

POINTERS ON CHOOSING THE RIGHT SPRAY UNIT FOR YOUR BUSINESS



WHETHER YOU'RE NEW TO THE SPRAY BUSINESS OR YOU'VE BEEN AROUND FOR A WHILE, IF YOU'RE ASSESSING YOUR EQUIPMENT NEEDS, THERE ARE THREE KEY THINGS TO KEEP IN MIND WHEN CHOOSING A SPRAY UNIT:

QUALITY: With proper maintenance, a good spray unit should be able to outlast the truck that carries it. Before you buy, find out what you can about the typical lifespan of the unit and when you can expect it to need refurbishing.

CAPACITY: The smaller the unit, the smaller the initial outlay. But that could end up costing you down the road. It could constrain your

ability to take on new customers, or you might find yourself having to spring for a new, larger unit sooner than you hoped. Before you buy, assess your current demand and your projected growth as realistically as possible. It just might make sense to buy a larger unit that allows your business to grow.

CONFIGURATION: Not everybody sprays the same way. You might need fertilizer and multiple weed controls all on the same rig because of the way your routes are structured, but another tech might not. For carrying multiple products, consider a split tank or a drop tank. Split tanks can be set up to spray one product or several. A smaller drop tank is great for special applications.

At Graham, we like to say, "If you can dream it, we can build it." So tell us what you need, and we'll work up a custom quote that includes:

- ✓ Top-quality components that last about 10 years before refurbishing, and often another 10 after that
- ✓ Mechanical agitation components made specifically for Graham units
- ✓ Fiberglass tanks from 200 to 800 gallons that can be configured to your specifications
- ✓ Training on proper operation and maintenance of the unit, as well as lifetime phone support





Above all, you want to work with someone who can custom-configure spray equipment to fit your business, instead of tailoring your business to fit your equipment.



RIDE BEFORE YOU DECIDE: A special opportunity from Graham.

Thinking about getting into lawn care? Here's a great opportunity to see what it's like. We'll arrange for you to spend the day with a top-rated Atlanta lawn care company – and a valued Graham customer. Give us a call at (800) 543-2810 and we'll get the ball rolling.

FIND US ONLINE:

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

GRAHAM SPOTLIGHT: WAM BUMPERS

GRAHAM HAS A NEW NEIGHBOR, WAM BUMPERS, AND THE TWO BUSINESSES HAVE A FEW THINGS IN COMMON. BOTH ARE OWNED BY DICK BARE, AND BOTH ARE ALL ABOUT CUSTOMIZING RIGS.

WAM fabricates heavy-duty bumpers for pickup trucks and SUVs. Whether a rig is used for work or off-road adventure, WAM front and rear bumpers are customized for whatever the customer needs – or wants – to do. And just like at Graham, craftsmanship is a point of pride. You can check out some of WAM's handiwork at wambumpers.com. We think you'll agree that a WAM bumper definitely makes a statement.

Have an idea about custom bumper work for your spray rig?

Visit wambumpers.com or give WAM a call at 770-876-0300. Between the folks at Graham and WAM, chances are we can make it happen, just like we did with this Isuzu rig, equipped with a front-mounted spreader.



WAM owners Josh Bare (L) and Dick Bare (R), and master welder Natalie Barnette (C) show off some custom WAM bumpers.



A front-mounted spreader frees up advertising space at the back of the spray rig and lets the driver keep an eye on the cargo.



VISIT OUR VIDEO LIBRARY

THE GRAHAM WEBSITE FEATURES INFORMATIVE VIDEOS ON OUR SPRAY UNITS.

Want to see what goes into our 300-gallon and HX600+100 units, or watch a time-lapse movie of a custom spray rig being built? Go to the Products menu at GrahamSE.com and click on Video Library.

New videos on spray equipment maintenance and replacing parts in the field are in the works, so check back soon.

GRAHAM PHOTO ALBUM



Southern Lawns

REYNOLDS COOK

"Graham Spray Equipment rigs are superior products and have served us very well over the years. The staff is very helpful if we ever have any questions and very prompt in sending parts. They take pride in their equipment."

CUSTOMER SUPPORT THAT'S HARD TO FIND ANYWHERE ELSE

WHEN YOU BOUGHT YOUR GRAHAM SPRAY UNIT, YOU GOT MORE THAN RUGGED, RELIABLE EQUIPMENT. YOU ALSO GOT LIFETIME SUPPORT AND OUR COMMITMENT TO RESPONSIVE CUSTOMER SERVICE. BETWEEN OUR ONLINE CATALOG AND THE TEAM AT GRAHAM, YOU'LL ALWAYS HAVE THE PARTS YOU NEED WHEN YOU NEED THEM.



CONVENIENT ONLINE ORDERING

Our catalog features the 40 most-requested replacement parts, kits, and tools, making it easy to find what you need. For belts, spray hoses, repair kits, and other parts you keep on hand for routine repairs and maintenance, go to the Products menu at GrahamSE.com and click on Parts and Tools.



FAST SERVICE BY PHONE OR EMAIL

We carry more than 1,800 parts, so if what you need isn't in our online catalog, give us a call at **(800) 543-2810**. You can also email a picture and description of the part to richardwilson@grahamse.com. (Be sure to include your phone number in the email.) Once we know what you need, we can usually ship it the same day.



LIFETIME PHONE SUPPORT

When you own a Graham unit, you can always call us for help. In most cases, we can talk you through installing a part or help you troubleshoot a problem over the phone. Give us a call at **(800) 543-2810**.

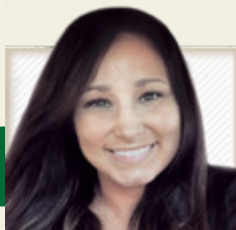
We know your spray rig is your livelihood, and you need to be able to count on it. That's why you can count on us for long-lasting equipment and the kind of responsive service that keeps it working in the field day after day.



8878 Bright Star Road
Douglasville, GA 30134

RETURN SERVICE REQUESTED

YOUR IDEAS ARE WHERE WE START



GET TO KNOW GRAHAM

Kathleen "Kat" Slowik, *Shipping and Receiving*

TIME WITH GRAHAM:

Two years.

WHAT'S YOUR FAVORITE PART OF YOUR JOB?

Working with our customers and meeting new people every day.

WHAT'S SOMETHING PEOPLE MIGHT NOT KNOW ABOUT YOU?

I was in law enforcement for four years prior to Graham.

WHAT IS YOUR DREAM CAR?

Can I dream of a boat instead?

WHAT'S YOUR FAVORITE THING TO DO ON THE WEEKENDS?

Being with family and friends.

WHERE WOULD BE YOUR IDEAL PLACE TO LIVE: BY THE OCEAN, IN THE MOUNTAINS OR IN THE WOODS?

By the ocean!

IS THERE A FAVORITE PLACE YOU'VE VISITED OR TRAVELED TO?

Jekyll Island, in Georgia. Growing up, I went there every year.

WHAT'S YOUR FAVORITE FLAVOR OF ICE CREAM?

Chocolate.



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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