

THE RIG REPORT



YOUR IDEAS ARE WHERE WE START

VOLUME 2 | NO. 6

SUMMER 2016

GRAHAM SPOTLIGHT:

THE GSE 800: INCREASE YOUR PAYLOAD WITHOUT EXCEEDING YOUR WEIGHT CLASS



"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!"

CHAD SMITH, CHAD'S LAWN CARE

AT GRAHAM, WE'RE ALL ABOUT DOING WHAT WE CAN TO HELP OUR CUSTOMERS SUCCEED.

That includes offering spray units that are right sized for your route – and your truck. For so many customers our best-selling GSE 600+100 unit fits the bill. It provides a total tank capacity of 700 gallons for class 4 medium-duty trucks – or trucks with a gross vehicular weight rating (GVWR) of 14,000 to 16,000 pounds.

But what if a route could be serviced more efficiently with some extra tank capacity? For that, there's the GSE 800. It gives you an additional 100-gallon capacity without exceeding your class 4 truck's GVWR. It also gives you some extra space for displaying your company name and contact info, big and bold, for all to notice.

Plus, like all our spray units, the GSE 800 can be configured how you want it. The fiberglass Tuflex tank can be a straight 800 gallons, a 600-200 split, or any other split combination

that works best for what you need to do. Prefer jet agitation for some applications and mechanical agitation for others? No problem. We'll equip your split-tank combo, and configure your rig, exactly the way you want.





If it sounds like the GSE 800 could be the right fit for your business, talk to us. We'll listen to your ideas and tell you how we can bring them to life.

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

BUILT TO LAST

Our GSE 800-Gallon Unit comes with top-quality parts, customer training and lifetime phone support.

FIND US ONLINE:

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



MAINTENANCE TIPS:

SUMMERTIME RIG CARE

WE KNOW NOW'S THE TIME YOU'RE BUSY DOING LAWN CARE – ALL THE MORE REASON TO MAKE TIME FOR A LITTLE RIG CARE.

Staying on top of routine maintenance is the single best way to make sure your rigs are ready and able to perform throughout your most profitable season – this year and for many years to come. Here's a quick rundown on key maintenance items.

Need guidance on maintenance or help troubleshooting?

For as long as you own a Graham rig, you have lifetime support. Just call us at (800) 543-2810. We'll work with you right over the phone. And if you need a part, chances are we can have it to you the next day. Then if you need to, call us back and we'll talk you through the installation and get you on the road asap.

6 SUMMERTIME RIG CARE TIPS



- 1 Engine Oil:** Make sure you're not low, and if your oil is dark or you notice bits of debris, it's definitely time for an oil change.
- 2 Spark Plugs:** If your truck seems sluggish or isn't starting the first time every time, it could be time for new plugs.
- 3 Pump Repairs:** If you do your own pump repairs, double check your inventory of repair kits and replacement parts.
- 4 Weekly Washing:** The busier you are, the faster corrosive chemical residues build up on your rig. Frequent spray downs and a weekly washing go a long way in adding years – even decades – to the life of your rig.
- 5 Air Filters:** Change these at least annually, or more often if your rig is exposed to dusty conditions like dirt roads and driveways. Check them for dirt and clogs.
- 6 Hoses and Belts:** Look these over for excessive wear and tear, as well as dry rot and cracks. Inspect hoses for leaks and check the tension on belts. If you need to tighten any belts, make sure to leave a half-inch of spring in them.

ADVICE FROM THE EXPERTS:

TIPS FOR GETTING GOOD GAS MILEAGE

Even though prices at the pump have been pretty low, there's no reason to let gas take a bigger bite from your profits than necessary. Here are a few tips for going 'that extra mile' with the fuel in your tank.

CHECK TIRE PRESSURE

Keeping all tires properly inflated can boost gas mileage by anywhere from 0.6 to 3 percent. Plus it makes your rig safer to drive and extends the life of your tires. Look for the sticker with tire pressure information on the driver's side door or in the glove box, or refer to your owner's manual.



REDUCE YOUR AC LOAD

You can't do anything about summer temperatures, but there are a few things you can do to keep your AC from turning your rig into a major gas guzzler. First, use a sunshade and park in the shade whenever you can to keep the cabin temperature as low as possible.

Before you start out, open the windows to let the hotter cabin air escape instead of idling the engine and running the AC. Most

AC systems don't cool as quickly when the vehicle is idling versus driving. So, you'll save gas and cool the cabin down faster by driving with the AC on and the windows open just until the hot air is flowing out and the cool air is flowing in.

Once you've been cruising for a while, you can probably turn the AC down a notch or two, especially if you blasted it for the initial cool down.

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."



Reliable Lawn Care

FRANK MODUGNO

"The greatest truck, built by Graham Spray Equipment. Still looks and runs as good as it did in 1987."

TOOLS SPOTLIGHT:

REPLACEMENT PARTS TO KEEP ON HAND

DON'T LET A MINOR BREAKDOWN DERAIL YOUR DAY.

The catalog on our website features the 40 most-requested replacement parts, including Hypro pump diaphragm kits, LESCO spray guns, and LESCO nozzles. We recommend ordering the ones you'll need before you need them and keeping them on hand, so you're ready for any quick fix that comes your way.

But don't worry if you're caught unprepared. We stock every replacement part your Graham rig could ever need. Just give us a call and, in most cases, you'll have what you need the next day.

To order from our on-line catalog, visit GrahamSE.com and select Parts & Tools from the Products menu.



HYPRO 9910-KIT 1724 DIAPHRAGM KIT D-30

- 2 Desmopan diaphragms
- 4 O-rings
- 1 Buna-N accumulator diaphragm



LESCO SPRAY GUN W/ NOZZLE

- LESCO Chemlawn spray gun
- 3/4" FNPT inlet connection
- Poly material



LESCO NOZZLE

- White: 4 GPM
- Green: 3 GPM
- Yellow: 2 GPM
- Blue: 1.5 GPM



8878 Bright Star Road
Douglasville, GA 30134

RETURN SERVICE REQUESTED

YOUR IDEAS ARE WHERE WE START



GET TO KNOW GRAHAM

Tony Blackstock, *Welding Manager*

TIME WITH GRAHAM: 32 Years.

WHAT'S YOUR FAVORITE PART OF YOUR JOB?

Every day is different – our customers all have their own ideas and I get to bring them to life.

WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

By the time folks are reading this, I will have a granddaughter.

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

I got a \$200 tip once.



ANY FAVORITE HOBBIES?

I love spending time at my cabin in North Carolina – relaxing, fishing, and boating on Lake Chatuge.

HAVE YOU EVER SERVED IN THE MILITARY?

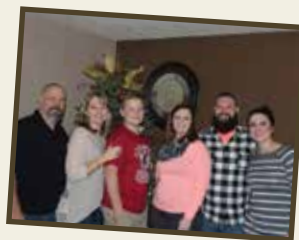
No.

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

Jackson Hole and Cody, Wyoming. They are beautiful places.

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

Ten dollars? I'd need a few more zeros to buy something really good.



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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