

FOR RESIDENTIAL, MUNICIPAL AND INDUSTRIAL CLEANING CONTRACTORS

# Cleaner®

## Smart Growth

Technology provides a strong competitive edge for Phillips Recoveries

PAGE 22



### READER PIPELINES

The value of service contracts

### TOUGH JOB

Trenchless fix for a bowling alley

### TECH PERSPECTIVE

The power of laser profiling

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## Correction

In the Expo product recap in the April 2009 *Cleaner*, the product pictured from Ratech Electronics Ltd. was incorrectly identified and described as the Elite-D. The actual product pictured was the Elite-SD. This portable pipe-inspection system includes a 10.4-inch LCD monitor, digital SD card recorder, self-leveling color camera, premium Gel Rod cable, 512 Hz transmitter, built-in microphone, auxiliary video in and out connections, variable high-intensity lighting, and other features. The unit weighs 10 pounds and comes in a protective carrying case. Call 800/461-9200 or visit [www.ratech-electronics.com](http://www.ratech-electronics.com).



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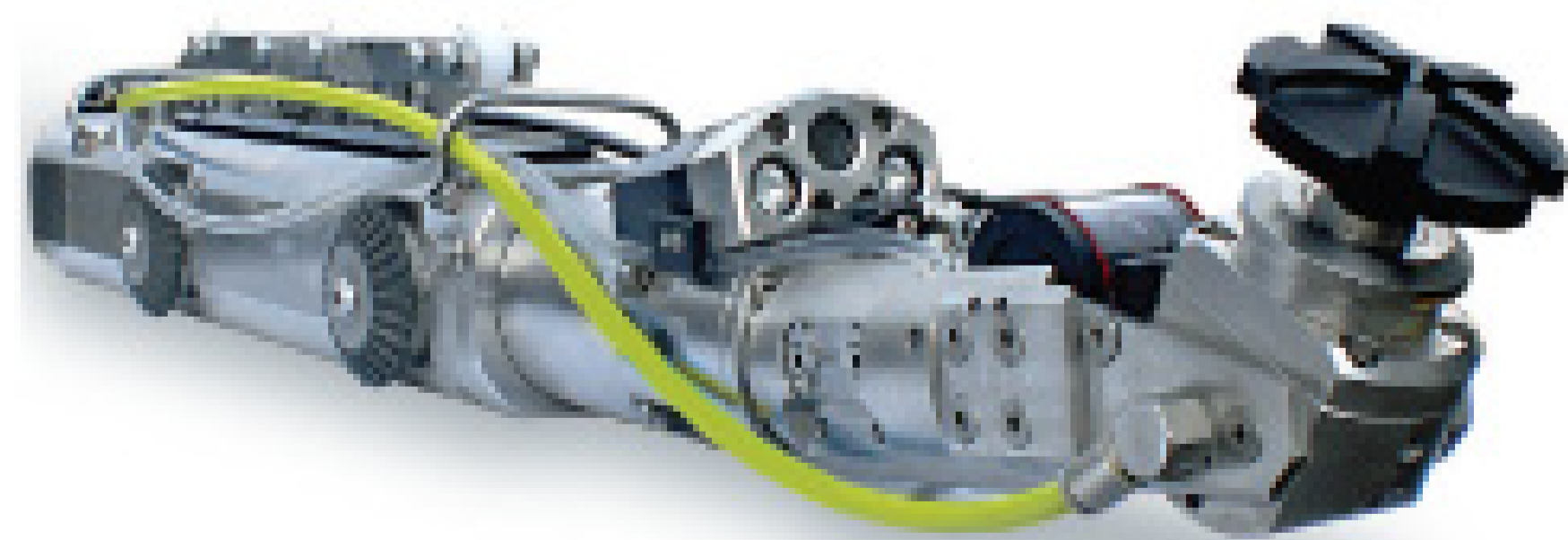
SuperVision™ SAT crawls 300' down lines 6" and larger, and then pushes its camera 100' into laterals as small as 3.5". Its auto-leveling camera pans and tilts to capture sidewall detail, and is pushed by force-sensing wheels designed to prevent cable damage. Easy to use and maintain, the system integrates with any existing SuperVision™, adding only a small reel alongside the primary crawler reel.

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## ARTICLES

**22**  
**SMART GROWTH**  
By Peter Kenter

**On the cover:** Mike Phillips of Phillips Recoveries insists that all his services be environmentally sound and grow organically from each other, providing cross-business support when that makes sense. Here, technicians Nate Cox (right) and Jason Skelton work on a tank cleaning job in Mauldin, S.C. (Photo by Patrick Collard Studios)

**30** **GROWTH WITH SENSITIVITY**

A reputation for skilled emergency dewatering services and extensive knowledge of environmental rules helps Canadian contractor Aquatech carve out a healthy niche.

By Peter Kenter

**38** **AFTER HOURS: CHUCKING THE SPEAR**

A young man's involvement in the javelin throw leads him and his father, a New Jersey contractor, on a trip to the 2008 Olympics in Beijing, China.

By Judy Kneiszel

**46** **TECH PERSPECTIVE: ON THE BEAM**

Laser profiling is gaining recognition in North America as a valuable tool for measuring newly installed pipes and sewers scheduled for rehabilitation.

By Peter Kenter

## REGULAR FEATURES

**10** **FROM THE EDITOR: THE POWER OF X**

There's a great deal to be said for thinking ahead to take control of your calendar, so that work doesn't take control of your life.

By Ted J. Rulseh

**16** **SAFETY FIRST: IS YOUR BUSINESS SHARP?**

An OSHA program recognizes small businesses for effective safety and health management programs.

By Ted J. Rulseh

**50** **TOUGH JOB: STRIKING SUCCESS**

A pipe-bursting project enables a bowling alley to repair a kitchenette drain line in short order with minimal disruption to the property or business operations.

By Scottie Dayton

**54** **MONEY MANAGER: PRESCRIPTIONS FOR HEALTH COVERAGE**

Your efforts to streamline employee healthcare coverage can include shopping for better deals and getting involved in policy initiatives.

By Erik Gunn

**58** **BETTER BUSINESS: KEEPING YOUR EGO OUT OF THE WAY**

A healthy ego is your friend, but if you let it run out of control, it can jeopardize your business and relationships and disrupt your team.

By Mike Jay

**62** **READER PIPELINES: STEADY WORKFLOW**

Service contracts give customers peace of mind while providing regular income and a chance to solidify customer relationships.

**66** **INDUSTRY NEWS**

**68** **PRODUCT NEWS**

Product Spotlight: UHP Jetting Tool Clears Road and Runway Markings

By Ken Wysocky

**70** **MONEY MACHINES: HERO WORSHIP**

Workers in a central Florida city take a shine to a souped-up vacuum truck that greatly improves productivity and cuts costs.

By Ken Wysocky

## COMING IN JULY

**Special Issue:**  
**Annual Buyer's Guide**

- Tech Perspective: Finding lost sewers
- Money Manager: Getting customers to pay on time
- Safety First: Remembering the hazards of cave-ins
- Reader Pipelines: Making the business green
- Better Business: Time management

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- A**
- Allan J. Coleman Co. .... 13, 53
  - AMerik Engineering ..... 26
  - Aqua Blast Corp ..... 12
  -  Aqua Mole Technologies ..... 26
  -  Aries Industries, Inc. .... 45

- B**
- Benjamin Franklin Plumbing ..... 36
  -  Bowman Tool Co. & Systems ... 14

- C**
- Cable Center, The ..... 35, 71
  - Cam Spray ..... 71

-  Central Oklahoma Winnelson .... 40
- Chempure Products Corp. .... 4
  - Cloverleaf Tool Co. .... 28, 66
  -  CUES, Inc. .... 25

- D**
- Doug Meadows Co. Inc. .... 28
  -  Drainables Direct ..... 63


-  Duracable Manufacturing Co. .... 14

- E**
-  Electric Eel Mfg. .... 83
  - Engines Inc. .... 20
  -  Envirosight, LLC ..... 5

-  ENZ USA, Inc. .... 20

- F**
- Fluid Systems, Inc. .... 24
  -  FS Solutions ..... 57

- G**
- Gamajet Cleaning Systems ..... 59
  - GapVax Incorporated ..... 82
  - Gardner Denver Waterjetting ..... 60

-  General Pipe Cleaners ..... 2
- Gorlitz Sewer & Drain, Inc. .... 55
  - Granite Leasing ..... 34

-  Guzzler Mfg. Inc. .... 11

- H**
- Hannay Reels ..... 26
  - Harben Inc. .... 15
  - Hi-Vac Corporation ..... 43

-  Jetstream of Houston ..... 17

- K**
- Ken-Way Corp. .... 24
  - Keith Huber Inc. .... 52
  - KMH Equipment, Inc. .... 18

- L**
- Lansas Products Mfg. .... 28
  - LaPlace Equipment Company .... 42
  - Logiball Inc. .... 64



- M**
- Matrix Payment Systems ..... 12
  - MAX-LIFE Mfg. .... 20
  - Moro USA East, Inc. .... 56
  -  MyTana Mfg. Company, Inc. .... 33

- N**
- NESCO Sales and Rentals ..... 40

-  NozzTeq, Inc. .... 36
- Northcutt Co./Scooter Video .... 61

- P**
-  Pat's Pump & Blower ..... 16
  - Perma-Liner Industries ..... 21

-  Pipe Genie Manufacturing ..... 12
- PipeLogix, Inc. .... 14

-  PrimeLine Products, Inc. .... 18
-  Pulsar 2000 ..... 48

- R**
-  Ratech Electronics Ltd. .... 56
  - Relining Technologies, LLC ..... 9
  - RIDGID ..... 19, 29

-  RootX Root Control Corp. .... 7

-  RS Technical Services ..... 67

- S**
- Safety Corporation of America .. 66
  - Sewer Equipment & Supplies .... 40
  -  Shamrock Pipe Tools, Inc. .... 44

-  Spartan Tool, LLC ..... 84
-  StoneAge, Inc. .... 39
- Super Products LLC ..... 65

-  Superior Signal ..... 4

- T**
-  T&T Tools, Inc. .... 60
  - TRIC Tools, Inc. .... 34
  - TRY TEK Machine Works, Inc. .. 10

- U**
- US Jetting, LLC ..... 49
  -  USB Sewer Equipment Corp. .... 64

- V**
- Vac-Con, Inc. .... 3
  - Vactor Mfg. .... 4, 27
  - Vaporooter ..... 37
  - Vivax Corp. .... 42

- W**
- Water Cannon Inc. .... 41
  - WaterJet Technology ..... 34
  - Western Sales LLC ..... 69
  - Westmoor Ltd. .... 51

- Classifieds** ..... 76-79
- Marketplace** ..... 72-74
- Truck Stop** ..... 80-81

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## The Power of X

There's a great deal to be said for thinking ahead to take control of your calendar, so that work doesn't take control of your life



Ted J. Rulseh

**A** basic rule of saving and investing says: Pay yourself first. That is, before you spend a dime of a month's paycheck, deduct a specific amount for savings. Ideally, have it taken out automatically. If you never have access to it, you can't spend it.

Well, you can treat your time similar to the way you treat money, and the practice can be just as healthy, if not more so. After all, what's more valuable than your time? I like to call this brand of discipline the Power of X.

### One thing after another

Think about how your work year goes. If you're like many business owners, there are things you want to do for your company, and things you want to do in your personal life, that you never get around to because something intervenes. Emergencies come up. An employee quits unexpectedly. A surge in business forces everyone to work harder.

Before you know it, the year is gone, and you never attended that business seminar. Didn't take that

technical college course. Never went to an NFL football game. Had to postpone that family trip to Disney World for "just one more year."

Most likely, that wouldn't happen if you treated your time the way you treat your money – that is, if you used the Power of X. As with saving money, protecting your time is a matter of priorities, and you can set

**As with saving money, protecting your time is a matter of priorities, and you can set those priorities at any time. A great time to start is on the first day of a new year, but you don't need to wait until then.**

those priorities at any time. A great time to start is on the first day of a new year, but you don't need to wait until then.

### Marker in hand

Here's how I apply the Power of X: Each year I take my calendar and a thick marker pen and put a bold X through selected days. I don't just do it mentally. I don't do it in pencil. I do it on paper, in bold and indelible strokes.

For example, every year there's a family vacation at a Northwoods lake cabin. So I X-out the entire first full week of August. In March, a brother and I take a Thursday and Friday to attend the state high school basketball tournament. June is my favorite month for fishing, and I want time for extended weekend trips to a number of favorite spots.

So each Friday in June gets a big X. And so on.

The point is that days I mark with an X are sacrosanct. They are set aside – it's not negotiable. I find that if I don't do this, I end up simply scheduling things as they happen, making myself available when other people are. Before I know it, I've got a couple of appointments marked down for a day I really wanted to save. And once I notice that, my typical response is, "Oh, well ..."

Sure, I could call and change the appointments, but that's a hassle, and it's a mild insult to the other people. So I give up the day and keep the appointment. But a big X on the calendar – name your color – prevents those random intrusions.

### Getting control

Suppose someone I need to interview suggests Friday, June 19. I glance at my calendar – big X. "That day's booked," I might say. "How about Monday the 22nd?"

The point is that by using the Power of X, you get a measure of control over your schedule and your life.

Of course, to use this power effectively, you need to let go of the idea that you're indispensable – that every day you're away from the business is an invitation to disaster. The reality is that you have a good team. They'll cover for you while you're gone, especially if, because of those X's on your calendar, they can plan for your absences.

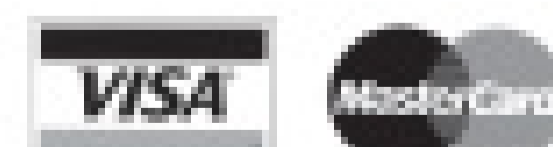
The point is that days for professional development, days for personal rejuvenation, and days for your family are essential. In order to get those days, you have to make their set-aside a priority.

The Power of X lets you claim them in advance, so that nothing gets in their way. All right, sometimes it takes a little steely resolve to resist giving back a day you've marked. But resist you must, because if you go a little soft, pretty soon those big, bold X's won't be much better than pencil marks.

Consider the days you claim just as important as the dollars you automatically, non-negotiably set aside as part of your investment program. By saving those days, you're investing in your professional and personal health. And that's an area where you can't afford to scrimp. ■

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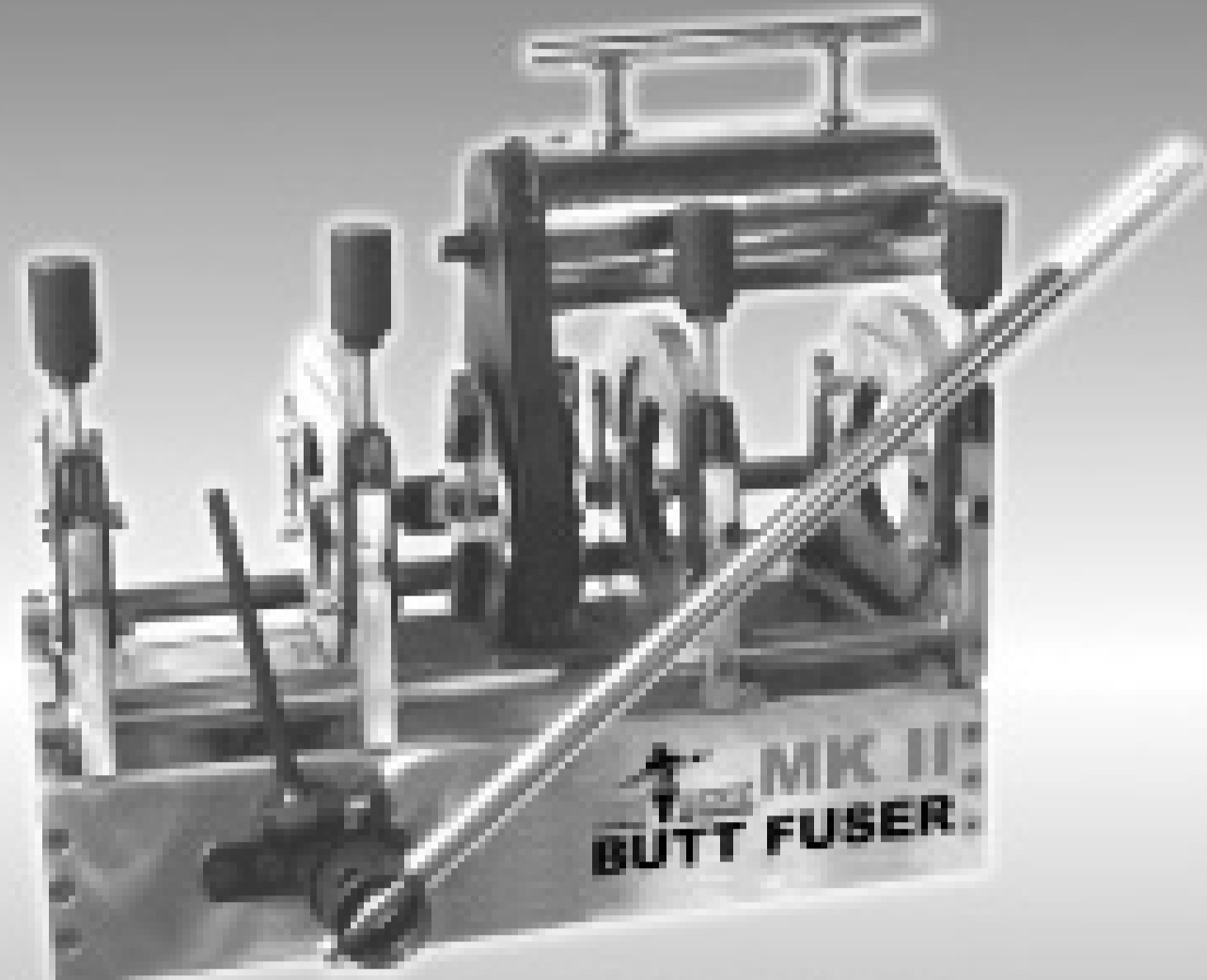
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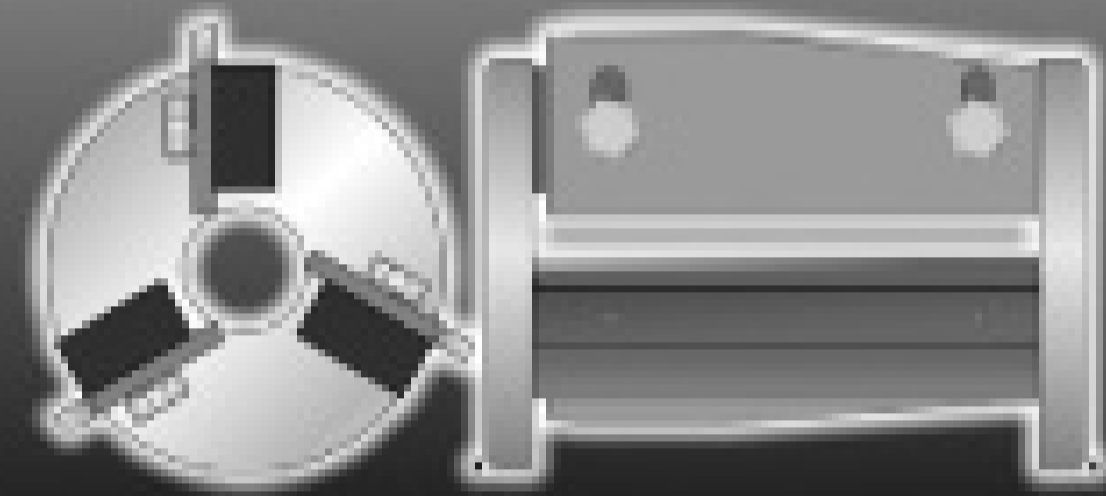
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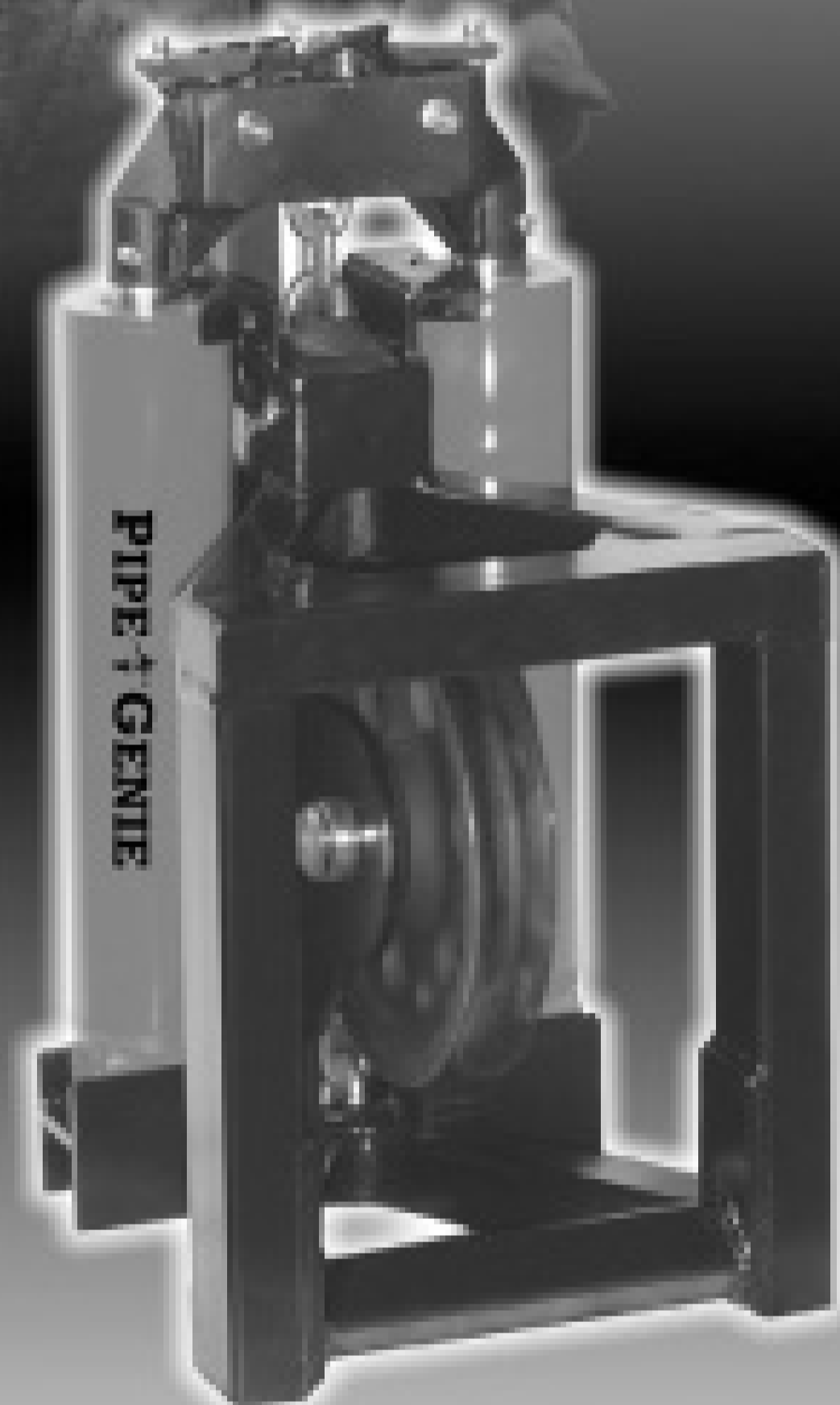
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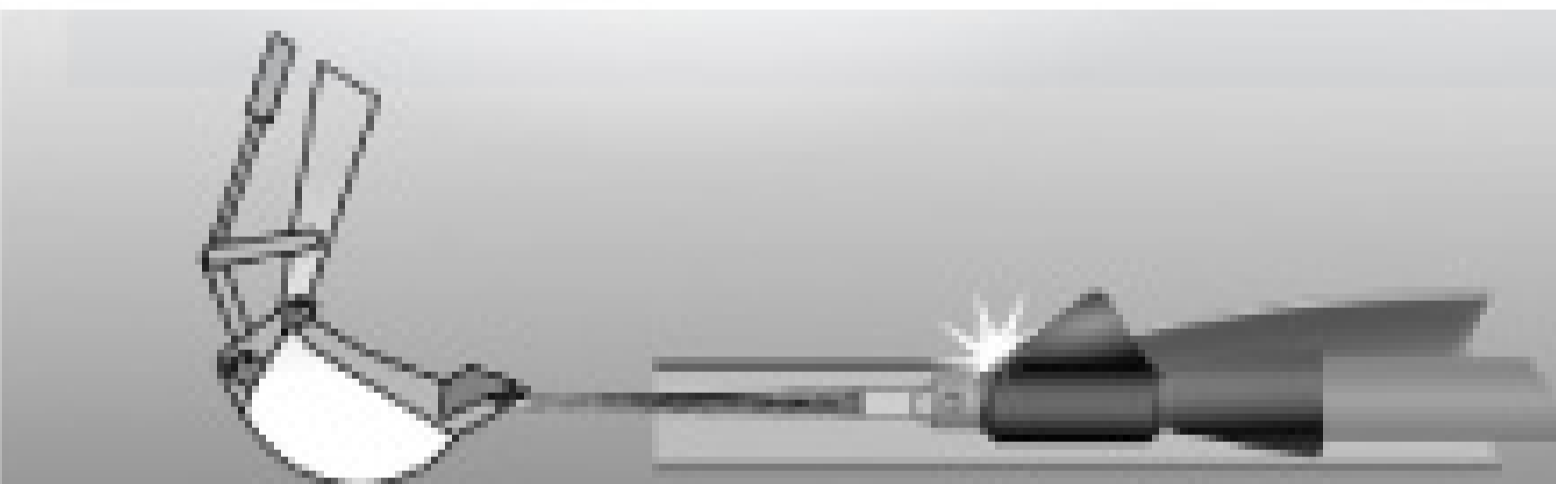
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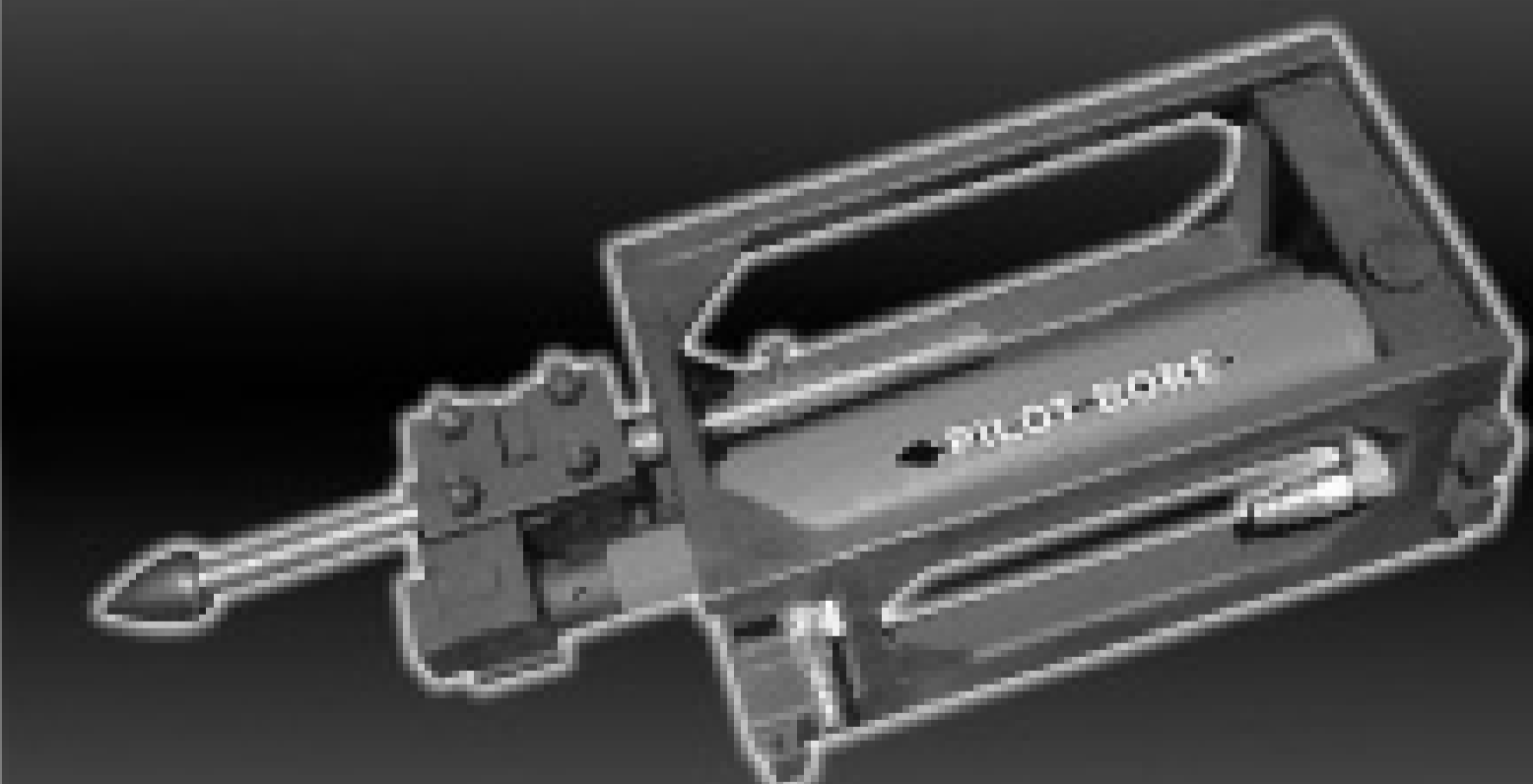


## PIPE BURST 1/2-30" PIPE



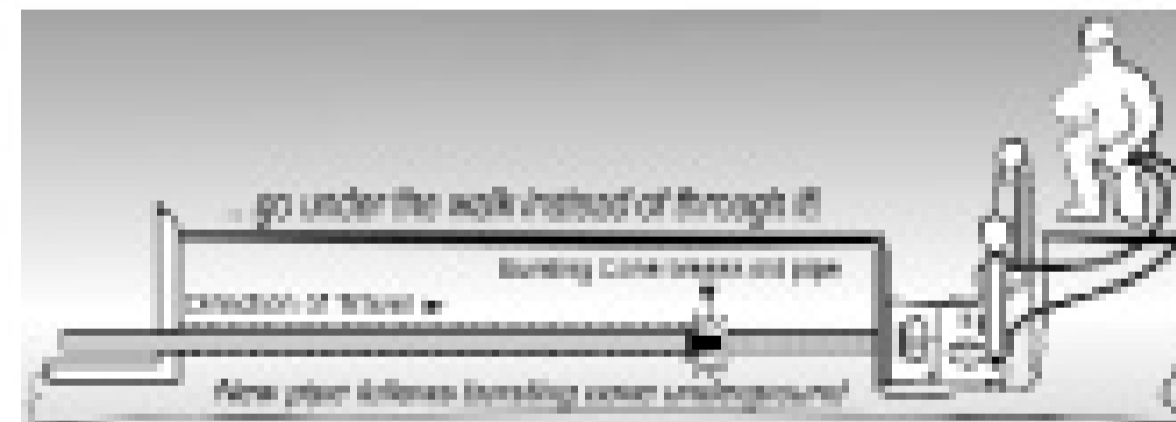
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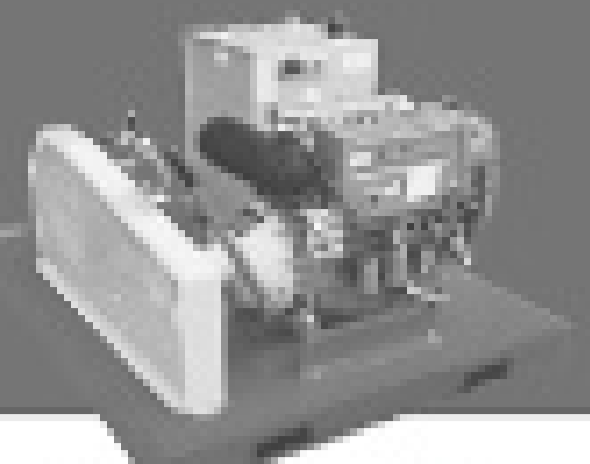


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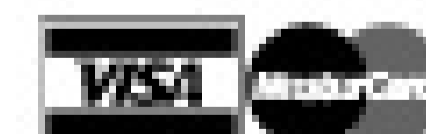


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# Is Your Business SHARP?

An OSHA program recognizes small businesses for effective safety and health management programs

By Ted J. Rulseh

**T**here are many benefits to keeping employees safe on work sites – the first being that your people get to go home each day in the same shape as when they came to work.

Safety  
**FIRST**

But there is also value in being recognized for having a sound program that helps create and sustain those quality working conditions. An OSHA initiative, the Safety and Health Achievement Recognition Program, is designed to give credit to

smaller companies that have exemplary health and safety management programs.

SHARP is for companies with fewer than 250 employees. If your company gains acceptance, you've earned a status that will single you out among competitors as a model for work site safety and health. More important, upon earning SHARP recognition, you will be exempt from programmed OSHA inspections for as long as your certification is valid.

### The few, the proud

SHARP isn't for just anyone, but few worthwhile recognitions are. To earn SHARP certification, you first have to ask OSHA for a consultation visit that involves a complete hazard identification survey.

Then you need to involve your employees in the consultation process and correct all hazards the consultant who visits you identifies. After that, you implement and maintain a safety and health management system that addresses, at the minimum, OSHA's 1989 Safety and Health Program Management Guidelines.

Then comes the challenging part: You have to lower your company's Days Away, Restricted or Transferred (DART) and Total Recordable Case (TRC) rates to levels below the national average. Finally, you must agree to notify your state OSHA Consultation Project

criteria and program requirements.

- Agree (if seeking a multiple-year renewal) to conduct annual self-evaluations and to submit written reports to your state Consultation Project Manager.

### More than recognition

It's rewarding in many ways to receive an honor for an exemplary health and safety program. The real rewards, though, come in the results – less risk of injury to the people who are any company's most critical resources.

**If your company gains acceptance, you've earned a status that will single you out among competitors as a model for work site safety and health. More important, upon earning SHARP recognition, you will be exempt from programmed OSHA inspections for as long as your certification is valid.**

Office before making any changes in the working conditions or introducing new hazards to your workplaces.

### Making the grade

After you satisfy all SHARP requirements, your Consultation Project Manager recommends your company for final SHARP approval and certification. The state and federal OSHA will then formally recognize you at a SHARP awards ceremony.

When you first earn SHARP certification, you will receive an exemption from inspections for up to two years. After that initial certification period, you can ask for a renewal lasting up to three years. To earn the renewal, you have to:

- Apply for renewal during the last quarter of the exemption period.
- Allow a full-service, comprehensive OSHA visit to ensure that your safety and health management system has been effective and that you are maintaining or improving it.
- Continue to meet all eligibility

The safety coordinator for a SHARP-certified construction company in Oregon observed, "It has been very beneficial in changing our safety program from one that looked good on paper to one that is an important working part of all aspects of our company, from the accounting department to the employee on the job site."

You can find out more about the SHARP program on the OSHA Web site at [www.osha.gov](http://www.osha.gov). ■

*A Safety First article in the November 2008 edition of Cleaner about investigating the root causes of accidents should have included the following information about the author, Jonathan Klane:*

*Jonathan Klane, M.S. Ed., CIH, CHMM, CET, is owner and founder of Klane's Education Information Training Hub LLC (KEITH) in Fairfield, Maine. He has more than 22 years of health, safety, training, and wellness experience including investigating incidents and teaching the same to business and industry. This article was developed from one of his recent audio conferences. Contact Klane at 207/453-5348, [jonathan@trainerman.com](mailto:jonathan@trainerman.com), or visit [www.trainerman.com](http://www.trainerman.com).*



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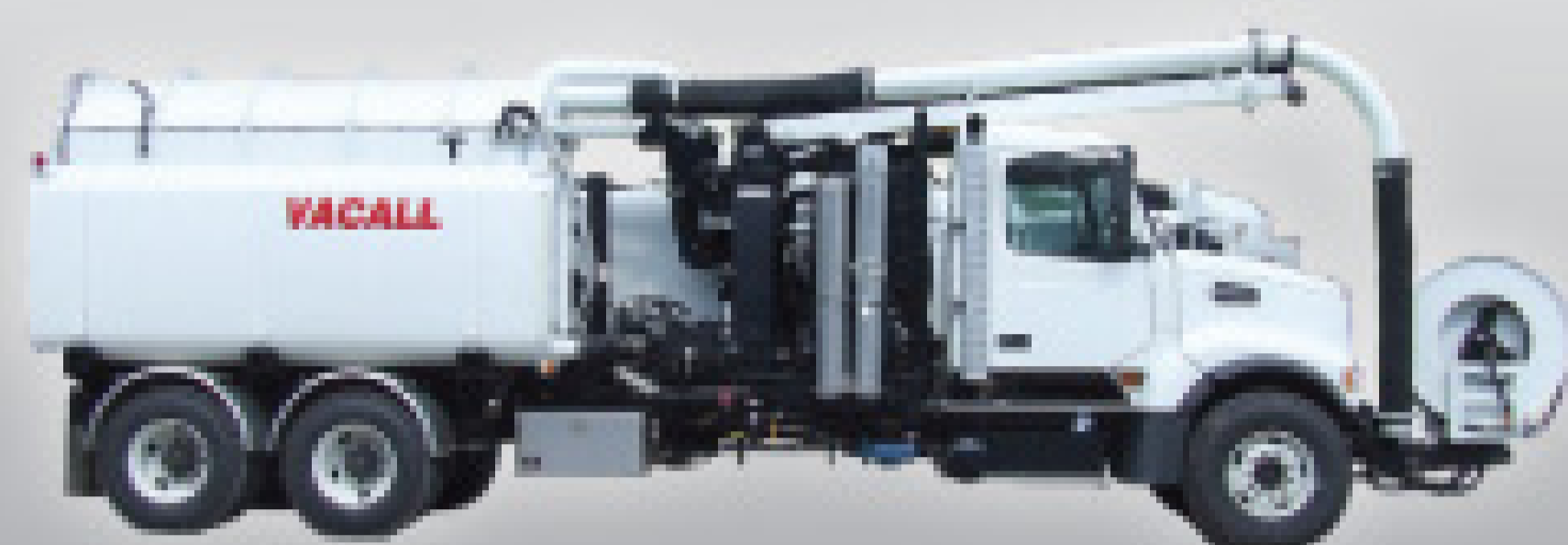
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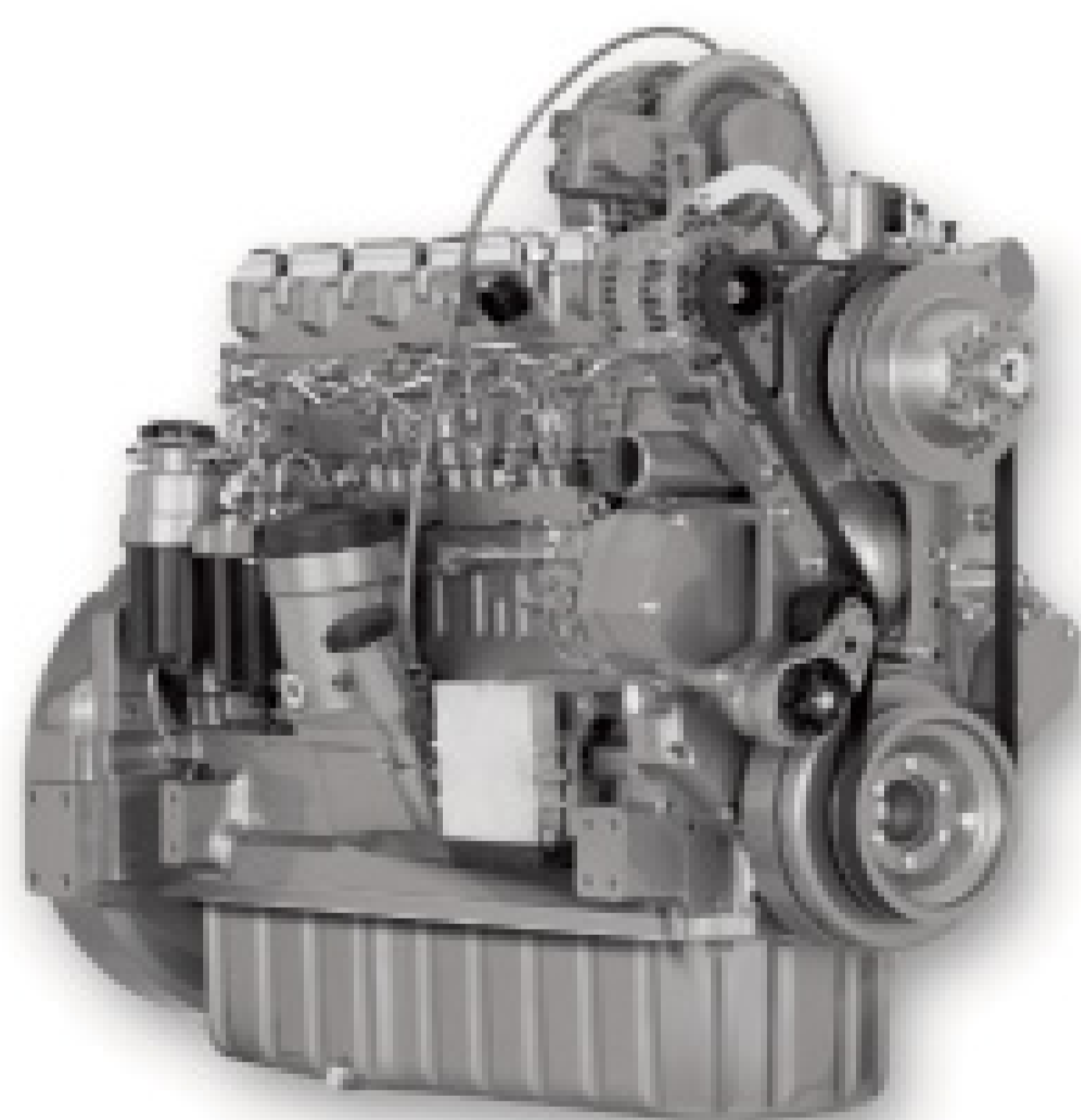
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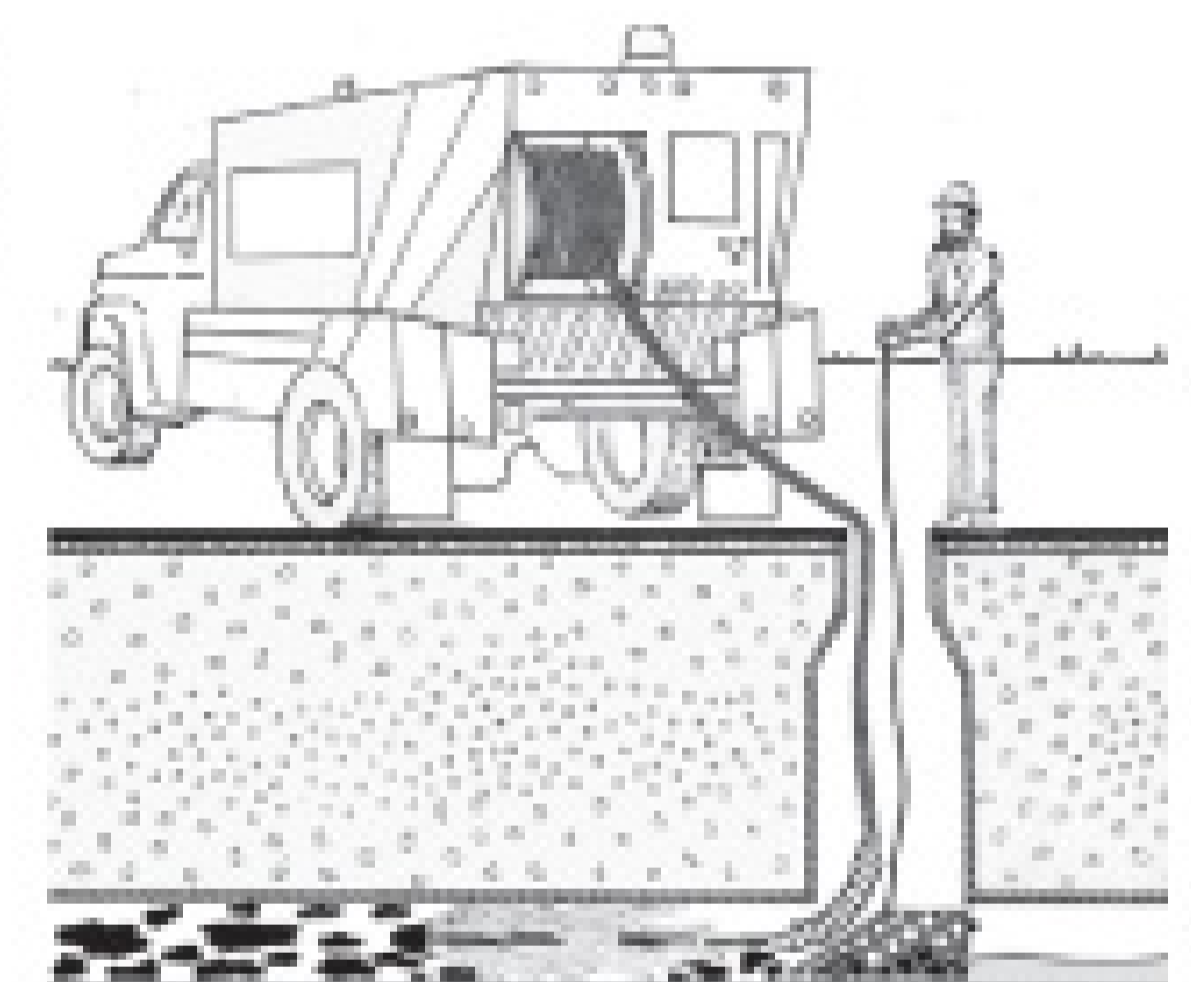
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**MDC-6CW** are similar but have half moon bottom around sides and back to stop finer grit and black sand from flowing through. Fills with material faster.



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**M3PG-1**  
Three Prong Grabber. Great for Rocks and Roots.

**MHG-2**  
Horse-Shoe Grabber. Great guiding hose in and out of sewer lines.

**MDS-6**  
Debris Scoopers Heavy duty construction For 6", 8" and 10" Pipe sizes.

**MCG-6**  
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**Debris Catcher**

**Grit Catcher**

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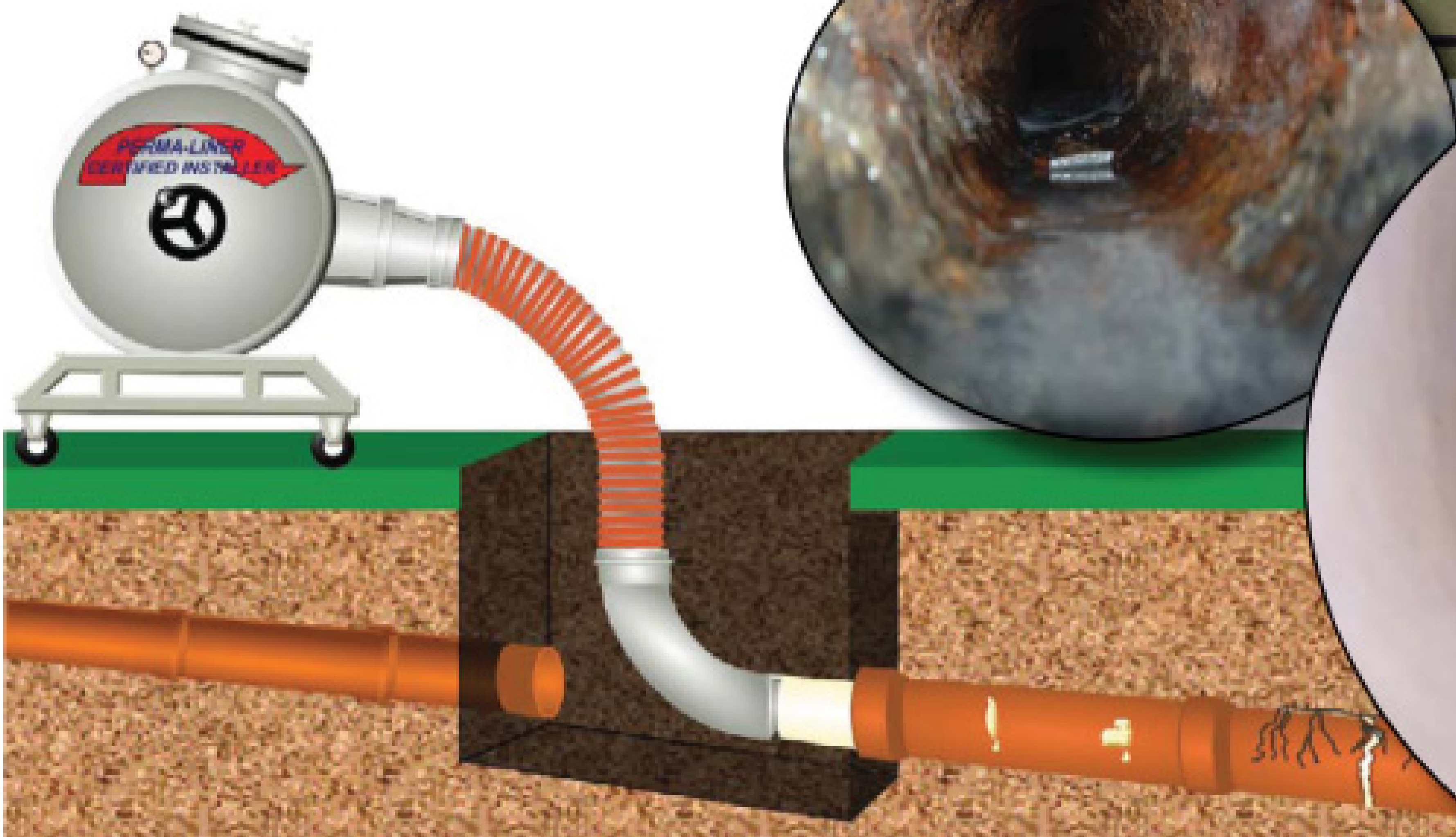
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Richard Ellison helps Jason Skelton with his safety equipment on a Phillips Recoveries job in Mauldin, S.C. (Photography By Patrick Collard Studios)

# Smart Growth

**Mike Phillips uses new technology to create a competitive edge and anchor growth opportunities on a foundation of established business**

By Peter Kenter

**M**ike Phillips believes in evolution. His business, based in Pelzer, S.C., has evolved from construction contracting to a diversified concern that includes two complementary businesses employing more than 100 people.

A.C.E. Environmental Inc. (A.C.E. stands for A Cleaner Earth) offers solid waste hauling, hazardous waste disposal, construction materials recycling, landfill services and environmental rehabilitation.

Phillips Recoveries Inc. offers industrial cleaning and wet and dry vacuuming, water jetting, vacuum excavation and pipe repair, and is expanding into an increasingly high-tech future, offering laser profiling, video inspection, satellite mapping of buried infrastructure, and submarine inspections.

At the heart of his plan for growth, Phillips insists that all of his ventures must be environmentally sound and grow organically from each other, providing cross-business support when it makes sense. Expanding the business also means aggressively pursuing out-of-state

opportunities, particularly high-tech projects involving video inspection and GPS locating services, using increasingly mobile equipment.

#### Extending the reach

Phillips Recoveries began as a niche business, evolving from a chance opportunity. "We were running a general building contracting business around 1985 when we got a call that a truck had overturned and was spilling diesel fuel on the interstate," says Vickie Phillips, vice president of both companies and Mike's wife.

"We had some heavy equipment available, and we responded to the emergency and excavated the soil where the diesel oil had spilled," she says. "We kind of liked the work. We got hazardous materials training, and we grew in that direction."



Nate Cox (right) and Jason Skelton work on a tank-cleaning project. Phillips Recoveries has become a diverse business offering a full spectrum of environmental services.

Over the next decade, the business expanded into industrial cleaning, materials handling, and waste management. The company bought its first vacuum pump in 1996 and established Phillips Recoveries the following year.

The company currently services mainly industrial, institutional and government clients at the state and municipal level. Pelzer, in the northwest corner of South Carolina, is in a nexus near North Carolina, Georgia and Tennessee. But Mike Phillips isn't shy about extending his reach.

Some projects take him as far as Ohio, Virginia, West Virginia, Florida, and even Nevada.

"For jetting and pipe cleaning, we're largely dealing with cleaning out industrial products like powdered liquids and solids like pellets, clay and cement powder," he says. "We also vacuum out oil and sludge from tanks and oil separators and have contracts for cleaning and jetting hospital sewage lines."

Phillips Recoveries has three wet or dry vacuum loaders with high-pressure jetters at its disposal.

## PROFILE

### PHILLIPS RECOVERIES INC., PELZER, S.C.

OWNER:	Mike Phillips
FOUNDED:	1997
ANNUAL REVENUE:	\$3.5 million (2007)
EMPLOYEES:	54
WEB SITE:	<a href="http://www.acephillips.com">www.acephillips.com</a>





Phillips Recoveries and its technicians like Jason Skelton operate under the slogan, "We Make Industry Green."

"For jetting and pipe cleaning, we're largely dealing with cleaning out industrial products like powdered liquids and solids like pellets, clay and cement powder. We also vacuum out oil and sludge from tanks and oil separators and have contracts for cleaning and jetting hospital sewage lines."

**Mike Phillips**

They are King Vac units with 3,000-gallon tanks, supplied by Keith Huber Inc. Demands on the vehicles are so great that the company has ordered a fourth King Vac. "We're grossing 20 to 25 percent more every year on the Phillips Recoveries side," says Mike Phillips. That company represents about 60 percent of overall billings and slightly more than half the employees.

#### **Multiple services**

One of the largest contracts is with Owens Corning Corp., which has several plants in the area. "This client is typical in that we perform a whole range of services involving both A.C.E. and Phillips Recoveries," says Phillips.

"We jet and clean pipes, we haul waste, and we offer vacuum excavation to locate old infrastructure and expose areas to lay new infrastructure," he says. "Once we're serving a client with either business, and observing their operations and needs, the first question is: How can we extend that relationship to serve them better?"

"We're continually moving into new niches, and we're a totally integrated company. If I'm looking for work for Phillips, I always have an eye open for A.C.E. If A.C.E. picks up construction and demolition waste, rather than take it to a landfill, we would rather grind that material and

use it to make stabilization media for lagoons and wastewater treatment plants.

"If we drain a sewage lagoon," he says, "we can offer to just drain it with our vacuum trucks, or we can dry that material in the lagoon using thermal treatment, then provide the client with options for disposing of the material or reusing it. We can help to make companies as green as they want to be, and help them to achieve their recycling and environmental goals now, using available technology, instead of in 2010 or 2012."

#### **Making industry green**

The informal slogan, "We Make Industry Green," provides a guiding philosophy for the companies as they head toward a future that increasingly embraces environmental stewardship. But Phillips is quick to point out that the business isn't selling environmental snake oil, especially on the Phillips Recoveries side.

"You have to be honest with the client," he says. "A.C.E. can take industrial waste products and turn them into fuel, but when Phillips

jets a pipe or vacuums out a waste tank, most of that material isn't reusable. We dispose of it in an environmentally responsible way to regulatory standards, but we're not at the point yet where we can make that part of the business any greener."

Phillips says he's a technophile, constantly examining new technologies to make the business more competitive. It's in the high-tech field that he's expanding the geographic range of Phillips Recoveries. He sees the location of new projects as an economic factor, not a physical one.

"If you offer the right service at an acceptable price, you're only limited by your willingness and ability to move the equipment from location to location," he says. "You're obviously limited by how far you're going to haul a vacuum truck from one central location, but in terms of high-tech services, your clientele will be interested in what you offer, not where you're from."

#### **A range of solutions**

The company has assembled a range of equipment that allows it to offer video inspection, laser profiling in wet or dry lines and satellite mapping of infrastructure. "When we source the equipment, we don't look for an all-in-one solution," says Phillips. "We like to assemble our own solutions out of the best available equipment. We're not stuck on

## **A SUBMARINE NICHE**

The newest business niche for Phillips Recoveries involves a pair of submarine video inspection and laser profiling units that can be used to inspect lines entirely full of water, or submerged in a larger body of water. The units are remote-controlled and can record information on-board or transmit the data to a recorder on the surface. The smaller unit measures about 16 inches long and the larger about 3 feet.

"We can use this technology to inspect the underwater pipes you'd find in power plants, or the lake intake pipes of a water pumping station," says Mike Phillips, owner. The company recently completed an underwater inspection for a client in Nevada. After mastering the technology, Phillips sees opportunities to expand into a new and profitable niche.

"We can use these same submarines to inspect water infrastructure like submerged bridge pylons," he says. "The equipment is paid for. We've already got the capability and the expertise, and this new niche flows from our existing strengths."

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**"Everyone is looking for a better and more economical way to do things. Technology gives us the power to make that happen."**

**Mike Phillips**

a particular manufacturer. We look at the specifications and select one from here and one from there."

The laser profiling equipment not only maps the line's interior but also calculates optimum flows and available pipe capacity. The company has recently expanded its arsenal with GPS locators that provide detailed digital mapping of infrastructure as it is being inspected below. "As soon as we're finished, we can dig down from the top and find that line with certainty," Phillips says.

That provides the client with a map of its permanent infrastructure assets and allows Phillips to offer line repairs on the spot. The company provides trenchless repairs with cured-in-place pipe lining, employing epoxy resin. Recent laser profiling/GPS contracts include the Virginia and South Carolina Departments of Transportation and the city of Buford, S.C.

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with it," he says. "When they're seeing it live, they have a stake in what's happening.

"We can make them aware of what the options are, and they can see just what the condition of the pipe is themselves. Perhaps the pipe still has enough capacity to handle its expected load," Phillips says. "We can show them that. Money is really tight these days, and they may decide they don't need to fix the problem right now, but it's their decision. It empowers the client, because they're part of the decision-making process."

Phillips says the company's future will increasingly rely on acquiring and mastering the latest technology, then finding new ways to expand its use into further niches. While the businesses continue to grow, he's preparing for a host of additional opportunities, particularly from state and municipal entities waiting for the release of federal economic stimulus funds earmarked for infrastructure projects.

"Everyone is looking for a better and more economical way to do things," he says. "Technology gives us the power to make that happen." ■

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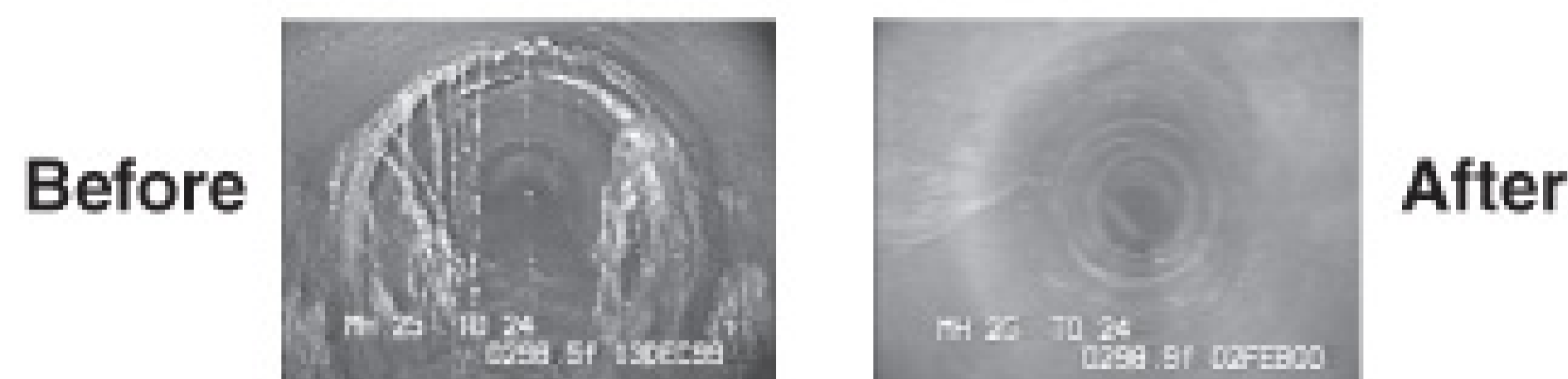
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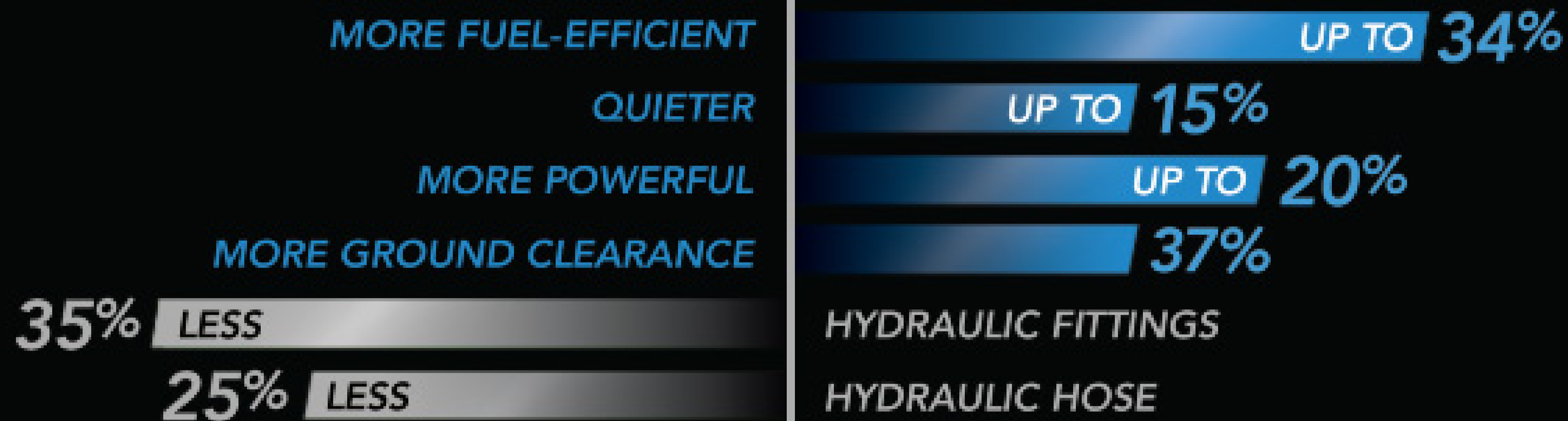
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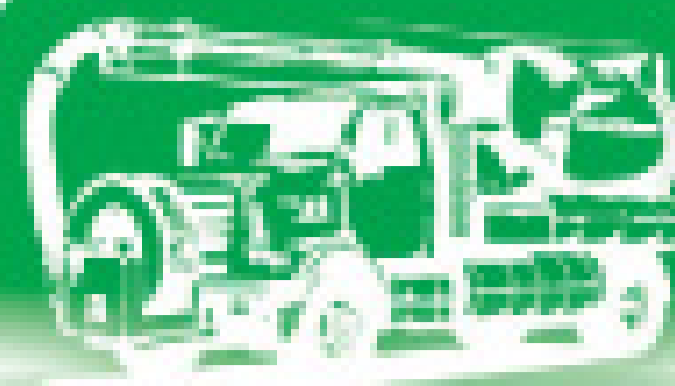
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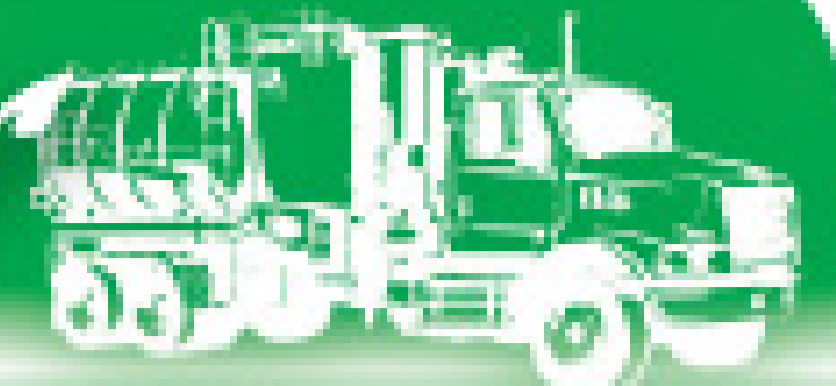
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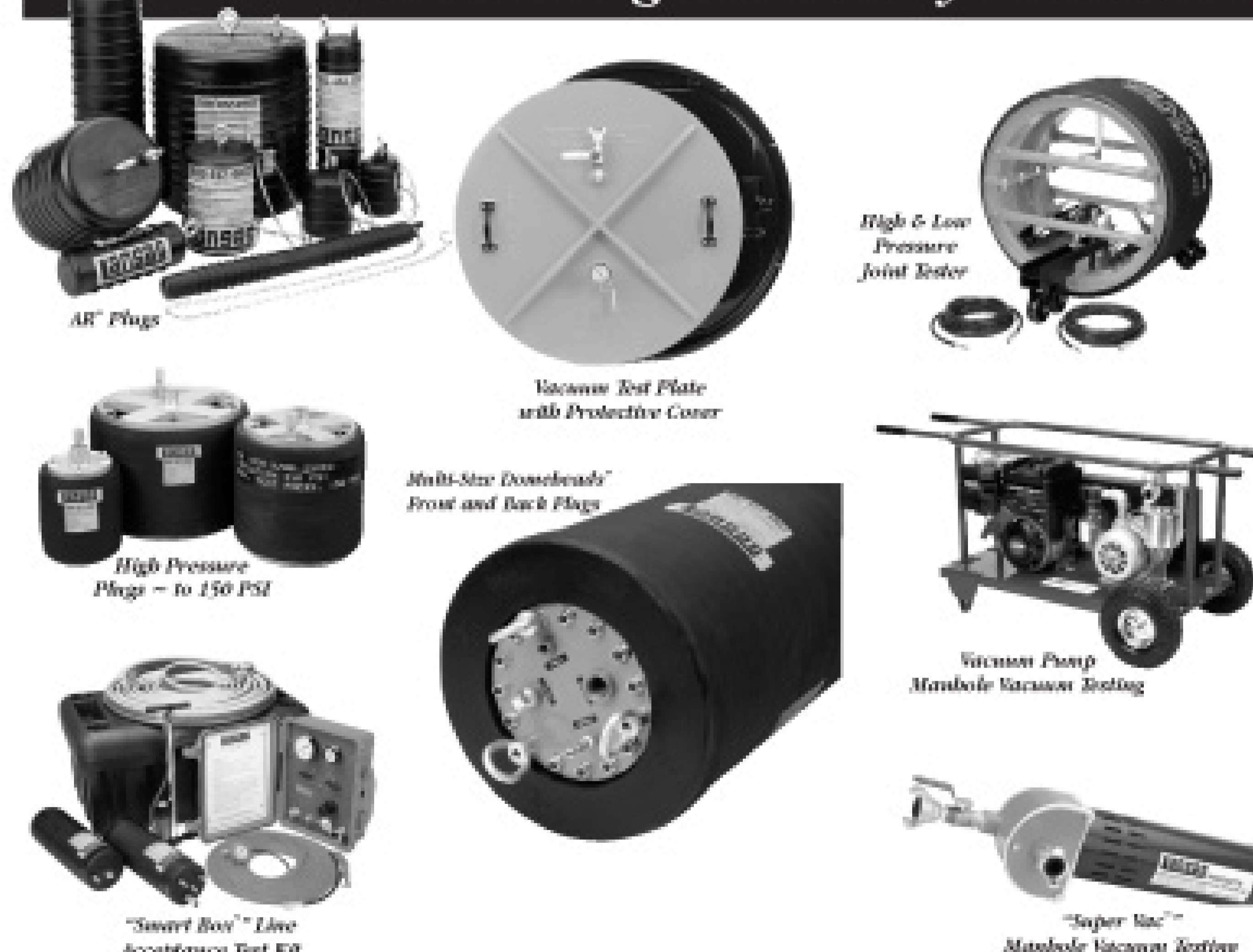
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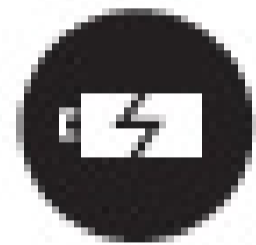
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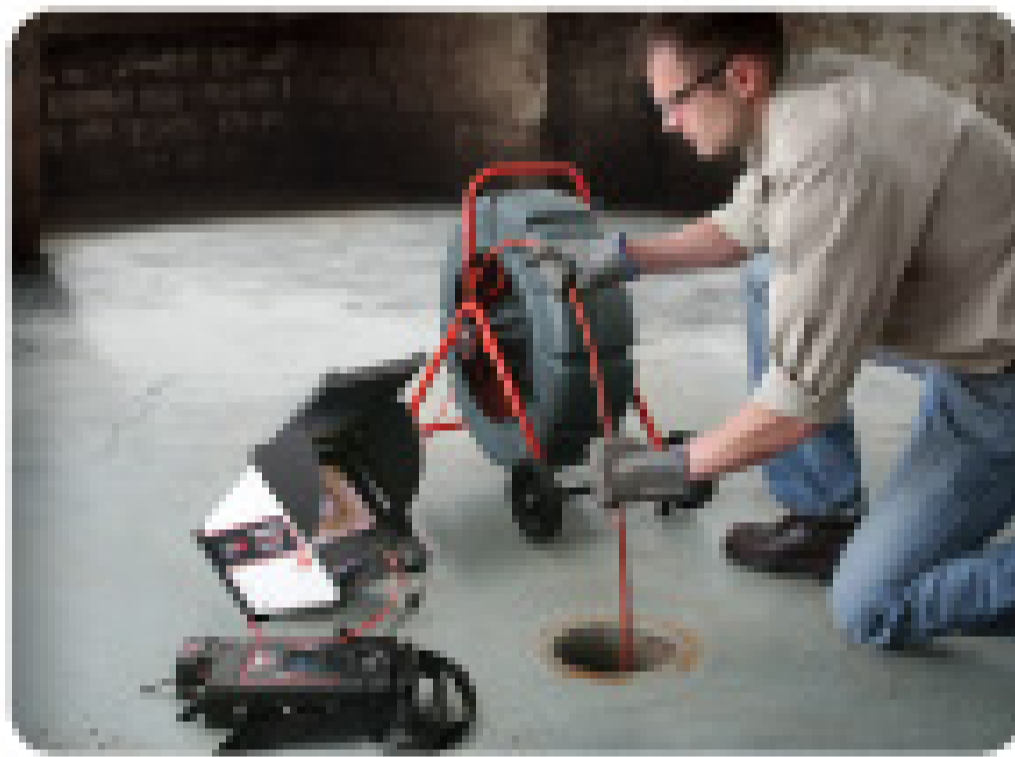
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Mine dewatering is an Aquatech specialty. Here, one of four Godwin HL5M 6-inch diesel pumps delivers 800 gpm at 300 feet total dynamic head in a phosphorus mine in northern Ontario. The four pumps feed a receiving pond, and an open 12-inch CD300M pump moves 3,000 gpm at 120 feet total dynamic head to transfer the water 1,500 feet away. (Photo courtesy of Aquatech Pump and Power Inc.)



# Growth with Sensitivity

**A reputation for skilled emergency dewatering services and extensive knowledge of environmental rules helps Canadian contractor Aquatech carve out a healthy niche**

By Peter Kenter

**A**quatech Pump and Power Inc. is a young Canadian contracting business already establishing a reputation for responding quickly to emergency dewatering and bypass pumping calls with a precise understanding of complex environmental regulations.

Aligning itself with a major equipment supplier and dealer helps the company access the tools and expertise it needs without risking too much capital. The company's head office is located in Concord, Ontario, a suburban community on the north side of Toronto and within easy striking distance of dozens of large population centers bordering Lake Ontario.

Attributes that set the company apart include close relationships with regulators, attentiveness to customers, deep knowledge of dewatering and bypass methods and technologies, and a workforce dedicated

to solving customers' problems no matter what it takes.

As part of its mission, the company is striving to prove that economic development can take place while preserving critical natural resources.

## Responsible growth

"I think what we've been seeing for the last five years or so is a demand to support municipalities through a huge period of growth," says Andy Ingriselli, president of Aquatech. "In some cases, the regulators have lost confidence, believing that this growth isn't supported by a knowledge of environmental regulation.

"It's up to companies like ours

to show them that we can support growth while protecting the environment. We keep up on all of the recent regulations, and we keep up an open line of communication between the regulators and ourselves. People have the mistaken idea that the regulators are there to stop development, but they're really very open to working with all of the parties to see the type of end result they're looking for."

Aquatech researched how contractors in Europe operate under stringent environmental regulations and applied that knowledge to the local market. "They're way ahead of North America in environmentally sensitive designs," says Ingriselli. "They're also used to operating in a smaller footprint, and doing something creative in less room, something we're starting to deal with as urban areas get tighter."

---

**"It's up to companies like ours to show [regulators] that we can support growth while protecting the environment. We keep up on all of the recent regulations, and we keep up an open line of communication between the regulators and ourselves."**

**Andy Ingriselli**



Aquatech manager Norm Metcalfe performs a random inspection of a boom truck. (Photo by Peter Kenter)

Aquatech aligned itself early on with Godwin Pumps of America, serving as that company's Ontario distributor. That status provides not only a large equipment base, but also access to technical expertise. Aquatech also distributes Hudig Pumps throughout Canada and the United States.

"You can't just try to do everything yourself," says Ingriselli. "It became clear to us early that nobody compared to Godwin in the type of support they offer. In my opinion, we also bring something to them in terms of the way we represent them here. Just as they offer us support, we offer similar support to contractors who rent or buy from us. By sharing our knowledge, we're raising the bar for the entire industry."

#### Big rental pool

Aquatech owns a large base of its equipment outright but dips into the pool of rental equipment on an as-needed basis. Godwin dealerships in Buffalo, N.Y., and Grand Rapids, Mich., help extend the company's range. In some cases, the U.S. dealer-

ships are located closer to Ontario jobsites than the Toronto-area office.

The company became a distributor for Hudig because its energy-efficient pumps are environmentally sensitive. "They offer oilless pumps in both diesel and electric models for environmentally sensitive applications, something that's ahead of the curve in North America," Ingriselli says.

**"When a customer says it's an emergency, then it's an emergency."**

**Norm Metcalfe**

Branch manager Norm Metcalfe was sold on joining the company by a combination of dealer power, available equipment and Ingriselli's environmental expertise. "As a dealer, we have access to all of the goodies that come with the inventory," he says.

"But although anyone can throw pumps at a problem, it takes more to do the job without damaging the pumps, the environment and the infrastructure. The regulatory

agencies are empowered to shut down any project they see as threatening the environment. We've built up a level of trust so that when we meet with the various regulatory agencies, we can begin to bounce ideas off them immediately."

#### Handling emergencies

The company's bread and butter is construction industry work, including sewage and creek bypass pumping, contract dewatering, pond drainage, water main testing and flushing, and new construction development. About 20 percent of the contracts are emergency jobs – and what constitutes an emergency is well-defined.

"When a customer says it's an emergency, then it's an emergency," says Metcalfe. "The typical emergency client is a municipality, an agency, a contractor or a general contractor. For some of them, it may not be a service they traditionally use. No client likes an emergency. When they call, we try to give them the feeling that their interests are being protected."

Although the company offers a standard pricing schedule, in emergencies it's not always easy to determine who the client is – the construction contractor, the municipality or the surrounding region. "We're not really concerned who the client might be at the start of the job," says Metcalfe. "We can sort all that out later after the emergency is over. We're not the cheapest in town, but we're not the most expensive either. When we bill for the equipment we use, we're not obliged to charge a minimum like some big rental companies. We just charge what it costs."

In Ontario, environmental regulations are generated at the federal, provincial and municipal levels, and regional conservation authorities also take some responsibility. The Ontario Water Resources Act provides significant challenges to contractors.

The Ontario Sewer and Watermain Construction Association has campaigned to clarify

## HEADING OFF DISASTER

The Rouge River watershed is an environmentally sensitive area that runs through the eastern half of Toronto and northward. When a construction crew working on a condominium development accidentally drilled through a sanitary sewer line in Markham, Ontario, just north of Toronto in the spring of 2008, Aquatech Pump and Power Inc. was called to avert a potential disaster before an expected rainstorm the following day.

Aquatech picked up the emergency call in the early afternoon of Thursday, May 29. "The forecast predicted a storm for Friday night," says Andy Ingriselli, company president. "This was a classic sewer bypass from manhole to manhole."

Aquatech representatives and a pump specialist worked quickly to establish an expected peak flow rate of 8,500 gpm, based on a 25-year storm event, and then to estimate low-flow rates for subsequent dry weather.

Working with municipal engineers, Aquatech located access holes that could be used to create a bypass. Selected for this tough job: one primary 8-inch and 12-inch critically silenced diesel-powered pumps, as well as two 12-inch secondary (standby) diesel pumps, all from Godwin Pumps of America.

The big pumps weighed in at more than 17,000 pounds and were delivered using a 22-ton boom truck. The first pumps arrived by 3 p.m., and the last units by 5 p.m. Access holes also had to be fitted with special taper-top risers to accommodate the pumping equipment.

By 7 p.m., the discharge piping was laid out behind road barriers while the contractor waited for road access permits, which arrived Friday afternoon. The system was commissioned and operational by 5 p.m. Friday, ready and waiting for the storm that arrived later that night, as weather forecasters promised.

"We averted a potential environmental disaster with time to spare," says Ingriselli. "Our company was built to handle jobs like this."

### PROFILE

#### AQUATECH PUMP AND POWER INC., CONCORD, ONTARIO

PRESIDENT: Andy Ingriselli

FOUNDED: 2007

MARKET AREA: Ontario

EMPLOYEES: 41

AFFILIATIONS: Greater Toronto Sewer & Watermain Construction Association; Ontario Pollution Control Equipment Association

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rules that it says are difficult to understand. A water spill from a leaking pipe, for example, might actually be covered under the province's Environmental Protection Act, depending on circumstances. A regulation designed to protect groundwater resources prevents any party, including dewatering contractors, from removing in excess of 13,000 gallons of water from provincial aquifers in a single day without a water-taking permit.

### Reputation for knowledge

Ingriselli says Aquatech cultivates a reputation for up-to-date knowledge of regulatory compliance. "Part of what we offer the client is confidence," he says. "In many cases, a contractor might innocently do something that leads to them potentially facing charges. We work closely with environmental consultants and engineers to make sure we understand what we're doing."

A case in point is a contract in which Aquatech worked with a specialized environmental consultant, Groundwater Environmental Management Services Inc. (GEMS) of Richmond Hill, Ontario, to clean up turbid stormwater passing through a construction site and entering a creek designated as a protected fisheries habitat.

After GEMS made erosion-control enhancement recommendations, Aquatech designed a system to divert water around the construction site and lower the turbidity of the water entering the ecosystem. "It's important in these systems to design for high- and low-flow conditions because the equipment will be in place over a length of time," says Ingriselli. "In this case, we needed to design the system to operate from a range of 20 gpm to 2,000 gpm."

Equipment brought to the site included three 2-inch submersible pumps, one 3-inch submersible pump, one 4-inch submersible pump, four 6-inch diesel silenced pumps, one 4-inch diesel pump, three generators, and two light towers, all from Godwin; as well as five automatic float panels, two 18,000-gallon tanks, two four-pod sand media filters, and four pressurized micron filter canisters.

Water entered the filtration system at 133 to 1,000 NTU, and the goal was to improve that quality to less than 12 NTU. "Water quality has



Rental equipment is a significant part of Aquatech's business. One of the company's diesel mechanics is shown working on a sound-attenuated diesel pump. (Photo by Peter Kenter)

**"It takes a special kind of dedication to leave the house just as the roast is coming out of the oven and your family is sitting down to Sunday dinner. You can have all the pumps in the world, and all the support from distributors, but we've got nothing if we don't have people at all levels, from truck yard to sales to the executives, ready to step up to the plate and assume responsibility for their part of the operation."**

**Norm Metcalfe**

A pump specialist sales representative loads a confined-space entry kit into a pickup truck. The gear will be used in setting a sewer plug for a sanitary sewer bypass. (Photo by Peter Kenter)



improved to readings of as low as two NTU," says Ingriselli. "Results like this were previously thought to be unattainable without the use of nonorganic treatment methods."

### Mine dewatering

The company also offers dewatering services for mining operations

in northern Ontario. In an emergency job last year, Aquatech delivered three massive diesel pumps to an open-pit mine near Kapuskasing, a 10-hour drive north of the city, after the existing pumps broke down.

"The system was designed and delivered in under 40 hours," says Ingriselli. "The crews connected the

new pumps and aggressively drained the excavation to meet the mining production schedule." Aquatech is considering opening a branch office in northern Ontario to cater directly to the mining market.

Aquatech promotes itself largely by word of mouth, and its mobile fleet features an aggressive corporate design. "There's no better way to promote yourself than to provide your services professionally," says Ingriselli.

Many clients come to the business directly after finding the Web site. The company also works actively with industry associations and has hosted its own open house, complete with seminars and speakers representing local environmental and development groups.

One challenge for the business is finding employees willing to drop what they're doing and return to work for emergencies. "It takes a special kind of dedication to leave the house just as the roast is coming out of the oven and your family is sitting down to Sunday dinner," says Metcalfe. "You can have all the pumps in the world, and all the support from distributors, but we've got nothing if we don't have people at all levels, from truck yard to sales to the executives, ready to step up to the plate and assume responsibility for their part of the operation."

Ingriselli agrees that the team approach works when everyone is on message: "We're here to demonstrate that, with the right equipment, sound processes, good communication, and the right approach, development and growth can happen without sacrificing the environment." ■

### MORE INFO:

**Godwin Pumps of America, Inc.**  
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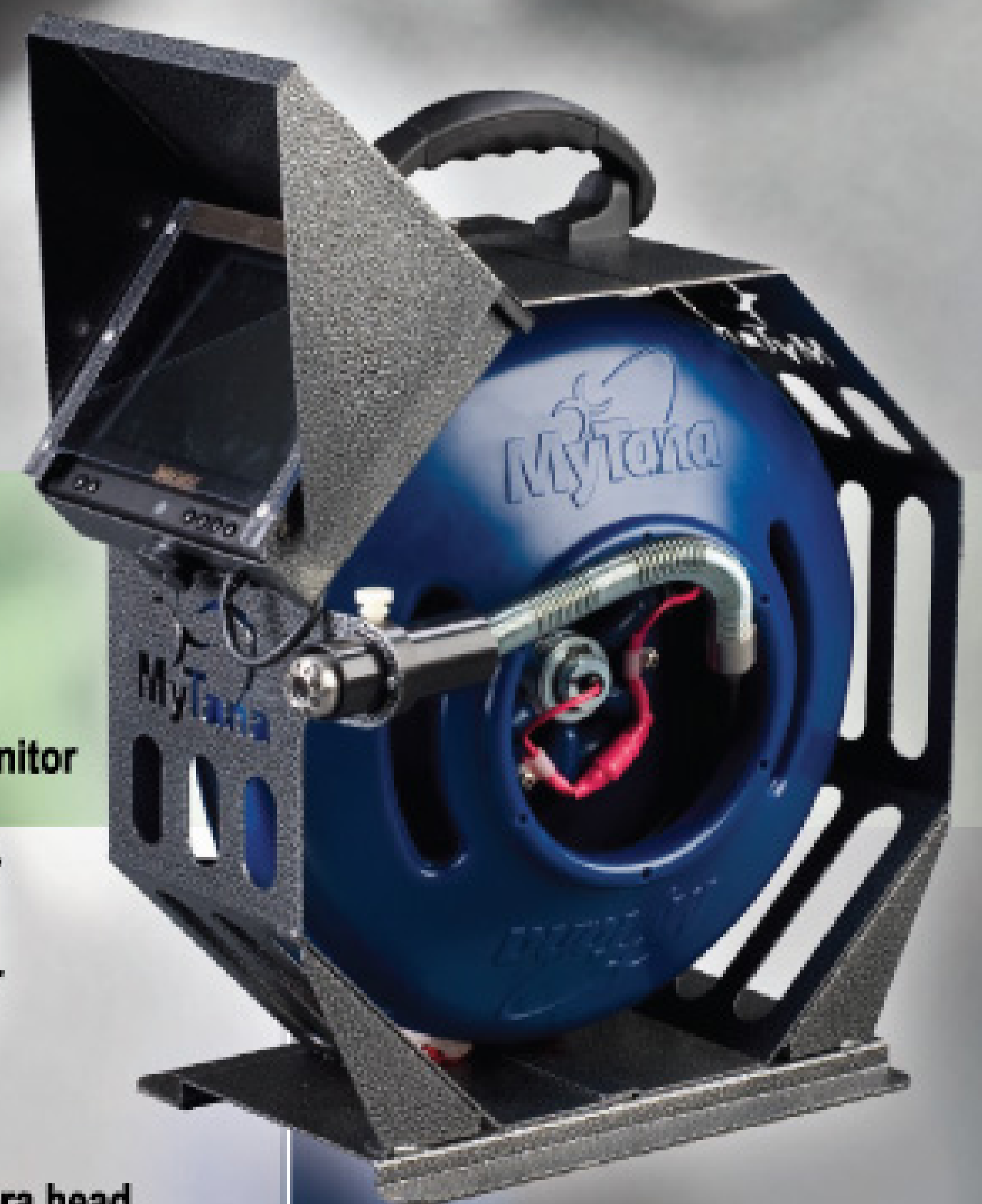
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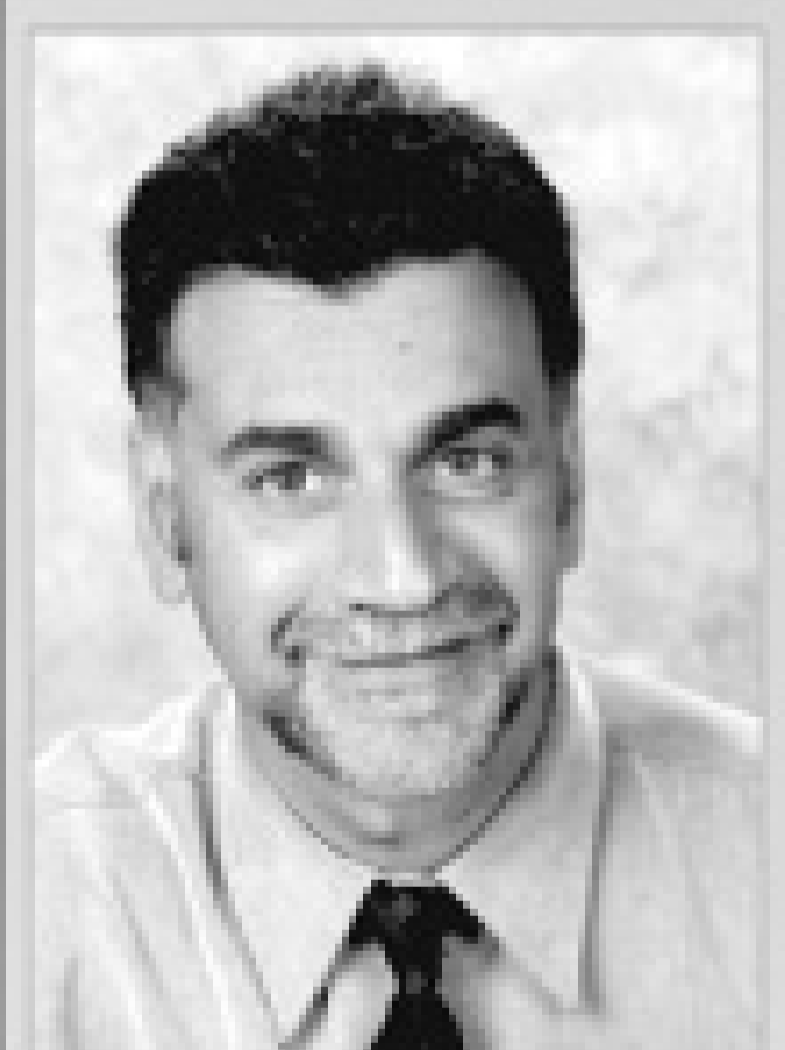
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# Chuckling the Spear

**A young man's involvement in the javelin throw leads him and his father, a New Jersey contractor, on a trip to the 2008 Olympics in Beijing**

By Judy Kneiszel

**F**or 11 days last August, David Zuidema III and son Kaleb left the family's septic service and pipe inspection and repair business in Midland, N.J., and took the vacation of a lifetime to the 2008 Olympic Games in Beijing.

They didn't go to watch popular events like gymnastics or high-profile athletes like swimmer Michael Phelps. Instead, they traveled 7,000 miles to see Kaleb's sport – javelin throwing. "We'd been following the javelin Olympic trials and knew who had been in the last Olympics," says David. "But honestly, it's an event I wouldn't be too interested in if not for my son's involvement."

## Competitive thrower

Kaleb, 16, was the only freshman in New Jersey to compete in the javelin throw at the state high school championships last year, and in 2007 he placed first for his age group in the javelin throw at the national Amateur Athletic Union Junior Olympics in Nashville. At that event, he threw 49.27 meters (54 yards). He has yet to beat the record his older brother Andrew set at Midland Park High School, but it was on his to-do list for the spring 2009 track and field season.

David says the trip was partially a reward for his son doing so well in his competitions, but mainly it was a father/son bonding trip. His wife, Mary, did not go along. "We've done a lot of traveling together," he says. "But this was the longest time I was

ever going to be gone, so she needed to hold down the fort."

The "fort" is David Zuidema Inc., a company founded around 1920, whose services include cesspool and septic tank cleaning, septic systems inspection, pipe cleaning and inspection, sewage ejector pump repairs and portable restroom rentals.

David Zuidema Sr. founded the company, which serves New Jersey and the southern boroughs of New York City. From the 1950s through the 1970s, David Zuidema Jr. operated the company, and in the 1980s, David III took over. His two older sons, David Timothy and Andrew, work in the business. Kaleb helps with the portable restrooms during summer, and Seth, 12, may be on the payroll in a few years.

Preparations for the trip to the Olympics began more than two months before the flight to Beijing took off from Newark International Airport. When they arrived, they attended the javelin, decathlon and women's high jump events. They avoided the opening and closing ceremonies at the famed Bird's Nest venue, partly because they cost too much, and instead, spent time sight-seeing.



Visiting the Great Wall of China are Kaleb Zuidema (left) with his father David Zuidema III, owner of the family's septic service and pipe inspection and repair business in Midland, N.J. (Photos courtesy of Zuidema family)

## Studying technique

Javelin throwing is all about technique, David Zuidema says, and what better place to study technique

than at the Olympics. "Athleticism is part of it, but technique is the bigger part," he says. "The average person in the stands wasn't observing how

## ABOUT THE JAVELIN

Europeans traditionally dominate Olympic javelin competition, and 2008 was no exception. The men's gold medal went to a Norwegian thrower who set an Olympic record at 90.57 meters (99 yards). Throwers from Latvia and Finland won the silver and bronze medals. The U.S. thrower did not qualify for the finals. American Cyrus Young was the last non-European to win the gold. That was in 1952 in Helsinki, Finland.

The javelin is made of metal, fiberglass or carbon fiber. It must be between 2.6 and 2.7 meters long (about 8.5 feet) and weigh 800 grams (1.76 pounds). Throwers run along a 33.5-meter runway (110 feet), carrying the javelin over their heads.

Their last few steps are crossover steps as they prepare to plant their lead leg. This increases the velocity of the javelin. They release the javelin overhead and then stop themselves before they cross the foul line. The javelin must land tip first for a throw to be measured. Each competitor gets three attempts.



Kaleb Zuidema, a javelin thrower and son of the owner of a New Jersey cleaning contractor, visited the Beijing Olympics in 2008.

**“I’d been to Japan, South Africa and a lot of Europe before, so I’m not intimidated by foreign travel. Before we went, people kept asking me about issues like smog and terrorists, but we didn’t have any problems at all. The people treated us really, really well.”**

**David Zuidema III**

the thrower moved his arms and probably couldn’t tell the difference between the guy who came in first and the guy who came in last, but my son picked up some techniques that he brought back with him.”

Back home, Kaleb works with a trainer on his technique, and he does weight training to improve arm and

abdominal strength – also crucial. He also competes in soccer and basketball. “It’s like I have a second full-time job keeping up with his sporting events,” David says.

Besides attending track and field events at the Olympics, Kaleb met the Canadian and Australian javelin throwers. The Zuidemas also went to

the Great Wall in three locations, visited Tiananmen Square and took a rickshaw ride. They hired a private guide one day to show them around, and they also contacted a Chinese family acquainted with friends in the United States and spent a couple of days with them.

“I’d been to Japan, South Africa and a lot of Europe before, so I’m not intimidated by foreign travel,” David says. “Before we went, people kept asking me about issues like smog and terrorists, but we didn’t have any problems at all. The people treated us really, really well.”

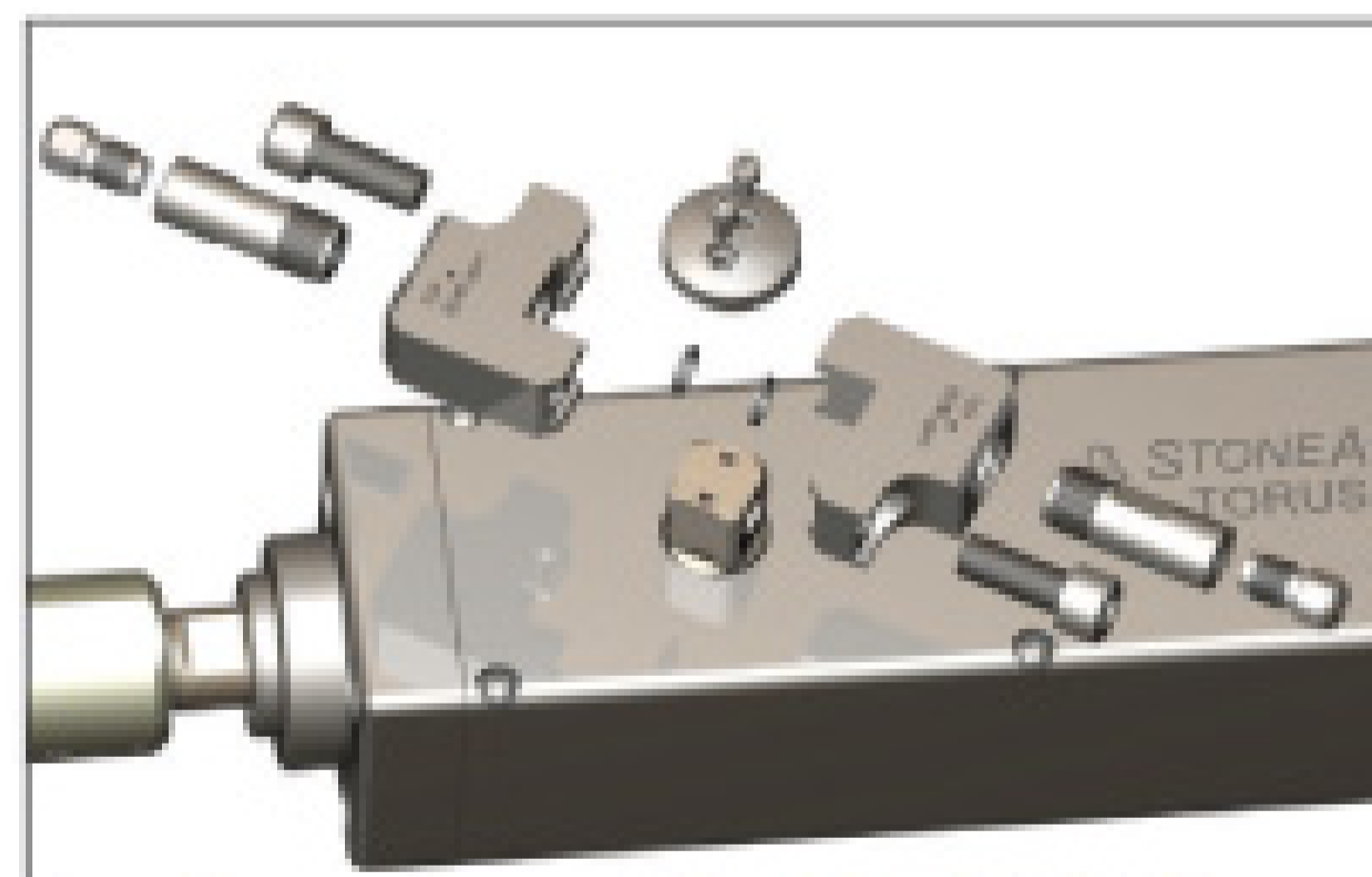
Those who thought Kaleb was an Olympic athlete treated the father

and son especially well. “Me, I’m an older guy; graying,” says David, whose main sport as a youth was football. “I don’t look like an athlete, but people wanted their picture taken with my son. They thought he might be an Olympic athlete.” ■

*After Hours is an occasional feature that describes how business owners reconcile work life with family, leisure time, charitable pursuits, and personal interests and passions. Cleaner welcomes story ideas. If you take part in something interesting outside work, or if you know someone in the cleaning business who does, please send a note to editor@cleaner.com.*

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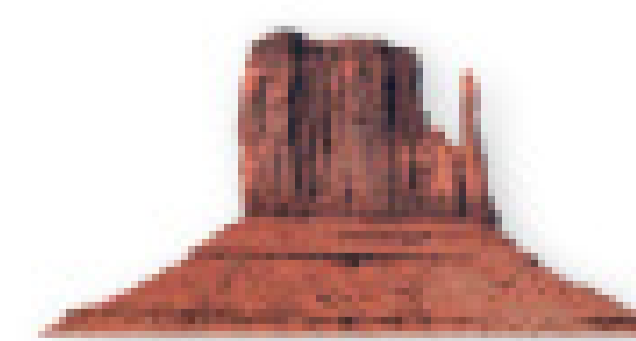
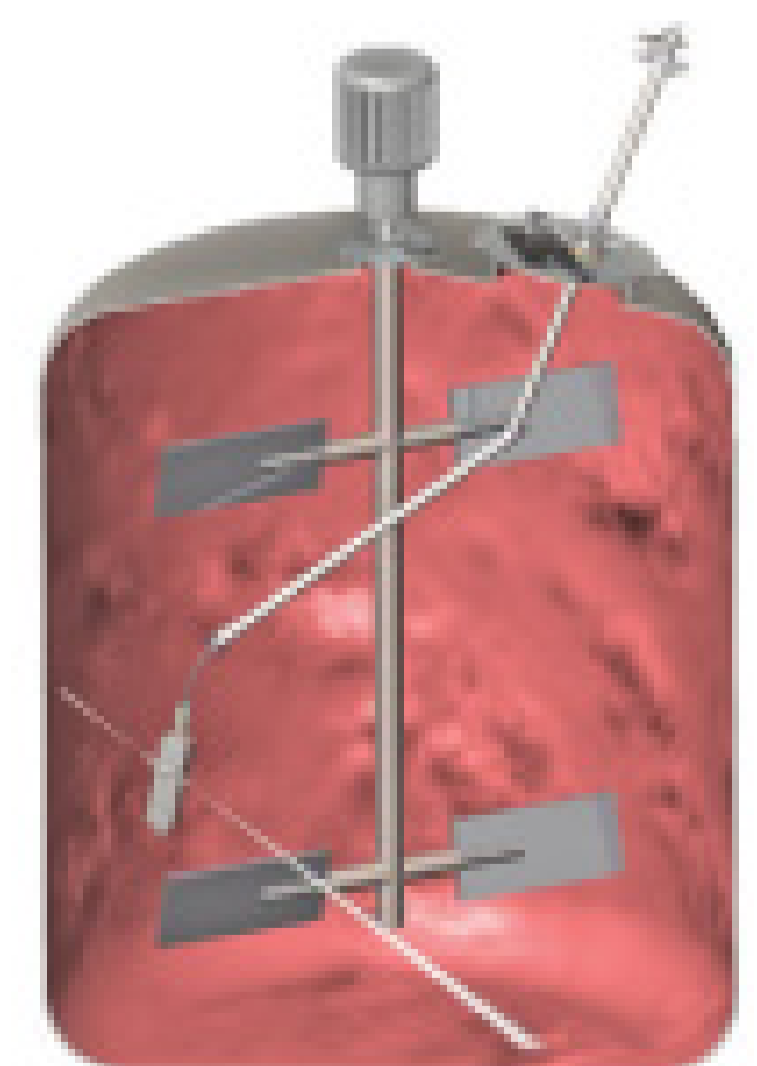
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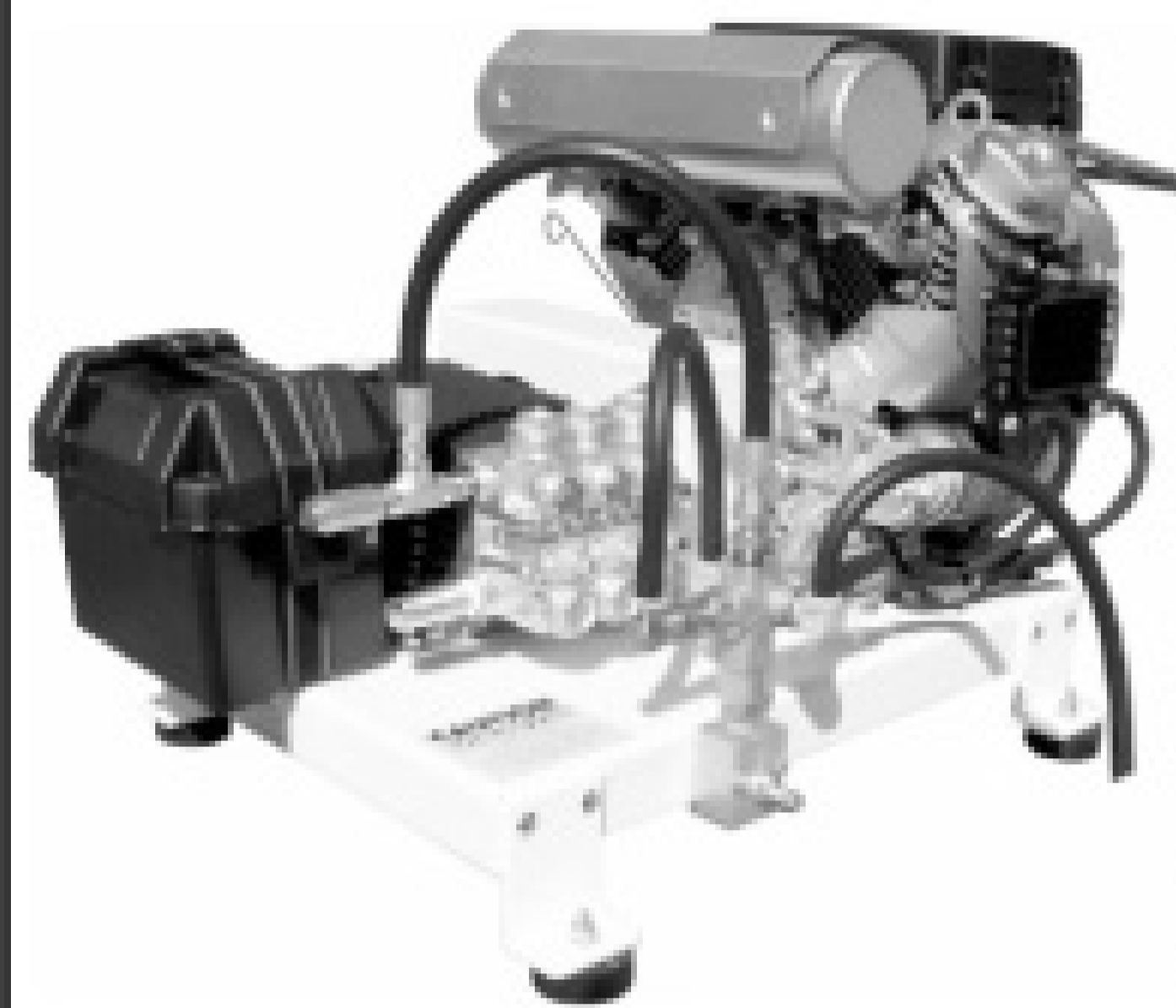


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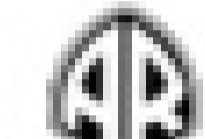
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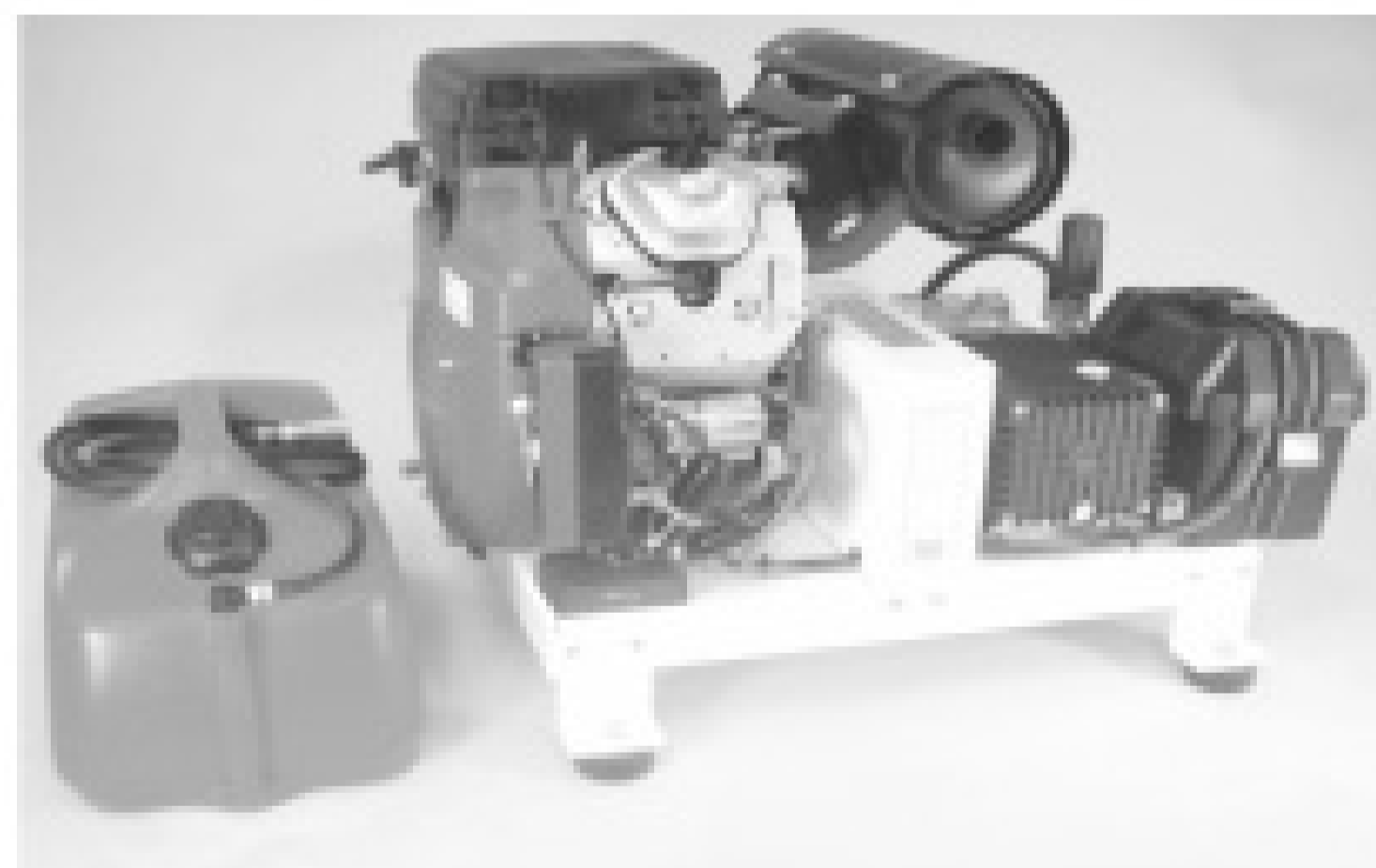


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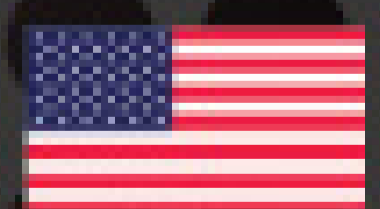
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# On the Beam

**Laser profiling is gaining recognition in North America as a valuable tool for measuring newly installed pipes and sewers scheduled for rehabilitation**

By Peter Kenter

**L**aser profiling is a relatively new technology that uses a laser beam to scan the interior of a pipe and accurately determine its ovality, alignment, diameter and capacity.

It's not the type of information collected on an ongoing basis. Instead, laser profiling is usually conducted just once before handover on pipe projects where the contract specifies the roundness of the installation.

Now required on government projects in just two states, laser profiling continues to gain acceptance as one criterion by which to judge a pipe installation. It also has potential as a tool for measuring pipes scheduled for rehabilitation, such as by cured-in-place pipe lining.

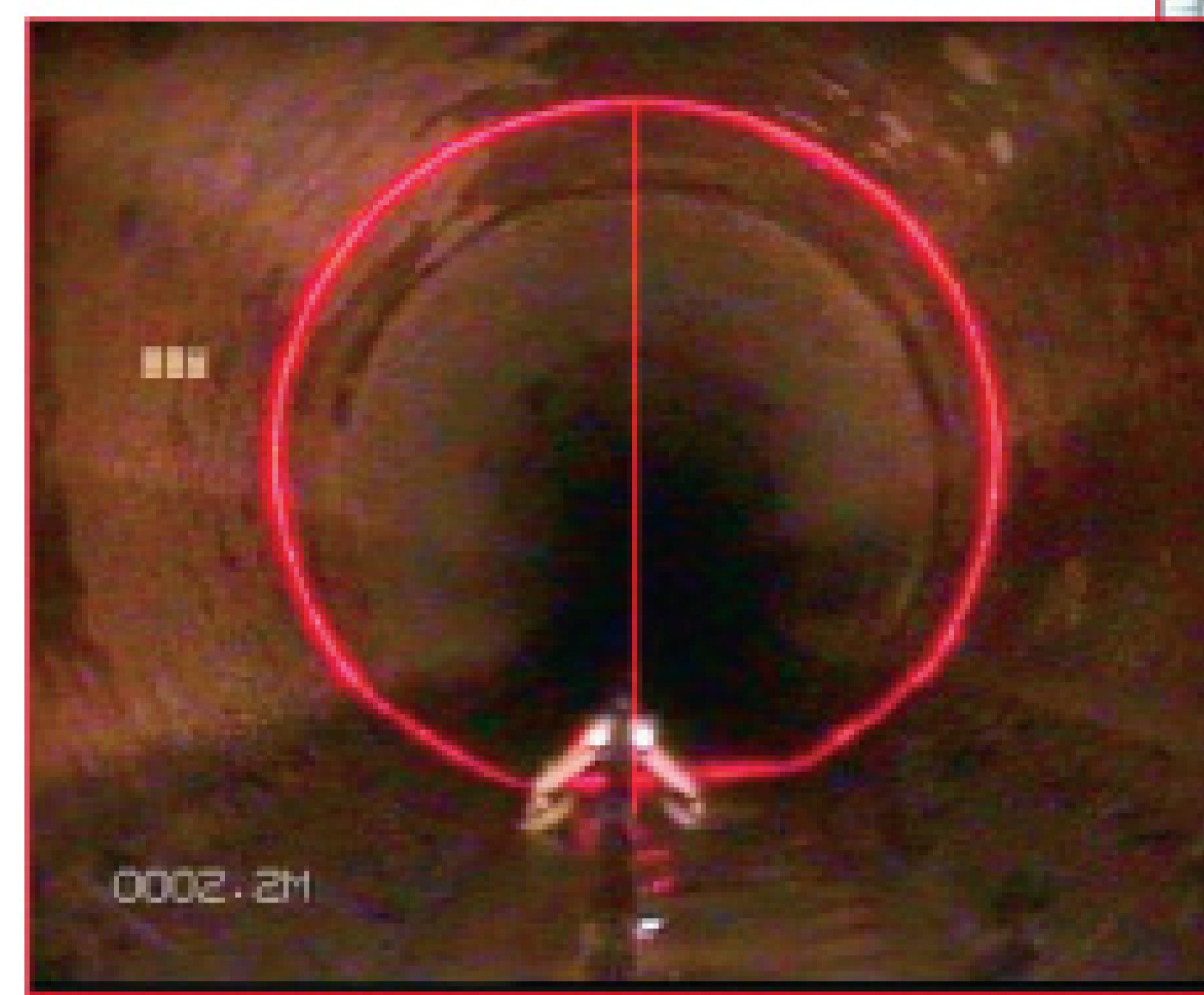
Municipalities and contractors that want to use the technology need to understand how laser profiling is developing as more and more jurisdictions specify it.

### Deadly accurate

A laser profiler is essentially a CCTV camera inspection unit with a slim laser probe mounted to the front. The laser projects a ring of light around the pipe interior, while software processes the information it receives from analyzing the ring.

While a television image helps to estimate the dimensions of a pipe, a laser profiler provides hard data and dead-accurate readings within a fraction of a percentage point. While the position of a CCTV unit is estimated by the length of cable fed into the pipe, the laser profiler can determine its own location within inches. Laser profiling devices now range in price from about \$25,000 to \$80,000, but prices are declining as the technology becomes more widespread.

"It's only been on the market in



In a pipe without defects, the projected laser ring appears almost completely circular and undistorted.

North America for a year or two, and people are just starting to see the benefits of the technology," says Gerry Muenchmeyer, technical director with the National Association of Sewer Service Companies (NASSCO).

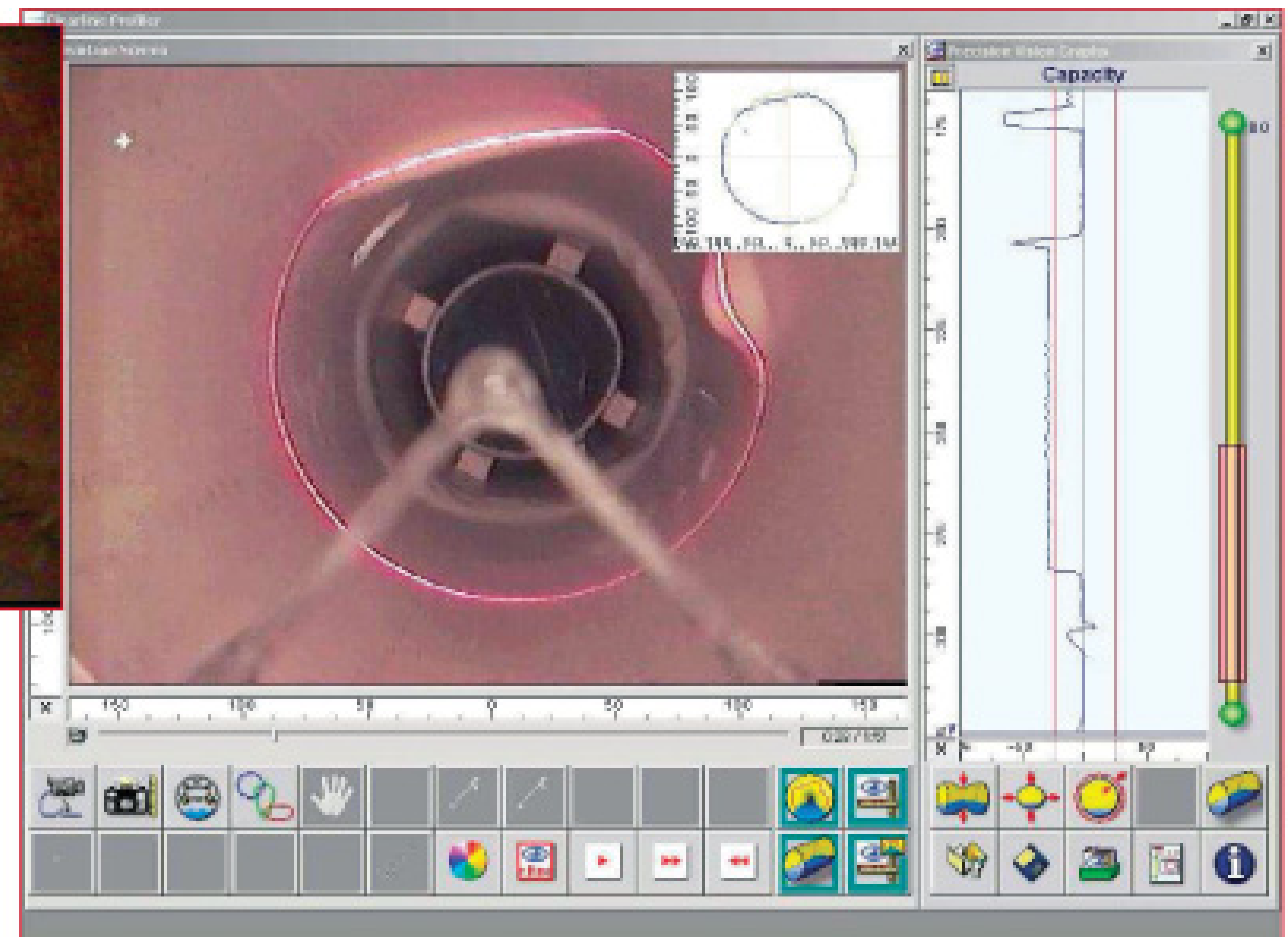
"Initially, we've seen the sale of quite a few units in Florida, where any project under Florida Department of Transportation (FDOT)

**"If you want to design a liner to rehabilitate that length of pipe, you can take every defect into consideration. Afterward you can profile the liner and determine within a reasonable tolerance how thick the liner is and how well it fits into the existing pipe."**

**Gerry Muenchmeyer**  
NASSCO

auspices is laser profiled for ovality before being handed over to the owner. The test applies equally to concrete pipes or flexible PVC pipes that might collapse beyond acceptable tolerances if trenches are improperly backfilled."

The technology was promoted to the FDOT Pipe Advisory Group (PAG) at an October 2005 presentation by Orlando-based laser profiling equipment manufacturer CUES Inc., and Pipeline and Drainage Consultants of Lexington, Ky. FDOT moved quickly to include the tech-



A view of the laser profiler inside the line as laser light is distorted by pipe circumference imperfections. (Photos courtesy of CUES Inc.)

nology in specifications on all projects with pipe diameters from 8 to 48 inches let after July 1, 2006.

The Arizona DOT has a similar

mandate, insisting that 10 percent of all pipes on construction projects be scanned before project handover.

### Making an impact

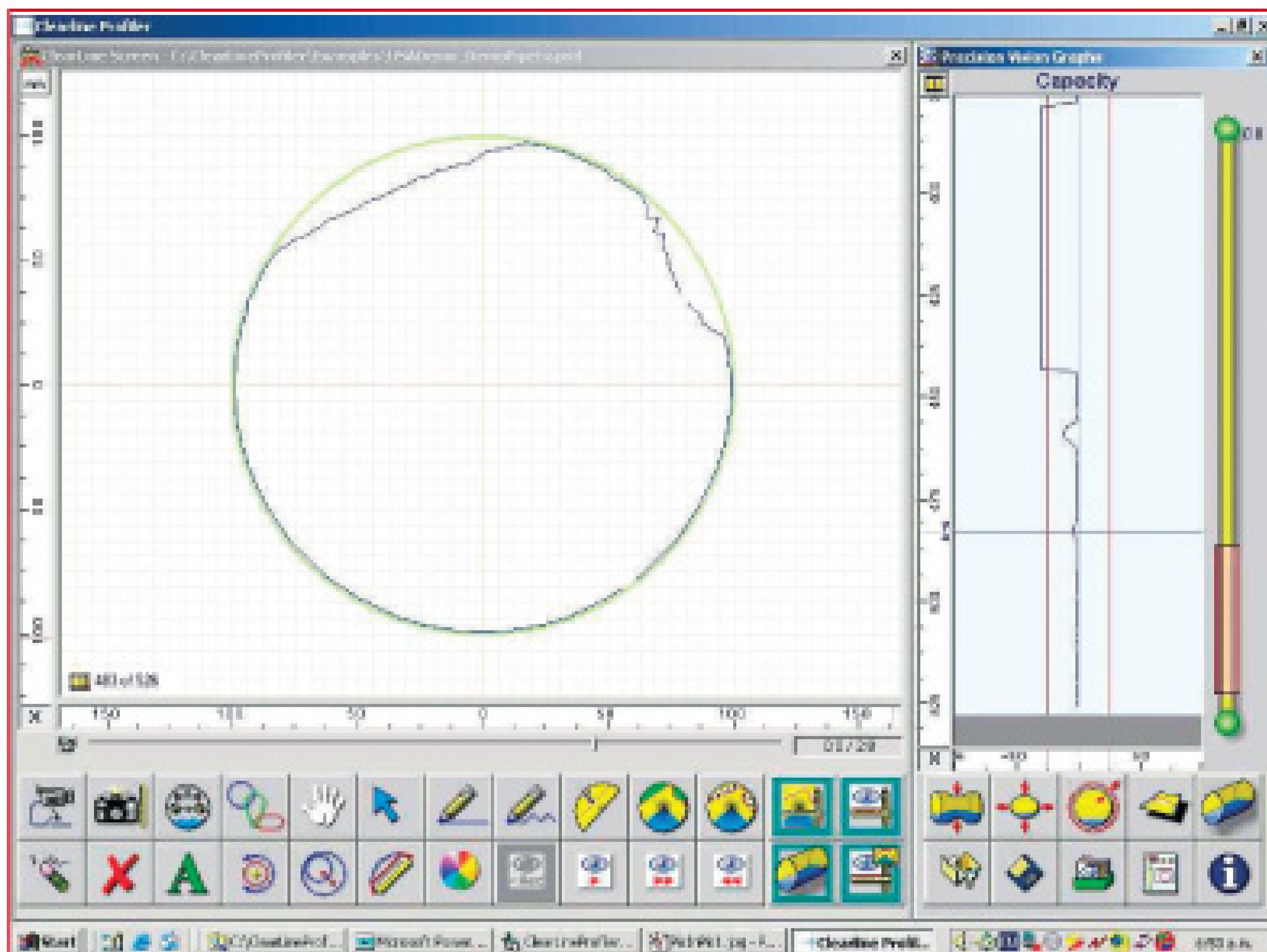
Laser profiling is better established in Europe, where it has been used for about five years. The reason is simple, says Mark Knight, associate professor in the Department of Civil Engineering at the University of Waterloo in Waterloo, Ontario, and executive director of the university's Centre for Advancement of Trenchless Technologies (CATT).

*Tech Perspective looks at technology-related issues and provides information and advice that cleaning professionals can apply to equipment selection and to their daily work in the field. Industry members are welcome to offer ideas for this column. Please direct them to editor Ted J. Rulseh, editor@cleaner.com.*

"In Europe, pipes are buried closer to the surface so live loads are more likely to affect the pipes," says Knight. "In North America, we bury them 10 feet or more, and the loads dissipate."

The technology has made an impact. A benchmarking project designed to test side scanning evaluation technology (SSET) in a dozen Canadian municipalities under the auspices of CATT and the Buried Asset Management Institute International in Atlanta, Ga., has been postponed in light of the newer laser equipment, says Knight.

But laser profiling devices have more uses than checking pipes for government project owners. A laser scan will show rehabilitation contractors where pipes are undersized or oversized. "If you want to design a liner to rehabilitate that length of pipe, you can take every defect into consideration," says Muenchmeyer. "Afterward you can profile the liner and determine within a reasonable tolerance how thick the liner is and how well it fits into the existing pipe."



A graphic representation of the line shows how pipe defects deviate from the 360-degree norm, pinpointing the location of that particular defect.



In this common laser profiling configuration, a CUES LP917 laser profiler is shown coupled with an OZII video camera.

### Sensitive to environment

The technology isn't without growing pains. Some units are sensitive to moisture and temperature variations, and even slight deviations in laser angles give false results.

"If you're riding on sand in the pipe and the inclinometer is off, it distorts the readings even more than it would if you were using just a CCTV camera," says Joe Vannieuwenhoven, product manager with Aries Industries Inc., a laser profiling equipment maker in Waukesha, Wis.

"The inside circle of the pipe will read as an ellipse, which is exactly the problem you're trying to identify," he says. "We solve that problem by equipping the profiler with an internal inclinometer."

The technology also doesn't work well in pipes filled partially with water – it provides information only on dry sections of the pipe. The solution here involves the addition of a sonar device to read the information below the waterline. Software integrates the two readings into a single result.

"These tools are becoming multi-sensory," says Knight. "We're seeing units that provide CCTV images, laser profiles and sonar readings on a single pass. Keeping all of those units calibrated with respect to each other could be a chore."

The first tool to become widely integrated with laser profilers is the laser micrometer, a laser scanner that accurately measures the dimensions and depths of pipe defects, scanning all pipe joints in 360 degrees. The laser micrometer has already been incorporated into FDOT standards.

### More to come

Laser profiling technology is still developing. "We're going to see inspection units that offer more capabilities, including laser scanning and micrometry," says Vannieuwenhoven. "But as the technology becomes more complex, we're going to see a compensating demand for simplicity in operating these units. Contractors will expect a tool that doesn't require a high-level technician to do number-crunching or data analysis. They want something that

can be run using an existing truck and existing operators."

Demand for laser profiling is expected to continue as government agencies look for new ways to ensure that they are getting value for the construction dollar. Likewise, laser profiling equipment manufacturers, and pipe manufacturers that might benefit from tougher standards, are lobbying state and municipal governments to adopt laser profiling.

"I think that what's going to happen is that, as the industry becomes more familiar with the

capabilities of laser profiling, you're going to see it used more and more," says Muenchmeyer. "We're going to see a lot more success stories using this technology." ■

## One Contractor's Story

When the Florida Department of Transportation (FDOT) made laser profiling mandatory on all new pipe projects as of July 1, 2006, some state contractors saw a business opportunity.

Mike Dean, president of Rockline Vac Systems Inc. of Dania, Fla., purchased a laser profiler from CUES Inc. with a laser micrometer in July 2007. The business added the specialty to its slate of other services, including CCTV inspection, chemical and pressure grouting, PVC slip-lining and cured-in-place pipe lining.

"We use the laser profiler only for FDOT projects," says Dean. "It's really used only as a method to determine whether pipes have been installed properly. When the general contractor takes on a construction project, the cost of laser profiling is already part of the contract.

"We're hired by the prime contractor or one of the subs to report to the government engineer on the project. It's crucial at that point because the manufacturer of the pipe – either concrete or PVC – is out of the picture. The test determines whether the work performed by the installer is going to be accepted or rejected."

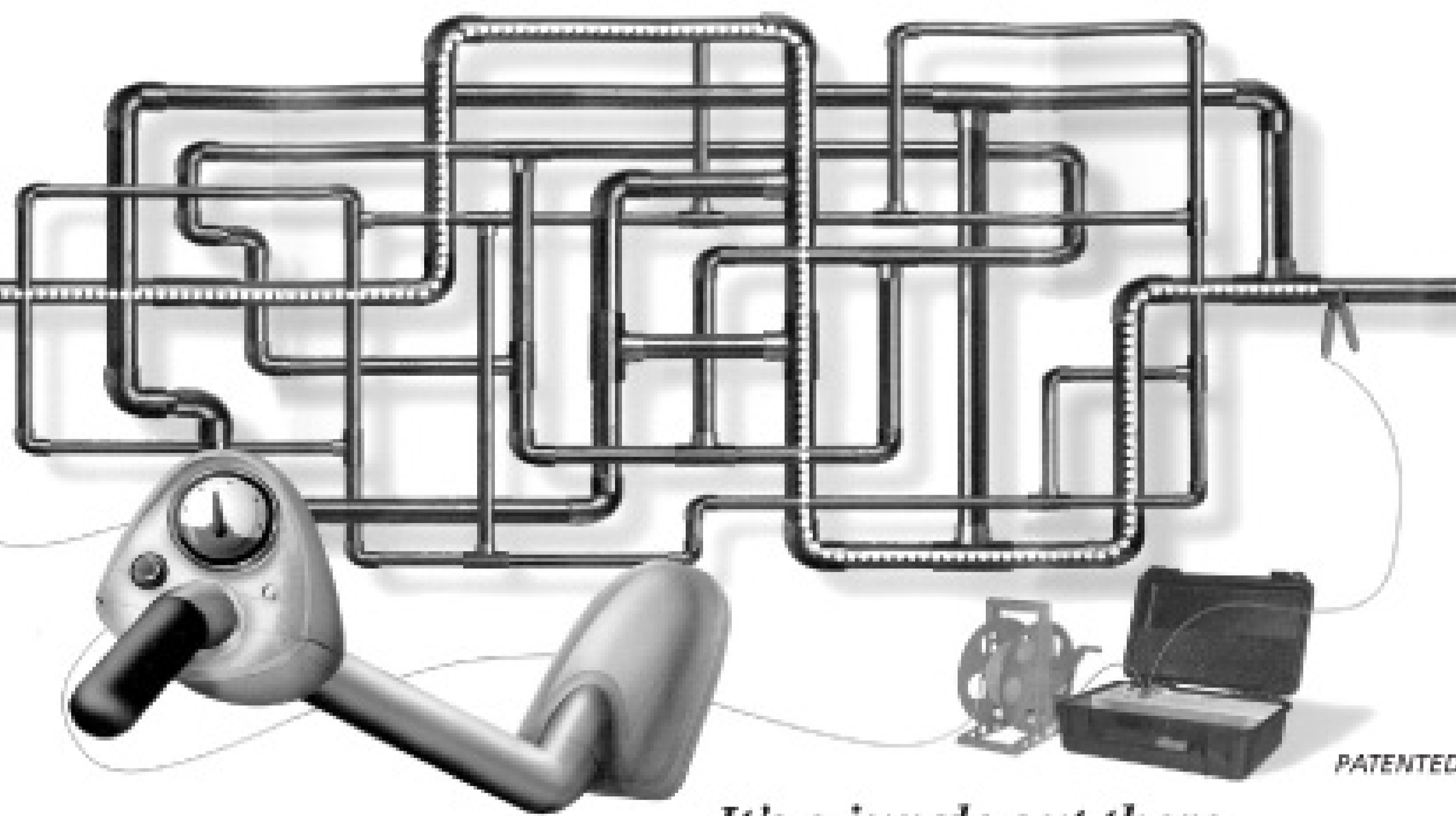
Dean says that his company has performed laser profiling inspections five times. "It's not the type of service you can convince people to add to normal inspections without a good reason," he says. "We promote the service by sending fliers to local construction contractors to make them aware we offer it, and it's also something I make people aware of at trade meetings."

While there's no current standard by which to judge various laser profiling products, contractors looking to invest in a unit should examine the requirements of potential clients to ensure that the equipment delivers the degree of accuracy required. FDOT, for example, wants to see readings with an accuracy of plus or minus 0.5 percent.

While Dean knows the technology has wider applications beyond road building projects, the opportunities to use it haven't yet arisen. "I'm sure the technology could be used on a sanitary line as well, but you're not going to convince the client to simply add a laser profile inspection to a CCTV inspection unless they're willing to pay for it," he says. "Right now, outside of road work, it's considered an extra."

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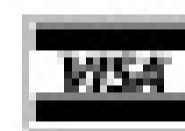
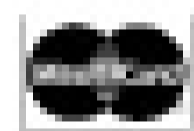


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# Striking Success

**A pipe-bursting project enables a bowling alley to repair a kitchenette drain line in short order with minimal disruption to the property or business operations**

By **Scottie Dayton**

**A** slow-draining 4-inch line in the kitchenette of the Diablo Lanes Bowling Alley in Concord, Calif., backed up despite the efforts of All Service Plumbing in San Ramon, Calif. A video inspection revealed a severely corroded cast-iron pipe.

All Service, considering the purchase of pipe-bursting equipment, contacted John Rafferty at TRIC Tools Inc. in Alameda, Calif., to evaluate the situation and possibly turn the job into a demonstration training session.

"I saw nothing unusual about the work, but the logistics were challenging because the pulls would occur inside the building," says Rafferty. "The collapsed line ran under the bowling lanes, sports lounge, cafe and pro shop before tying into the lateral. It turned 90 degrees under the arcade, then jutted another 15 feet out of the building to the grease trap under the sidewalk."



Diablo Lanes employees guide the fused pipe across the floor while the other half of the bowling alley remains in use.

Weekends and nights were the busiest times, and the owner wanted the restoration completed during slower hours and before the weekend. Tight coordination between Shelly Samson of All Service Plumbing and Rafferty, and the cooperation of bowling alley staff, enabled the job to be completed on time.

## Zip service

As the subcontractor, TRIC would fuse 20-foot lengths of 4-inch HDPE SDR-17 Drisco pipe and pull it into place. "To perform our zip service, everything else must be ready when we arrive," says Rafferty. "As is always the case with pipe bursting, 90 percent of the work is preparation. We couldn't afford any delays if we were to finish before the crush of Friday night bowlers showing up."

Samson's four men arrived at 5 a.m. on Friday to excavate the entry and exit pits. They first rolled plastic sheet over the carpet at each entrance and along the work path. To contain the dust inside the building, they enclosed one-third of the arcade in Mylar, then cut through the tile and concrete floor with a ceramic saw blade. They hand excavated the 3-foot by 4-foot by 3-foot-deep pit with shovels, stockpiling the sand on tarpaulins.

Cutting through the sidewalk over the grease trap, the men dug a 3-foot by 6-foot by 3-foot-deep entry pit about 5 feet from the building's foundation, taking all necessary pre-



## TOUGH JOB

### PROJECT:

**Replace a bowling alley's kitchenette drain line without disrupting business**

### CUSTOMER:

Diablo Lanes Bowling Alley,  
Concord, Calif.

### CONTRACTOR:

All Service Plumbing, San  
Ramon, Calif.

### SUBCONTRACTOR:

TRIC Tools Inc., Alameda, Calif.

### EQUIPMENT:

TRIC HPLS-20 pipe-  
bursting system

### RESULTS:

Pipe replaced before Friday  
night bowlers arrived

cautions to protect the public. Enclosing the pull pit in the kitchenette was impossible, as the 2-foot-square hole went in the narrow walkway between a sink and gas range.

When Rafferty and assistant Robert Ding arrived at 8 a.m., they brought in materials through the bowling alley's side door so as not to obstruct customers. "We laid the pipe along the wall of the sports lounge and set up traffic cones so people wouldn't trip over the sticks," says Rafferty. "It was amazing how little attention anyone paid us."

Setting up and fusing each joint using the Connectra 14M butt fusion machine took 15 to 20 minutes, including cooldown. "We couldn't fuse outside because we'd be unable to position the 100-foot length," says Rafferty. "The pipe had to curve through the doorway from the sports lounge into the arcade."

The next challenge was stringing the pulling cable through the collapsed line. Ding navigated the 15 feet from the hole in the sidewalk to the arcade pit using a 1/4-inch fiberglass duct rodder on a reel. Once the rod popped out, Rafferty attached a 3/4-inch standard swaged cable rated at 36 tons. While the All Service Plumbing crew observed,

**“As is always the case with pipe bursting, 90 percent of the work is preparation. We couldn’t afford any delays if we were to finish before the crush of Friday night bowlers showing up.”**

**John Rafferty**

Ding retracted the rodder and attached the cable to the pulling head on one length of pipe.

#### **Flying blind**

The soil in the arcade pit was mushy from the leaking line. To support the 24- by 24- by 1-inch thick aluminum resistance plate, Ding drove four 1 1/2-inch galvanized fenceposts next to it, then set the TRIC HPLS-20 (high-pressure lateral system) 20-ton ram on top of the pulling base.

A two-stage electric Power Team pump rated at 1 gpm/8,000 psi powered the ram. “The little pump was noisy, but produced no fumes,” says Rafferty. “Fortunately, the pull took only 15 minutes.”

The mushy soil made it difficult for Rafferty to see when the bursting head arrived in the hole. “We pulled extra slowly so as not to wrap the cable termination under the take-up wheel or crash the head into the resistance plate,” he says.

When only 5 feet of pipe protruded from the entrance pit, Ding ran inside to alert Rafferty, who shut off the pump. “We dug through the mush and found the head already in the hole,” he says. After disengaging the cable and removing the ram, Ding pounded the pipe home using a sledgehammer.

The soil in the kitchenette pull pit was the same mushy mess, so Rafferty pounded in two posts to stabilize the resistance plate. The arcade hole now became the entrance pit, and the pipe ran 85 feet under the slab past the pro shop, cafe, sports lounge and main entrance.

Customers were bowling, and the staff first cleared the south half of the lanes. Enough lanes were open so that no one minded moving. “We were more a source of amusement than annoyance,” says Rafferty.

#### **Path of travel**

Rafferty explained the pipe’s travel path to the staff: how it would curve to enter the pit, and how many lanes he would need to complete the

maneuver. Since they knew where to walk on the lanes, he asked them to hold the pipe to avoid damaging the surface.

The staff rallied to the call. “It was quite a ballet, because they had to back up and go forward several times to properly align the pipe while steering clear of obstacles,” says Rafferty. “Supporting the pipe during the pull resembled a line dance with a boa constrictor.” To achieve the correct entry angle as the pipe approached the pit, Rafferty elevated it over a stepladder. An All Service Plumbing employee guided its journey.

Because they could put a pump outside and run the hose and control wire through the kitchenette’s back door, Rafferty selected a two-stage Enerpac hydraulic pump rated at 2.5 gpm/8,000 psi and powered by a 5.5-hp Honda engine.

“The soil was soft and the pipe was rotten, so we used less than four tons of pulling force to burst it,” he says. “The shorter pull used even less. They went very quickly.” During the long pull, however, Rafferty asked the bartender to stop using her bar sink, as the liquid was running into the pulling pit.

All Service Plumbing connected the pipes using standard mechanical couplings. The line was back in service and the floor cleared just as the Friday night crowd of bowling enthusiasts arrived. ■

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# Prescriptions for Health Coverage

Your efforts to streamline employee healthcare coverage can include shopping for better deals and getting involved in policy initiatives

By Erik Gunn

**M**ore pressing news about the economy may be pushing it off the radar screen, but healthcare remains a huge financial challenge for small businesses.

At the same time, though, the whole healthcare picture has never been more uncertain. President Obama and key members of Congress are vowing to make healthcare a top policy priority this year, but no one knows what the solution will look like or whether anything will be enacted. Healthcare policy experts' assessments boil down to this: It's anybody's guess.

the best possible price and the most reasonable coverage.

**2. Gang up.** A rule of thumb in the insurance business is that the more people who can be covered, the lower the price. So if you haven't already, start researching whether there are larger group plans that you and your business may be eligible to join. Trade associations, local chambers of commerce, manufacturers' groups and other kinds of organizations may allow members to buy into a group plan.

You might also consider allying with other employers, in your own industry or not, to form

Erik Gunn is a magazine writer and editor in Racine, Wis., where he operates Great Lakes Editorial Services, consulting for businesses, nonprofits and individuals. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing [editor@cleaner.com](mailto:editor@cleaner.com).



not spending it on things like preventive care that could well save them money in the long run.

**4. Keep yourself and your employees healthy.** Wellness programs that help people stop smoking, get more exercise, eat sensibly and take more charge of monitoring their health remain popular. These are long-term, individual solutions, but research suggests they can produce real benefits in reduced sick time and lower healthcare costs. They can also help foster teamwork.

**5. Get involved.** Organizations of many kinds are working to solve the healthcare problem. Some, like the Center for Health Value Innovation

**The theory behind HSAs is that people will spend more carefully if they control their healthcare dollars. Experts remain deeply divided over whether that works. Some studies have shown that given the choice, people will “save money” by not spending it on things like preventive care that could well save them money in the long run.**

But that doesn't mean you can't do something now. Whether you buy health insurance for yourself only or cover your employees, there are steps you can take to try to rein in the cost for yourself and for your business.

**1. Shop around.** If you've been buying your health benefits for a while from one vendor, take a close look at what others have to offer. You can look on the Internet, where a few sites pull together insurers and provide competitive quotes on a wide array of policies. They include [gohealthinsurance.com](http://gohealthinsurance.com) and [ehealthinsurance.com](http://ehealthinsurance.com).

In both cases, you put in information about your age, health history, habits and location, and they give you a range of policy options with quotes for monthly premiums. Understand that, at this stage, nothing is guaranteed, but you get a starting point in what can seem like an overwhelming process.

Another option is to find a local independent health insurance broker or agent as an objective source of advice. As with any professional, you'll want to make sure there's a good fit with the person – that he or she understands your business situation.

When you get a series of proposals, read them carefully and make sure to compare apples and apples. You'll have to decide how to balance

such a group yourself. That's much more complicated, so don't try it unless you can find people willing to commit the time, energy and resources to pull it off. Also, because every state differs in how it regulates such insurance groups, make sure you take time to learn about the rules where you live.

**3. Consider HSAs.** Health Savings Accounts are on the rise. HSAs, paired with high-deductible health insurance plans, allow people to set aside tax-deductible dollars in a bank account dedicated for out-of-pocket medical expenses.

Premiums for HSA-eligible health insurance plans tend to be lower than for other plans, but you should still make sure you have enough money to fully fund the savings account, which is limited to \$3,000 a year for an individual or \$5,950 for a family, according to the Internal Revenue Service. If you don't incur enough expenses in a year to use up all the money, you can keep it to use in the next year. You can continue to make pre-tax contributions to your HSA on an annual basis.

The theory behind HSAs is that people will spend more carefully if they control their healthcare dollars. Experts remain deeply divided over whether that works. Some studies have shown that given the choice, people will “save money” by

([www.vbhealth.org](http://www.vbhealth.org)), offer practical solutions now. This group consists of employers working with government, medical organizations and healthcare providers and insurers.

The employers are mostly large, but small business input is welcome. The focus is on how to design cost-effective health plans and how to find long-term savings in health coverage. For example, CHV advises caution in cutting back on drug benefits, because if patients skip needed medication, they may need much more expensive care later.

Other groups promote specific policy solutions. They range from Physicians for a National Health Program ([www.pnhp.org](http://www.pnhp.org)) to the National Small Business Association, which posts its agenda for healthcare reform at [www.nsha.biz/healthreform.html](http://www.nsha.biz/healthreform.html). Their proposals vary considerably.

Another group is Divided We Fail ([www.aarp.org/issues/dividedwefail](http://www.aarp.org/issues/dividedwefail)). Spearheaded by AARP, it brings together various organizations – unions, independent businesses, big and small companies – to find common ground on this tough issue.

None of these is a silver bullet, but you need to start somewhere if you hope to have a healthy work force, a healthy family and a fiscally healthy business. ■



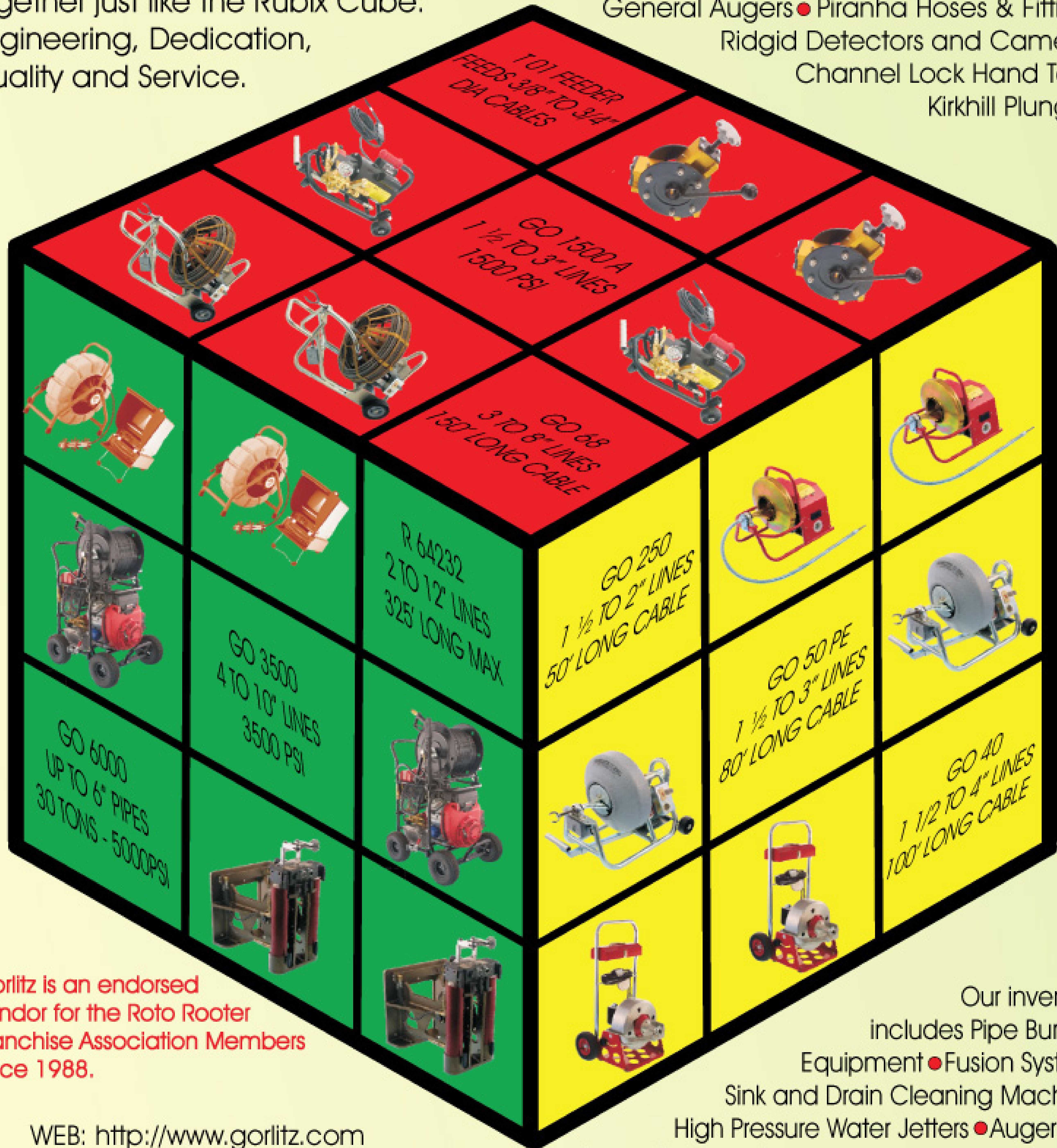
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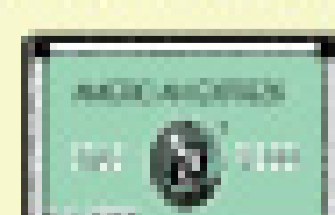
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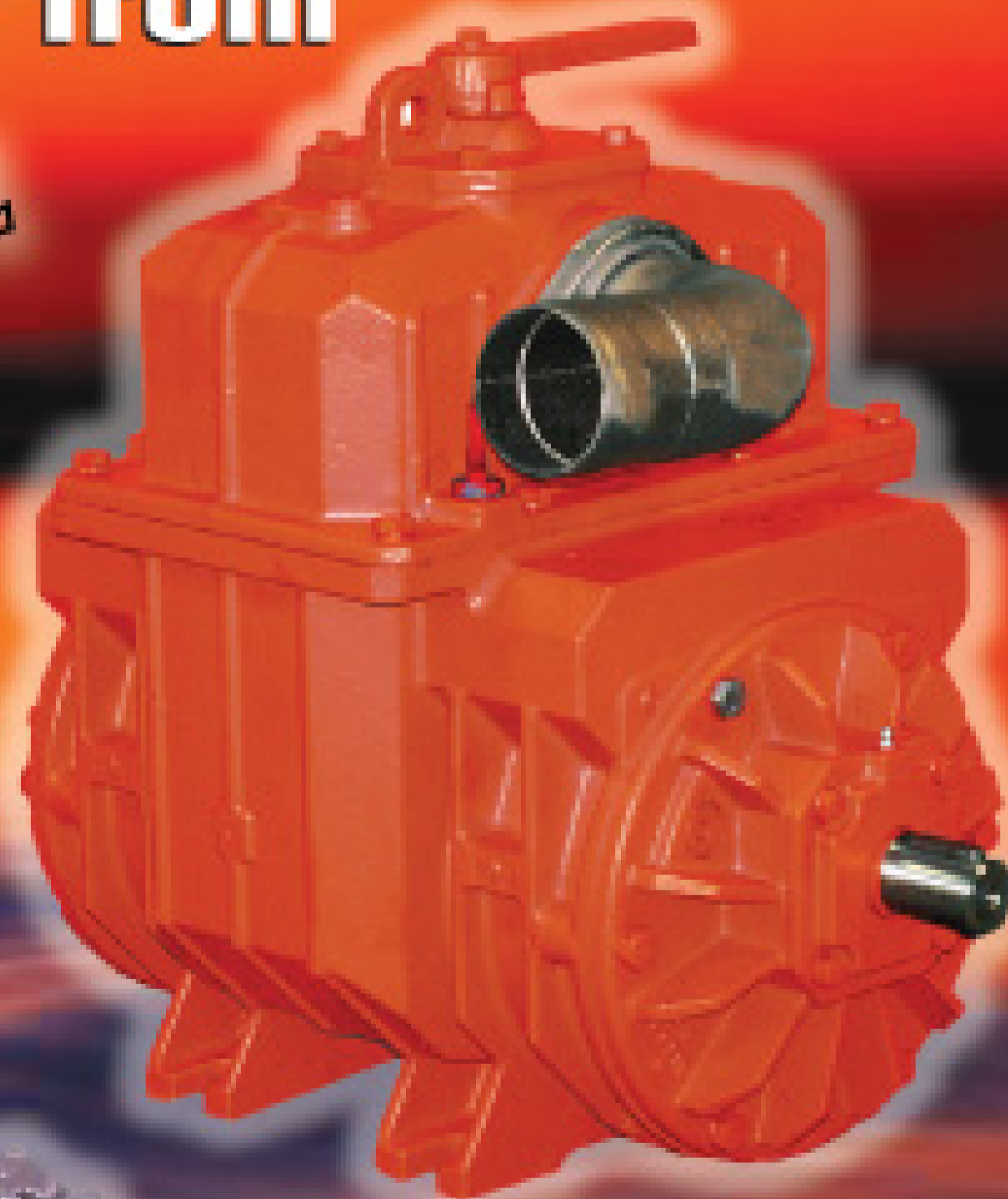
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# Keeping Your Ego Out of the Way

**A healthy ego is your friend, but if you let it run out of control, it can jeopardize your business and relationships and disrupt your team**

By Mike Jay

**W**e all have an ego. Contrary to popular perception, your ego is beneficial to your success, personally and professionally. It is part of your neuro-physiological system. It helps protect your self-image and self-worth, and it helps create your self-concept.

Sometimes, though, your ego can get in the way, and when that happens, the concern you have for yourself overrides what actually may be happening in reality.

Whenever you feel threatened, blamed, shamed or embarrassed, your ego kicks in and keeps you from clearly understanding reality. In

response, you can immediately change your reaction to the situation and keep your ego from halting your success. In other words, the moment you can say to yourself, "Yes, I feel overwhelmed. I feel afraid. I feel threatened. I feel embarrassed," is when you become open to the whole story and can react according to the true reality rather than according to your ego's reality.

### Three key questions

So how can you keep your ego in check at all times? When you first notice that you feel fear, threat or embarrassment, ask yourself three questions:

*Mike Jay is a business coach and consultant and the author of several books on executive coaching, leadership and resilience, including Coach2 the Bottom Line: An Executive Guide to Coaching Performance, Change and Transformation in Organizations. Visit [www.mikejay.com](http://www.mikejay.com).*

### 3. If I feel this way, do others feel this way?

Check around to make sure you're not the only one caught up in the situation. If others are feeling the same as you, then you need to talk about the situation so no one overreacts.

You could simply say to someone involved in the situation, "This is very embarrassing (or threatening or scary) to me. Are you feeling the same way?" While it's normal for you to want to feel whole and protected (which is the ego's job), don't let the ego write the entire story.

The ego's role is to keep you safe and motivated to do certain things, but when you're working with others, it's not okay to pretend that your

**So the concept of "not letting your ego get in the way" is not about eliminating the ego. Rather, it's about honoring and valuing the ego position, because ultimately the ego is there to help you and guide you. The key, however, is not letting your ego stand in the way of your success simply because you feel fear, threat or embarrassment.**

other words, the ego makes up its own reality in response to the "ego arrows" people shoot your way. This false ego reality closes you off to the true situation and causes you to go into a defensive mode, ultimately hindering your success.

### Changing reactions

Realize that whenever the ego is in charge, it's only telling half the story – the story as you currently view it, and not the whole story that takes into account other people's perceptions and the facts behind the matter.

Because life is complex and people are constantly shooting ego arrows at you, your job is to realize when your ego defense is in play. Acknowledge that your ego is simply trying to protect you, but that at the same time it's blocking off reality. And when that happens, you're figuratively crippled because you're unable to understand how you fit into the world.

So the concept of "not letting your ego get in the way" is not about eliminating the ego. Rather, it's about honoring and valuing the ego position, because ultimately the ego is there to help you and guide you. The key, however, is not letting your ego stand in the way of your success simply because you feel fear, threat or embarrassment. Take into consideration that such feelings are appropriate, but they're not the whole story.

When you become aware of your ego

**1. Is this the way it really is, or is this my response to it?** Check in with yourself. Take a time-out to assess whether what you perceive is true or if you're simply reacting to someone who "pushed one of your buttons." Failure to check in with yourself could ultimately interfere with your business, your relationships, your team members and your success. Therefore, check in with yourself often.

**2. Why does this affect me so much?** Check outside of yourself. Be as objective as possible and forget about your own feelings for a moment so you can uncover why the current situation is triggering an ego response.

If possible, completely remove yourself from the situation so you can have some quiet time to think things through. This is critical, because the brain has two roads – the low road and the high road. It takes 15 microseconds to access the low road and 100 microseconds to access the high road. That may not seem like a lot of time, but it's long enough for you to catch yourself before you respond.

The goal is that rather than having your reaction be completely unconscious and going straight to the low road, which triggers defensiveness, you can catch yourself and send your response to the high road, which triggers emotional intelligence and enables you to have a chance of overcoming the situation in a productive manner.

current way of feeling is the only emotional state possible. That's why you need to check around and, if appropriate, change the reference from self to others. Confirm what's going on inside of you by looking outside.

### Take control today

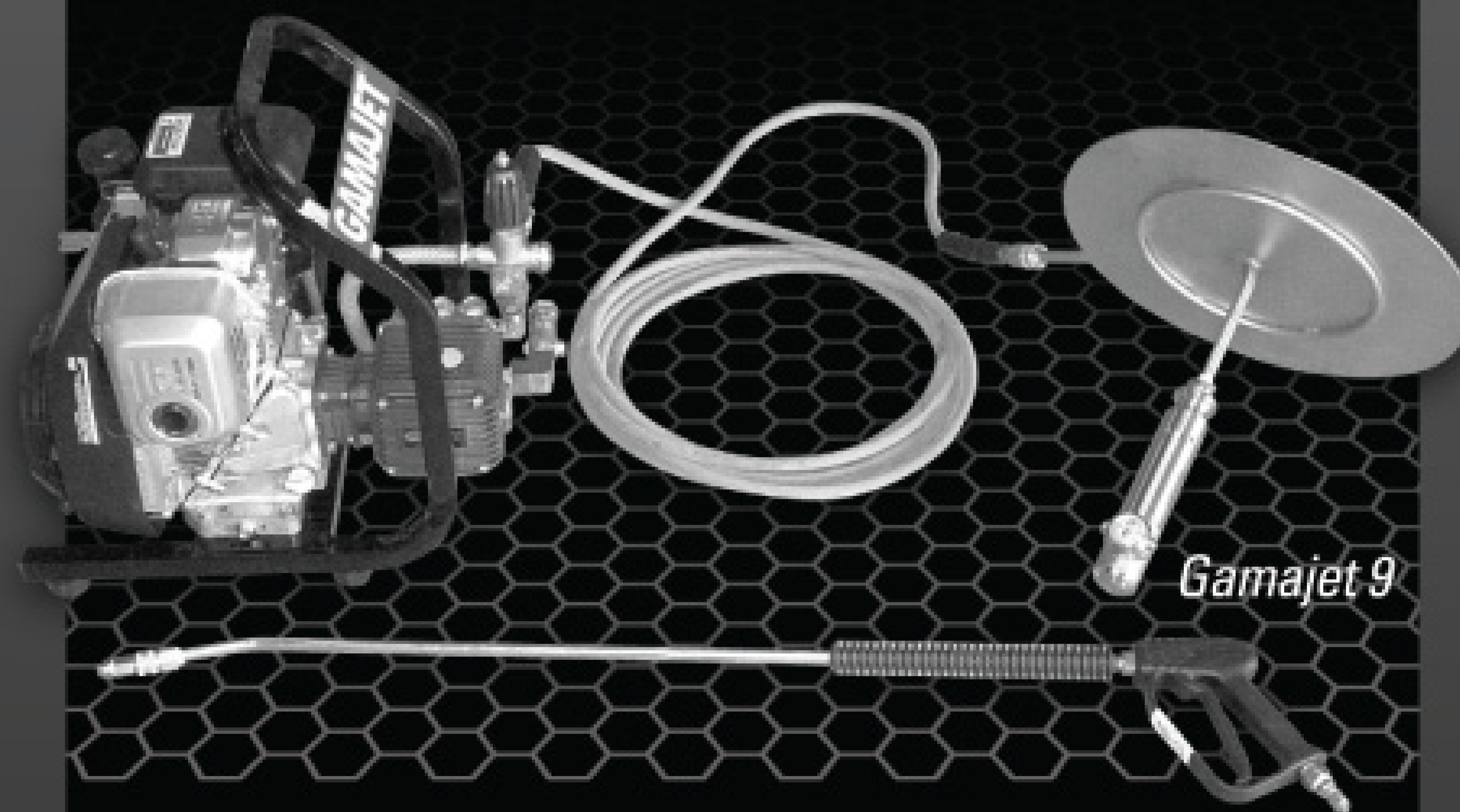
Keeping your ego from getting in your way is essentially a process of becoming more aware of what triggers you. As with any process, it takes time to master. Therefore, you might find it beneficial to work with a coach who is trained in adult development.

Rest assured, though, that you can make great strides on your own by simply asking yourself those three key questions when you feel fear, threat or embarrassment coming on. The more you can control your ego rather than have it control you, the more successful you'll be in all areas of your life. ■

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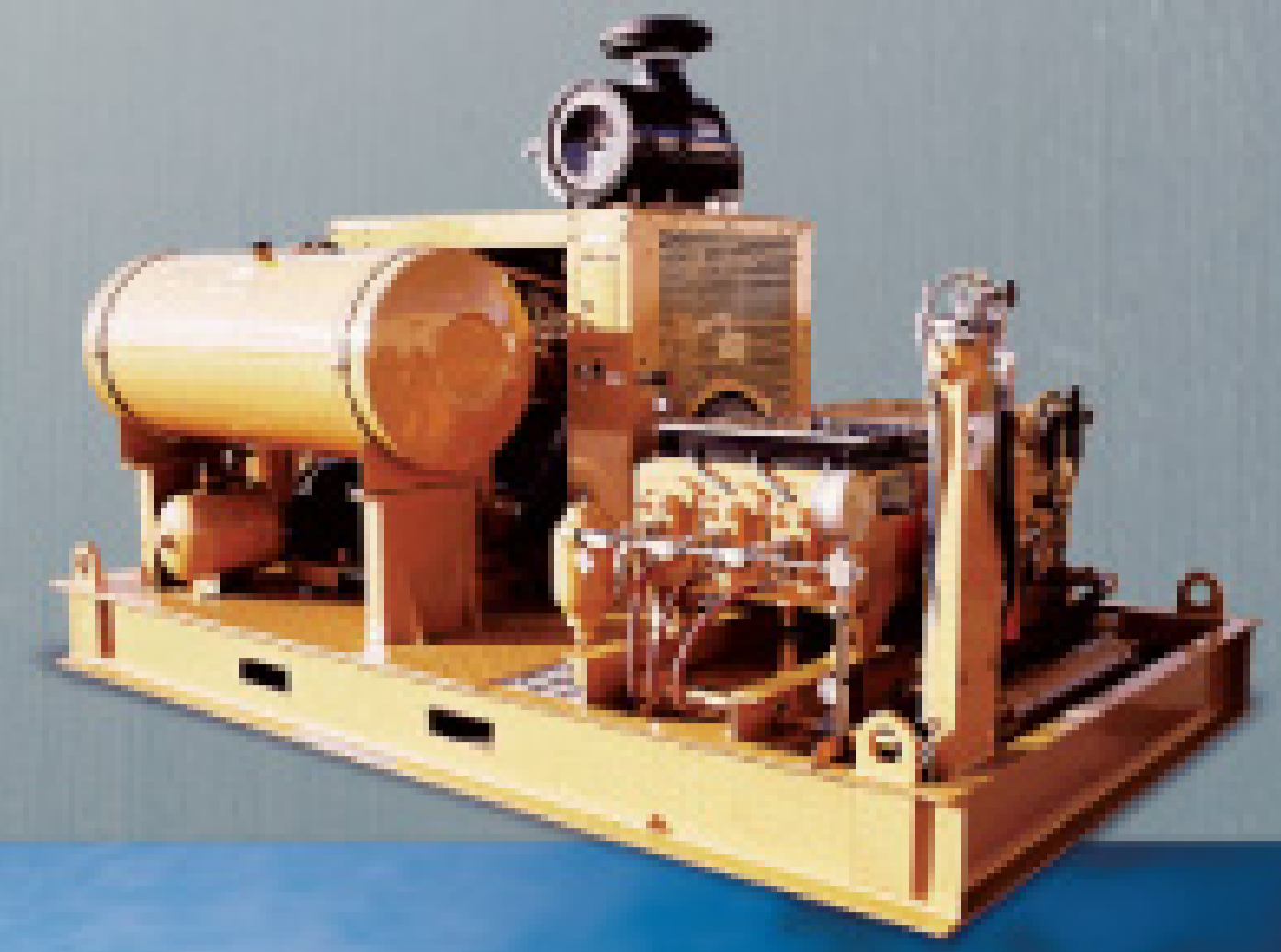
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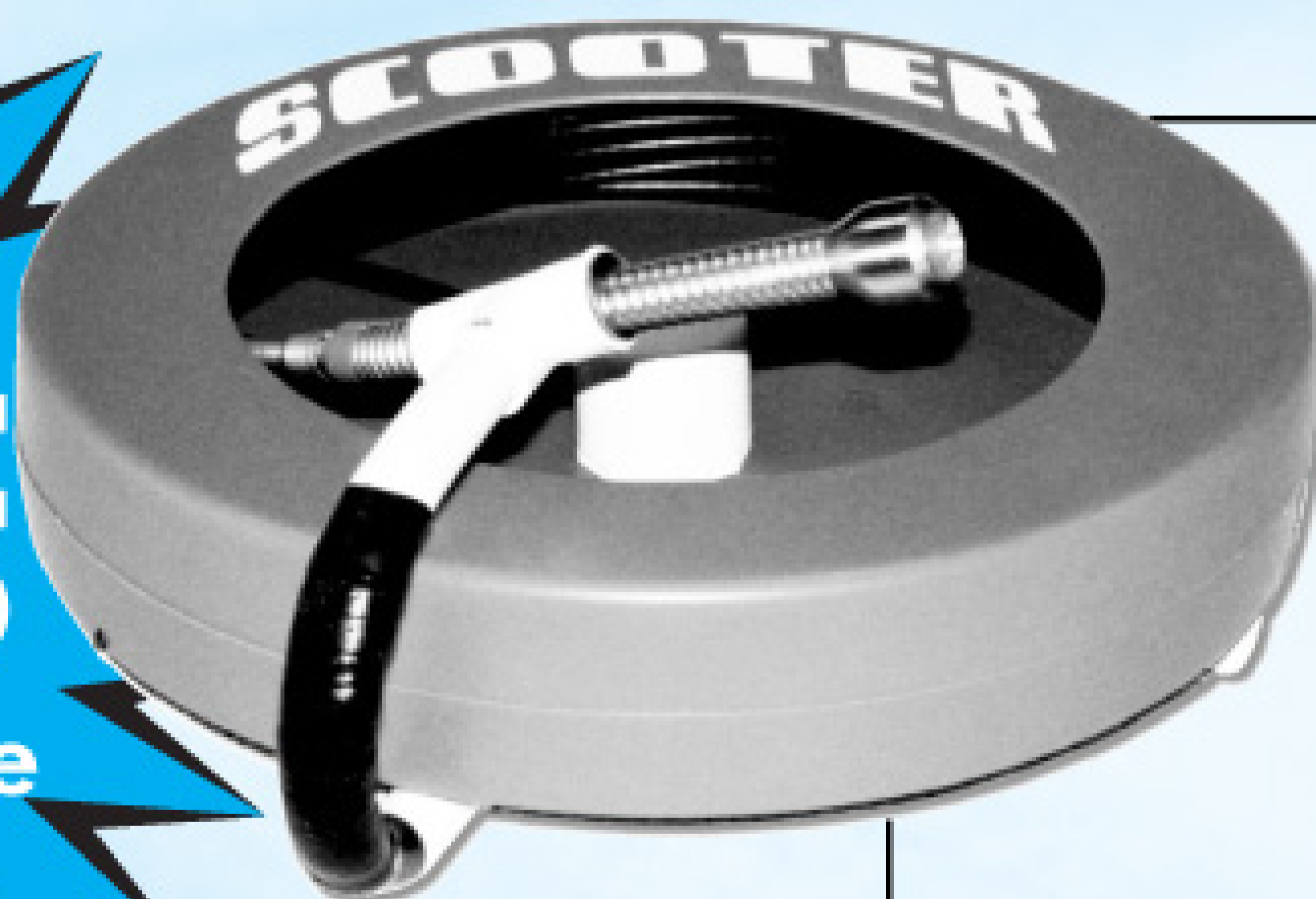
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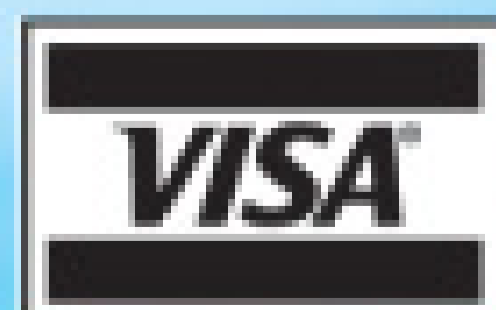


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# Steady Workflow

**Service contracts give customers peace of mind while providing regular income and a chance to solidify customer relationships**

By Ken Wysocky

**F**ew businesses are immune to periodic work slowdowns. Slowdowns are usually just seasonal and relatively short, but at other times, as in the current recession, they can be both prolonged and painful.

There's a way to even out the highs and lows with steadier business volume and cash flow: service contracts. They're valuable in many ways. As long as a business supplies top-notch customer service, service contracts provide an inside track on retaining the business relationship after the contract expires. That eliminates the hassle of rebidding for work.

Contracts also can serve as a springboard to supplying services above and beyond those specified in the contract. In addition, contracts help fend off competitors who



**David Wallwork**

**President**  
**Brian's Waste Recycling Inc.,**  
**Lumberton, N.C.**  
 Employees: 12  
 Years in Business: 30

might approach the client during the life of the contract.

"We started using service contracts about four years ago," says David Wallwork, president of Brian's Waste Recycling in Lumberton, N.C. The company cleans everything from grease traps and drain lines to lift stations and septic tanks. "The advantage is that the clients know what they're getting and know all the costs upfront.

"Also, if we have a guy on a service contract and a competitor comes in and offers to clean his grease trap, the client can tell the competitor that he's under contract. So it helps keep our competitors at bay. At the same time, we both feel like we have obligations to fulfill, so it strengthens the bond between our company and our clients."

Stung by a swift rise in gasoline prices last year, the company now includes in its contracts the ability to impose a fuel surcharge. "We've got that language in there now," he says. "But just as important, we've lowered our prices, since the cost of fuel went down, so our customers know we're not gouging them.

"Some of our contracts are for one year and some are for three years. We have contracts with fast-food restaurant chains, several school systems, and nursing homes. Occasionally there's

resistance because customers don't want to be locked into a contract. But they're more comfortable with it after they review the benefits. For instance, we might offer some of our services for free, like an annual jetting of their influent and effluent lines, as a bonus for signing a contract.

**"If we have a [client] on a service contract and a competitor comes in and offers to clean his grease trap, the client can tell the competitor that he's under contract. So it helps keep our competitors at bay."**

**David Wallwork,**  
**Brian's Waste Recycling Inc.**

"Aside from the fuel surcharge, our contracts don't allow us to raise prices, so we have to be strategic with pricing. We've thought about including in the contract a certain baseline annual percentage increase, perhaps based on the cost-of-living index, maybe 2 or 3 percent a year, but we haven't gotten that far along with it. That hasn't hurt us financially. It's a great tradeoff in terms of maintaining steady business."

"We've used service agreements since the company started in 1991," says Laurie Wilson, president of Biotech Solutions Inc., which provides drain-cleaning and grease-trap pumping services in Littleton, Colo. "I have a computer maintenance background, so it was something I was familiar with. Service agreements are great because they generate a continuous flow of revenue. They're the core on which we build the rest of our services.

"We've had some customers on contracts since 1991. The goal is that they never end. A one-year agreement, for example, gives clients the opportunity to stop and think every year and make a decision about whether they want to continue. But as long as you're taking care of them and giving them service that's viable, why would they stop?"

Biotech allows its customers to end their open-ended service contracts as long as they provide 30 days notice. "If they do give you 30 days' notice, that gives you 30 days' to change their mind," she says. "People are pretty receptive to the service agreements because of that 30-day notice. It doesn't hold them in. They can stop it after a month or whenever they want to stop it. It provides them with a certain comfort level.

Comments may be directed to Ken Wysocky in care of Cleaner. You may also e-mail [pipelines@cleaner.com](mailto:pipelines@cleaner.com).



"When we need to increase prices, we just send out a notice. In 18 years, I've actually had maybe three clients complain about price changes. We're fair. We don't change prices often. And it's better to do a little increase on a consistent basis than one big increase.

"It's all about the quality of service you give in between those price increases. If there's value in our service and we're taking care of clients and we're ethical, if we're doing what we said we were going to do, then there's no reason for them to stop. People don't like to change. They don't look for other people to solve their problems if they're getting their problems solved."

Virtually all of Biotech's 400-plus clients are on service agreements. They come in handy because Biotech deals with many commercial clients, such as shopping centers, grocery stores and restaurants, where manager turnover is frequent. "If a new manager comes in, you have something to show that you're already working together," Wilson says. "If you have a service agreement on file, you can just fax it to them, and then you can meet with them."

Wilson created her own contract document without legal help. Simplicity is critical because it makes people who are unfamiliar with contracts feel more comfortable, she



**Laurie Wilson**

**President**  
**Biotech Solutions Inc.,**  
**Littleton, Colo.**  
 Employees: 12  
 Years in Business: 18

notes. "The key pieces to a contract are the amount of money you're charging per month and that it's a month-to-month agreement with a 30-day notice of termination," Wilson says. "The only other thing we have in there is a little paragraph that allows us to get our equipment back if the client gets shut down for not paying their taxes.

"Our agreements are just one page long. The less you put in there, the better the comfort level for the client and the easier it is to understand. It's much less intimidating, and it's real easy. They sign it and they're done. They don't have to send it to their legal department. Why make it difficult?"

"We've used service contracts since 1975, when we started the business," says Lane Post, president of Arrow Pipeline Repair Inc., which

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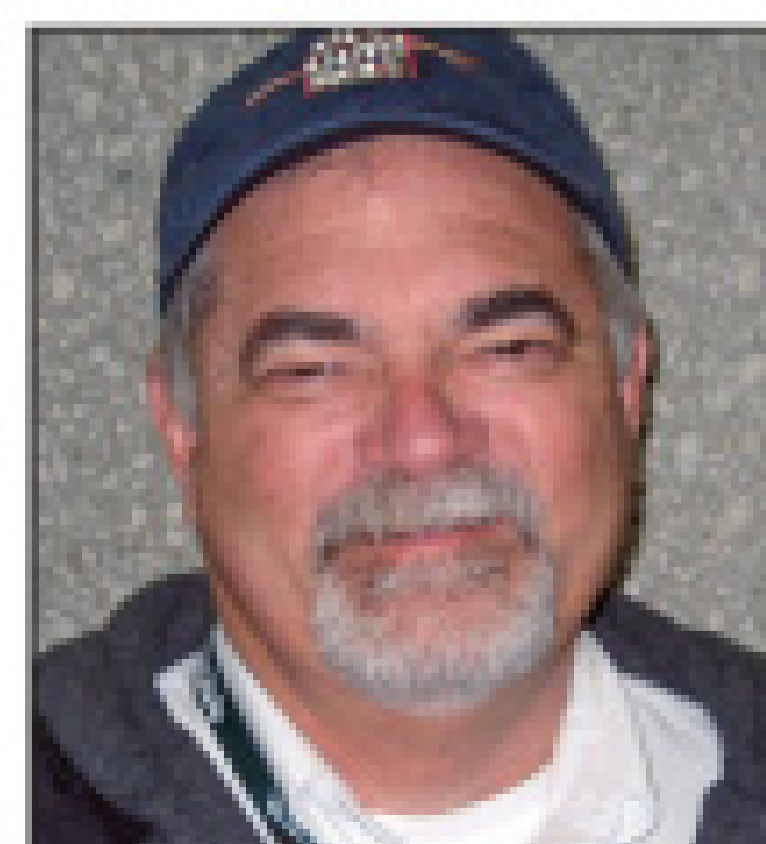
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provides sewer repair and camera inspection in Vista, Calif.

"In the realm of service contracts, we're talking about somebody who has a problem or is afraid they're going to have a problem and want to prevent it. For us, they primarily involve jetter services for clients like shopping centers, strip malls and restaurants that have experienced an extremely bad stoppage or backup and perhaps had bad damage, and they want to prevent it from happening again.

"The advantage is that contracts provide steady income. You can fill in the slow times with scheduled maintenance. You simply put them on a

computerized calendar and they pop up. Typically, we call customers the day before or the morning of and tell them they're



**Lane Post**

**President**  
**Arrow Pipeline Repair Inc.,**  
Vista, Calif.  
Employees: 20  
Years in Business: 23

scheduled for their cleaning, and get a verbal approval before coming out.

"Our agreements are open-ended, and we raise prices as needed. The contracts typically are for service three times a year, or two times a year – maybe even once a year. A verbal agreement does it for us. More aggressive shops put people under contract; they want it in writing, for two or three years, as long as they can get." ■

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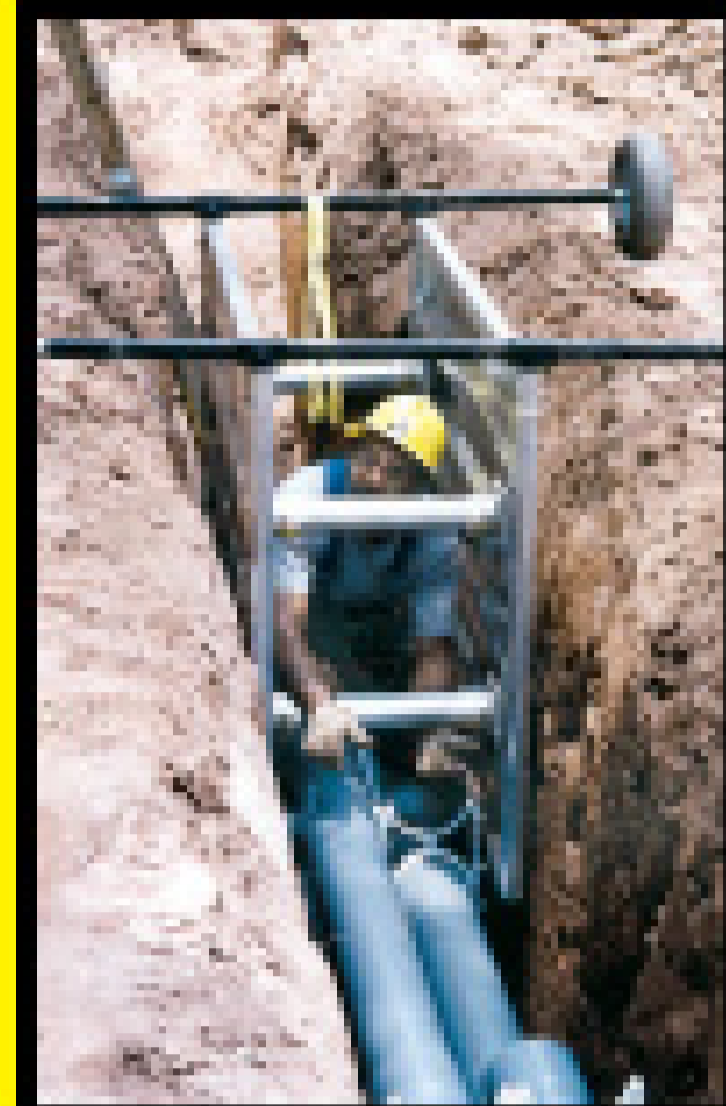
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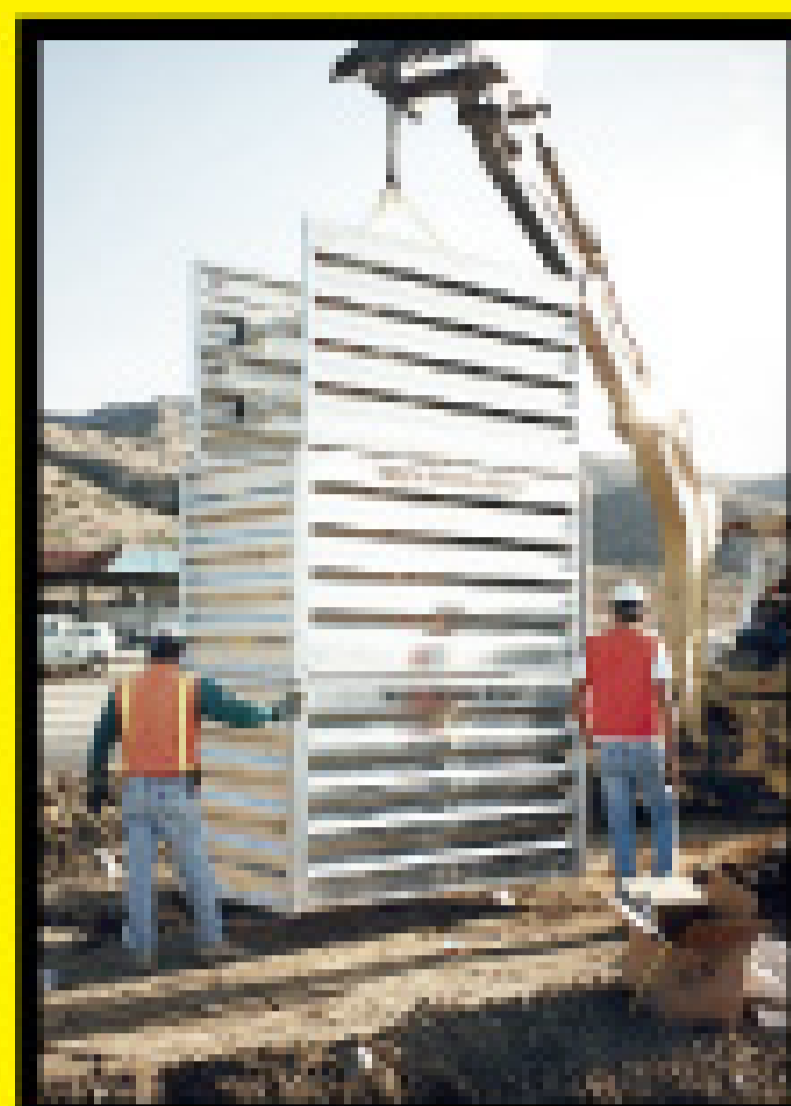
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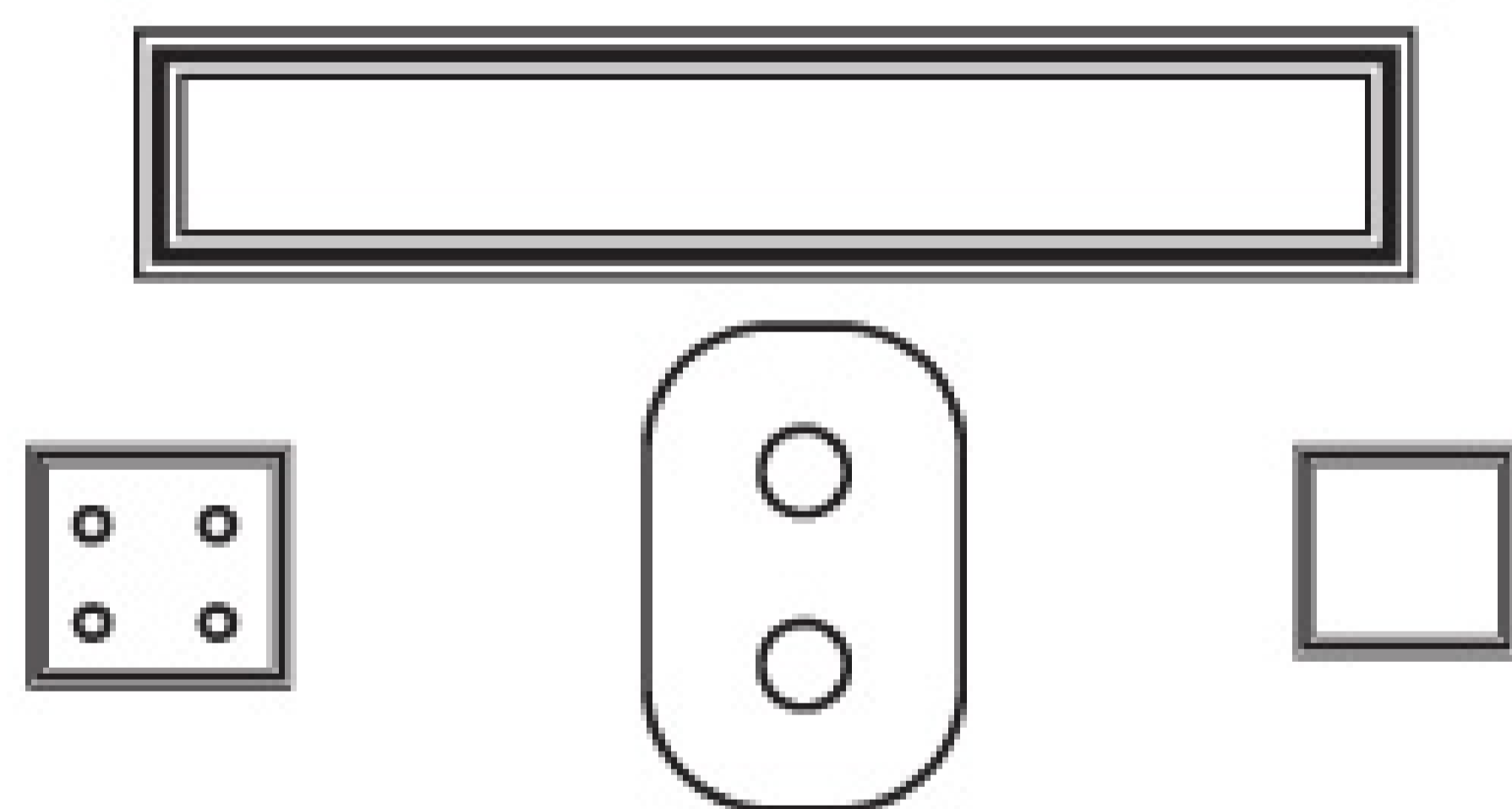
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# Industry

## NEWS

### Mr. Rooter Promotes Manager, Hires Consultant

Mr. Rooter Corp. has promoted Beth Dobkin to manager of technical services and added Bobbi Sullivan to its franchise consultant team. Dobkin has 25 years of experience in the plumbing industry. She will be responsible for training and development, technical and franchise support as well as vendor relations.

### Henning Joins AP/M as Manager of Technical Development

Steve Henning has been named manager of technical development for AP/M Permaform's Eastern Region. Henning has 10 years of experience in the trenchless rehab industry and holds degrees in environmental science, industrial hygiene and safety. He is a certified NASSCO PACP/MACP trainer and a confined space safety trainer.



Steve Henning

### RIDGID Launches Reputation Roadshow

The RIDGID Reputation Roadshow will be stopping in cities across the U.S. and neighboring countries displaying its latest tools. Upcoming dates include: June 4, Nashville, Tenn.; June 10, Denver, Colo.; June 11, Regina, Canada; June 17, Atlanta, Ga.; June 25, Charlotte, N.C.; July 1, Monterrey, Mexico; July 13, St. Paul, Minn.; July 16, Philadelphia, Pa.; July 22, Edison, N.J.; July 27, Buffalo, N.Y.; Aug. 4, Pewaukee, Wis.; Aug. 20, Cleveland, Ohio; and Aug. 26, Cincinnati, Ohio. For more information, visit [www.ridgid.com/roadshow.com](http://www.ridgid.com/roadshow.com)



### Electric Eel Offers Drain Cleaning Literature

Literature on the Model E drain cleaner from Electric Eel can be downloaded at [www.electriceel.com](http://www.electriceel.com). The document shows how the machine clears clogs in drain lines up to 75 feet long and 3 inches in diameter.

### American Leak Detection Ranks Top in Category

American Leak Detection ranks No. 1 in its category in the latest *Entrepreneur* magazine franchise rankings. American Leak Detection also ranks 171 in the Franchise 500 and 41 among home-based franchises. Companies are judged on financial strength, stability, growth rate and number of years in business.

### Super Products Produces DVD, Offers Demo Tour

Super Products LLC has released a DVD highlighting its Camel sewer and catch basin cleaners. The DVD features the unit's ejector-plate unloading technology, SuperPak dewatering method and water recycling system. Super Products also is conducting a nationwide Camel demonstration program, ranging from a walk-through to jobsite performance. To receive a DVD or information on the demonstration program, call 800/837-9711, or visit [www.cameleasy.com](http://www.cameleasy.com). ■





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By Ted J. Rulseh

**T**he StarJet-Plus system from NLB Corp. is a closed-loop waterjet stripe and rubber removal system that the company says lets operators remove more pavement marking or runway rubber per shift.

This ultra-high-pressure waterjet system has a closed-loop, on-board filtration system, enabling users to fill the water tank once and work all day without refilling. This saves about two hours of downtime per eight-hour shift.

The device uses rotating waterjets on a robotic arm mounted to the front of a truck. The 40,000-psi waterjets remove markings or curing compound as the truck drives along the road, or removes rubber as it drives along the runway. UHP jetting does not damage concrete or asphalt.

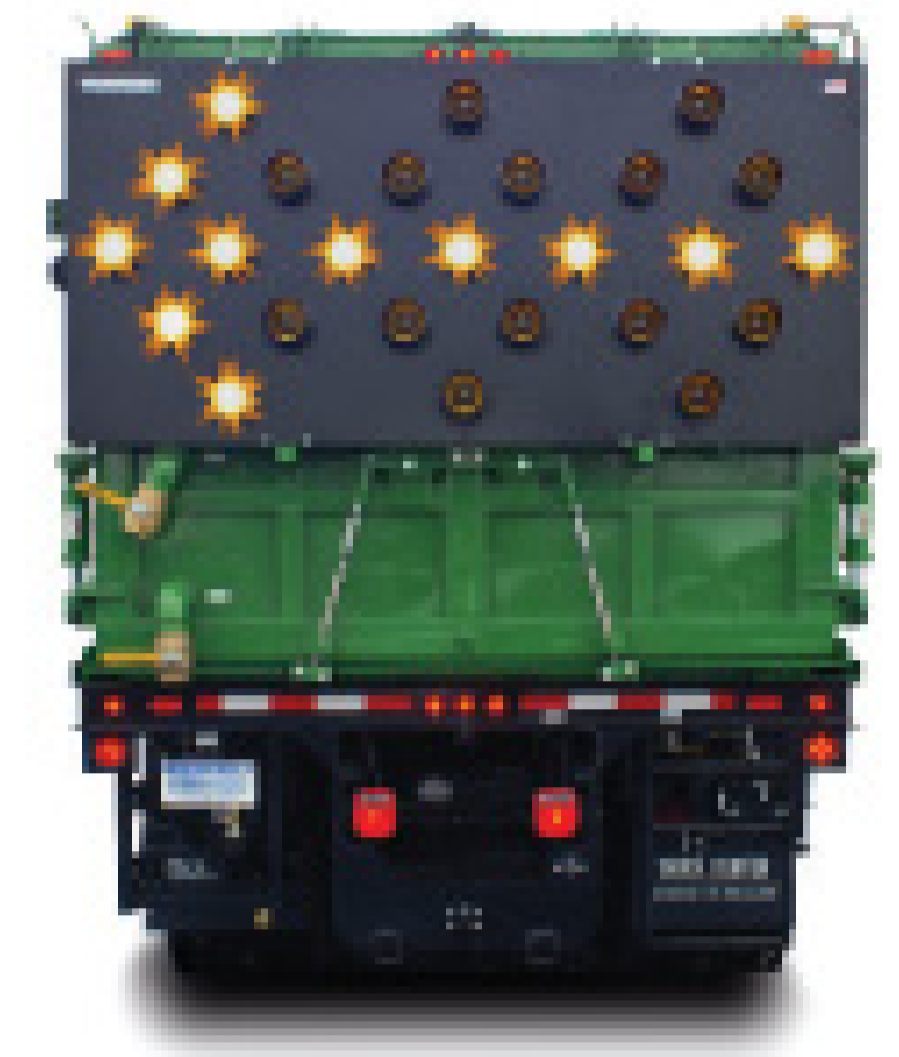
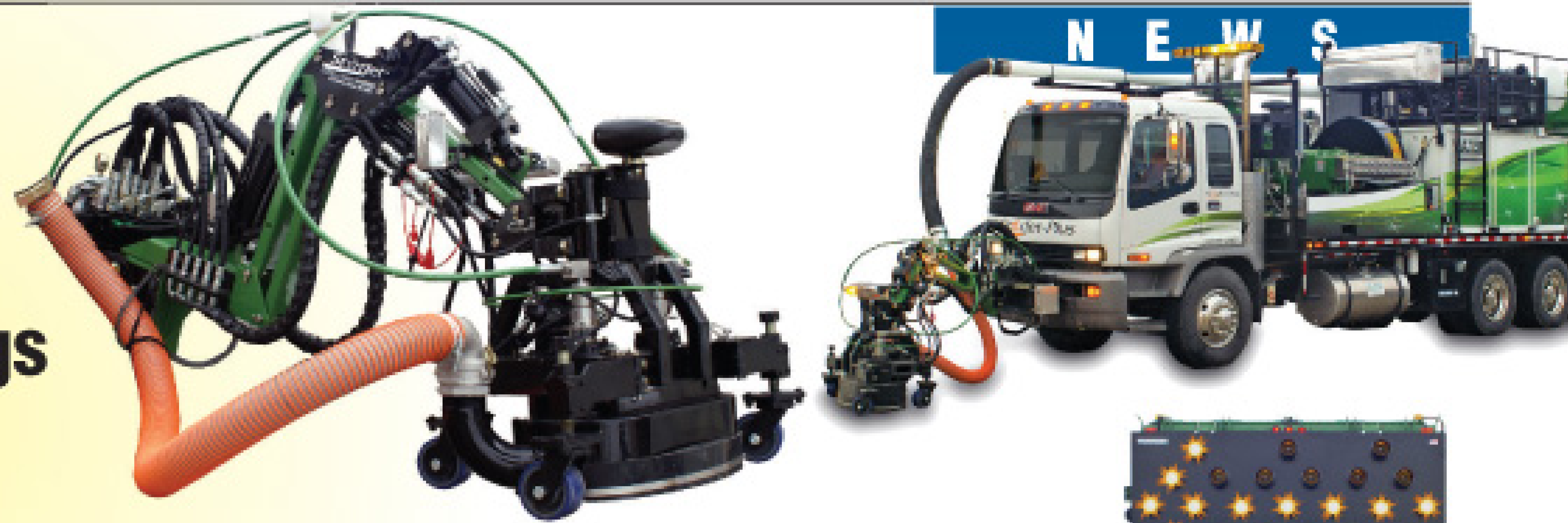
Proportional controls on the robotic arm provide speed and precise control. In-cab video (two cameras in front and one in back) let the driver monitor progress and watch surrounding traffic. Three levels of waste and debris handling are available to suit specific customer needs. The pumping system includes a continuous-duty six-cylinder diesel engine rated for 365 hp continuous duty and generates 13.3 gpm at 40,000 psi.

Other features include an integrated permanent filtration compartment for recycling waste, hydraulically actuated removal assembly with proportional controls, and long-life UHP seal assemblies rated for more than 100 hours with simple-to-replace seals for ease of maintenance. A fully automatic front-end service mode makes

maintenance and nozzle changes quick and easy.

A 25-light traffic arrow board and all other work lights are controllable from within the cab. Multiple nozzle bar assemblies are available to match any application.

A high-resolution touch-screen operator interface with adjustable skip line controls allow the operator to advance between skips. Hydrostatic creep drive provides precise speed control during removal. For information, call 248/624-5555 or visit [www.nlbcorp.com](http://www.nlbcorp.com).



## Bowman Introduces Dominator J 8-36 Cutter

The Dominator J 8-36 from Bowman Tool Co. & Systems works in 8-inch to 24-inch relined pipe, with the ability to work in pipe up to 36 inches in diameter with an additional skid and head package. The motors are isolated in a watertight chamber. The cutter is machined from temper-hardened stainless steel and bronze and has no outside air tube. The head design incorporates a pinionless, quick-change design. The cutter measures 37 inches long with the ram in and 47.5 inches with the ram out. The body is 6.5 inches in diameter and weighs 130 pounds. It has a ram travel of 10.5 inches, three motors at 24-30 VDC, requires 24 volts to operate and has an air requirement of 38 cfm at 100 psi. 717/432-1403; [www.bowmantool.com](http://www.bowmantool.com).



## Cam Spray Introduces STB3015V Trailer Jetter

The STB3015V trailer jetter from Cam Spray is powered by a 35-hp, air-cooled Vanguard engine and delivers 15 gpm at 3,000 psi. Features include a triplex plunger pump, power pulse, 400 feet of 1/2-inch hose on a DC-powered reel, four-nozzle kit, 300-gallon water tank on a powder-coated trailer with 15-inch chrome wheels and 5,000-pound axle. Other features include lockable toolboxes, remote throttle, 150-foot garden hose, hydrant fill, low-water shutoff and hour meter. 800/648-5011; [www.camspray.com](http://www.camspray.com).



## Advanced Drainage Systems Adds Flexstorm Filter Line

Flexstorm stormwater inlet filters from Advanced Drainage Systems Inc. feature an adjustable design that enables them to fit any drainage structure. The filters are available in curb box, flat rectangular, gutter/V-grate, rolled curb and round inlet configurations. Each model is adjustable and reusable and designed to filter silt, solids and other pollutants. The units include a rigid steel frame that supports a suspended sediment bag that filters stormwater runoff below grade through a geotextile fabric. 800/821-6710; [www.ads-pipe.com](http://www.ads-pipe.com).



## Electric Eel Introduces Color Mini Camera

The EC-5 mini color camera drain inspection system from Electric Eel Manufacturing Co. Inc. features a 5-inch color LCD monitor, color camera, 100 feet of push cable and 512 Hz in-line transmitter. An optional self-leveling color camera is available. Designed to inspect 2-inch to 8-inch lines, the unit weighs 25 pounds. Jacks are provided for an external recording device. 800/833-1212; [www.electriceel.com](http://www.electriceel.com).

## CUES Introduces WTR Transporter

The WTR wheeled-tracked transporter from CUES Inc. can be set up with wheels or tracks to accommodate varying pipe conditions. The transporter is designed to inspect 6-inch relined through 30-inch pipe and works with CUES OZIII pan-tilt-zoom or CUES OZIII Nite Lite pan-tilt cameras. Various wheel sets and tracks are available. 800/327-7791; [www.cuesinc.com](http://www.cuesinc.com).



## AGL Introduces GradeLight 2700

The GradeLight 2700 pipe laser from AGL Corp. is 10.5 inches long and designed to fit tight inverts and small pipe jacking pits. The light will self-level over a plus/or minus 40 percent to minus 10 percent grade. Grade display is color-coded (green for positive grades and red for negative) to reduce setup errors. The unit can be powered by a Li-Ion rechargeable battery pack, alkaline batteries or a 12-volt DC source with an optional power cord. One set of slide legs covers multiple pipe sizes. 800/643-9696; [www.agl-lasers.com](http://www.agl-lasers.com).

## StoneAge Introduces 3D Tank Cleaner

The Taurus 3D tank-cleaning tool from StoneAge Inc. can handle from 5k to 22k psi by changing the manifold and inlet coupling. A choice of three manifolds can control flows from 17-80 gpm. The manifolds bolt on and off for quick adaption to different applications. A direct replacement for both the Hurricane and Cyclean 3D tools, the Taurus also features a magnetic speed control that can be dialed up or down for maximum results. 866/795-1586; [www.stoneagetools.com](http://www.stoneagetools.com).



## Aquajet Introduces Aqua Cutter Concrete Resurfacers

The Aqua Cutter hydrodemolition robot from Aquajet is designed to remove damaged concrete and leave a clean surface. Precision control of the high-pressure water from the robot's jets ensures that sound areas and the embedded steel are left intact. The unit can perform vertically, horizontally and overhead, while attachments enable removal in special situations, such as under bridge decks or underwater. [www.aquajet.se](http://www.aquajet.se).



## Cloverleaf Introduces Replacement Seals

Cloverleaf Tool Co. has introduced a new line of replacement inlet/outlet seals, vacuum breaker door and lid seals as well as rear door seals for Vac-Con sewer cleaning trucks. All the seals are made to exceed manufacturer specifications. 800/365-6583; [www.cloverleaftool.com](http://www.cloverleaftool.com).

## GreenLine Sewer Pipe Line Available in Larger Diameters

CertaFlo GreenLine PVC sewer pipe line from CertainTeed Corp. is available in 10- and 12-inch diameters for upsizing overloaded smaller lines and for size-on-size replacement of deteriorated pipelines. Made of high-impact polyvinyl chloride, the pipe features the Certa-Lok Integral Bell restrained joint system and is available in 10- and 20-foot lengths. The pipe is corrosion-resistant, lightweight and requires no solvent cements or butt fusion equipment. 866/284-7473; [www.certainteed.com](http://www.certainteed.com).

## Hannay Offers NSCR700 Cable Reel

The compact NSCR700 cable reel from Hannay features a heavy-duty, narrow frame for use with live electrical cable. The reel can be mounted in confined spaces for use with power tools, lights, machinery and generators. The spring motor provides self-contained rewind power with a non-sparking ratchet assembly that locks the reel when the desired length of cable is payed out. It also houses a three-conductor, 45-amp, 600-volt collector assembly with 8-gauge wiring from the collector ring to the junction box. The reel accommodates 50 to 120 feet of 14/3 to 8/3 AWG electrical cable and is equipped with a four-way adjustable roller assembly. A cable stop is available to prevent roller and connector damage. 877/467-3357; [www.hannay.com](http://www.hannay.com).



## McLaughlin Introduces V500 Vacuum Excavator

The low-profile V500 vacuum excavator from McLaughlin Group Inc. is designed to provide easier access to confined spaces. The unit features a shorter wheel-base and has a height of 84 inches. It has a 575-cfm blower with 3-inch diameter hose. The 4-gpm pump delivers 3,000 psi of water flow. Two 50-gallon saddle water tanks are standard. Two 125-gallon tanks are optional. Its three-stage filtration system allows for both wet and dry vacuum excavation, while a quiet power pack system offers reduced engine noise. 800/435-9340; [www.mightymole.com](http://www.mightymole.com). ■

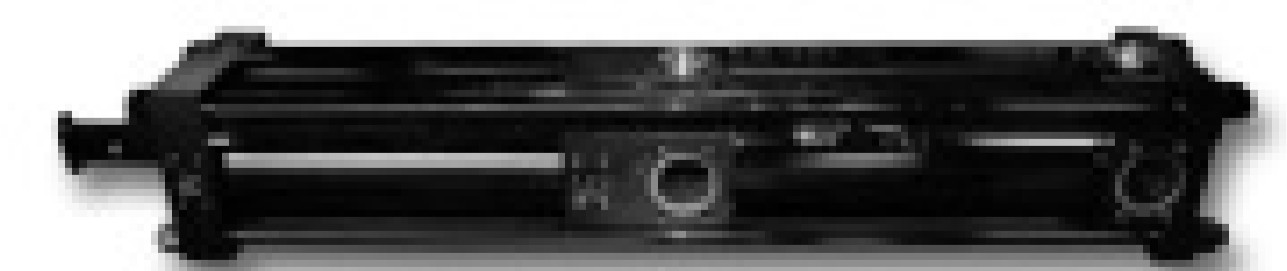


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# Hero Worship

Workers in a central Florida city take a shine to a souped-up vacuum truck that greatly improves productivity and cuts costs

By Ken Wysocky

The superhero of the Utilities Department in the city of Palm Bay, Fla., is a real beast. It weighs in at 64,000 pounds and snacks on sand and other sewer-line debris. But this brute, a Vac-Con combination sewer-cleaning truck with an 11-cubic-yard debris tank, is also a babied beauty that enjoys frequent spit-shine polish jobs from workers.

"Our workers love this truck," says Dave Bryant, supervisor of wastewater collection for Palm Bay, a city of about 100,000 in central

Florida. "It's two years old and it looks like it's brand new. You can't tell that it's used for sewer work.

"The guys carry around cleaning supplies and polish it up in their spare time. Sometimes they take their lunches short to do it. They also keep a little can of white paint and some artist brushes handy and touch up the rims, just to keep it looking perfect."

## All the trimmings

The city bought the truck to reduce the cost of hiring contractors to clean its 250 miles of mainline sewers. The city maxed out much of the optional equipment on the truck, which is built on an International 7400

## MONEY MACHINES

<b>OWNER:</b>	City of Palm Bay, Fla.
<b>FUNCTION:</b>	Mainline sewer cleaning
<b>VEHICLE TYPE:</b>	Combination cleaner (Vac-Con Inc.)
<b>PRIMARY EQUIPMENT:</b>	80-gpm/3,000-psi pump; Roots PD (16 inches Hg at 3,600 cfm)
<b>COST:</b>	\$200,000 to \$250,000

chassis. It has a 300-hp diesel engine instead of the standard 250 hp; a 1,300-gallon freshwater tank instead of a 1,000-gallon tank; and the longest available telescoping boom, which can reach out 30 feet from the side of the truck (at a right angle) and 10 feet out in front.

"It's as hopped-up and souped-up as it can be," says Bryant. "Our goal was to buy a piece of equip-

ment that could do everything we wanted without using contract labor, as well as last a long time."

The long telescoping boom makes it easier to clean out the city's 100 lift stations and 2,000 manholes, many of which are in remote areas. "We have a lot of manholes that are off the beaten path," Bryant says. "Trucks this size don't fare well off-road, so we got the boom

## MONEY Machines

The City of Palm Bay's mainline sewer-cleaning truck from Vac-Con Inc. includes a significant amount of optional equipment. The truck is built on an International 7400 chassis and has a 300-hp diesel engine (instead of the standard 250 hp) and a 1,300-gallon freshwater tank instead of a 1,000-gallon tank. (Photo courtesy of the City of Palm Bay, Fla.)



"It's as hopped-up and souped-up as it can be.

Our goal was to buy a piece of equipment that could do everything we wanted without using contract labor, as well as last a long time."

Dave Bryant

extension. We opted for a larger water tank so we'd have more on-board water. That way, we spend more time cleaning and less time refilling."

## Fewer trips

The truck provides power and flexibility. The water pump generates up to 80 gpm/3,000 psi. A Roots 824 positive displacement blower (16 inches Hg at 3,600 cfm) from Dresser Inc. can remove debris, such as sand, that's underwater. At the same time, a 450-gpm rear-mounted GP805 pump

(Giant Industries Inc.) pumps water out of the debris tank.

"This maximizes productivity," Bryant notes. "When we leave a job, the debris tank is full of sand, not water. So it requires fewer trips to complete a job. And without the additional weight of water in the tank, we get better mileage, too. This truck has completely changed the way we do business."

City residents love the truck, too. "Even though it's this big truck, it still looks pretty cool," Bryant says. "People come up to us all the time and say, 'Man, that's a really cool truck. What the hell does it do?'" It makes like a superhero and saves the day – and money, too. ■

**Correction**

Because of incorrect information supplied to *Cleaner*, a manufacturer was misidentified in the April Money Machines column about Flat Rate Plumbing. The exterior picture of the truck and the interior picture of the custom storage system showed the Hackney P/2000 supertruck. The article gave a different manufacturer's name.

**MORE INFO:**

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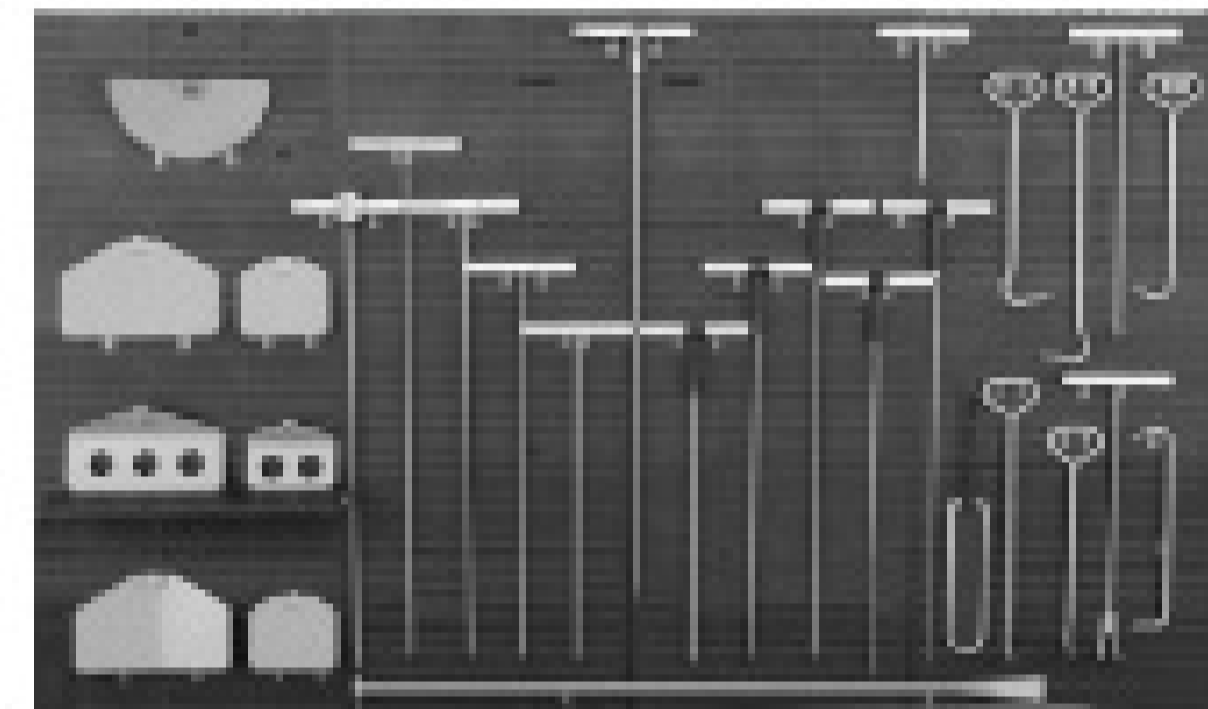
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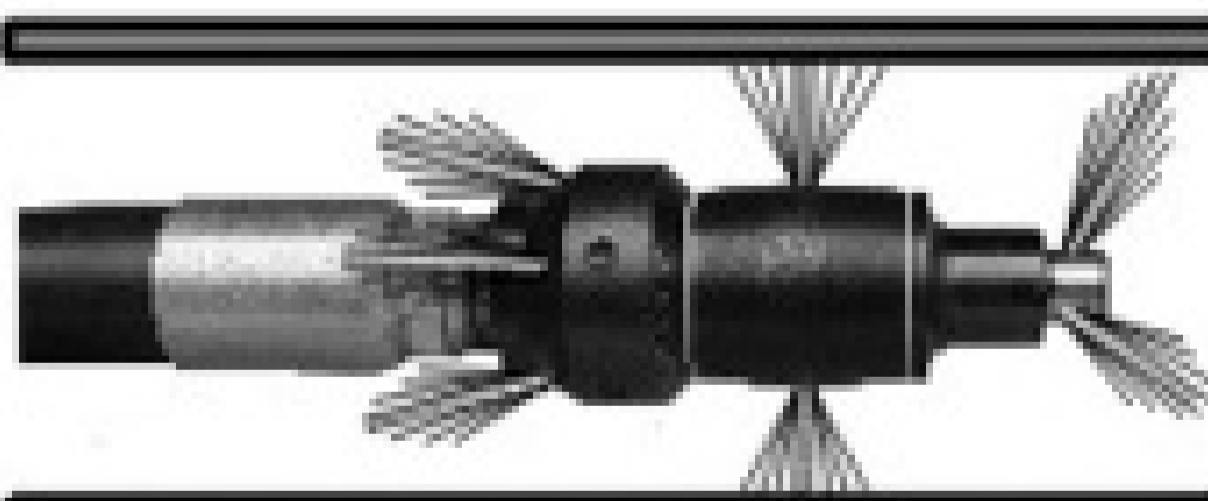
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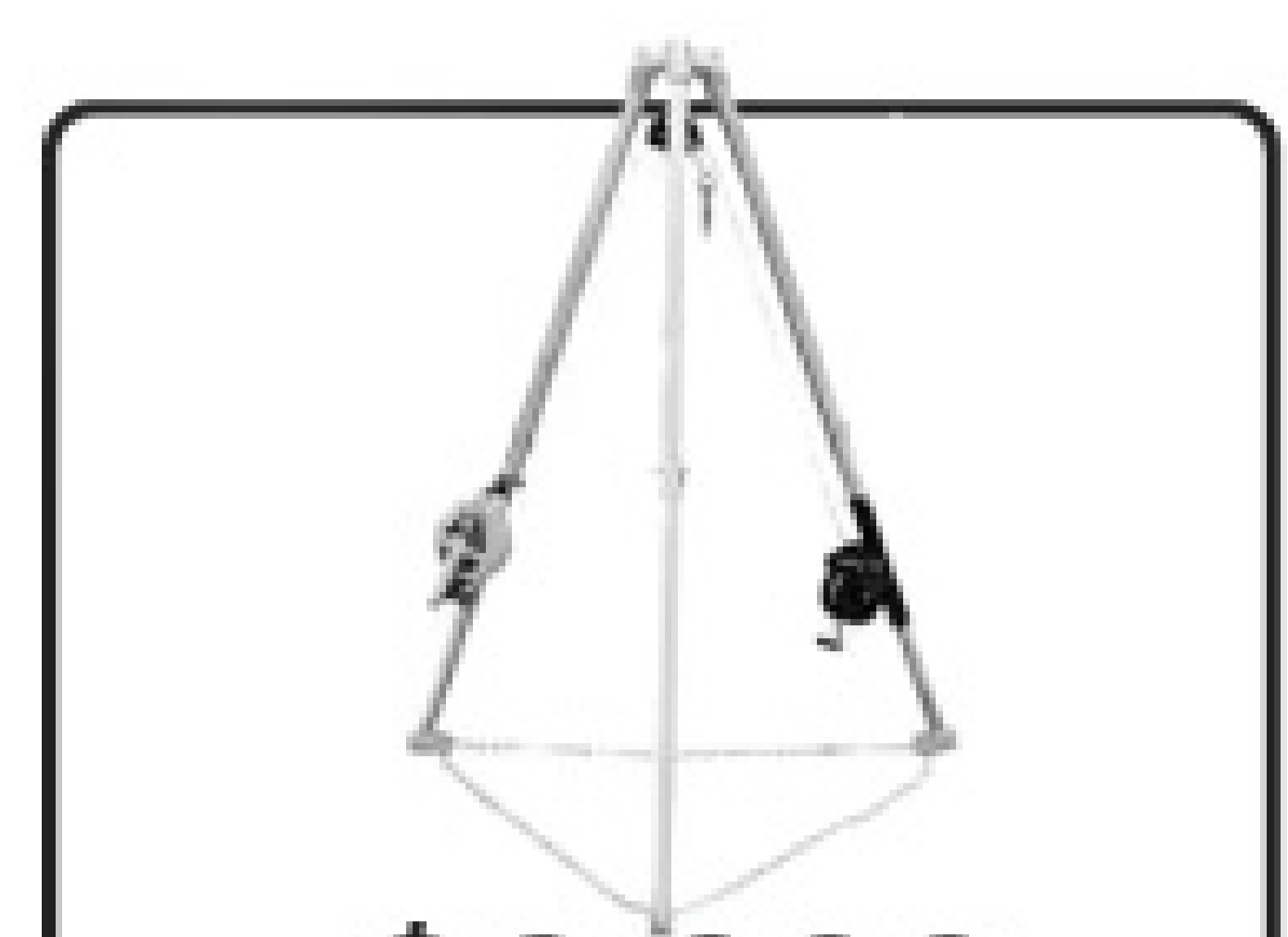
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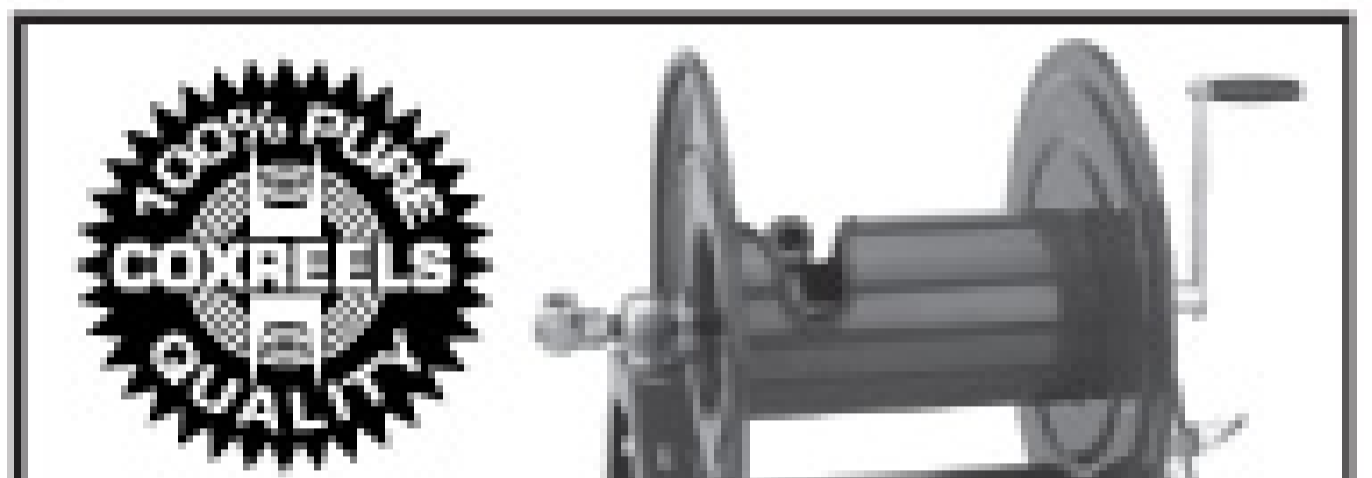


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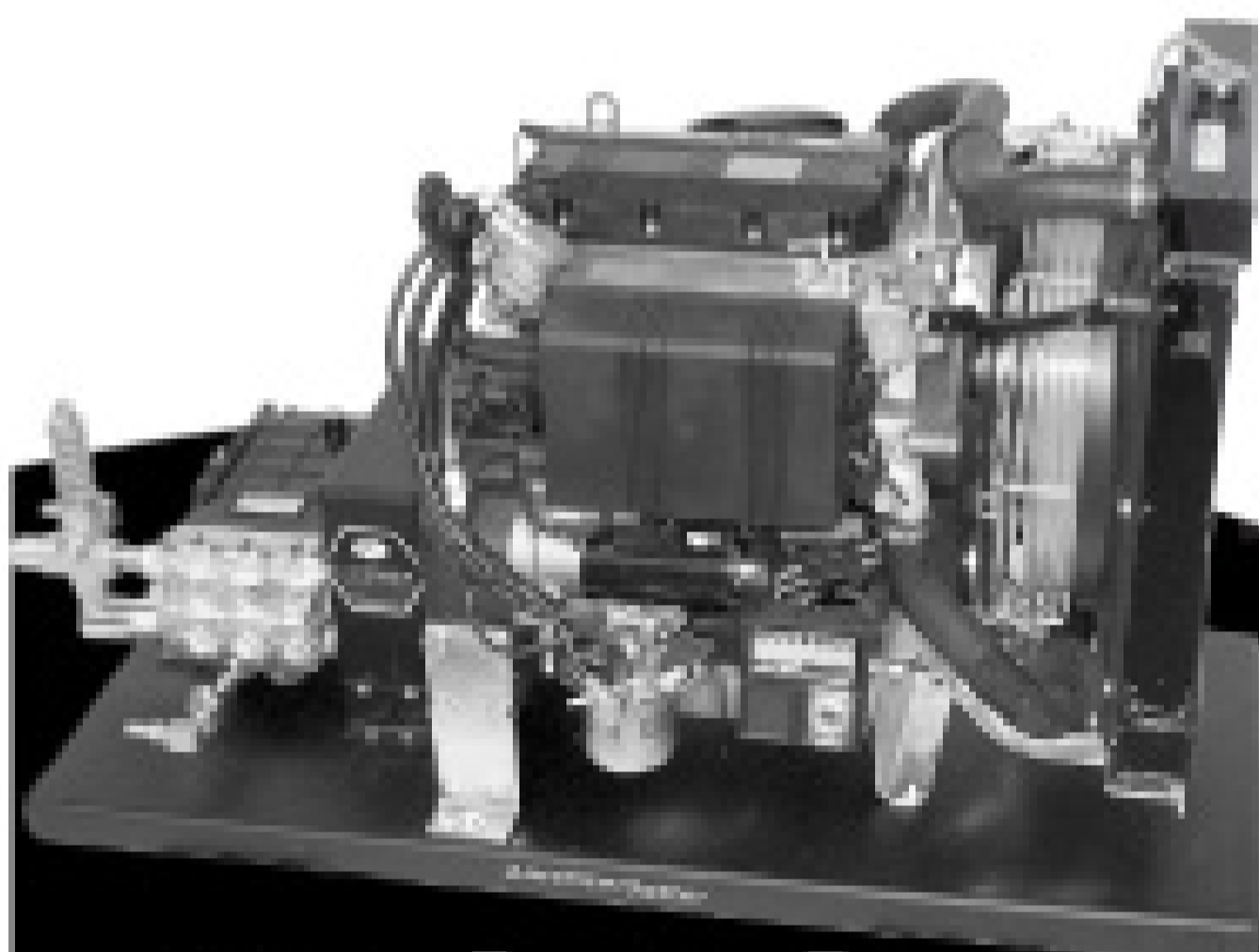
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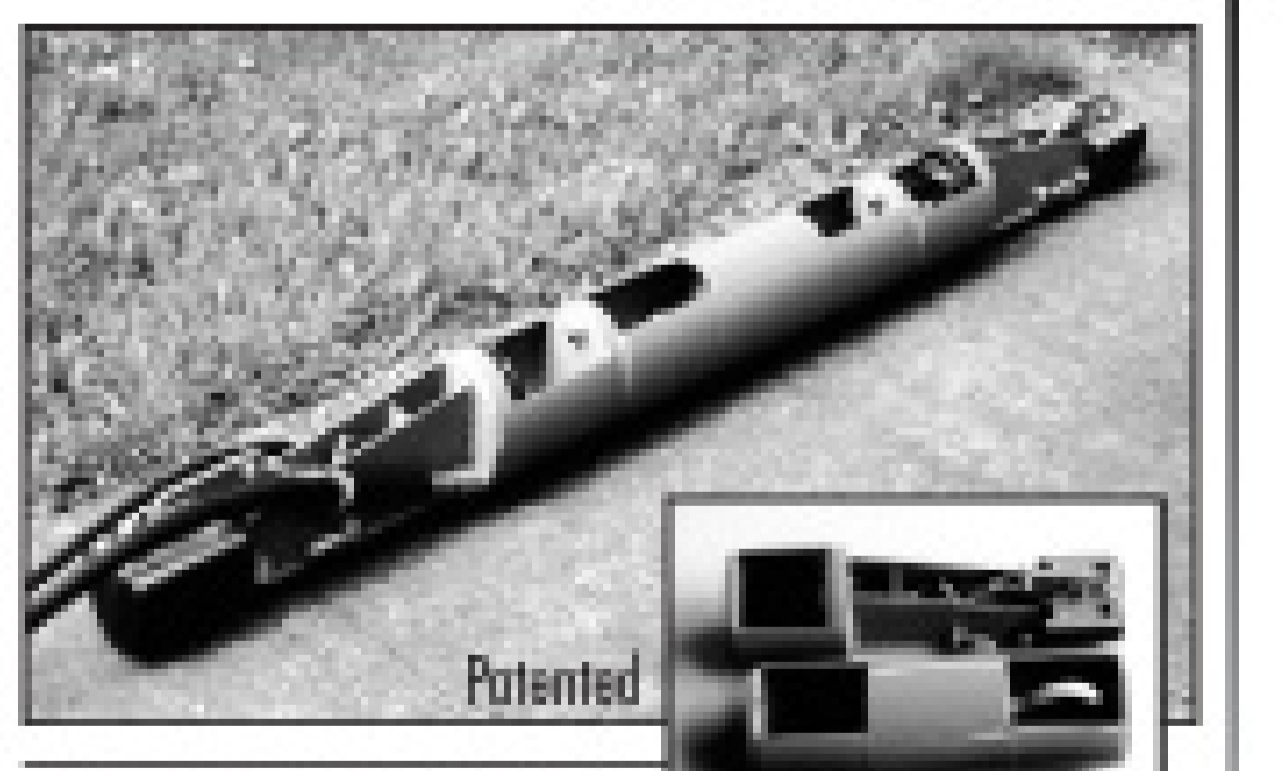
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- ▶ Jettters-Truck
- ▶ Jet Vacs
- ▶ Lease/Financing
- ▶ Locators
- ▶ Miscellaneous
- ▶ Parts & Components
- ▶ Pipeline Rehabilitation
- ▶ Portable Shower Trailers
- ▶ Portable Restrooms
- ▶ Portable Restroom Tanks
- ▶ Portable Restroom Trailers
- ▶ Portable Restroom Trucks
- ▶ Positions Available
- ▶ Positions Wanted
- ▶ Positive Displacement Blowers
- ▶ Power Washing
- ▶ Pressure Washers
- ▶ Pumps
- ▶ Pumps-Dredge
- ▶ Pumps-High Pressure
- ▶ Pumps-Submersible
- ▶ Pumps-Vacuum
- ▶ Pumps-Water
- ▶ Rodding Machines
- ▶ Roll-Off Containers
- ▶ Root Control
- ▶ Safety Equipment
- ▶ Septic Trucks
- ▶ Service / Repair
- ▶ Sludge Applicators
- ▶ Tanks
- ▶ Tools
- ▶ Trailers- Vacuum / Tanker
- ▶ TV Inspection
- ▶ Vacuum Loaders
- ▶ Vanes
- ▶ Wanted
- ▶ Wastewater Transfer
- ▶ Waterblasting

## BUCKET MACHINES

**USED BUCKET MACHINES,** mechanical or hydraulic, parts and accessories. Call 416-248-4990. (CBM)

## BUSINESSES

Full service plumber, 40/60% residential/commercial. Jetter, camera, 6 trucks, 7 techs, including Master Licensee. We service several major retailers. Highly effective software and solid office team. 1.2mp/a 300k cashflow. 843-683-6001. (C7)

**FOR SALE:** 23-year-old restaurant service company specializing in hood system cleaning and ceiling restoration. Serving WV, OH and KY. Large loyal customer base. Grossing average \$500,000. All vans, equipment and experienced service techs in place. \$350,000. Will train. 304-372-2158. (CP7)

**BUSINESSES WANTED:** Septic pumping, grease trap, drain cleaning and other ancillary businesses wanted. We are buying well run businesses in New England, Mid-Atlantic and Florida. All opportunities will be given proper consideration. Confidentiality ensured. Will move quickly for the right opportunity. Serious inquiries only. Please contact Richard Bedard @ Blue Water, 617-326-3344 or rbedard@bwseptic.com. (CPBM)

## BUSINESS OPPORTUNITIES

If you are in need of a REGISTERED SEPTIC TANK CONTRACTOR to qualify your Florida-based septic company, send me an email @ BLRSepticService@aol.com or call 561-723-5001. (P7C8)

**WWW.ROOTERMAN.COM.** Franchises available with low flat fee. New concept. Visit web site or call 1-800-700-8062 x26. (CPBM)

**REDUCED! MUST SELL DUE TO OWNER'S HEALTH.** Drain cleaning, jetting, plumbing business for sale in Myrtle Beach, SC. 3 trucks, jetter, all equipment. Strong customer base. Will consider holding plumbing license. Willing to train. 843-997-5570. (CBM)

## COMPUTER SOFTWARE

Software for the industry! Reminder cards, diagrams, mapping, work orders, job history, dispatching. Free demo - Summit Service Profit Builder™ from Ritam Technologies, LP 800-662-8471 or 208-629-4462. (CBM)

## DRAIN/SEWER CLEANING EQUIP.

Why spend hours on grease clogs? Cut your work time in half with the Pushjet. Cleans 2" & 4" lines. \$79. www.pushjet.net. 918-606-1221. (C6)

New Spartan Tool Model 468 root-cutting kit. 1/2" fitting, never wet. Best offer over \$350. 630-293-3653. (CM6)

Used and rebuilt cable machines in stock. Ridgid K-7500, K-3800, K-380, K39. General, Speed-rooter, Metro Rooter, T-3 Mini Rooter. Spartan #1065, #300, #200, #100, Electric Eel #C and #D. Coast TM-25, TM-38, TM-30. The Cable Center. 1-800-257-7209. (CBM)

KM1500 Lowboy, 225' 1-1/4" cables, 3 cable carriers, assorted tools, \$900 (USA), shipping extra. oldplum@sbcglobal.net for details. (C6)

## EXCAVATING EQUIPMENT

2006 MudDog - 7000 miles, low hours. Excellent condition. Call for details. Mitch 219-306-2761. (P6C7)

## JETTTERS-TRAILER

1978 MYERS trailer jet, Wisconsin gas engine, 300 gallon water tank, 500' of 5/8" hose, new white paint. 515-864-1036. (C6)

Pre-owned PipeHunter model 38T44 jetting unit, trailer mounted unit w/335 poly water tank, 4000 psi @ 25 gpm, 600' hose and attachments. In stock!!! (Stock #4313V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C6)

## JETTTERS-TRAILER

Mongoose 184 jetter, dealer demo unit, Hatz silent pak diesel, 4000 psi, 18 gpm, swivel reel, wireless remote. Save \$\$\$ 920-738-1880. (C7)

Myers Jetter. 4,000 psi @ 18 gallons per minute. Wisconsin gas engine. Lateral kit included. Like new condition. 1980s model. \$8,900 OBO. Contact Scott at 704-289-7760. (CP7)

1987 Aquatech 600 gallon sewer jet trailer, excellent condition, 4 cylinder Ford gas, 35 gpm @ 1,800 psi pump (new), 500' of 3/4" hose. 515-864-1036. (C6)

New O'Brien Model 3518-SC jetting unit, trailer mounted unit, w/350 poly water tank, 4000 psi @ 18 gpm, 400' hose and attachments. In stock!!! (Stock #3024V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C6)

1999 O'Brien 3604 trailer jet. 600 gallons of water. 40 gpm @ 2000 psi. Root cutter kit and misc. nozzles. Continental gas engine. Call Jay Barnwell 1-315-437-1471. (C6)

2 SECA trailer jets. Both have Myers 35 gpm, 2000 psi pumps. New paint on both. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

New PipeHunter Model 38T44 jetting unit, trailer mounted, w/335 Poly water tank, 4,000 psi @ 25 gpm, 600' of hose and attachments. **In stock!!! (Stock #13317) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C6)

## JETTTERS-TRUCK

1995 Harben, 925 hours, in excellent condition, mounted on 1998 Ford F800, 5.9 diesel hydromatic, 300 gallon water tank. Asking \$17,500. In Florida. Call 561-740-2010. Cell 396-4469. (CP6)

2000 SECA water jet. Front mounted, hose reel, Myers 50 gpm 3000 psi, 1500 gallon plastic water tank. Was a city owned unit. In excellent condition. 714-639-8352. www.empireequip.com. (CPBM)

## JETTTERS-TRUCK

1996 Ford F800, Cummins 5.9L diesel, automatic, Underground model "Pipe Hunter," 500 gallon poly water tank, articulating hose reel, 500' of 1/2" hose. This is a nice unit. 515-864-1036. (C6)

1991 International 4700, DT series diesel, 190 hp, 6-spd. manual trans., hydraulic brakes, SA, 1997 Sewer Equipment Company of America model 747 sewer cleaner, rotating hose reel, 40 gpm @ 3000 psi pump, Perkins diesel aux. engine, 500' of 3/4" hose. 515-864-1036. (C6)

2006 GMC TC6500 cab & chassis truck mounted jetting unit w/Jet Eye camera system, 3000 psi @ 50 gpm, 1000 gallons water, 600' hose, 500 cfm blower, debris tank and attachments. **In stock. Available for purchase or rental.** (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C6)

1988 Ford F-700, auto, diesel, Myers 60 gpm @ 2000 psi, 1000 gal. tank, Perkins diesel, 27,000 GVW. \$15,000. 717-697-6483. (C8)

## JET VACS

1989 AutoCar, st. 7-spd. Cummins & Cummins, Vactor 810C dual fan, 5-yd, 65 gpm/2000 psi, low hrs. & mi. \$25,000. Dick or Anthony 800-794-9265. (P6C7)

1988 International DT466 engine, Allison AT with Model 815C Vactor, BT4 Cummins, 4500 hrs. \$49,900. Call 574-534-1301. (P5C6)

1989 International Camel with 7248 hours, 12-yd. debris tank, extendable boom, 1500 gallon water capacity, Meyers pump, 80 gpm, 2000 psi, ex-municipality. Price \$39,000. Call 503-969-9557 or 503-682-2723. (CP6)

1994 Ford LNT 8000, diesel, automatic trans., tandem, 24,000 miles, 1,250 hrs., Vac-Con model V311THA combo jet/vac unit, 3-stage fan, hydrostatic drive, John Deere diesel auxiliary engine, only 1,600 hrs., 65 gpm pump. Will have new white paint on body. 515-864-1036. (C6)

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## JET VACS

1992 International 2554 cab and chassis with a Vac-Con model V211TR combination vacuum loader and high pressure sewer cleaning system. (Stock #5045C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C6)

2001 Vac-Con Model V390 SHA, 3-stage fan, 80 gpm 2000 psi pump, 600' of new 1" jet hose, new paint. Was city owned. 972-938-1905. **www.empireequip.com.** (CPBM)

1991 Camel 200, 6-speed, 65 gpm, 2000 psi, Roots 624 blower, tandem axle, ready for work, 169,000 miles, excellent condition. \$39,000. Call 920-655-7302 or 920-866-9109. (CBM)

Sewer Equipment America Jet-away easement machine with tracks. unit is in mint condition, ex-city unit. 500 hrs., ready to work! \$14,000. Call 800-627-0778. (C6)

1993 International Camel, push plate, large blower, 1000 gallon water tank, ex-municipality. Price \$49,000. Call 503-969-9557 or 503-682-2723. (CP6)

1996 Vactor Model 2110, **PD blower**, 65 gpm, 2000 psi pump, 10-yard debris tank, new paint. 972-938-1905. **www.empireequip.com.** (CPBM)

1998 Vactor 2110, unit is a PD blower, 80K miles, low hours, ex-city unit, on a Sterling chassis. Ready to work, no rust. \$58,000. 800-627-0778. (C6)

1998 VacCon V312THA on a Ford LT8000, 3-stage fan, 65 gpm, 2000 psi pump, extendible boom, articulating hose reel, 12 yard debris tank, new paint. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

1995 Ford LB8000, diesel, automatic, S/A, outstanding 5 cu. yd. Vac-Con combo jet/vac unit. Articulating hose reel with 500' of 3/4" hose, 3,000 psi @ 30 gpm FMC pump, 8" diameter front telescopic boom. **LOW MILES** and hours. Outstanding unit!!! 515-864-1036. (C6)

(1) 2002 Vactor 2110; (1) 2002 2115; (1) 2003 2110. **All PD units.** All were city owned units in excellent condition. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

## JET VACS

Several USED VAC-CON combination trucks for sale. Call or email for more information. 225-769-2933; **jatol@ces-sses.com.** (C7)

1991 Vactor 2115, 2-stage fan, hydro excavator pkg., was a total remanufactured machine from Doherty Supply in 2007. Unit is in pristine condition. Paid \$100K in '07 for this truck. \$45,000. 800-627-0778. (C6)

1998 Vactor 2110 on a Freightliner FL80, 28,213 miles, 2-stage fan, 80 gpm, 2,000 psi pump off system accumulator. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

Jack Doherty Supplies Inc. offers a full range of late model combo units and DOT industrial vacuum loaders. Call us @ 1-800-3DOHENY. (CPBM)

1998 Vac-Con Model V350THA, 3-stage fan, 50 gpm, 3000 psi pump, 5-yd. debris tank, new white paint. Was city owned. 714-639-8352. **www.empireequip.com.** (CPBM)

## LEASE/FINANCING

**North Star Commercial Credit:** Commercial Loans for Trucks or Equipment. Flexible purchase programs to fit your budget. 21 yrs. in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

**VSI Equipment Finance:** New and used equipment financing available with competitive rates. Access to quality pre-owned and new vacuum tankers. **Call JR @ 609-868-7634.** (C6)

## MISCELLANEOUS

**Top quality aerators at wholesale prices.** We have replacement units for most name brands and also carry Linear Regenerative Rotary Vane pumps. Flagg Air, Gast, Thomas, FPZ, Secoh, Medo and more. Call a company that understands aerators and aeration systems. Septic Services Inc. 800-536-5564. (CPBM)

## PARTS & COMPONENTS

US JETTING provides aftermarket rebuilding services and **replacement parts for Harben® pumps.** Low prices, fast response. Why pay more? Call today. 1-800-538-8464, ext 25 or 18. (CBM)

## PIPELINE REHABILITATION

Excess CIPP Equipment: 2004 18' wet-out trailer, 30' goose-neck trailer, liner launching cans (shooter), free standing manual wet-out press, North Star portable water heater, saddle liner packers (lateral connection), turn-key lateral launching system, Beaver cutter, etc. Call 800-542-0072. (C7)

1989 GMC Cues Grout System. Good working condition. 16 packers 6" to 24". 12 kits of AC400. \$16,000. Call Marty 407-677-1911. (CP6)

Cues TV/Cutter Trailer: 2007 Evolution package, with or without camera, cutter or compressor. Call or go to our web site for photos and specs. **www.mccannsubground.com.** Financing available. Kelly 608-279-2299. (CBM)

40-ton Pipe Genie 3 carts chain 5/8 and 3/4. 9 hp hydraulic unit. Manhole tower accessory. \$15,000. Call Marty 407-677-1911. (CP6)

Complete equipment dispersal. Cues CCTV, internal point repair system, manhole sealing equipment, plugs, chemical pumps, tools, everything must go. Contact Bill Senick @ **dmssenick@yahoo.com** for complete list or call at 407-687-4408. (C6)

Machine Technologies P-25 pump, D25 continuous mixer, trailer, Vermillion foam generator, Generac 26,250 generator, NorthStar 26 cfm compressor. \$18,000. Call Marty 407-677-1911. (CP6)

One trade-in model of Pipe Genie heavy duty pipe bursting equipment. Excellent condition, looks new. 30-ton, 100 feet cable, full 2 year warranty. 877-411-7473. (CBM)

## PORTABLE RESTROOMS

**Portable Toilets:** Poly constructed, molded seat, urinal, latching door. Handicap accessible units available. New and used. CCI/Brian Touey 805-896-3777. (CBM)

## PORTABLE RESTROOM TRAILERS

**Restroom Trailer - Gold Series:** 32', new and used. Women's - 5 stalls, 2 sinks; Men's - 2 stalls, 2 urinals, 2 sinks. CCI/Brian Touey 805-896-3777. (CBM)

NEW RESTROOM TRAILERS. All sizes from single station to 12 stations. New trailer over stock on single station shower unit. Was \$9800. Now only \$7900. Call Rich Restroom Manufacturing. 260-593-2279. (CPT7)

**Restroom Trailer - Platinum Series:** 30', new and used. Women's - 4 stalls, 2 sinks. Men's - 2 stalls, 3 urinals, 2 sinks. CCI/Brian Touey 805-896-3777. (CBM)

## PORTABLE RESTROOM TRUCKS

**2002 International Pumper Truck:** 4700 series, DT466, automatic, air brakes, 1200 gallon waste, 300 gallon fresh water, Masport 75 pump. CCI/Brian Touey 805-896-3777. (CBM)

## POSITIONS AVAILABLE

Industrial Supervisor needed for the East TN — North GA area. Vacuuming and waterblasting experience needed. Familiarity with paper and steel industries a plus. Applicants can call 800-588-3236 or apply with qualifications and salary requirements to **indusuper@gmail.com.** (C6)

SPARTAN TOOL, the most trusted name in the business, currently has openings for **TERRITORY MANAGERS.** We are growing and need honest hardworking sales professionals with a proven track record of success to join our team. Openings available throughout the US and Canada. Please see **www.spartantool.com** for more information and to submit your resume. (C6)

## POSITIONS AVAILABLE

CONSTRUCTION Sewer Rehab. — 2 positions: TV truck driver/operator CIPP televising and lateral reinstatement experience; Vactor truck driver/operator/laborer. Union benefits w/insurance. \$34.75 an hour. CDL required for both. N. Illinois area. Fax 630-231-3895. (C7)

Outside Sales/Municipal Develop new prospects and maintain existing customers to increase sales, along with conduct on-site customer visits with new and existing customers. Nature of work requires increasing independence; typically requires overnight travel more than 30% of the time. BS/BA in related discipline preferred. Knowledge of customer business needs. Preferred qualifications: 5-10 years of municipal sales experience or equivalent municipal experience. Municipal Pipe Tool Co., LLC offers a competitive compensation and benefits package. Please submit cover letter, resume, references, and salary history by mail to PO Box 398; Hudson, IA 50643 (no calls please) or email to **BrianL@munipt.com.** MPT is an Equal Opportunity and Affirmative Action employer. (C6)

## PRESSURE WASHERS

2 - Sagino high pressure washers with 150 hp electric motor driven, 300 bar/4500 psi Tri-prex pump, ss manifold and fittings, skid mount, insulated sound proof box. \$8,500 each or \$15,000 both. Call 503-969-9557 or 503-682-2723. (CP6)

## PUMPS-SUBMERSIBLE

Wholesaler for Hydromatic, Zoeller, Myers, Liberty and ABS pumps. We also supply Grinder pumps and basins. Will help you size them. Septic Services Inc. 800-536-5564. (CPBM)

## PUMPS-VACUUM

Complete line of Moro, Conde and engine-driven, stand-alone pump systems, DC10 washdown pump. Call us for any of your vacuum truck parts from shut-off valves, primary and secondary valves, hoses, vacuum pumps and drive systems. Septic Services Inc. 800-536-5564. (CPBM)

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## RENTAL EQUIPMENT

Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jettors. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888)VAC-UNIT (822-8648) www.vsi rentalsllc.com.** (C6)

## RODDERS

1997 Chevrolet 3500 4x4 dually, 6.2L diesel, automatic, Sewer Equipment Company of America model 444 truck mounted sectional rodder sewer machine. About 52,000 miles. 515-864-1036. (C6)

Nice SRECO trailer-mounted rodder, 20 hp Onan engine model NHB-MS3604C, between 300' & 400' of rod. Very low hours. 515-864-1036. (C6)

## SEPTIC TRUCKS

2001 IHC 4900 with rebuilt DT-466 and 6+ transmission, 2500 gallon xcarbon steel tank, Fruitland 500 pump, lift axle, AC, power steering, FM radio, 145,000 miles. \$35,000. 803-418-5314. (CP7)

2009 Peterbilt 340 with a Presvac 3600 gal. (US), aluminum vacuum tank unit and Masport pump package. **Available!!! 4 in stock.** (Stock #13337 B,C,D) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

## SERVICE/REPAIR

**Sewer Cam Reel, Camera and Locator Repair:** 48-hr. turn-around time. General Wire, Ratech, Ridgid, Pearpoint, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. For more info. give Jack a call. Dynamic Cable Repairs, Lodi, NJ 07644. 973-478-0893. (CBM)

\*\*\*www.servicewithasmile.com\*\*\*  
**Sewer Cam Reel and Camera Repair: Authorized for General Wire, Ratech & Ridgid. Quality service on all brands. Need more info? Give Chuck a call. Electronic Repair Co., Birmingham, AL 35206. 205-836-0454; email: part@servicewithasmile.com.** (CBM)

## SHOWER TRAILERS

**Shower Trailer - Gold Series:** 32', new and used. Men and women sides each have 3 private shower stalls with changing area, 1 restroom stall, 1 sink. CCI/Brian Touey 805-896-3777. (CBM)

## SWEEPERS

2008 American La France Condor with a Vac/All Model VS10DC 3-in-1 machine (sweeper, catch basin, leaf collector), 350 water comp, 10-yd. debris body; vacuum system: 16,500 cfm belt drive with silencer, driven by Cummins turbo charged 6 cyl. diesel. **In stock. Available for purchase or rental.** (Stock #1791) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

## TOOLS

**T&T Tools:** Probes, Hooks. Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com.** Phone **800-521-6893.** (CPBM)

## TV INSPECTION

**Seacon** connectors and pigtailed, **Falmat** 12 conductor flexible cable and push cables. **Oceanquip** 504-343-7833. **oceanquipllc.com.** (CBM)

Pearpoint EX Systems For Sale: Take outs from Municipalities. (1) 599 reel with 1200' cable EX termination; (2) 229 reels with 1000' cable EX termination; 2 420 crawlers with wheels and lights; (1) 494 zoom pan and tilt camera; (1) 494 pan and tilt camera; (1) 320 universal controller; (2) P377 system control centers; (2) P378 pendant controllers; (2) P489 high power supply units. 770-435-8991. (C6)

2004 Chev 4500 Cues CCTV truck. 19,000 miles, 16' body with Evolution interior, rear hoist, 1000' reel, pan and tilt camera. Like new, many extras. \$90,000. 404-372-3553. (C7)

Trailer mounted refurbished **sewer camera** system. Pan/tilt camera crawler, 500' TV cable, on-screen data, motorized cable reel, \$26,000. Call Bill @ 830-249-9756. (C6)

## TV INSPECTION

Fully equipped used CUES CCTV inspection units for sale. Over 10 units to choose from. Email or call for more information. 225-769-2933; jatol@ces-sses.com. (C7)

Used and rebuilt color and black & white camera kits. Ridgid SeeSnakes, General, Gen-Eye, Pearpoint. The Cable Center. 1-800-257-7209. (CBM)

2007 RST Econo trailer with full posm. Please call for details. 60k. Additional equipment also available. Don 407-402-4829. (P5C6)

2002 Ford E-350 box truck with Aries camera unit including TR2000 track crawler, TR3000 wheel crawler, two pan & tilt cameras. 81,366 miles. Financing available at \$1,525 per month. Call Kevin at 704-731-0025. (C6)

**Pads and Chain Assemblies:** Silicon carbide filled for maximum traction and long life. Single and double hole pads for all makes of tractors. Money back guarantee. Contact **Pipe Tool Specialties** (503) 1-888-390-6794 or fax 1-888-390-6670. Samples sent upon request. Same day shipping. We are a 6/12 company. (CMBM)

**EASYCAM COLOR CAMERA.**  
• 2-year guarantee • Requires no special monitor • Modular design for easy owner replacement • 512 H2 trans • **"It Just Makes Sense"** Patent pending. **www.easycamllc.com.** Sales 1-239-260-2056. (CBM)

**Brand new sewer TV system.** Cyclops P/T camera, crawler, computer and software, 1000' cable, power inverter, complete manhole hardware. Ready to go to work. Mounted on good running Ford 3/4 ton van. \$67,980. Call Bill 830-249-9756. (C6)

1994 E350 diesel van, 363,000 miles, set up with Cues video system. Includes work station, TV, VCR, DVD rec, cable system retractor, straight line camera, pan tilt camera, wheeled tractor (24"+), tracked tractor (6"+) and 300' of cable. Cable needs replacement. Tractors, cameras and van well maintained (new transmission 2008). \$12,000. Call Pat 616-791-0959. (C6)

TV Unit with chemical grout, GMC 16' van, 350V8, auto, Cues multi conductor TV system, 8", 10" and 12" packers, crawler available. \$35,000. 717-697-6483. (C8)

## TV INSPECTION

TV Unit GMC, 16' van, 350V8, auto, Telespector Color Crawler, 6.5 KW Gen. Nice clean unit. \$20,000. 717-697-6483. (C8)

**BEST BUY:** Must see this 1997 RST video system that includes a P & T, tractor, and an additional main-line camera. Converted ambulance with odometer of 48,000, perfect studio, storage space and safety lights. The software includes printed reports, hard disc, and Sony Photomate. Photos of interior and exterior are available via e-mail. Special Price \$20,000. Call Don at 503-969-9557. (CP6)

1993 Ford E350 box van, 7.3 diesel with Aries TV inspection, pan/tilt camera. Also have 2 extra tractors all on tracks, 1 stationary camera, and lots of extra parts, TV, rear air, diesel generator. \$19,950. Call or email and we will email pix, 573-374-8785, or elitemotors@charter.net. (P6C7)

## VACUUM LOADERS

1999 International with a Guzzler Ace 16' HG wet/dry industrial vacuum tank loader. **In stock. Available for purchase or rental.** (Stock #7390) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

1986 IME trailer-mounted sewer vac, 20 hp Onan engine model NHC-M# 3888D, only 500 hrs. Very good condition. 515-864-1036. (C6)

(2) 2008 International 7600s cab & chassis, with a Guzzler Ace model 4118TC 18-yard debris body, 4100 cfm wet/dry industrial vacuum loaders. (Stock #4400 & 4401) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

1997 Freightliner FL with a Vactor body. 118,496 miles, 2817 hours, 15 cubic yd. debris body. Financing available at \$1,775 per month. Call Kevin at 704-731-0025. (C6)

2009 Sterling LT9500 triaxle with a new Presvac, Powervac 3800, 3,250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. **In stock!!!** (Stock #13336) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

VacCon Industrial Vac, '93 Ford AeroMax 9000, Cat diesel, 66,000 GVW, Model 5016R, wet/dry bag house, Roots 4786 CFM blower, 16-yd. box. \$80,000. 717-697-6483. (C8)

## VACUUM LOADERS

2009 Sterling LT9500 triaxle with a new Presvac, Powervac 3800, 3,250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. **In stock!!!** (Stock #13354) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (C6)

## WANTED

**WANTED:** Used Aries or Cues camera truck or equipment. 602-910-0396. (C6)

**Wanted to Buy:** Vactor 2100's and late model Guzzlers. Cash. 800-336-4369. (CPBM)

**Wanted:** Used tractors, crawlers, straight-pan/tilt cameras, lighthoods, power controls, cables, reels, monitors, software, etc. Working or not. 902-435-8200, fax 902-435-8222. (CBM)

## WATERBLASTING

Carolina Equipment Boss Blaster. Electric 3-phase 480. 15,000 psi. Assorted hoses, nozzles and protective gear. Call Joe @ 651-436-6869. (C7)

NLB 10331 10K @ 48 GPM. Cat eng. pump with new water packing. Good condition. \$50,000. Tommy 256-383-2462; 256-762-4392. (C6)

For Sale: W/B pumps. 10K - 20K. Maintenance records. Price based on pump chosen. Starting in \$40,000s. 219-977-0890. (P6C7)

2002 NLB-4075D diesel, 40,000 psi, 3 gpm, trailer mounted, 300' new hoses, 620 hrs. Perfect condition. Price \$45,000. Contact 973-476-7194. (CP6)

Water jetting equipment. We rent, sell and repair water blasters. Visit us at: **www.waterjettingequipment.com** or phone 714-259-7700. (CPBM)

**Gardner Denver** 620-671 Detroit 20K @ 11 gpm. **Aquadyne** GA 200 variable speed 3116 CAT 20K, 20 gpm. **Aquadyne** 0450DS-Cummins 20K @ 36 gpm. **NLB-Ultraclean** Cummins 38K, 7 gpm. **NLB** 10-600 Cummins 10K @ 104 gpm. **NLB** 5-250 Cummins 3600 psi, 182 gpm. **Boatman Ind. 713-641-6006. View @ www.boatmanind.com.** (CPBM)

Sapphire nozzles for all major 40,000 psi waterblasters at wholesale prices! Same-day shipping. UHP replacement parts, hoses. **waterjet@bell south.net, 772-286-1218.** (CBM)

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**CHOOSE THE CATEGORY:**

- |  |   |   |  |   |   |
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| <input type="checkbox"/> Aerators                    | <input type="checkbox"/> Dredges                | <input type="checkbox"/> Levels & Transits        | <input type="checkbox"/> Positions Wanted    | <input type="checkbox"/> Root Control             | <input type="checkbox"/> Trailers- Vacuum/Tanker    |
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| <input type="checkbox"/> Bucket Machines             | <input type="checkbox"/> Excavating Equipment   | <input type="checkbox"/> Miscellaneous            | <input type="checkbox"/> Pumps-Dredge        | <input type="checkbox"/> Septic System Components | <input type="checkbox"/> TV Inspection              |
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| <input type="checkbox"/> <b>CLEANER</b><br>Deadline: 1st of the Month                     | <input type="checkbox"/> <b>PUMPER</b><br>Deadline: 10th of the Month           | <input type="checkbox"/> <b>PRO</b><br>Deadline: 17th of the Month |
| <input type="checkbox"/> <b>MUNICIPAL SEWER &amp; WATER</b><br>Deadline: 1st of the Month | <input type="checkbox"/> <b>ONSITE INSTALLER</b><br>Deadline: 17th of the Month |  |

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# Cleaner TRUCK STOP

see photos in COLOR at [www.cleaner.com](http://www.cleaner.com)



June



**2003 Sterling w/European Off Load System:** Only 945 hrs. and 155,684 miles. New 27' blower, CAT C-10 motor, Eaton Fuller 10-spd. trans. Good condition.  
Please email [sbradfield@nationalvacuum.com](mailto:sbradfield@nationalvacuum.com) for inquires. P5C6



**1991 Camel:** 9-yd., Volvo chassis, Cummins L10, auto trans, Roots PD, 1000 gal., 60 @ 2000 psi, new 1" hose. City owned, great condition. N. Calif. and MUST sell out of state.  
510-893-3690 P5C6



**1994 Isuzu Step Van:** 2000 Onan 10K diesel generator, 1996 RST TV equipment. Many extra TV components included.  
\$32,500 OBO  
515-681-6321  
[bryanr@municipipe.com](mailto:bryanr@municipipe.com) C6



**Vactor Line Cleaner:** 1986 Ford 8000, Cat diesel, Allison auto trans., fan drive with Ford gas pony motor. Runs and operates well. Located on West Coast. Can deliver.  
209-339-1601;  
209-810-8049 Mike C6



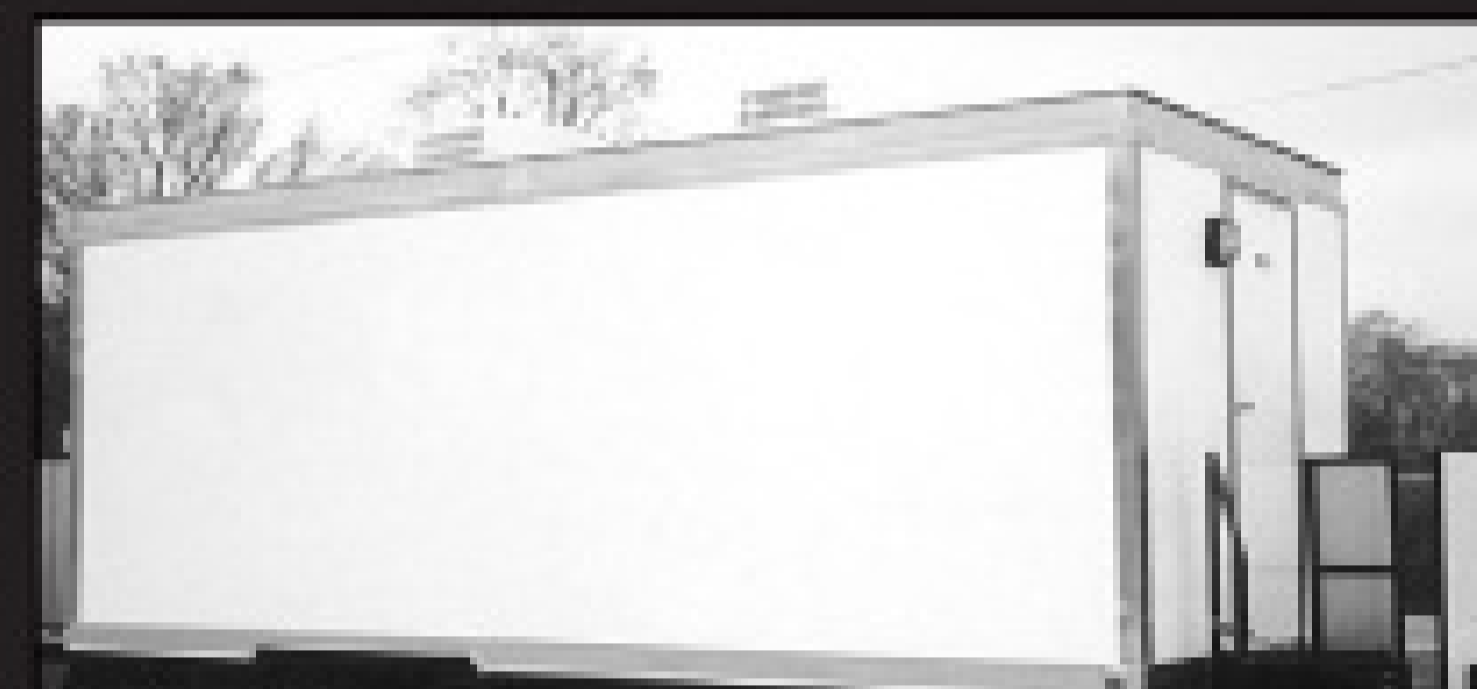
**1998 Ford LT9513 Camel:** Cat 3406E, 10-spd., Eaton Fuller, Hendrikson walking beam susp., splitshaft drive, hyd. tailgate, 8' high perf. vac pump, 5' telescopic boom, rear discharge, 80 gpm @ 2000 psi, articulating front mounted hose reel, 1500 gal. water tanks, large blower 854 Roots.....\$59,000  
503-969-9557 or 503-682-2723 CP6



**1998 International Vac-Con Combination Cleaner:** 69,700 miles, 65 gpm @ 2000 psi, 1,000 gal. poly tank, 1" x 600' hose, TigerTail/MiniMissile. Purchase or rental program.  
\$70,000  
515-681-6321  
[bryanr@municipipe.com](mailto:bryanr@municipipe.com) C6



**Combo Truck, 1992 Western Star:** 280 hp, 1992 Super Products Camel, 16-yd. debris, 6-24 blower, 1500 gallon water, 65@2000 psi Myers pump...\$60,000 OBO  
Call Bryan @ 515-681-6321 C6



**Shower and Restroom Trailers:** Platinum and Gold Series, new and used available. Each with separate men and women sides.  
CCI/Brian Touey 805-896-3777 CBM



**2005 Vac-Con:** 11-yd., Roots 827 PD (4200 cfm @ 18"), 10' boom, articulating hose reel, 80 gpm @ 2000 psi water pump, 500' x 1" sewer hose, 20' of tube, 2005 International, miles 39,469. ....\$138,500  
843-556-8217 C6



**1997 Autocar Vactor 2110-C6:** 10-yd. debris tank, Cat 3406E, 6-spd. Allison trans., Hendrickson spring susp., 13K miles, 1500 gal. water tank, 2-stage fan, extended boom, 500'+ hose, AC, cruise, rotate/stretch hose reel, heated mirrors, excellent rubber, added storage bins, heavy specs, ex-municipality, all maintenance records.....\$65,000  
503-969-9557 or 503-682-2723 CP6



**1996 Vac-Con V350THA/850 3-Stage Combo Mounted on Ford LN8000:** 250 hp, MD3060 trans., A/C, 50 gpm, 3000 psi, JD 4039T diesel aux. New paint. 31,740 orig. miles.....\$60,000 OBO  
Frank or Nancy 916-922-1101 CM6



**1991 Camel Combination Cleaner w/1986 Mack:** 65 gpm @ 2000 psi, 1,500 gal. poly tank, 1" x 600' hose, TigerTail/MiniMissile. Purchase or rental program.  
515-681-6321  
[bryanr@municipipe.com](mailto:bryanr@municipipe.com) C6



**1996 Ford L8000 Vactor Combination:** 87,500 miles, 80 gpm @ 2000 psi, 1,500 gal. alum. tank, 1" x 600' hose, TigerTail/MiniMissile. Purchase or rental program.  
\$75,000  
515-681-6321  
[bryanr@municipipe.com](mailto:bryanr@municipipe.com) C6



**1999 Vac-Con HS-1000A Hot Shot Jetter on IH 4700:** 175 hp, AT545 trans., A/C, 50 gpm, 3000 psi, 4-cyl. diesel aux. New paint. 29,260 orig. miles. ....\$35,000 OBO  
Frank or Nancy 916-922-1101 CM6



**1986 Sreco Truck Mounted Jetter:** 1986 International cab over diesel, auto. trans, PTO driven Myers pump, 400' 1" line, reel can hold 1000'. Truck is turnkey, runs and looks good. Included is a Warthog nozzle with one season of use. ....\$8,600 OBO  
802-839-8165 C6



**Combo Truck, 1987 Mack Chassis:** 235 hp, 1997 Super Products Camel, 16-yd. debris, Hicks blower, 1500 gallon water, 65@2000 psi Myers pump...\$30,000 OBO  
Call Bryan @ 515-681-6321 C6



# Cleaner. TRUCK STOP

see photos in COLOR at [www.cleaner.com](http://www.cleaner.com)



**1992 Freightliner Vac-Con w/Cummins N14:** Rear Cummins 3.9L, 2000 psi, 100 gpm pump, 3-stage fan, 1500 gal. water tank, extra storage bins, rear camera, extend-a-boom, 12-yd. debris tank, 1301 hrs. on rear motor, 1077 hrs. on front motor, rotate/extend-a-hose reel, auto trans., ex-municipality.....\$45,000  
**503-969-9557 or 503-682-2723** CP6



**2006 MudDug:** 7000 miles, low hours, excellent condition. Call for details.  
**219-306-2761** P5C6



**1993 Ford LNT 8000 Vector Combination:** 80 gpm @ 2000 psi, 1,500 gal. alum. tank, 1' x 600' hose, TigerTail/MiniMissile. Purchase or rental program. ....\$50,000  
**515-681-6321**  
**bryanr@municipipe.com** C6



**1995 Isuzu TV Inspection Truck:** Aries pan & tilt crawler camera unit, 8000 watt generator. ....\$35,000 OBO  
**Call 570-784-6093** C7



**1994 Ford Cargo Van:** 1994 7.5 Onan gas generator, 1996 RST TV equipment. Many extra TV components included.  
.....\$32,500 OBO  
**515-681-6321**  
**bryanr@municipipe.com** C6



**1991 Camel 200:** 6-speed, 65 gpm, 2000 psi, Roots 624 blower, tandem axel, ready for work, 169,000 miles, excellent condition. ....\$39,000  
**920-655-7302 or 920-866-9109** CBM



**1997 Vac-Con V311THA/1300:** 80 gpm, 2000 psi, 3-stage fan, hydrostatic blower drive, 6' telescopic boom, mtd. on IH 2554, MD3060 auto trans., 25,000 miles, ex-city unit. Well maintained.  
**Mike 800-294-0149** C6



**1999 Vactor 2115 on 1999 International 2574:** 80 gpm @ 2500 psi, 1300 gallon water, telescopic/rotating hose reel, fold-down pipe racks, 300 hp engine. (Stk. #1489)  
.....Price just reduced ~~\$120,000~~  
**Call Joe at 312-208-6373 for details** C5



**1994 Vac-Con V290/Ford Catch Basin Cleaner with Hydro Excavator:** 30K miles, diesel, auto, 9-yd. body, 5' boom, 10 gpm pump, 500 gallons water, municipal truck, excellent condition.  
**Call 800-522-2808, ext. 234** P5C6



**Combo Truck, 2003 Sterling:** 275 hp, 2003 Super Products Camel, 16-yd. debris, 6-24 blower, 1500 gallon water, 65@2000 psi Myers pump. ....\$90,000 OBO  
**Call Bryan @ 515-681-6321** C6



**2006 Safevac - Five (5) To Choose From:** Sterling LT9511 chassis, MBE 460 engines, 27" Wispair blowers, OMSI transfer cases. ....Special Price \$149,950 Each  
**Call 1-888-739-0838** C6



**Combo Truck, 2007 Sterling:** 335 hp, 2008 Super Products Camel, 16-yd. debris, 6-24 blower, 1500 gallon water, 80@2000 psi Myers pump. \$240,000 OBO  
**Call Bryan @ 515-681-6321** C6

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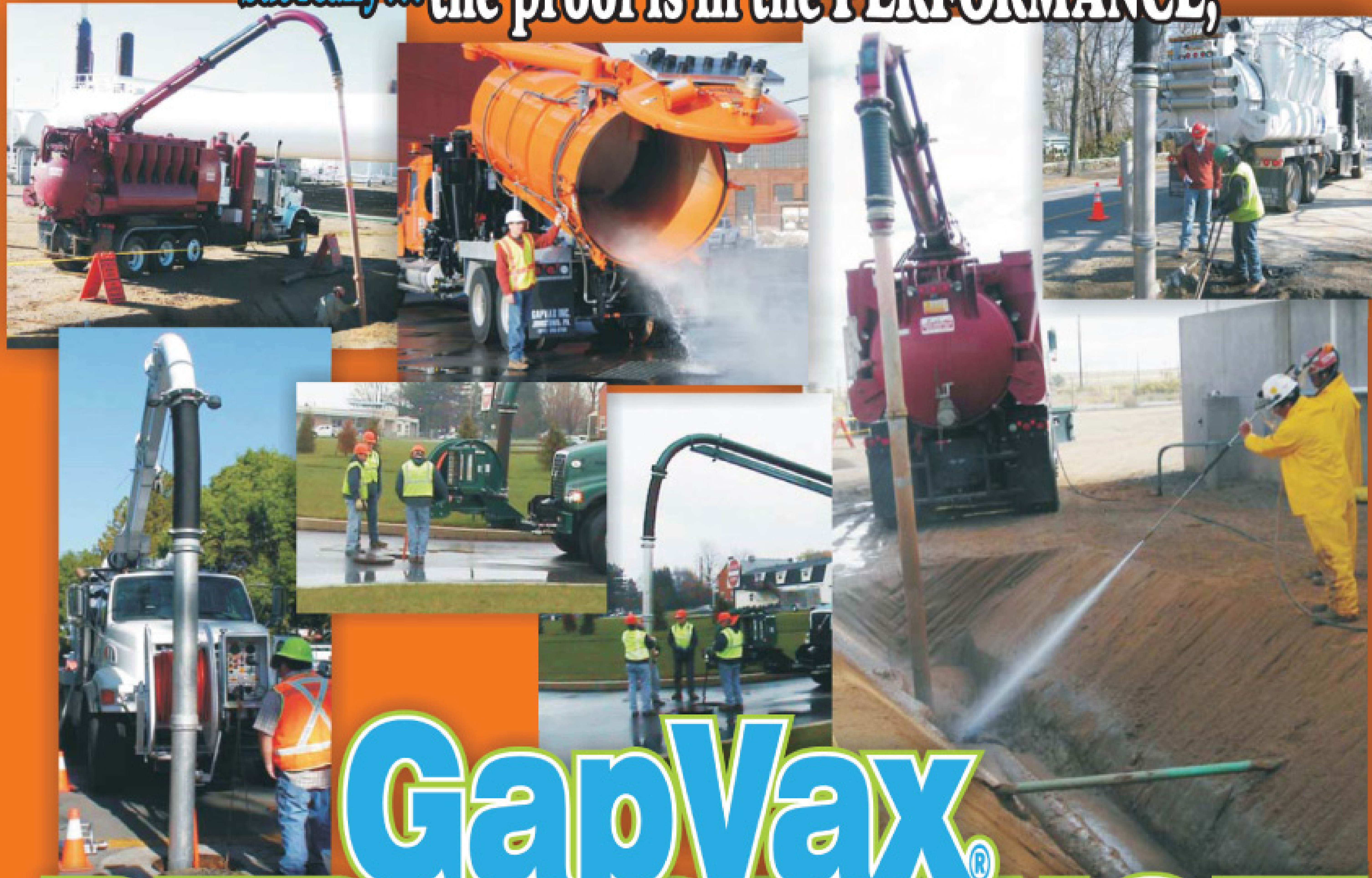
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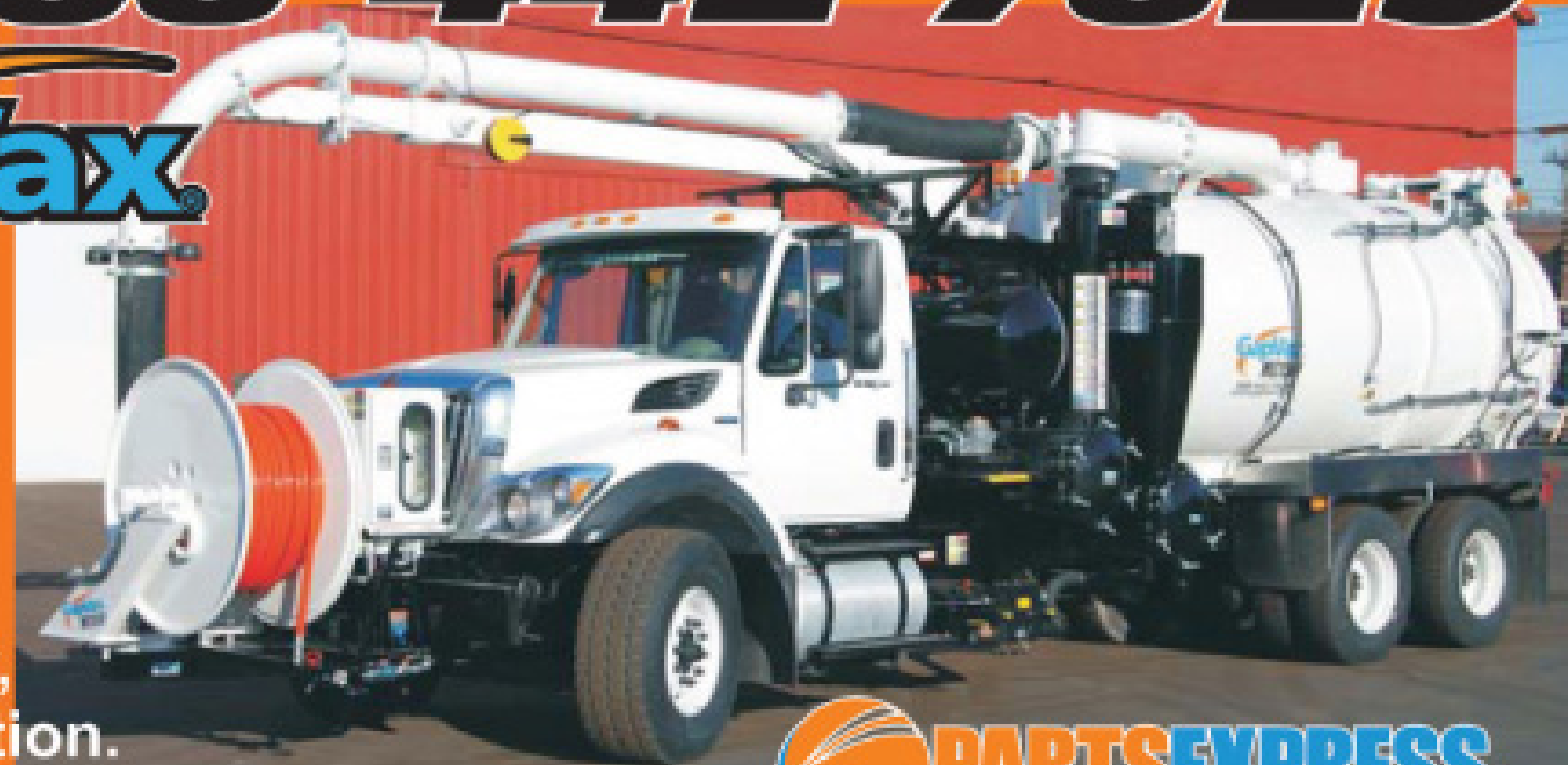
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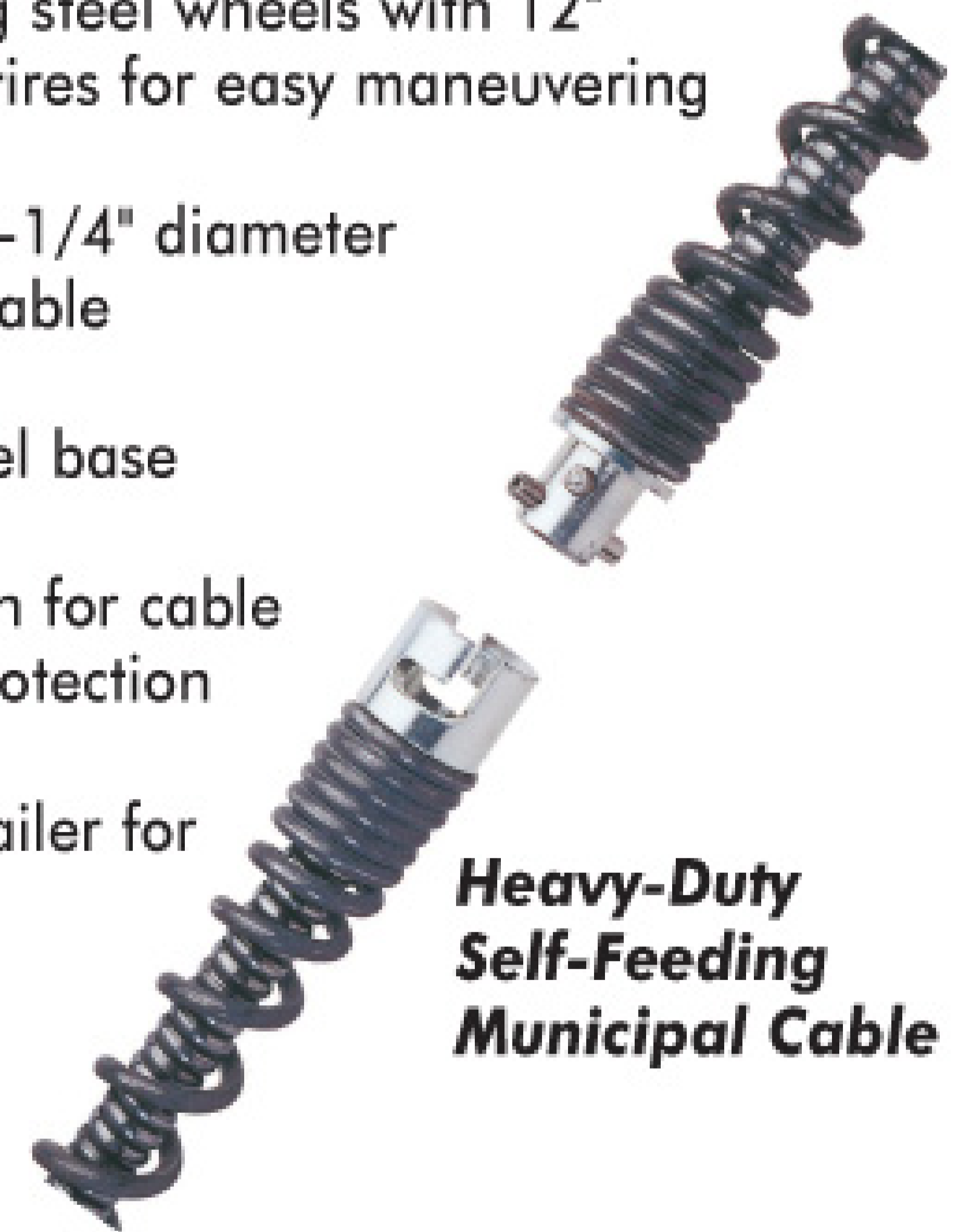
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