

WHAT MANUAL?

By Fred Castenschiold

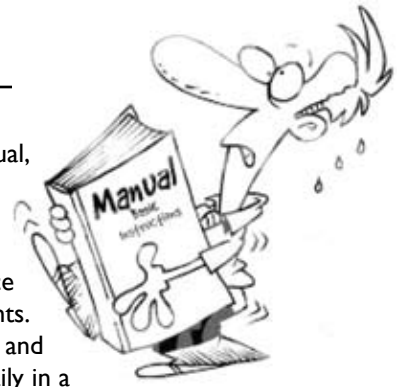
I have been selling quality turf care equipment for over thirty years. I am still amazed how so few customers refer to their owners/operator manuals until it is too late or not at all. These manuals are a great source of information for the supervisor, operator and mechanic.

When taking in a trade on equipment, I try to always recover the original manuals from the account to pass on to the new owner. Often the condition of these manuals condition indicates that they have not been referred-to much! It is a good idea to always record the model and serial number of the equipment on the cover of the manual for quick reference when discussing the need for service or parts. It also a good idea to make sure you read and understand the operators' manual for your machine before operating or servicing it. Become familiar with all safety signs (decals) on the machine. Some manufacturers provide operator training videos which help demonstrate procedures for safe operation and daily maintenance.

Preventative maintenance of your equipment will help you to get the most out of your investment. If you do not have a preventative maintenance program it would be good to start one soon. Sometimes we go long stretches between those rainy day opportunities. Doing scheduled maintenance and adjustments will prolong the life of your equipment, help prevent expensive downtime and give the best possible quality of cut and performance. Experience has shown that a high percentage of problems have developed over a period of time and could have been prevented by adjustment, lubrication, or other required maintenance.

When referring to the manual, take into consideration how harsh your conditions are and remember that manufacturer recommendations for service are the minimum requirements.

If we have a long dry spell and your equipment is working daily in a particularly dusty environment you may wish to consider oil and air filter changes more often.



Some of my customers have come-up with great maintenance schedules which they live by. Keeping records for each machine insures that maintenance procedures are being performed at the proper time. These records could also help you predict parts to have on hand. By keeping blades, belts, filters, etc. on-hand, you will not be caught in a situation where important maintenance was not performed on-schedule because of a lack of parts.

Know what is contained in your manufacturer's warranty. Most warranties are two years in the commercial field. When talking to a service manager regarding a possible warranty issue you will need to refer to those model and serial numbers. Remember? ... The model and serial numbers you wrote down on the front cover of your manual!

*Fred Castenschiold is Sales Representative,
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