

THE RIG REPORT



YOUR IDEAS ARE WHERE WE START

VOLUME 2 | NO. 5

SPRING 2016

TIPS FOR HITTING THE ROUTE WITH CONFIDENCE

Spring's here. Grass – and weeds – are growing. Bugs are buzzing, and April showers are sure to bring some lawn funguses. In other words, your busy season has begun.

So here's a friendly reminder about some simple things you and your crew should be doing to make sure your rigs are ready to perform all day, every day.



REVERSE WINTERIZE

If you're in a region with a long winter and you winterize your rigs, be sure to put back strainer caps, screens, plugs, and any other parts you removed for the off-season.



INSPECT HOSES

Look them over for cracks, leaks, and signs of dry rot.

CHECK BELTS

Inspect them for wear and tear, and check the tension on the idlers. If you need to tighten any, be sure to leave a half-inch of spring in them.

CLEAN SCREENS

A clogged screen stresses your pump and throws off flow rates. We recommend making screen cleaning a regular part of your daily routine.

BUCKET TEST PUMPS

Using the spray gun, release 3 gallons of liquid from the tank into a bucket and time how long it takes. A minute for 3 gallons (or 3 gal/min) is a good approximation of spraying 3 gallons per 1000 square feet of lawn out in the field.

TEST HOSE REELS

Press the master button to make sure the hose winds up without a problem. This is another simple check you should do each day before you start your route.

CHECK REPAIR KITS

Make sure you have the kits you need and that they aren't missing any parts.

WASH YOUR RIGS

Frequent washing – once a week at the very minimum – goes a long way in preventing corrosion from spray-chemical residue and increasing a rig's lifespan. A clean rig also makes a good impression on current – and future – customers.

STOP IN OR HAVE PARTS SHIPPED

Convenience is critical as your business starts to ramp up. That's why we offer two locations for repairs and maintenance.



NORCROSS

660 Langford Drive
Norcross, GA 30071

DOUGLASVILLE

8878 Bright Star Road
Douglasville, GA 30134

FIND US ONLINE:

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

YOU CAN COUNT ON US FOR REPLACEMENT PARTS – AND MORE

We're stocked with more than 5000 parts for servicing Graham rigs. Need to replace a worn belt or hose? You'll find the 40 most requested parts, including kits, in our online catalog. For anything not in the catalog, just contact us with a description of what you need at **(800) 543-2810** or **richardwilson@grahamse.com** (feel free to include a picture of the part in your email).

Once we know what you need, we can usually ship it the same day. Plus, when you get the part, we'll talk you through the installation right over the phone. Remember: You have lifetime phone support for as long as you own a Graham spray rig.



CUSTOMER KUDOS

“ I had the pleasure of meeting your shop manager, Randy, along with his team, Travis and Terrance. I just wanted to share my observations with you: You guys have outstanding team players. Randy impressed me with his passion for taking care of [the] trucks and equipment. To your credit, Randy said to me, ‘I get support from [the owners]. They listen to me about our fleet and equipment.’ ”

Guys, keep doing what you are doing, because it's working. We all know that when our employees take ownership in the success of the company and work as a team, everyone wins. ”

– D. S., Managing Partner, Simply Green Lawn Care, LLC.

GRAHAM SPOTLIGHT:

GSE 300-GALLON UNIT

We estimate that this extremely durable skid sprayer can generate \$145,000 in annual revenue, but only if it works when you need it. No need to worry about whether your drivers are on site; you can rest assured that they are ready and working with the GSE 300. We build our lawn spray equipment to last.

Visit GrahamSE.com or call us at (800) 543-2810 to learn more.

We can help you decide if the GSE 300 is right for you. We're always happy to give you the information and service you need to help make your business a success.

FEATURES

- Tuflex 300-gallon fiberglass tank – metal skid mounting
- John Bean pressure regulator
- Mechanical agitation
- John Bean 10-10 pump
- One electric reel – mounted curb side
- ½" x 400' Graham 600 PSI hose
- Lesco spray gun with 4 GPM nozzle
- Honda GX240 engine with electric start – 8 HP

MOUNTING

This unit fits on a long wheel-base Ford, Chevrolet or GMC pick-up; approximate 10,000 GVW is recommended.

OPTIONS

- Option #1: Compartmented 300-gallon tank (110/190)
- Option #2: 400-gallon tank
- Option #3: Compartmented 400-gallon tank (110/290)
- Option #4: Change to Hypro D-50 pump, regulator & strainer
- Option #5: Add a 2nd hose reel

Call us for additional options.



GRAHAM PHOTO ALBUM



The Other Side, Inc.

JOE EDMONDSON

"I started working with Graham back in 1986, and when I started my own lawn care business in 2000, I knew these were the guys I wanted to use. The integrity and quality of their equipment are unmatched by anyone else out there. I have been using the same rig on my truck since 2000, and I am not sure I'd be able to say that if I had gone with someone else."



Fairway Green, Inc.

ROBERT WINDISH

"Our first Graham truck was built in 1988 and still looks good. We're out doing production every day with it, [more than] 27 years later. Thanks, Graham!"

TOOLS SPOTLIGHT:

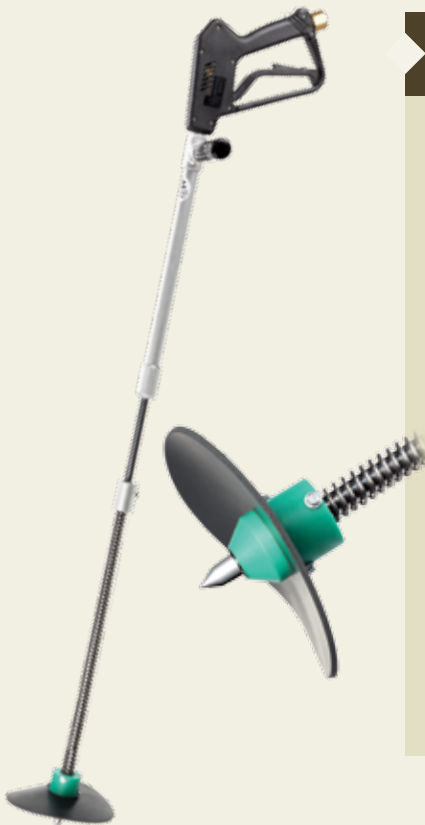
GSE DEEP ROOT FERTILIZER GUN AND MEASURING WHEEL

GSE DEEP ROOT FERTILIZER GUN

Spray or root feed trees and shrubs – the GSE fertilizer gun does both. A spring-loaded splash guard prevents back spray as fertilizer's injected into the ground. Root feeds 2" to 6" deep. Compatible with pressure systems up to 600 PSI.

FEATURES

- Hypro gun and steel base
- Flow: Up to 4 GPM; adjusted at regulator
- OA Length: 47"
- Probe Length: 24"
- Weight: 5 lb.



GSE MEASURING WHEEL

Need to treat a large area? Save time and get accurate measurements of lawn or property size with the GSE measuring wheel. Helps determine how much treatment material you'll need without the hassle of tape measures.

FEATURES

- Steel frame
- Wheel circumference: 24"
- Counter: 0-999





8878 Bright Star Road
Douglasville, GA 30134

RETURN SERVICE REQUESTED

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GET TO KNOW GRAHAM

Dondra Owens, *Office Manager*

TIME WITH GRAHAM: Two years – this time around. That's the short story.

WHAT'S YOUR FAVORITE PART OF YOUR JOB?

Working with some of my family and others who are just like family to me.

WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

I'm going to be a Nana this fall to twins!

WHAT'S THE BEST COMPLIMENT YOU'VE EVER GOTTEN?

That I did a great job raising my two daughters.

ANY FAVORITE HOBBIES?

Antique shopping.



HAVE YOU EVER SERVED IN THE MILITARY?

No, but my husband is retired from the Army.

WHAT'S A FAVORITE TRIP YOU'VE TAKEN OR PLACE YOU'VE VISITED?

Jamaica. The weather was perfect and the people were super friendly! It was paradise on earth!

YOU HAVE \$10 IN YOUR POCKET. WHAT WILL YOU SPEND IT ON?

Well now...diapers.



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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