 2017

HOW ONE CUSTOM SPRAY UNIT GREW INTO A BUSINESS 100 RIGS STRONG



ANDY KADRICH, CEO
TURF MASTERS, INC. - ROSWELL, GA

ANDY KADRICH'S BUSINESS STARTED OUT IN HIS BASEMENT WITH JUST A FEW CUSTOMERS AND THE ADMIRABLE GOAL OF TREATING EVERY LAWN PERFECTLY.

So when he came to us for a spray unit, the first thing we asked him was, "How do you want it built?"

For a strong start to his one-man operation, Andy knew what he needed from his very first Turf Masters rig: high capacity, incredible efficiency, and easy maintenance.

We collaborated with him on a custom design, and it's safe to say it worked.

Fifteen years later, Turf Masters is 100 Graham spray rigs strong and serves 30,000 customers in four states from nine branch locations.

Andy knew what he needed from his very first Turf Masters rig: high capacity, incredible efficiency, and easy maintenance. We collaborated with him on a custom design, and it's safe to say it worked.

What's more, his original spray unit is still out working in the field.

Andy's vision has always been to build a lawn care business with the resources of a national company that provides the kind of service and care that customers can only get from a local, family-owned business.

TELL US WHAT YOU WANT FROM YOUR RIG AND WE'LL MAKE IT HAPPEN.



CHECK OUT NEW ADDITIONS TO OUR VIDEO LIBRARY

Our lineup of new videos takes "easy" to the next level, covering topics like daily and seasonal maintenance and calibrating Bean and Hypro spray systems. Just click on Videos from the Show & Tell menu at GrahamSE.com and learn how to make your Graham equipment last for the long haul.

FIND US ONLINE:

- @Graham_SE_
- Graham Spray Equipment
- Graham Spray Equipment
- GrahamSE.com

MAINTENANCE TIPS:

KEEPING YOUR RIG AT PEAK PERFORMANCE



THIS TIME OF YEAR YOU'RE BUSY SERVICING ACCOUNT AFTER ACCOUNT, AND IT'S EASY TO FEEL LIKE THERE'S NO TIME FOR BASIC MAINTENANCE AND MINOR REPAIRS.

But think of it this way: Do you have time for something major to go wrong in the field or to bring your rig to the shop? Your spray equipment is working as hard as you are to make the season profitable. Make sure it's at peak performance by taking the time for some routine care and preventive maintenance.

NEED HELP WITH MAINTENANCE OR TROUBLESHOOTING?

Call us at (800)-543-2810.

Your Graham spray equipment comes with lifetime support. Any time you need some guidance with maintenance, troubleshooting an issue, or installing a replacement part, we can help you right over the phone. And if you need a part, chances are we'll have it to you the next day.

At Graham, our equipment and our service are designed to keep you in the field day after day.

Have a great season!

6 TIPS FOR PEAK PERFORMANCE DURING THE BUSY SEASON

- 1 MECHANICAL AGITATORS:** Grease the packing bearings. Some mechanical agitators also have butt bearings – be sure to grease these, too.
- 2 HOSE REEL SWIVELS:** Leakage at a swivel joint indicates the swivel needs to be greased.
- 3 REGULATOR T-HANDLES:** Turn them in and out once or twice a week to prevent sticking.
- 4 PUMP SCREENS:** Clean screens daily for maximum operational efficiency. A clogged screen throws off your calibration. It also stresses the pump and can lead to a burst diaphragm, oil loss, or even a fried pump.
- 5 HOSES AND BELTS:** Look them over for signs of excessive wear and tear, as well as dry rot and cracks or leaks. If you need to replace a belt, be sure to leave a half-inch of spring in it.
- 6 LOOSE BELTS:** Belts tend to stretch or slip in hot weather. If your pump doesn't turn, you hear a screeching sound, or you smell burning rubber, chances are a belt is loose. Adjust the idler tension so that there's a half-inch of spring in the belt. We recommend keeping two 9/16" wrenches on the rig in case you have to tighten an idler pulley in the field.

IT'S SHOW TIME – STOP BY AND SAY HI!

WE'LL BE AT THE GIE+EXPO AND THE DEEP SOUTH TURF EXPO WITH OUR 600-GALLON UNIT FOR FLATBED TRUCKS, OUR 400-GALLON UNIT FOR PICKUPS, AND A WHOLE LOT OF CUSTOMIZATION KNOW-HOW.

Come check them out and let us know how you and your spray business are doing.

Hope to see you there!



GIE+EXPO
October 19th – 20th

Kentucky Expo Center
Louisville, KY

Booth #21080

DEEP SOUTH TURF EXPO
November 7th – 9th

Mississippi Coast Convention Center
Biloxi, MS

Booth #320

GRAHAM PHOTO ALBUM



Sharp Lawns Turf Care

BRAD CRANSHAW

"The GSE 100-gallon skid with electric pump has served me well over the years. Thank you."



Alabama Lawns

CRAIG JONES

"We've been doing business with Graham for over 26 years and have always had good results. We're very happy with the personal service they provide."

GRAHAM SPOTLIGHT:

OUR WEBSITE JUST GOT A WHOLE LOT BETTER



THE NEXT TIME YOU VISIT GRAHAMSE.COM YOU'LL NOTICE A FRESH LOOK, FASTER NAVIGATION, AND GREAT NEW CONTENT.

Watch one of our videos on spray unit maintenance, check out blog posts featuring advice for making your business a success, or see what customers say about their Graham units in our Photo Album. And whether you do it on your computer or smartphone, you'll have the same great web experience.



Visit GrahamSE.com



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Douglasville, GA 30134

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GET TO KNOW GRAHAM

Donna Adams, *Administrative Assistant*

TIME WITH GRAHAM

Six months.

WHAT'S YOUR FAVORITE PART OF YOUR JOB?

I love talking with our customers and really enjoy seeing our spray units being built.

WHAT'S YOUR FAVORITE THING TO DO ON THE WEEKENDS?

Taking road trips and spending time with my family.

WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

I am always armed.

WHAT'S YOUR FAVORITE FLAVOR OF ICE CREAM?

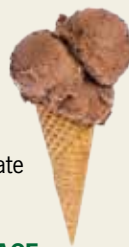
Chocolate, of course. Death by Chocolate at Kroger is the best.

WHERE WOULD BE YOUR IDEAL PLACE TO LIVE: BY THE OCEAN, IN THE MOUNTAINS OR IN THE WOODS?

The ocean. I love the beach.

IS THERE A FAVORITE PLACE YOU'VE VISITED OR TRAVELED TO?

Treasure Island, in Florida.



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If you have any questions concerning your Graham Spray unit or parts, contact us Monday – Friday from 8:00 a.m. – 5:00 p.m. ET. If you call after hours, please leave a message, and your call will be returned the next business day.

Helpful Numbers & Contact Info:

Main: (770) 942-1617

Toll free: (800) 543-2810

E-mail: info@GrahamSE.com

Website: GrahamSE.com