

# THE RIG REPORT



YOUR IDEAS ARE WHERE WE START

VOLUME 3 | NO. 8

WINTER 2017

## IS YOUR SPRAY EQUIPMENT READY FOR THE BUSY SEASON?



It's always better to find and fix a minor issue in the shop than to have to deal with a major one in the field. So before you hit your route this spring, take the time for some basic maintenance. A few of the items in our checklist below should even be a part of your daily routine.

- **Reverse Winterize:** Replace strainer caps, screens, plugs, and any other parts you removed for the off season.
- **Check Belts:** Look belts over for cracks, dry rot, and other signs of wear and tear. Also check tension on the idlers. If a belt needs to be tightened, be sure to leave a half-inch of spring in it.
- **Test the Hose Reel:** Press the master button to make sure the hose winds up without a problem. It's a good idea to do this every day before heading out.
- **Inspect Hoses:** Unwind hoses and check for cracks, dry rot, and leaks.
- **Bucket Check Your Pump:** Generally you want to spray a lawn at a rate of 3 gallons per 1,000 square feet. A rate of 3 gallons per minute is a good approximation of that, and you can bucket test in the shop. Using your spray gun, release 3 gallons of the fluid into a bucket and time how long it takes. If it's about a minute, your flow rate is good. (You could also time how long it takes to release just 1 gallon and multiply the time by 3.)
- **Clean Your Screen:** A clogged screen stresses the pump and throws off rate of flow. Cleaning the screen is another thing we recommend doing every day.
- **Check Repair Kits:** Take an inventory of the kits you need and make sure they have all the individual parts.
- **Wash Your Rig:** Residue from spray chemicals causes corrosion. Washing your rig at least once a week increases its longevity and keeps it looking good for customers.



### QUESTIONS ABOUT PARTS?

Remember: We can get you the replacement parts you need and talk you through the installation over the phone.

**1-800-543-2810**

Graham Spray Equipment Parts & Tools

7667 McKay Industrial Drive • Douglasville, GA 30134

### FIND US ONLINE:



@Graham\_SE\_



Graham Spray Equipment



Graham Spray Equipment



GrahamSE.com

## GRAHAM SPOTLIGHT:

# MEET THE PEOPLE BEHIND EVERY GRAHAM SPRAY RIG

**EACH STEP OF THE WAY AT GRAHAM, YOU'RE WORKING WITH PEOPLE WHO UNDERSTAND HOW IMPORTANT QUALITY EQUIPMENT AND KNOWLEDGEABLE SERVICE ARE TO YOU AND YOUR BUSINESS.**

They treat you, and each other, like family, and we believe that makes all the difference in the world.



**DAVE ARNETT**  
*Sales Manager*

Dave started in the shop building spray units. "What I built with my own two hands was helping someone make a living – that's something to take pride in. As sales manager, I know what our equipment is capable of, and helping customers get the right setup is about the best job I could have."



**CHARLIE HOLLOWAY**  
*Sales Consultant*

A natural-born people person, Charlie loves working with the crew at Graham and helping customers get their first unit or expand their fleet. Starting on the shop floor, Charlie's been with the company for more than 35 years.



**CHAD SOSEBEE**  
*Operations Manager*

Chad has risen through the ranks in his 20+ years by learning all aspects of the Graham business. That includes working with customers to understand exactly what they need. Crafting the best possible spray unit for a customer's business is one of the things Chad likes most about his job.



**DONDRA OWENS**  
*Office Manager*

Dondra's been with Graham for almost 25 years. She takes pride in helping things run smoothly and loves meeting customers.



**DONNY PITTS**  
*General Manager*

If it happens at Graham, Donny's learned it and done it in his 30+ years with the company. His favorite part of the GM job is working with the team, who produces equipment that they're proud of and that serves customers well.



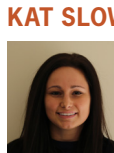
**JIM WATSON**  
*New Business Development*

Whatever hat Jim has worn – sales, purchasing, general manager – in his 25+ years with Graham, his goal's been the same: to set customers up with a spray unit that performs for the long haul. Valuing responsive service and quality workmanship is the key to meeting that goal.



**TONY BLACKSTOCK**  
*Welding Shop Manager*

With 30+ years at Graham, Tony has seen and done it all – from building equipment to specializing in welding. Now he's heading up the welding shop, and his goal is flawless execution.



**KAT SLOWIK**  
*Customer Service*

Kat started doing administrative work a couple of years ago. Today, she's part of the shipping and receiving team. For her, filling every order with exactly what the customer needs makes for a great day.



**RICHARD WILSON**  
*Parts Manager*

Whether we're building your spray unit or getting you replacement parts, Richard makes sure you have what you need when you need it. You can learn more about him in the "Get to Know Graham" section.

## GET A YETI TUMBLER FREE

**SEND US A CELL PHONE VIDEO HIGHLIGHTING YOUR GRAHAM RIG AND WHAT YOU LIKE ABOUT IT. IF WE USE IT ON OUR WEBSITE, WE'LL SEND YOU A FREE 30-OUNCE YETI TUMBLER.**

Submit your video to [dave@grahamSE.com](mailto:dave@grahamSE.com) via Dropbox, DropSend, or Google Drive. Please limit length to 2 minutes or less.



ADVICE FROM THE EXPERTS:

# IT'S ALL ABOUT QUALITY CRAFTSMANSHIP AND CUSTOMIZATION

**AT GRAHAM, WE LIKE TO SAY, "IF YOU CAN DREAM IT, WE CAN BUILD IT."**

Every Graham spray unit is built to do exactly what the customer tells us needs to be done. And we build them to last. Only a few select, proven components go into our spray units, and that's why they stay in the field for 10 to 15 years or even longer.



- ✓ We manually fabricate all spray units, using only top-quality components.
- ✓ Our mechanical agitation components are made specifically for each individual unit.
- ✓ Training on the use and maintenance of our equipment, as well as lifetime phone support, are included with every spray unit.
- ✓ We stock more than 1,800 replacement parts and can talk you through a repair over the phone.
- ✓ All Graham equipment comes with a 1-year warranty.

Want to see the making of a Graham rig? Go to **GrahamSE.com** and select "Video Library" from the "Products" menu.

PARTS SPOTLIGHT:

## OUR TOP 10 BEST-SELLERS

**YOU'LL FIND THESE AND MORE IN OUR ONLINE CATALOG.**

Go to **GrahamSE.com** and select "Parts & Tools" from the "Products" menu. If it's not in our catalog, give us a call. In most cases, we can get you the part by the next day.

1



LESCO Spray Gun

2



Hypro D-30  
Diaphragm Kit

3



Hypro D-50  
Diaphragm Kit

4



Bean Valve Kit

5



Bean Regulator Kit

6



Bean Cylinder  
Packing Kit

7



1/2" Super Swivel

8



8" and 16" Tank Lids

9



1/2" x 400' 600-psi  
Hose (green)

10



3/8" x 400' 600-psi  
Hose (green)

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## GET TO KNOW GRAHAM

**Richard Wilson**, *Parts Manager*

### HOW LONG HAVE YOU BEEN WITH GRAHAM?

Two years. I was in shipping and receiving before managing our parts inventory.

### WHAT DO YOU LIKE ABOUT YOUR JOB?

Happy customers. Part of that comes from having what people need when they need it. Plus everyone working here is just the right amount of crazy to make every day fun.

### TELL US SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU.

I like musicals, but let's keep that a secret.



### IF YOU COULD LIVE ANYWHERE, WHERE WOULD IT BE?

By the ocean, the mountains, or in the woods. Maybe a private island.

### WHAT'S YOUR DREAM CAR?

Definitely a '69  
Corvette convertible.



### YOU'RE OFF THE CLOCK. WHAT ARE YOU DOING?

I like to cook, do a little gardening. And I really enjoy fishing and gun shows.

### WHAT'S YOUR FAVORITE FLAVOR OF ICE CREAM?

Medium-rare steak. Someone should invent that.



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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)