

# THE RIG REPORT



YOUR IDEAS ARE WHERE WE START™

VOLUME 1 | NO. 2

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## GRAHAM RIGS HELP SUPERIOR LAWN SERVICES DELIVER ON ITS PROMISE



**JOHN GLOVER, GENERAL MANAGER**  
SUPERIOR LAWN SERVICES - JONESBORO, AR

**"I've been a satisfied Graham customer for over 20 years."**

and then come back another time to treat the other," explains John Glover, Superior Lawn's general manager.

So, their Graham rigs are custom configured with two tanks to get the job done effectively and efficiently. This setup also enables them to respond to a customer's particular needs, such as when a weed infestation requires a specific treatment or application.

Like the level of service Superior Lawn delivers, Glover adds that Graham's service makes a difference: "If we [need something], all we've got to do is get on the phone, and to me, that's important."

Crisp describes the service – and the relationship with the folks at Graham – the same way as the rigs: Reliable, trustworthy and going strong every day.

### **WHEN KENNETH CRISP FOUNDED SUPERIOR LAWN SERVICES, HE SET A VERY HIGH STANDARD: TO BE THE GREATEST SERVICE COMPANY AVAILABLE.**

That motto and the work ethic instilled in him by his father – to do things right – helped him build his business one lawn at a time. So did his Graham spray rigs.

"I've been a satisfied Graham customer for over 20 years. I have built a business for

myself with their equipment... they are reliable, trustworthy and keep going strong every day," says Crisp.

Today, Superior Lawn Services has three offices and 13 Graham rigs, some of them more than 20 years old, and is still helping the crew at Superior Lawn live up to the company's motto. Just one of the ways they do this is by being prepared to treat the different needs of different lawns when out on the route.

"You might have a Bermuda lawn right next to a Fescue lawn. You don't want to treat one



### **GETTING IT DONE**

Superior Lawn Services uses Graham rigs to get the job done.

### **FIND US ONLINE:**

- @Graham\_SE\_
- Graham Spray Equipment
- Graham Spray Equipment
- GrahamSE.com

## GRAHAM SPOTLIGHT:

# GSE 300 SKID SPRAYER: THE RIGHT FIT FOR SMALL – AND GROWING – BUSINESSES

At Graham we like to say, “If you can dream it, we can build it.” That’s how we approach all our rigs – custom built to your specifications so that each one does exactly what you need it to do. We like to think we take the same approach in helping our customers’ businesses succeed. One of the ways we do that is making sure we get them into the rig that’s the right size for their business.

For a sole proprietor or small business, the GSE 300-gallon skid sprayer is often the perfect fit. This rig can efficiently and effectively service up to 200 residential accounts. At that capacity, its revenue-generation potential is in the ballpark of \$145,000 per year.

### ALL THE QUALITY AND DEPENDABILITY OF THE BIG RIGS

Your business might be smaller, but your need for reliable, high-performing spray equipment is no less than that of big companies. In fact, we understand that downtime for equipment issues can have an even greater negative impact on the bottom line and livelihood of a business your size. That’s why our 300-gallon skid sprayer is designed and built with the same tried-and-true components and craftsmanship as our larger rigs.

#### Here’s some of what goes into every one of our GSE 300 units:

- **300-Gallon Tuflex Tank:** This American-made, fiberglass tank is thicker and stronger to stand up to corrosive fertilizers and pesticides. You can go with a straight 300-gallon configuration or any split-tank option you want, such as 200 and 100 gallons.

- **John Bean Pump:** Rugged cast iron and steel construction coupled with superior design has earned the Bean piston pump its reputation for dependability and long life. Or you can opt for a Hypro pump, the best diaphragm pump on the market. *(See more about the John Bean Pump on next page.)*
- **Hannay Hose Reel:** Hannay represents the gold standard in electric reels, not just in the lawn-care and landscape industry, but in emergency vehicles and military applications as well.
- **Honda Engine:** There are lots of reasons Honda is Graham’s engine of choice, including being built with superior materials and having an industry-leading warranty. But we think you’ll be sold by the fact that when you turn the key or pull the cord, it will start now and for many years to come.

Whether you’re looking for a replacement rig, expanding your business or just breaking into the business, the GSE 300 skid sprayer could be just the thing to keep you in the field and your bottom line in the black.

Visit [GrahamSE.com](http://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. Be sure to ask about our 200-gallon and 400-gallon options.



## GIVEAWAY ALERT: SEND US YOUR PHOTOS!

### WANT AN EXCLUSIVE GRAHAM HAT?

Just snap a picture of your Graham rig and email it to us at [info@grahamse.com](mailto:info@grahamse.com) so we can share your rig with others in our photo album. *(One hat per company.)*



## GRAHAM PHOTO ALBUM



### Chad's Lawn Care

CHAD SMITH

*"If you spray lawns for a living, you need Graham Spray Equipment to build your spray rig! I've seen the work they do. I know the quality of their work. I had a rig design in mind and Graham built it just like I wanted it. Graham does great work!"*

## JOHN BEAN PUMPS: A STORY OF TRUE LONGEVITY

Here at Graham, we use only a few select parts when we custom build our spray rigs. And the John Bean pump is one of them. Rugged and meticulously built, these work horses are designed to go the distance.

You could say the same about the company that brought us the pumps, the Bean Spray Pump Company. It was founded in 1844 in California by – you guessed it – John Bean, who invented the piston pump to spray the fruit orchards that abounded in the state. The company was enormously successful and over many, many years has grown, diversified and bought other companies, changing its name each time along the way.

Today, the JBT Corporation, which has divisions in food-processing technology, aero tech and automated guided vehicles, traces its ancestry back to 1844 and to John Bean (the initials stand for John Bean Technologies). And 170 years later it's still producing the pumps that set the standards for quality throughout the lawn care and agricultural industries. That's longevity!

Now, you can't expect your John Bean pump to last 170 years, but you can expect remarkable longevity and outstanding performance. Exceptional design and the highest quality materials go into every pump, including:

- Heavy-duty cast iron for the pump cases
- Ceramic cylinders that resist corrosion and wear
- Hardened stainless steel valves and seats
- Spring-loaded seals that keep dirt out and oil in
- Heavy-duty, over-sized ball bearings
- Completely enclosed working parts with constant oil-bath lubrication



### GRAHAM SPRAY EQUIPMENT IS A BEAN PUMP EXCLUSIVE DEALER.

The design, materials and craftsmanship of John Bean pumps simply add up to a hard-working, long-lasting component that also offers minimal maintenance requirements and easy service. That's why we carry them and why so many of our customers ask for a Bean pump when we build their rigs.

In fact, we're so sold on them that Graham is the exclusive dealer of Bean pumps in Georgia. They've been delivering exceptional satisfaction to our customers for so many years that we have the satisfaction of knowing we've built a component into their spray rig that's going to perform for them job after job and year after year to come.





8878 Bright Star Road  
Douglasville, GA 30134

RETURN SERVICE REQUESTED

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## GET TO KNOW GRAHAM

**Dave Arnett, Sales**

### TIME WITH GRAHAM: 30 Years.

I started at Graham right out of high school. It's always been a good fit.

### WHAT'S YOUR FAVORITE PART OF YOUR JOB?

Building relationships with customers. When you get the customer into the right piece of equipment, it will pay dividends to them for many years to come, and that's something they won't forget.

### WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

I'm Batman!



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

Some people tell me I "have a lot of nerve."

### ANY FAVORITE HOBBIES?

I like playing golf and fishing. Sometimes I think about rock climbing. I would never do it, but I do like to think about it.



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

I visited a resort in the Dominican Republic. It was very nice. The temperature there ranges from about 76 to 80 degrees year round. If you go there, though, make sure you stay on the resort. Venturing out on your own is a bad idea, and they could end up making a movie about you.

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

I would buy two \$5 lottery ticket scratchers... I like to live on the edge.



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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](mailto:info@GrahamSE.com)

Website: [GrahamSE.com](http://GrahamSE.com)