

THE RIG REPORT



YOUR IDEAS ARE WHERE WE START

VOLUME 2 | NO. 4

WINTER 2016

WHY PERFECTLY GREEN LAWN CARE IS PERFECTLY HAPPY WITH GRAHAM'S SERVICE AND EQUIPMENT



GRAHAM STUART, OWNER
PERFECTLY GREEN LAWN CARE – HOSCHTON, GA

AT PERFECTLY GREEN LAWN CARE

their philosophy is to continually earn their customers' business by providing exceptional service every time. When you set that kind of standard for yourself, you appreciate and even expect similar treatment when you're the customer.

That's why Graham Stuart, owner-operator and president of Perfectly Green, which provides the northern metro Atlanta area with lawn care and pest control, is a customer of

Graham Spray Equipment. "The customer service is great. They do what they can to help you," says Stuart.

When Stuart needed two new spray rigs, he had specific setups in mind. The enclosed unit, for example, needed to serve multiple purposes for lawn, tree, and shrub care and pest control, which required a custom configuration for the tanks, motors, and pumping equipment. Stuart checked out what Graham and another spray equipment

"I've been a Graham customer since 2009, and I have 3 Graham rigs. I like Graham's rigs because they are easy to service, and I prefer mechanical agitation for mixing lawn products in the tank."

GRAHAM STUART

company could do for him and chose Graham. "They worked with me to perfect the design, and the turnaround on their build was quick. I got my custom design without a lot of lead time."

Stuart also likes the equipment. For one, Graham uses mechanical agitation in the tanks, which Stuart prefers to the jet agitation that his rig from a competitor uses because it mixes more efficiently. Then there's ease of operation and maintenance. Perfectly Green Lawn Care does the maintenance on their Graham rigs themselves, keeping operating costs down and, in Stuart's words, adding "value for the money."



CUSTOM CARE

Perfectly Green's custom-designed enclosed unit features a 400-200 split tank, a 200-gallon drop tank, and dual motors and pumps.

FIND US ONLINE:

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

ADVICE FROM THE EXPERTS:

A CHECKLIST FOR WINTERIZING YOUR RIG

There are different procedures for preparing your rig for winter depending on which part of the country you live in. If you live and work along coastal regions, the environment is especially hard on equipment, so it's worth taking the time to do the maintenance that will keep your rig performing and looking its best.

COASTAL BUSINESSES

Coastal environments are tough on vehicles, your rig included. Moisture and salt can do a number on metal, causing corrosion and rust that spreads quickly. Exposure to fine-grained beach and coastal sand can chip away at paint. So along with our 7-step winterizing procedure, here's some advice to follow year-round.

☐ PARK YOUR RIG IN A GARAGE OR USE A VEHICLE COVER

☐ WASH AND WAX THE RIG REGULARLY

☐ LIMIT DIRECT CONTACT WITH SAND AND SALT WATER AS MUCH AS POSSIBLE. For the times when you can't avoid it, be sure to hose off the exterior and underside of your rig after it has cooled off.

NORTHERN BUSINESSES

In northern regions, there are fewer days you can spray because of freezing temperatures along with snow and ice on the ground. Southern regions spray almost year-round due to mild falls and winters.

If you are in the northern region, here are the steps to take to winterize your rig so it's ready to work next season.

Note: Before starting this procedure, make sure you are able to shelter your rig indoors for winter.



7-STEP WINTERIZING PROCEDURE

- 1 Remove strainer caps and screens to prevent corrosion.
- 2 Open ball valves on suction lines.
- 3 Remove nozzles from guns and fix trigger in open position.
- 4 Remove plug or open drain valve from the regulator to prevent corrosion.
- 5 Open all valves on tanks, including drop valve.
- 6 Open all valves on reels.
- 7 Turn pump over until it stops leaking; this will prevent liquid from freezing inside.

Before starting work in the springtime, be sure to reconnect all caps, screens, lids, etc., and reverse these steps to get your rig back to running again.

GRAHAM SPOTLIGHT:

GSE 400-GALLON UNIT

Our 400-gallon spray unit offers more room for your advertising but occupies only 11.5 inches more bed space than our smaller 300-gallon unit. This highly durable, highly efficient rugged spray unit could generate well over \$200,000 in annual revenue for your business.

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

We can help you decide if the GSE 400 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

- Heavy duty steel frame
- PC400 split 110+290
- Mechanical agitation in 290-gallon tank
- Jet agitation in 110-gallon tank
- John Bean R-10 pump
- John Bean dual regulator
- Banjo dual tank strainer
- Hannay electric reel
- One roll 1/2" x 400' Graham 600 PSI hose
- One Lesco spray gun and nozzle

MOUNTING

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

OPTIONS

- Single 400-gallon tank
- Replace John Bean pump with Hypro unit
- One roll 3/8" x 400' Graham 600 PSI hose

GRAHAM PHOTO ALBUM



Outdoor Inspirations

MARK YARBROUGH

"The entire team took good care of me. Everything was done in a timely manner. I could tell everyone had a specific job to do and the installation went very smoothly. You have a great team of folks over there – like a well oiled machine. I can see why Graham has such a great reputation."



Gillenwater Lawn Care

RANDY GILLENWATER

"Graham knows what they are doing and they understand our needs. I can call at any time and troubleshoot and they will walk through the process with me step by step. They will take as much time as needed to get me up and working. If I need parts they are shipped to me next day, no questions asked."

TOOLS SPOTLIGHT:

GSE TIGER TILLER AND TRIDENT AERATOR



GSE TIGER TILLER

Banish bare spots and weeds. Three rotating heads – each with 12 steel prongs – rough up the ground for reseeding bare spots in established lawns or seeding new areas. Built to last, the Tiger Tiller makes quick work of weed-free soil prep.

FEATURES

- Rugged all-steel construction
- Foam handle for extra comfort
- 36 prongs total
- Digging width: 11.5"
- Total length: 65"
- Weight: 10.5 lb.
- Available in black
- Lifetime warranty*



GSE TRIDENT AERATOR

Our rugged coring-type hand aerator gets into those tight spots where a full-sized aerator can't go. Three steel prongs penetrate even dense, heavily compacted soil, removing 3- to 4-inch plugs and letting air, water, and nutrients travel deep down to the roots.

FEATURES

- Rugged all-steel construction
- Foam handle for extra comfort
- Total length: 58.5"
- 3-prong aerator: 7.75" x .875"
- Weight: 13.8 lb.
- Available in black
- Lifetime warranty*

*Lifetime warranty against manufacturing defects.



8878 Bright Star Road
Douglasville, GA 30134

RETURN SERVICE REQUESTED

YOUR IDEAS ARE WHERE WE START



GET TO KNOW GRAHAM

Donny Pitts, *Operations Manager*

TIME WITH GRAHAM: 30 years. I started when I was in high school. I left for a very short time and came back. I couldn't stay away.

WHAT'S YOUR FAVORITE PART OF YOUR JOB?

Getting to know the customers.

WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

I have three grandkids. I know – I can't believe it either.

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

Being called a movie star was nice. I was talking with some customers and one of them kept staring at me. Finally, I asked him why he was looking at me. He said, "I've seen that Graham video so many times, I feel like I'm talking to a movie star."



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

A fishing lure.



ANY FAVORITE HOBBIES?

I like to hunt and fish every chance I get.

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

The Bahamas: I could just kick back and chill. I love the water. No one is in a hurry.

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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