

FOR DRAIN AND PIPE CLEANING, INSPECTION AND REHABILITATION PROFESSIONALS

Cleaner®



Steps to Success

Progressive adoption of trenchless methods puts Midway Plumbing on the road to growth

Page 22

SAFETY FIRST

Cell phones and distracted driving

TECH PERSPECTIVE

HDD bore planning software

READER PIPELINES

Selling customers on CIPP lining

PRSTD STD
U.S. POSTAGE
PAID
COLE
PUBLISHING

“My workhorse!”

Carl Helt, Helt Plumbing, Charleston, MO

“We used the Speedrooter on four separate jobs in one day and it came through every time!” says Carl Helt.



Speedrooter 92 – Job Tested Tough

Contractors like Carl know that the Speedrooter really can take a beating – from its frame braced at key stress points, to General’s exclusive Flexicore® cable with an integral wire rope center and the industry’s best warranty.

“I’m from the old school,” Helt continues, “we stand behind our work – and expect the same from the tools we use.”

The Speedrooter’s field tested design offers easy handling. One person can load it onto a truck.



“It’s great for one-man operation,” Helt contends.

“I’m certainly not as young as I used to be, and I can handle Speedrooter with no trouble!”

With the power to handle long tough jobs, the Speedrooter’s power cable feed takes the muscle work out of drain cleaning.

The Speedrooter remains Carl Helt’s favorite. “It’s so reliable,” he concludes. “I can just send the guys out – and know we’ll get the job done!”

For details, ask your wholesaler or call the Drain Brains® at 800-245-6200 or 412-771-6300, or visit www.drainbrain.com/92

General
PIPE CLEANERS
www.drainbrain.com

MADE IN USA

The toughest tools down the line.™

© General Wire Spring 2010



Looking for the Ultimate Power Tool?

You can find it at
www.vac-con.com/omnibus



VAC-CON
MORE POWER TO YOU

A HOLDEN INDUSTRIES Company

The Best Just Got Better

**The Most Powerful Sewer Tools in the Industry
Just Got a Powerful New Force**

**6
Warthog®
Models
Available**



**2" - 36"
Sewer
Lines**

U.S. Patents
7,635,096
& 5,964,414

Frank (right) reviewing a **Warthog®** in our Assembly Department.

StoneAge® is pleased to announce the addition of Frank Ligori as our newly appointed **Warthog®** Dealer Manager. Frank has 26 years of experience in the Combination Truck and Sewer manufacturing industry. He has a well established reputation in our industry for his application knowledge, product development, and relationship building over those many years. His primary role as the **Warthog®** Dealer Manager will be to strengthen

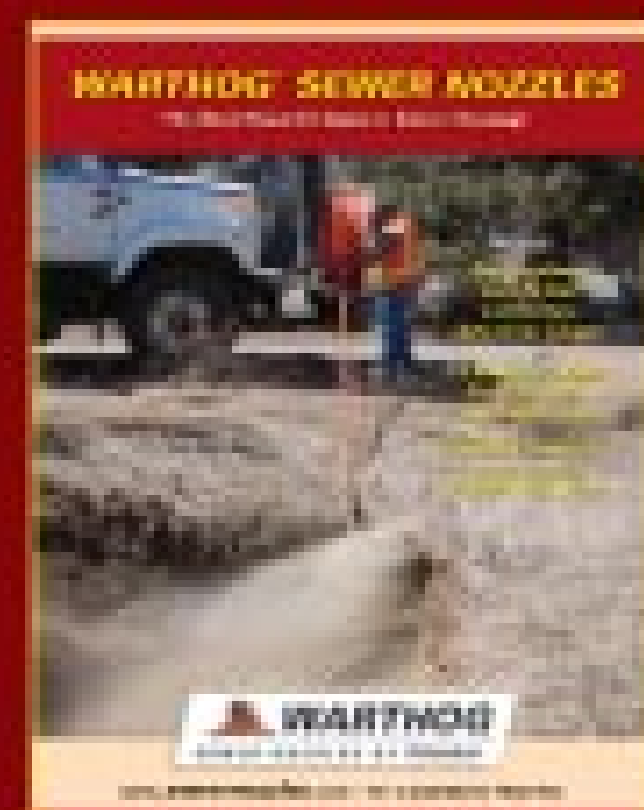
the relationship between **StoneAge®** and its family of **Warthog®** dealers. Frank will be available for product training, trade show support, new tool development, and all other facets of dealer support. It's a great

combination; the most powerful sewer tools and an accomplished waterjet professional. We welcome your feedback on how we can improve our **Warthog®** line of tools. Please let your local Dealer know if you are interested in a **Warthog®** training seminar.

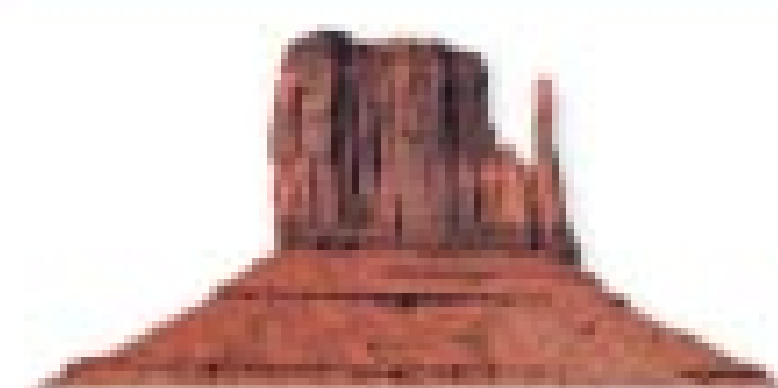


Visit sewernozzles.com for a Distributor Near You

**New
Warthog Catalog**



Now Available!



WARTHOG®

SEWER NOZZLES BY **STONEAGE**

Orders: 866-795-1586 (Toll Free in the U.S.)

Email: sales@stoneagetools.com • FAX: 970-259-2868

www.stoneagetools.com • www.sewernozzles.com

Local: 970-259-2869 • 466 Skylane Dr. • Durango, CO 81303 USA

Proudly Manufactured



in the United States

WinCan V8



Is Your Infrastructure Trying to Tell You Something?

Worldwide, More Users Trust WinCan™ to Understand Their Pipeline Assets.

When you choose software for inspection and underground asset data, you're selecting more than specific capabilities at a given price—you're picking a partner to support you and evolve the technology for decades to come.

WinCan™ has been around 15 years—longer than any other underground infrastructure software. Our commitment to support and innovation has made us market leader. From small contractors to large cities, users trust WinCan™ to deliver responsive support, ceaseless innovation, and scalability.



Support

A **WinCan Infinity** subscription entitles you to every update and version upgrade, plus unlimited support and special pricing on new modules—all for a low annual percentage of your purchase price.



Innovation

New features like **WinCan 3D**—a visualization tool for pipeline networks—appear regularly from the WinCan development team, giving users an edge in understanding and communicating data.



Value

Own the software that's been trusted longer than any other, and by more users. **WinCan Value Bundles** deliver more functionality for your investment, with savings up to 60% off traditional pricing.

Regional Locations:



Pipeline Analytics™

(877) 626-8386

www.pipelineanalytics.com
wincan@pipelineanalytics.com



ARTICLES

22 STEPS TO SUCCESS

By Erik Gunn

On the cover: David Ratliff, owner of Midway Plumbing in Abilene, Texas, found a growth path in trenchless repair of sewer and water lines. He keeps using new technologies as stepping stones to more innovation. Here, Ronnie Moore and Mark Hartanft use a push camera to check a pipe for burrs and obstructions. (Photography by Tom Miller)

32 DIVIDE AND CONQUER

A contractor in western Washington State focuses on specialized work by separating his large company into three businesses, then growing them.

By Scottie Dayton

36 TECH PERSPECTIVE: BORE PLANNING MADE EASIER

Intuitive and user-friendly software helps progressive contractors take the guesswork out of planning horizontal directional drilling projects.

By Greg Ehm

40 PIPELINE REPAIR & REHABILITATION DIRECTORY

REGULAR FEATURES

10 FROM THE EDITOR: 'HOW LONG IS A PIECE OF STRING?'

The obvious pitfall of quoting prices for service over the phone is that you are trying to estimate the cost of fixing a problem you have not seen.

By Ted J. Rulseh

16 SAFETY FIRST: THIS IS YOUR BRAIN ON CELL PHONE

A National Safety Council paper shows how distracted driving affects mental processes and creates serious road hazards.

By Ted J. Rulseh

46 MONEY MANAGER: THE 'S' HAS IT

When it's time to incorporate, the S Corporation form offers a number of advantages – and raises a few caution flags, too.

By Erik Gunn

52 BETTER BUSINESS: MAKE 'NO' A NO-NO (AND OTHER WISDOM)

Here are some lessons about customer relations drawn from a long career in a variety of service-oriented businesses.

By Ted J. Rulseh

58 READER PIPELINES: MAKING BELIEVERS

Contractors often find they need to explain to prospective customers why they should choose pipe lining over traditional repair methods.

By Ken Wysocky

62 MONEY MACHINES: JET POWER

Waterjetting helps Smith's Sewer & Drain take off in the residential, commercial and industrial cleaning business.

By Ken Wysocky

66 TOUGH JOB: TRACKING TROUBLE

A Florida contractor uses a thermoforming PVC alloy pipe to prevent the collapse of a major highway and railroad crossing.

By Scottie Dayton

70 INDUSTRY NEWS

74 PRODUCT NEWS

Product Spotlight: Laptop Interface Provides Flexible Digital Recording

By Ed Wodalski

Cleaner

FOR DRAIN AND PIPE CLEANING, INSPECTION AND REHABILITATION PROFESSIONALS

www.cleaner.com

Published monthly by

COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

© Copyright 2010 COLE Publishing Inc.
No part may be reproduced without permission of the publisher.

U.S. or Canada call toll-free 800-257-7222

Elsewhere call 715-546-3346

E-mail: info@cleaner.com

Web: www.cleaner.com

Fax: 715-546-3786

Office hours 7:30 a.m. - 5 p.m.

Central Time, Monday-Friday

SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Cleaner* in the contiguous 48 U.S. states costs \$15.50 (24 issues for \$25; 36 issues for \$35). Subscriptions to Canada or Mexico cost \$27.50 per year (24 issues for \$52). Subscriptions to all other foreign countries cost \$80 per year. Subscribers are guaranteed monthly delivery of the paper. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

CLASSIFIED ADVERTISING: RATE: \$1 per word, per month. Minimum of 20 words or \$20. All classified advertising must be PAID IN ADVANCE. **DEADLINE:** Classifieds must be received by the first of the month for insertion in the next month's edition. **PHONE-IN ADS ARE NOT ACCEPTED.** Ads may be faxed only when charging to MasterCard, VISA or Discover. Please supply all credit card information with faxed ads. Be sure to include your phone number (with area code) in your ad. Make checks payable to COLE Publishing Inc. and mail with classified ad to the address above. **CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET.** Not responsible for errors beyond first insertion.

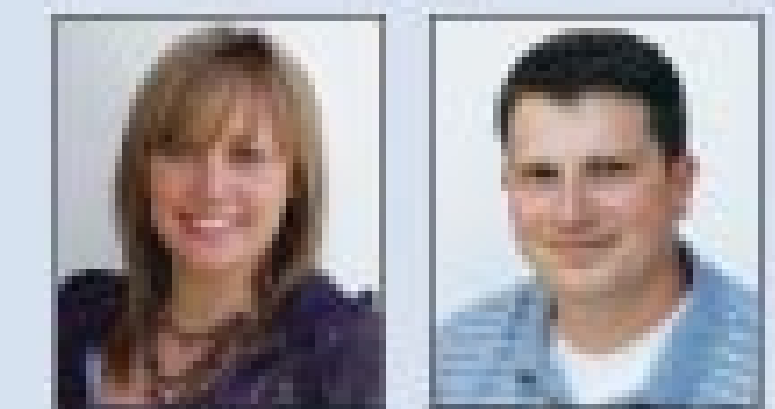
DISPLAY ADVERTISING: Contact one of our sales staff below at 800-994-7990. Publisher reserves the right to reject advertising which in its opinion is misleading, unfair or incompatible with the character of the publication.



Kim McGee

Jim Flory

Winnie May



Kayla Wilkowski

Jim Koshuta

CIRCULATION: Circulation averages 26,310 copies per month. This figure includes both U.S. and international distribution.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole at nicole@colepublishing.com.



PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

Education Day: March 2, 2011

Exhibits Open: March 3-5, 2011

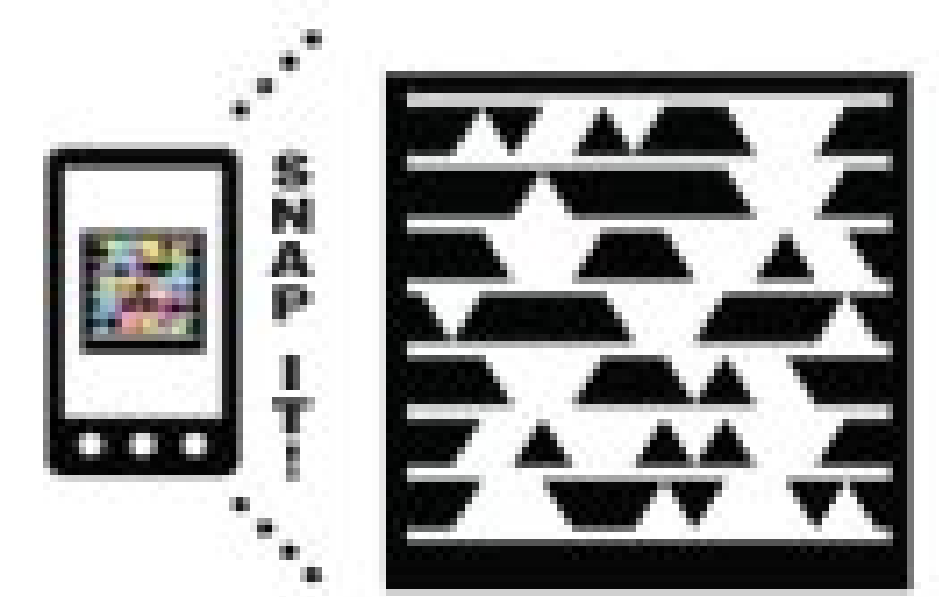
Kentucky Exposition Center Louisville, Kentucky

www.pumpershow.com

COMING IN NOVEMBER

High-Pressure Waterblasting and Industrial Cleaning

- Safety First: Encouraging proper use of personal protective gear
- Tough Job: Waterblasting to clean fish farming net enclosures
- Money Manager: Making use of financial calculators
- Tech Perspective: Picking the right pressure washer
- Reader Pipelines: The toughest industrial jobs



Snap & Learn! Get The Free Reader
@ www.RIDGID.com/snapandlearn



Record digitally.

Digitally record still images and video with the touch of a button.

Report digitally.

Automatically generate professional job reports on-site.



Deliver digitally.

Deliver images, video and multi-media reports on a flash drive that can be viewed on any computer.

The SeeSnake® CS1000 Digital Recording Monitor by RIDGID® is the fast, convenient way to record, report and deliver still images and video digitally. Just grab it and go! Learn more and schedule demonstrations: 800.769.7743 or www.RIDGIDUpgrade.com.



Digital Recording



Daylight Readable



Battery Powered



RIDGIDConnect® Enabled

We Build Reputations™


RIDGID


EMERSON
Professional Tools

October 2010 Advertiser Index

A

Allan J. Coleman Co. 31, 61

 Amazing Machinery, Inc. 54

 Aqua Mole Technologies 48

Aries Industries, Inc. 45


Avanti International 20

B

B2 Business Brokers 51

Bandlock Corp. 30


BigsEasyLift 14


 Bowman Tool Co. & Systems 50

C

Cable Center, The 19, 73


Cam Spray 65

 Central Oklahoma Winnelson 56


 Chempace Corporation 63


Chempure Products Corp. 68

Coast Manufacturing 47


 CUES, Inc. 53


D

 Drainables Direct 14


 Duracable Manufacturing Co. 50


E

 Easy CAM, LLC 10

 Electric Eel Mfg. 28

Environmental Prod & Access. 16

 EnviroSight, LLC 15

 ENZ USA, Inc. 25

Epoxytec 48


F

Formadrain 28

G

GapVax Incorporated 82

Gardner Denver Waterjetting 17

 General Pipe Cleaners 2

Global Pipeline Systems 71

Gorlitz Sewer & Drain, Inc. 59


Guzzler Manufacturing, Inc. 11

H

Haaker Equipment Co 68

Hackney Specialized Vehicles 20

Hammerhead an Earth Tool Co. 29

 Hannay Reels 60

Hannay Reels 60

Hi-Vac Corporation 57


Hurco Technologies 35

I


Infrastructure Repair Systems, Inc. 30

J

Jack Doheny 30

 Jetter Depot 75

K

 KEG Technologies Inc. 65

Ken-Way Corp. 68


KMH Equipment, Inc. 26

L

Lansas Products Mfg. 48

LaPlace Equipment Company 12

Lenzyme, Inc. 35

 LMK Enterprises 55

Logiball, Inc. 18

M


MaxLiner, USA 65

Milwaukee Rubber Prod. Inc. 47


Mongoose Jetters 60


Mr. Rooter Corp. 15

Municipal Services, Inc. 12

 MyTana Mfg. Company, Inc. 27

N


 NLB Corp. 69


 NozzTeq, Inc. 15

O

Oceanquip, LLC 60

P

 Pat's Pump & Blower 28

 Perma-Liner Industries 13


Petersen Products Co. 60

Pipe Lining Supply 50

Pipeline Analytics 5

PipeLogix, Inc. 18


Pow-R Mole Sales, LLC 72

 Pulsar 2000 56

Q

Quik-Lining Systems, Inc. 26

R


 Ratech Electronics Ltd. 47

Rausch Electronics USA, LLC 38

Relining Technologies, LLC 9

RIDGID 7

Ring Power/Cat Rental Store 73

 RootX, Inc. 83

 RS Technical Services 64

S

 Safety Corporation of America 63

 Scooter Video 21

 Shamrock Pipe Tools, Inc. 72

 Spartan Tool, LLC 84

 StoneAge, Inc. 4

 Street and Sewer Parts Superstore 26

T

 T&T Tools, Inc. 44

 TRY TEK Machine Works, Inc. 63

U

US Jetting, LLC 39

 USB Sewer Equipment Corp. 71

V

Vac-Con, Inc. 3

Vactor Mfg. 12, 44

 Vacuum Sales, Inc. 54

 Vivax-Metrotech Corp. 72

Vu-Rite Video Inspection Systems 49

W

Westmoor Ltd. 69

Truck Stop Marketplace 78

Marketplace 76-78

Classifieds 79-81

Start/Renew my subscription to Cleaner magazine.

Signature (required) _____ Date _____

Attention _____

Company Name _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail _____

Cleaner

- 1 Year (12 issues)... \$15.50
- 2 Years (24 issues)... \$25.00
- 3 Years (36 issues)... \$35.00
(U.S. rates only. Call for intl. rates)

METHOD OF PAYMENT (please check one):

- Check enclosed (payable to COLE Publishing Inc.)
- Charge to VISA _____ MasterCard _____ Discover _____

Card # _____ V-Code _____

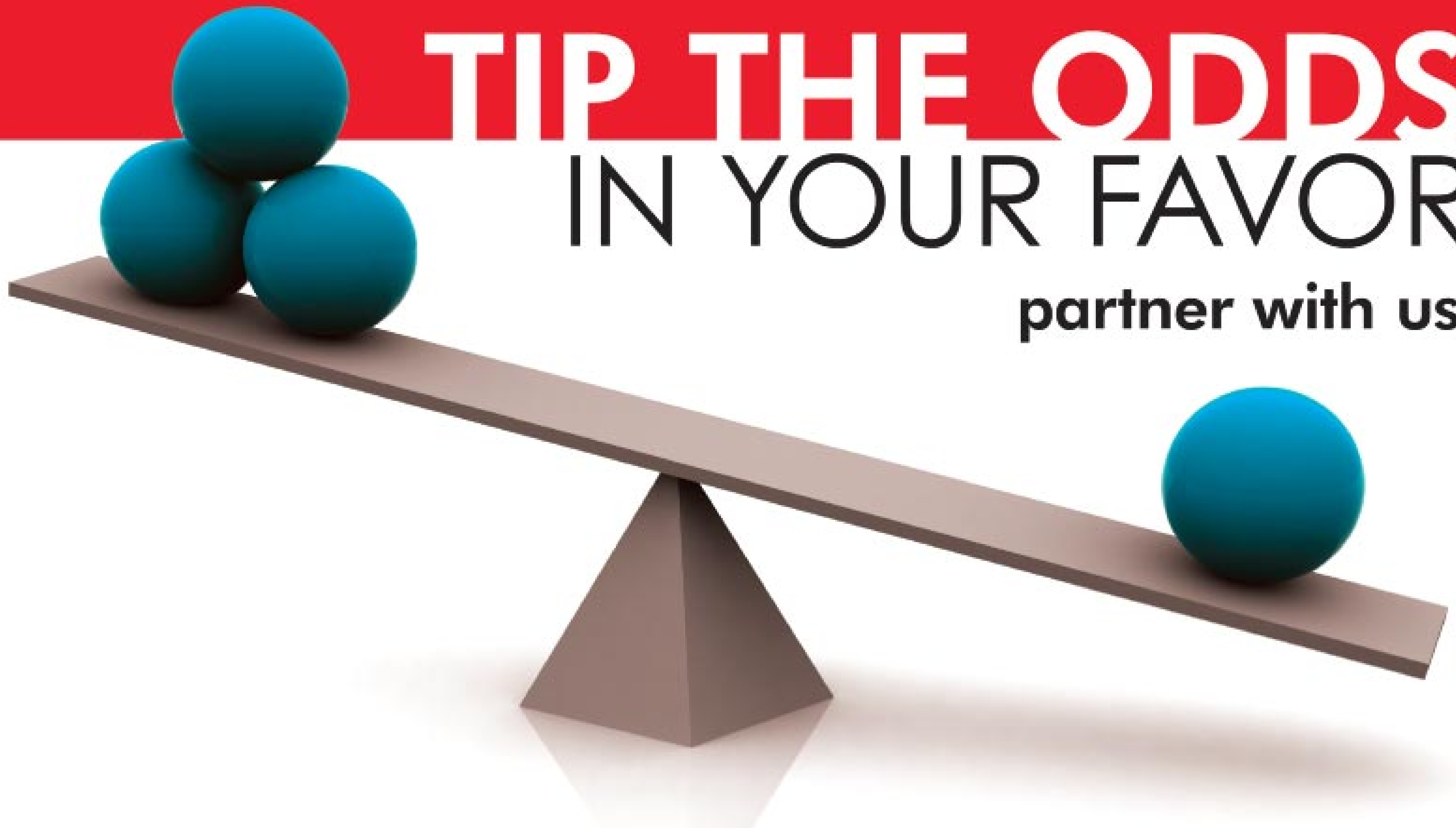
Cardholder Name _____ Exp. Date _____

Fax to **715-546-3786**

Mail to: COLE Publishing Inc.
PO Box 220, Three Lakes, WI 54562
Phone **800-257-7222**
Online at **www.cleaner.com**

TIP THE ODDS IN YOUR FAVOR

partner with us.



we are now
seeking partners in major
metropolitan markets

CIPP Lateral Lining Business Opportunity
Minimal Financial Investment and Risk

BOTTOM LINE BOOST

The ideal solution for **highly motivated individuals and plumbing contractors** looking to expand and diversify their services without costly equipment investment or risk

PROVEN SUCCESS MODEL

Over 10 million feet of lining installed worldwide and a proven sales model and training system designed to maximize profitability

SUPPORT FOR SUCCESS

Unlike other lining companies that offer just equipment or materials, we are providing an opportunity and all the tools needed to start and build your own successful lining service company without financial burden or risk

There's never been a better way to get involved in the fastest growing segment of the plumbing market than by becoming a Relining Technologies partner

HERE'S THE DEAL

We Provide

Equipment and Materials
Experienced Crew

Proven Successful Business Model
Sales Training - We Teach You How to Find and Get Profitable Jobs
Toll Free Customer Call Center
Marketing Support
Risk Free Installation



You Provide

Your Sales Skills
Willingness to Learn
Desire to Become Financially Successful

 **Relining
Technologies**

Call today to learn more **800.496.1498**
www.reliningtechnologies.com | Austin, Texas USA

'How Long Is a Piece of String?'

The obvious pitfall of quoting prices for service over the phone is that you are trying to estimate the cost of fixing a problem you have not seen



Ted J. Rulseh

When I worked in an advertising agency years ago, the creative director had a creative way of answering a question for which he was not given enough information.

I might, for example, ask him, "What does it cost to produce a three-minute video?" And he would reply, "How long is a piece of string?"

Because the cost of that three-minute video depends whether it involves travel to a location, what kind of production value is required, whether actors or voice talents need

kitchen drain is clogged. How much will it cost to fix it?"

Many variables

Here again, there are many factors to consider. You know what they are. And yet, many contractors are inclined to quote a price in spite of the uncertainty. And of course, if they assume (in most cases correctly) that the caller is mainly price-shopping, they will quote a low price.

There are even some companies that state in their advertising (or in their company name!) that they will "clean any drain for \$X9.95."

you get a better idea what your technician might actually be facing.

Now, what happens when the technician gets to the job site and finds a problem far different and much more complicated than the one the caller talked about? If you hold to the quoted price, you lose money. If you tell the customer it's going to cost more than quoted, your company looks bad: You give the impression of having pulled a bait-and-switch, even though that's not what you did.

Reasons why not

Frank Blau, a Milwaukee plumbing and heating contractor who also worked as a consultant, helping other contractors run healthier businesses, was dead set against quoting prices over the phone. In a chapter of his book, *The Business of Contracting*, he gave three key reasons not to do so.

First, if the person is price-shopping, you'll never beat the lowest price, and so you'll lose the business without ever getting to see the job site. "Keep in mind that there are jacklegs listed in the Yellow Pages who quote as little as \$20 an hour," he wrote. "If you think you can beat that, you've got more troubles than just losing a job!"

Second, you can't tell what the job involves from listening to a description from a customer, who is not a professional.

And third, "Quoting prices over the phone is demeaning. It reduces your business to the level of a commodity, like a bushel of corn or soybeans. You lose the ability to point out all the special features and benefits you offer."

Using finesse

So, what do you do when you get a customer on the phone who keeps asking about the price? You don't want to be a wise-guy and respond with a comment like, "How long is a piece of string?"

Instead, there are many ways to finesse the conversation. You can explain that you're unable to say what the job will cost until a trained technician looks at it. You can talk about the importance of knowing the real cause of the problem before settling on a solution and estimating a price.

You can talk about the importance of doing a quality job, and about your company's long-standing reputation and high level of customer satisfaction. How well you stand behind your work (and your guarantee if you offer one). The training and qualifications of your staff. And, above all you can stress the immediate and lasting benefits of a job done properly and thoroughly.

What if a customer simply won't let go of the price question? Well, maybe then that customer is simply not for you. As stated in this column before, there are certain kinds of customers a business can't afford to have.

There's a time and a place to talk about price: When a skilled technician has had a chance to evaluate the problem and recommend the best solution. That will never happen during a phone call. ■

"Quoting prices over the phone is demeaning. It reduces your business to the level of a commodity, like a bushel of corn or soybeans. You lose the ability to point out all the special features and benefits you offer."

Frank Blau

to be hired, what props are necessary, and assorted other factors.

Now, how do you answer when a customer calls and says, "My

Suppose you do quote a price over the phone. Suppose you even take the time first to ask the caller to describe the problem in detail, so

New & Improved

Celebrating Our 5th Anniversary

EasyCAM II

- ★ Smaller, lighter frame
- ★ Color/512 trans
- ★ Smaller camera head and spring
- ★ Replaceable modular components
- ★ Recordable monitor included
- ★ Footage counter
- ★ Two year warranty

EasyCAM™ It just makes sense.
Licensed Under Patent # 7,715,701

239-260-2056 www.easycamllc.com



Discover a world of solutions.

And open a new universe of opportunity.

Four brands. One total solution. That's the advantage of Federal Signal Environmental Solutions Group. Because you can rely on one industry-wide partner to help broaden the scope of your business, maximize efficiency, and make more money. From unmatched product innovation to world-class training and refurbishment, you'll find the solutions you need from the brands you can trust.



VACTOR
Subsidiary of Federal Signal Corporation

www.vactor.com
815.672.3171



GUZZLER
Subsidiary of Federal Signal Corporation

www.guzzler.com
815.672.3171



Jetstream
Subsidiary of Federal Signal Corporation

www.waterblast.com
800.231.8192



SOLUTIONS
TRAINING • RENTALS • PARTS • SERVICE

www.fssolutionsgroup.com
800.822.8785

 **FEDERAL SIGNAL**
Environmental Solutions



**Tougher
on the outside.
Smarter
on the inside.**

**Introducing the new Armor Belt Beacon –
with Integrated Tracking Wire.**

Vector, the gold standard in durability and reliability, now has a sewer cleaning hose that can upgrade its legendary performance. The Armor Belt Beacon Hose not only lasts three times longer – it's technologically smarter. That's because it's the only sewer hose with a built-in tracking beacon to locate broken lines, obstructions and defects. To learn how to bring long-lasting productivity to your business, visit us online.

VACTOR
Subsidiary of Federal Signal Corporation

www.vactor.com 815.672.3171



HOSE PRODUCTS, INC.

LAPLACE EQUIPMENT

RENTALS, SALES & SERVICE

- **WATERBLASTERS:**
PRESSURE TO 40K,
FLOW TO 100 GPM
- WATER JETTING TOOLS
- HYDRO-MOWERS
- 3D NOZZLES
- ROTATING NOZZLES
- HIGH PRESSURE HOSES
- LANCES
- FITTINGS
- TIPS
- SUPPLIES
- EXPERIENCED TEAM
FOR PLANNING,
TRAINING & SETUP

CALL
985.652.5210
FOR YOUR
WATERBLAST
PROJECT
SOLUTIONS

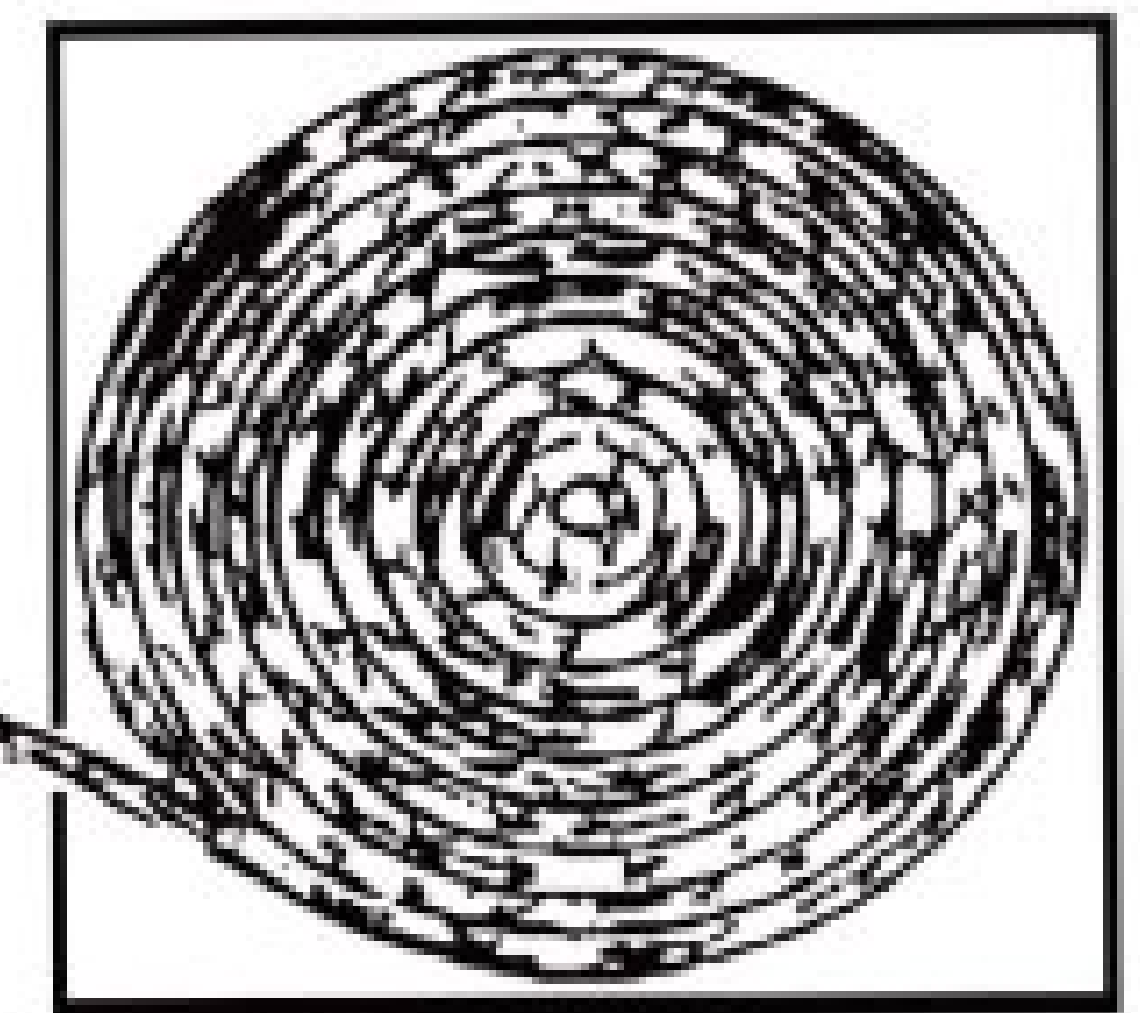
WWW.H2OBLAST.COM

RAP-O Manhole Cover Cushion

- ★ **RAP-O Will Silence** your noisy Manhole Covers
- ★ **RAP-O Will Reduce** wear in Manhole Covers & Seats
- ★ **RAP-O Will Reduce** infiltration from ground water
- ★ **RAP-O** is a round cord impregnated by asphalt
- ★ **RAP-O** is soft and pliable with plenty of body



**Install RAP-O
In Every Manhole**



- **Individually Packaged**
(enough for one manhole)
- **No Waste**
- **No Cutting**



Municipal Services, Inc.

420 Boston Turnpike, Shrewsbury, MA 01545

Tel. **(508) 842-8901**

Fax **(508) 842-9648**

Worldwide Supplier of



Trenchless Lining Products

Pull-In-Place Pipelining

- 3"-36" diameters.
- 4"-6" transitions can be supplied at any length.
- 100% Solids Epoxy.
- 3 hour cure time with ambient resin.
- Hot Water and Steam cure can be completed with cure times less than an hour.
- Multiple installations per day with either ambient or heat assisted curing.
- Nearly doubles the ASTM F1216 Specification on the minimum design life of 50 years!
- Financing available for qualified buyers.
- No contracts to sign, no territories!
- Unmatched support and training.



All materials manufactured in the USA



before



after

TURN-KEY TRAILERS



www.youtube.com/PermaLiner

Perma-Lateral™ Lining

- 3 man crew can install multiple liners a day
- Liner Cures Without External Heat Source
- NSF and IAPMO Certified
- Permanently Stops Root Intrusion
- Seamless/Jointless From Beginning to End



air inversion unit

CALL

(866) 336-2568 Toll Free

(727) 507-9749 International

VISIT the NEW

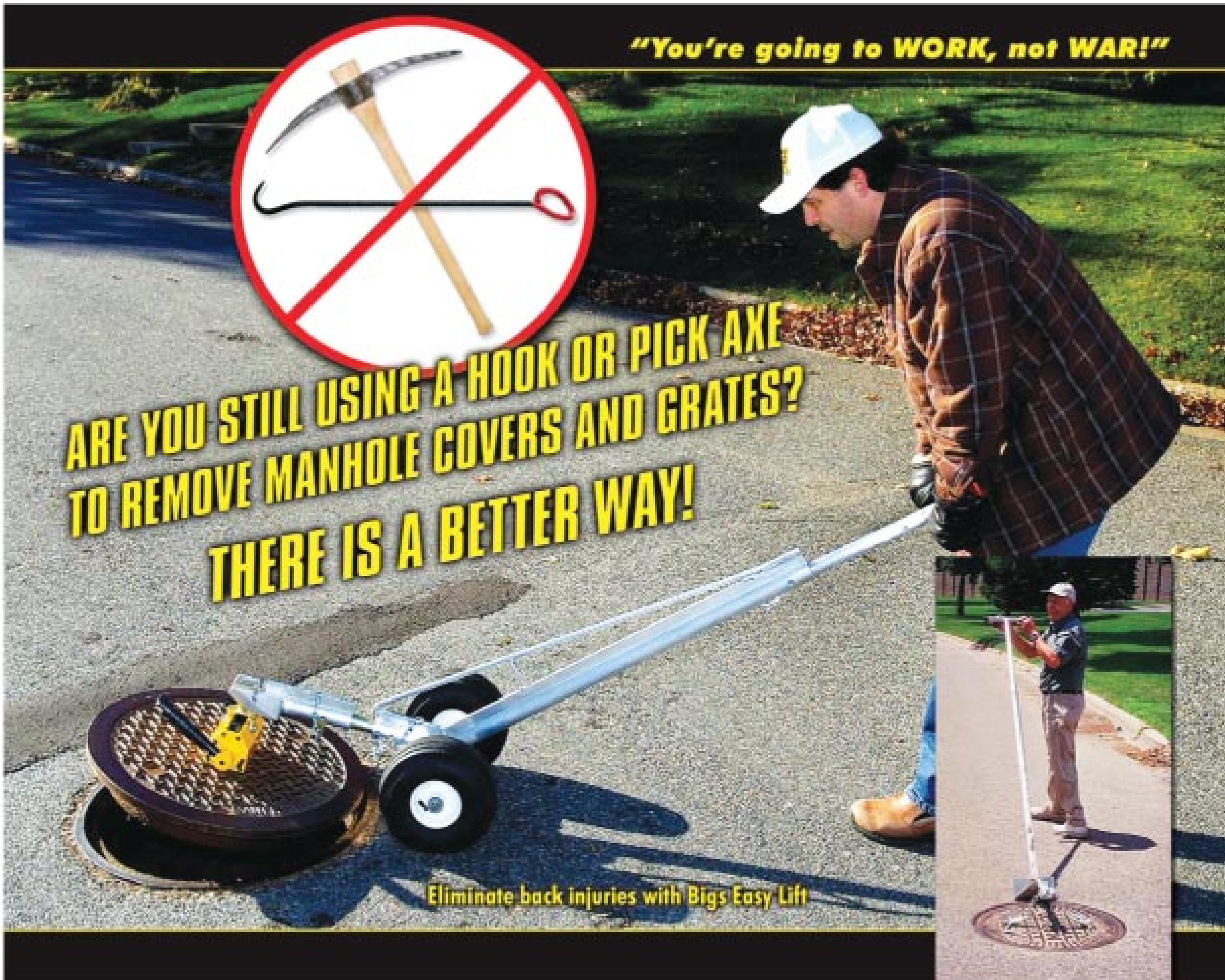
www.perma-liner.com



"You're going to WORK, not WAR!"



**ARE YOU STILL USING A HOOK OR PICK AXE
TO REMOVE MANHOLE COVERS AND GRATES?
THERE IS A BETTER WAY!**



Eliminate back injuries with Bigs Easy Lift

Think of your safety, and the safety of your employees. Our goal is to eliminate injuries related to cover and grate removal. BigsEasyLift manhole cover, grate and handhold cover lifters - THE SAFE WAY TO GET THE JOB DONE.

Municipalities and utilities all over the country are switching to BigsEasyLift for the safety of their workers. If you are in Minnesota, OSHA will pay for 50% of your BigsEasyLift purchase because it is such a great accident reducer!

We will train on-site for large orders. We're also available to give Safety Speeches - small or large presentations.



www.BigsEasyLift.com

p: 866.926.5438 • f: 866.271.9057

email: info@BigsEasyLift.com

SAVE 15%*
on Cables, Tools and Accessories

Hurry! Save 15% October 1st - November 30th, 2010

Draincables Direct delivers savings to you!

Take advantage of our sale pricing on cables, blades, tools, jetters and accessories (Oct. 1 - Nov. 30).

Now with two locations to serve you!

1.800.421.4580
www.draincables.com

* Sale prices may not be combined with quantity discounts or special pricing. Some exclusions apply.



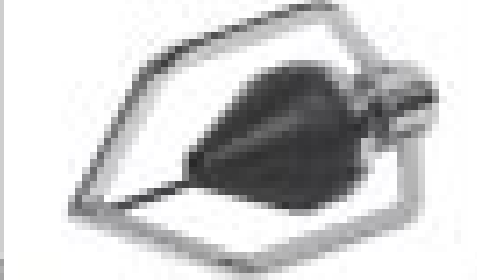
4370 Moline Martin Rd.
Millbury, Ohio 43447
PH: 419.838.6090

7918 W. Doe Ave. Ste. A
Visalia, California 93291
FAX: 419.838.6071

a division of Service Spring Corp.
DRAINCABLES
direct



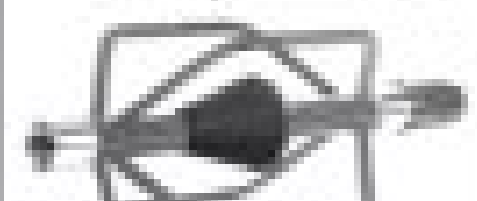
Paikert™



Jaws™
10-Year Limited Warranty



C-Ray™ 400



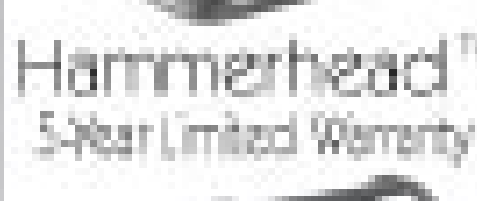
Orca™



Spinner™



Hammerhead™
5-Year Limited Warranty



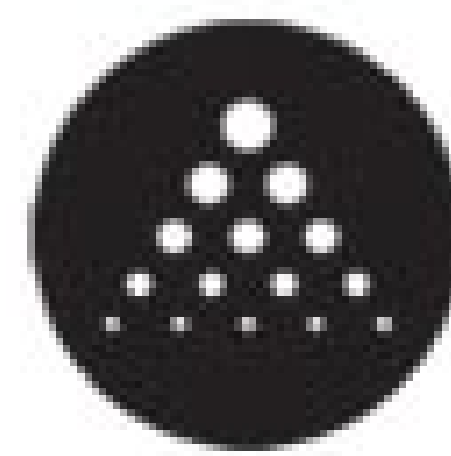
C-Ray™ 800



BL Swiper™



IceBear™



NozzTeq®

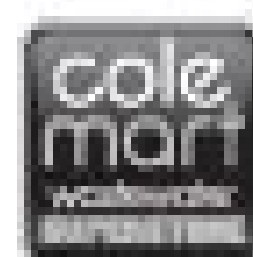
Taking Science to the Sewer!™



Lumberjack®

Equipment Engineered for Long Lasting Performance.™

Rental and Leasing Services Available!
Call For FREE DVD



Check out our online store at
cole-mart.com/nozzteq

www.nozzteq.com

Phone: 1.866.620.5915 Fax: 603.413.6744



There's a reason
they call us Mr.™

What do they call you?

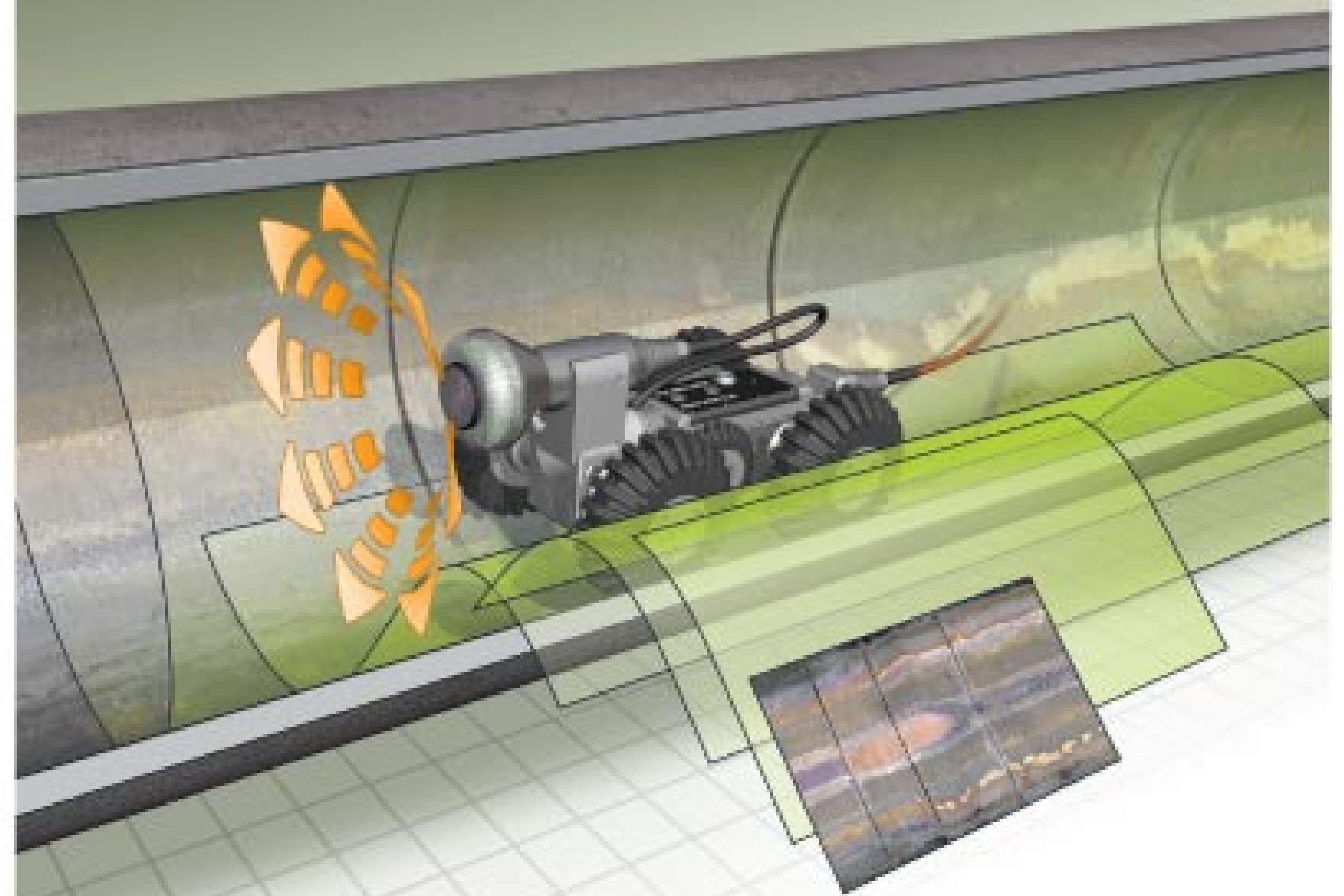
They could be calling you
Mr., too. Franchises are
available across the
United States and Canada.

Customers know it's easy to spot a Mr. Rooter® plumber, and not just because of the bright, red van he drives. It's how he does his job. A Mr. Rooter franchise gives you your own territory, brand identity, marketing support, established business systems and more. Find out why we're the ultimate service franchise opportunity. There's a reason they call us Mr.™

800-298-6855 MrRooter.com/franchising

Mr. Rooter
PLUMBING

Triple Your Productivity. (Not Your Budget.)

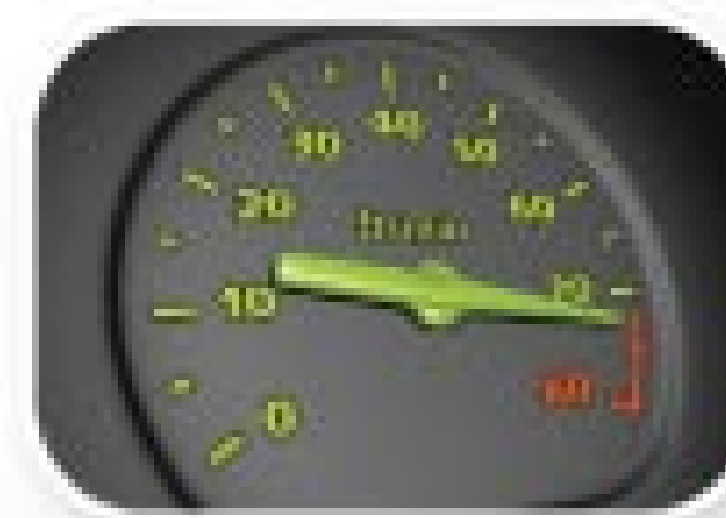


DIGISEWER

DigiSewer delivers all the benefits of side-scanning—faster, more detailed pipe inspection with fewer man hours—at a price point and learning curve even the smallest municipality can manage.

With DigiSewer, you capture high-res imagery three times faster than CCTV using equipment anyone can operate. Inspection results are optimized for rapid transmission (3000 ft/GB) and analysis. DigiSewer works with your asset management and GIS software, supports NASSCO PACP, and even trends inclination data.

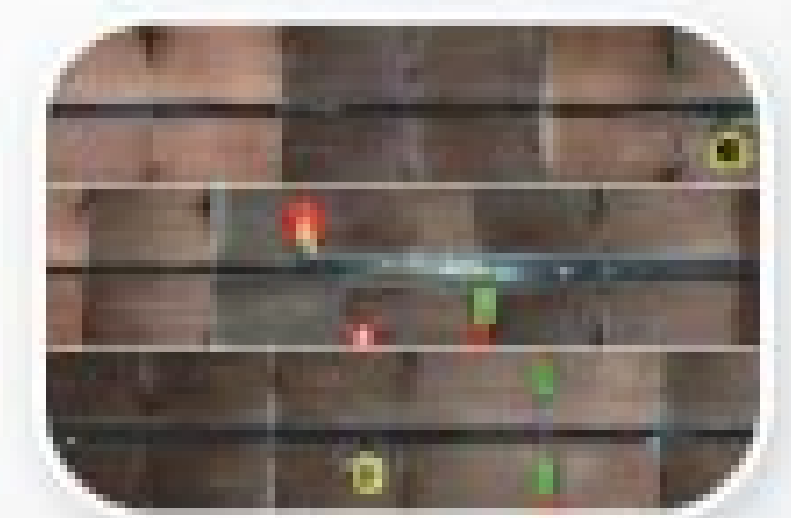
Getting better data faster shouldn't be costly or complex. Join the growing list of cities who see side-scanning as the future of pipe inspection, and DigiSewer as the preferred side-scan technology.



*Pipes inspected at triple
the speed of CCTV.*



*Data transmitted rapidly
from remote field locations.*



*Results presented for rapid
yet thorough analysis.*

Envirosight LLC
SPECIALISTS IN PIPELINE INSPECTION

(866) 936-8476 • www.envirosight.com
mail@envirosight.com • Locations Worldwide

This Is Your Brain on Cell Phone

A National Safety Council paper shows how distracted driving affects mental processes and creates serious road hazards

By Ted J. Rulseh

You probably remember those old public service announcements:
This (egg) is your brain.
This (hot fry pan) is drugs.
This (egg frying) is your brain on drugs. Any questions?

Safety FIRST

The National Safety Council (www.nsc.org) isn't taking that dramatic a stand in its campaign to ban cell phone use while driving. But the council has published a white paper that describes in scientific terms how the brain is affected when its attention is divided by distractions, such as phoning while behind the wheel.

The paper's findings are sobering, and reading it may lead you to re-examine your policies on how your people in the field use cell phones.

Being 'blind'

The paper, "Understanding the Distracted Brain: Why Driving While Using Hands-Free Cell Phones Is Risky Behavior," starts

with the story of a 2004 accident in Grand Rapids, Mich., in which a young woman ran a red light while talking on a cell phone and slammed into another car crossing the intersection.

Police found that the driver never touched her brakes and was traveling 48 mph when she crashed, killing a 12-year-old boy. Witnesses said the driver wasn't looking down, dialing or texting. She was looking straight ahead. "Researchers have called this crash a classic case of inattention blindness caused by the cognitive distraction of a cell phone conversation," the paper states.

Even drivers using hands-free phones tend to look at but not see

Growing concern

There are nearly 300 million wireless subscribers in the United States. The National Highway Traffic Safety Administration estimates that 11 percent of all drivers at any given time are using cell phones, and the NSC estimates that more than one in four motor vehicle crashes involve cell phone use.

A few states have acted to ban driving while talking on a handheld phone, but the NSC says evidence shows that hands-free phoning is not safe, either. Here are some observations from the white paper:

The brain can't multi-task. Unlike a computer, it can't perform two tasks at once. It handles tasks

traffic lane.

"(When) we are driving at roadway and freeway speeds with vehicles spaced less than a few feet from each other in parallel lanes, the margin of error for decision-making and response time to avoid a crash is very small," the NSC says. "Perhaps drivers who create a hazard by straying from their lanes must depend on other drivers around them to drive defensively and respond appropriately, and it may be those reacting drivers whose cell phone use should be of concern."

Who is at risk?

The paper cites evidence showing that people know the risks of distracted driving in general, but tend to exempt themselves. "In a AAA Foundation for Traffic Safety survey, 83 percent of respondents said drivers using cell phones pose a 'serious' or 'extremely serious' problem," the paper says. And yet, more than half the people in the same survey said they had talked on cell phones while driving in the previous 30 days, and 17 percent reported doing so often or very often.

The NSC paper goes into some fascinating physiology that describes how the brain actually reacts when trying to process two or more tasks at once. It's enough to make anyone think twice about talking on a cell phone while driving – let alone texting, programming a GPS, or checking e-mail on a smart phone.

Are you, and are your field personnel, fully aware of the severe distraction caused by phoning while driving? If you think you might not be, the NSC paper is well worth reading. ■

"When the brain is experiencing an increased workload, information processing slows, and a driver is much less likely to respond to unexpected hazards in time to avoid a crash."

**National Safety Council
White Paper on Distracted Driving**

objects, NSC experts say. "Estimates indicate that drivers using cell phones look at but fail to see up to 50 percent of the information in their driving environment."

sequentially, switching from one to another. When we try to handle two complex tasks, such as phoning and driving, "Important information falls out of view and is not processed by the brain. For example, drivers may not see a red light."

Distraction affects reaction time. A driver's speed of response to a hazard can make the difference between a crash and an accident avoided. "When the brain is experiencing an increased workload, information processing slows, and a driver is much less likely to respond to unexpected hazards in time to avoid a crash," the NSC says.

Phone talkers may drift out of their lane. While inattention blindness and slower reactions are the most serious issues, phone talkers can also have trouble staying in their

One Stop for all your **Jetting & Vacuum Parts**

BUY ONLINE!

EPA ENVIRONMENTAL PRODUCTS & ACCESSORIES

Catalog With Prices!!
866-448-5547
EPASALES.COM

Hose Tubes Cages Filter Bags Reducers Tiger Tails Jetter Hose

Valves Fill Hose Clamps Float Balls Root Cutters Nozzles

Call * Fax * Email * Online

TOUGH JOBS TOUGHHER TOOLS



ONE CALL

1-800-231-3628

For all your water jetting needs.
ALL of them.

GD

GARDNER DENVER
WATER JETTING SYSTEMS, INC.

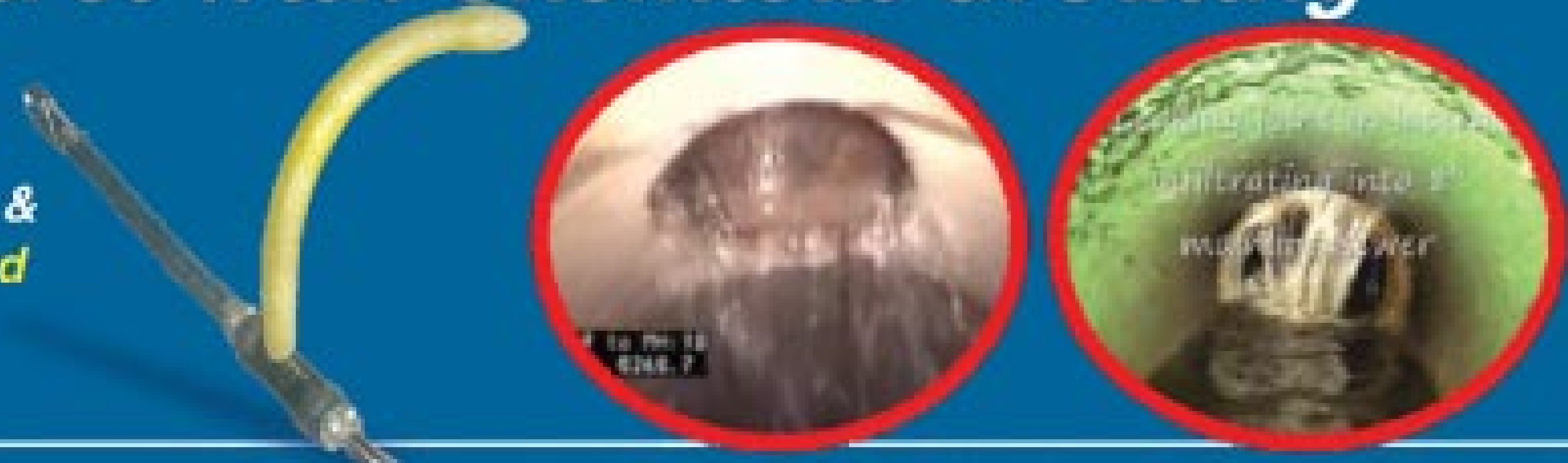
(1) 281-448-5800 Phone
(1) 281-448-7500 Fax
(1) 800-231-3628 Toll-free U.S. & Canada

www.waterjetting.com

Collection System Maintenance & Rehabilitation Equipment

Proven Infiltration Control With Chemical Grouting

Lateral connections and lines can be tested & sealed from the mainline access with the Logiball Lateral Test & Seal Packers (6"-24" mains with 4"-6" laterals) in relined or non relined pipes. Conforms with ASTM F 2454-05.



Mainline joints can be tested & sealed with the Logiball Test & Seal Mainline Packers (6"-144" pipe). Packers available for box culverts & elliptical pipes. Conforms with ASTM F 2304-03



Laterals coming into manholes or man entry pipes can be sealed with the Logiball Man Entry Lateral Packers (4"-6")



Logiball Lateral Cleaning Launchers to clean lateral lines from the mainline sewer, NOW available for 6" pipe.



Lateral lines can be tested & sealed from an above ground access with the Logiball Flexible Push Type Packers (4"-6")



Logiball^{inc.}

Tel: 1-800-246-5988 Tel: 1-418-656-9767
Fax: 1-418-653-5746 www.logiball.com

He tried reaching a support person

this doesn't have to be you.



Get Real Time Tech Support by Real Live Tech People

flexidata Tech Support is a real person on the other end of the phone that talks you through your problem and gets you working as quickly as possible.

Your real time issues deserve real time answers. Call today to learn more about the industry's best after-sales support program for pipe survey pros.

866.299.3150 | 760.779.1700
www.flexi-data.com



One Complete Package

promonthly.com

cleaner.com

pumper.com

mswmag.com

onsiteinstaller.com

pumpershow.com

pumpertrader.com

gomcmag.com

tpomag.com

septicyellowpages.com

sewerpages.com

COLE PUBLISHING

1.800.257.7222 | 715.546.3346



**24 HOUR TURNAROUND - MIDWEST'S LARGEST FACTORY AUTHORIZED
REPAIR CENTER FOR GEN-EYE, GATORCAM & SEESNAKE**



CALL FOR PRICING!



Built-in voice over unit
Internal microphone and on/off switch lets you add commentary to your videos.

Built-in AC/DC converter
Allows you to operate in the field with truck power alone.

SD Card Reader
Records video or still images, one GB card records about two hours of video.

Titler with full keyboard
You get up to nine pages of text to add your company name and job locations to each video you make.

Date and Time Stamp
You can document the date and time of each job for your records.

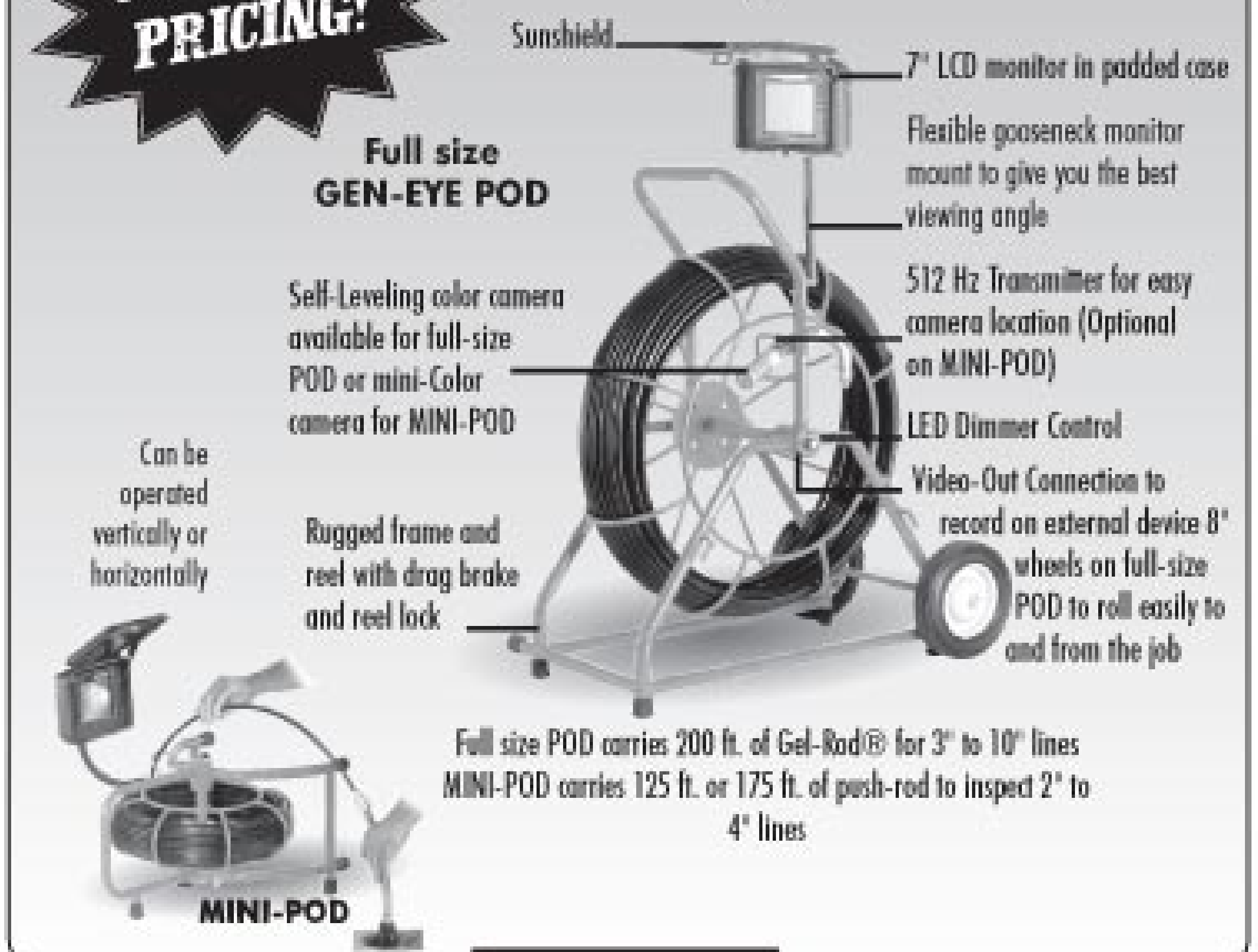
On-screen distance counter
Lets you keep track of how much push rod you've fed into the lines.

Other features include:
Internal 512 Hz transmitter, picture inverter, dimmer control, camera test port, 3" and 6" trap skirts, and storage compartment for power cord, camera tool, and remote controls.

FREE DELIVERY

CALL FOR PRICING!

Gen-Eye POD™



Full size GEN-EYE POD

Self-Leveling color camera
available for full-size POD or mini-Color camera for MINI-POD

Can be operated vertically or horizontally

Rugged frame and reel with drag brake and reel lock

**Full size POD carries 200 ft. of Gel-Rod® for 3" to 10" lines
MINI-POD carries 125 ft. or 175 ft. of push-rod to inspect 2" to 4" lines**

Sunshield

7" LCD monitor in padded case

Flexible gooseneck monitor mount to give you the best viewing angle

512 Hz Transmitter for easy camera location (Optional on MINI-POD)

LED Dimmer Control

Video-Out Connection to record on external device 8" wheels on full-size POD to roll easily to and from the job

FREE DELIVERY

Compatible with Electric Eel® Connectors

1 1/4" x 8' - \$51.00
1 1/4" x 10' - \$58.00

BUY 3 GET 1 FREE!

Compatible with Ridgid® Cables

5/8" x 7.5' - \$24.00
7/8" x 15' - \$50.00
1 1/4" x 15' - \$78.00

CALL FOR PRICING!

Gen-Eye Digital Locator



Digital Signal Strength Indicator

Left Indicator **Right Indicator**

Speaker Volume Indicator

Twin Peak, Null and Left/Right Antenna Indicators

Pipe, Camera and Powerline Indicators

Frequency Selector

Depth Locator

Feet/Meter Selector

Backlight

Speaker Volume Gain Buttons

Signal Strength Bar Graph

Gain Bars

Battery Level

Frequency Indicator

On/Off

Antenna Selector

FREE DELIVERY



Mini-Rooter XP™ Basic Unit Machine Only

\$485
FREE DELIVERY

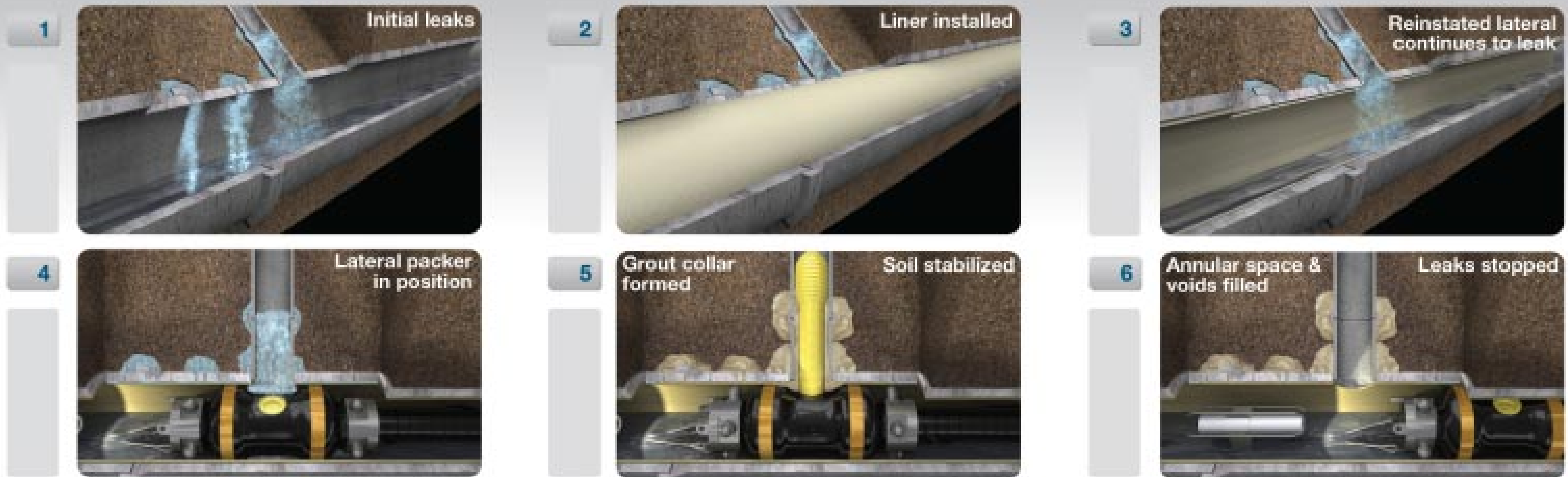


General Speedroooter 92™ Basic Unit Machine Only

\$1010
FREE DELIVERY



AVANTI
AvantiGrout stops leaks. Permanently.



Use **AvantiGrout** in conjunction with lining a sewer, because lining alone **WON'T** stop infiltration.

www.AvantiGrout.com

800.877.2570

sales@avantigrout.com

Take a step forward with

Hackney



Better organization for your existing truck
Hackney Bins & Shelving Kits

- Infinitely Adjustable Shelves on Vertical Tracks
- Plastic Parts Trays with Adjustable Dividers & Snap-on Label Holders
- Long Top Shelves for Pipe and Ladders
- Custom Layouts for Plumbing, HVAC, and Electrical



Best combination for your new truck
Hackney "Performer" Supertruck

- All Aluminum "Remountable" Body
- Aluminum Pull-out Ramp
- Drop Floor in Rear for 3-Step Walk-in Access
- Modern Profile with Smooth Side Panels for Impact Graphics
- Famous Hackney Bin and Shelving System – INCLUDED!

Visit Our New Web Site

www.hackneyservice.com

Call Hackney Parts toll free

1-877-238-7278



Call Linda or Kathy toll free

1-800-763-0700

SCOOTER

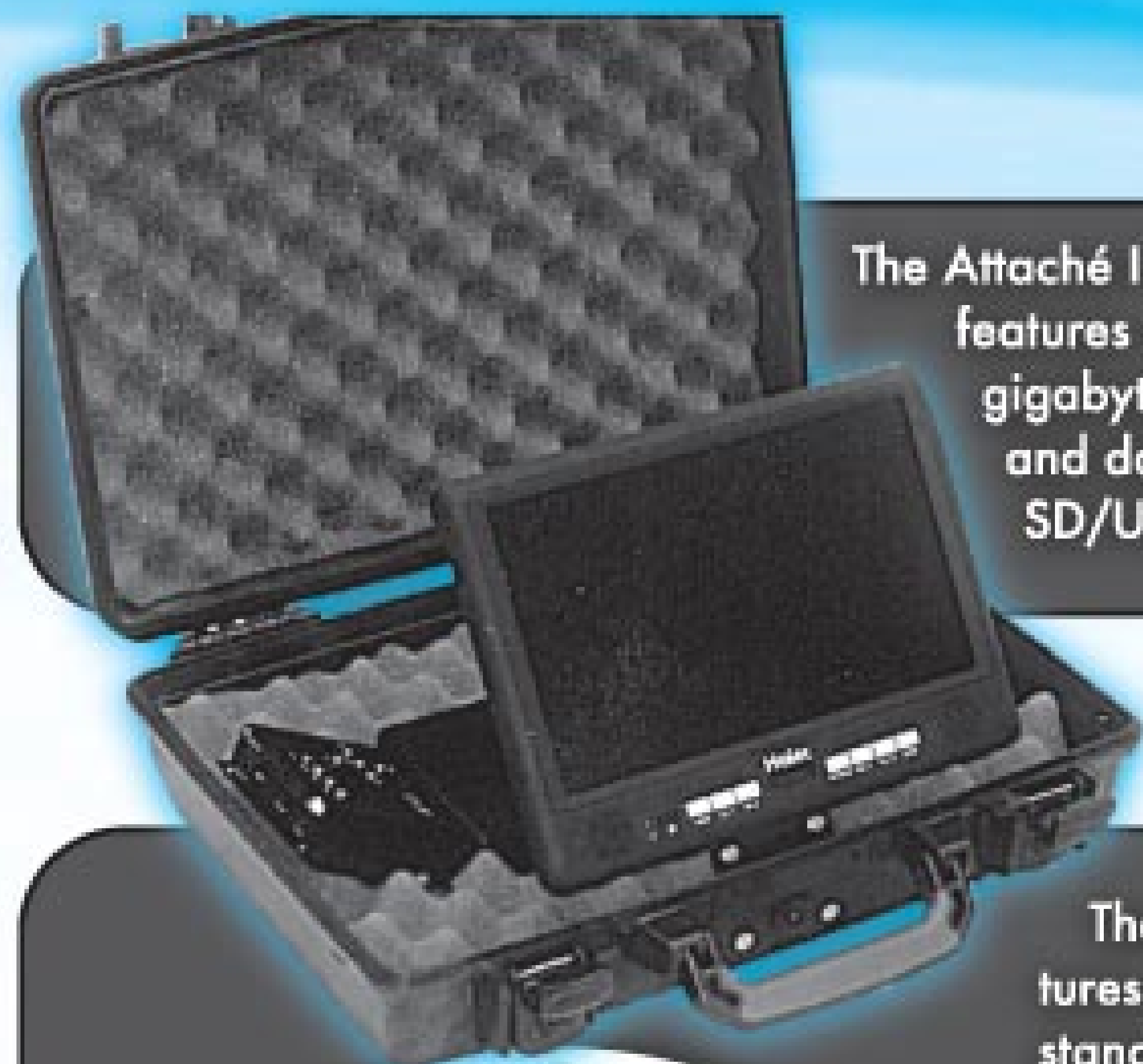
VIDEO
INSPECTION SYSTEMS
20843 Santa Lucia • Tehachapi, CA 93561 • Fax: 661.822.8917

Upgrade your existing Video Inspection Equipment with a Scooter DVR Monitor

The Attaché III is our deluxe model and features a 10" color LCD monitor, a 250 gigabyte DVR complete with DVD burner and also records to a USB flash drive, has time and date stamp, and also has a microphone for voice over narration! Comes with power cord and a 20' coil cord interface to the coiler.



The Attaché II is our economy model and features a 10" color LCD monitor, a 2 gigabyte DVR which records to a 2 gigabyte SD card, has time and date stamp, and also has a microphone for voice over narration! Comes with a SD/USB adapter as well as power cord and a 20' coil cord interface to the coiler!



The Attaché 1 is our basic model and features a 10" color monitor and is furnished as standard equipment with all of our systems! Comes with power cord and a coil cord interface to the coiler!



Attaché Monitors
are compatible with
other brands of
video inspection equipment,
when used with one of our
custom adapters!

All of our Attaché monitors are
compatible with our **prior** models of inspection equipment, so it's easy
to upgrade to the latest technology!



www.tvinspection.com

800.772.6165

Plumbing technician Mark Hartant and apprentice Ronnie Moore tackle a pipe bursting job on a residential sewer lateral. (Photography by Tom Miller)

COVER
STORY



Steps to Success

Progressive adoption of new trenchless pipe repair methods puts Midway Plumbing on a straight road to growth and profitability

By Erik Gunn

David Ratliff's Midway Plumbing is a quarter-century old, but it has lasted that long by doing new things. He launched the business mainly to install plumbing in new construction, but a decade and a half later he shifted entirely to service work.

Since then, the business, based in Abilene, Texas, has specialized even more, focusing on trenchless sewer line replacement and, more recently, trenchless water line replacement. Ratliff never stands still – he uses new technologies as stepping stones to more innovation.

"What we can do now is so much different than what we could do nine years ago," he says. "We hardly run across anything that we can't relin and replace trenchless these days. We're not even excavating one-half of 1 percent of all the jobs we do."

Son of a plumber

When Ratliff, 48, started his own plumbing firm two days after he turned 21, he knew what he was getting into. His father was a plumber, and he grew up in the business. At the beginning, Ratliff focused on new construction. As the housing market tapered off around 1990, he bought drain cleaning equipment as a defensive move.

"Then housing picked up again in the 1990s," Ratliff says. "We jumped right back into it and diversified into light commercial construction." Midway kept its service business going, though, and even grew it some, from just drain cleaning to all sorts of residential repairs.

Then Ratliff decided to quit construction for good. "In 1998 I unrolled my last set of plans on my drawing table," he says. "We were doing light commercial jobs all over Texas, and we decided that we would focus strictly on service work."

The reason? Profit margin. "It was real easy," Ratliff says. "If a guy studies his numbers, it doesn't take too long to figure out that possibly the only one



A pipe bursting system from TRIC Tools is a key tool in the kit for Midway Plumbing. Shown placing the bursting unit are apprentice Ronnie Moore and plumbing technician Mark Hartanft.

P R O F I L E

MIDWAY PLUMBING, ABILENE TEX.



OWNER:	David Ratliff
FOUNDED:	1983
SERVICE AREA:	100-mile radius
SPECIALTIES:	Trenchless sewer and water line replacement
EMPLOYEES:	13
ANNUAL REVENUE:	\$2.8 million (2008)
WEB SITE:	www.midwayplumb.com

On to CIPP

Pipe bursting made jobs quicker and margins higher. "Where it was taking a couple of days to do a sewer line replacement, now we're doing them and finishing by two or three in the afternoon," Ratliff says. And with fewer return calls to deal with post-replacement glitches, like the settling of a newly installed lateral, Midway saw its costs go down, too.

That was just the start. "Pipe bursting really kicked the door open for us in the trenchless business," Ratliff says. The profits also gave Midway some capital to invest in the next technology: cured-in-place pipe lining.

Ratliff read about CIPP lining technology in 2000 and began researching systems. He had hired Charlie Yocum to do much of the pipe bursting work, and he turned to Yocum to help spearhead the new technology.

He had met Yocum, who was working for a commercial truck tire-retread firm, through a friend. Ratliff and Yocum went to Europe to look at one lining system first hand and take a class in using it. He adopted it, but he wasn't satisfied because the technology wasn't suited to smaller pipes and those with bends and traps.

So he kept looking, and at the 2001 Pumper & Cleaner Environmental Expo, he learned about CIPP epoxy lining from Nu Flow, designed to work in smaller pipes. After testing the system in Midway's shop, Ratliff began selling the service to customers.

making money on new construction would be the general contractor."

Ratliff quickly saw that much of his service work was sewer lateral replacement, and when he read in trade publications about pipe bursting, he was interested. He added the technology from TRIC Tools Inc. in 1999, and it took off right away.

"We had such good margins in cured-in-place lining that we were able to purchase Nu Flow's potable water pipe lining system. We've had enormous success with it."

David Ratliff

"It was definitely something that clients just jumped all over," he says. "I had replaced gobs of sewer lines at many homes traditionally, with a backhoe. We just tore the living heck out of sprinkler systems, took fences down, disrupted their lives. Then when it was over, their drain worked perfectly, but they had a bad taste in their mouth because of the scar in the yard that they got to look at for the next six months."



The bursting head pulls fused sections of polyethylene pipe through the old pipe being replaced.

Learning by doing

There was a learning curve, but in the end, the results were “just fantastic.” Besides residential customers and apartment complexes, he found customers in the soft-drink bottling and fast-food service industries.

And that led to the next technology. “We had such good margins in cured-in-place lining that we were able to purchase Nu Flow’s potable water pipe lining system,” Ratliff says. Midway added that service about four years ago.

Again, Ratliff tested the system first, building mock water line systems in the shop and then having crews practice lining them. Lead technician Cecil Soliz took a month of training at Nu Flow headquarters in San Diego, then taught the rest of the crew. “We’ve had enormous success with it,” Ratliff says.

Most Texas homes lack basements – they are built on concrete slabs – and that has contributed to the popularity of trenchless technology. Many sewer pipes that Midway repairs are cast iron. Kitchen and laundry drain lines have badly deteriorated, most likely from exposure to kitchen grease, detergents, bleach and other cleaners.

“Sometimes you can go out on a 2-inch kitchen sink line, and when you take your camera and look inside, it’s only a 1-inch diameter because of all the muck and grease and food built up in the pipe,” Ratliff says. Crews clean it out with a cable, then a jetter, and then a pneumatic cutting tool from Nu Flow that Ratliff compares to a brake-honing machine from an auto mechanic.

“When we go out, we have cameras and locators on every truck. We go out and show the client the problem, and we get a repair or a replacement out of it.”

David Ratliff

Many of the older cast-iron pipes are also distended and rotted out in places on the underside. Water draining from the rotted pipes can pool under the house and slowly swell the clay soil until it pushes up against the foundation slab, lifting it, cracking sheet rock walls, and causing other damage. Pipes damaged enough to cause problems like that are often jagged and rough inside and more difficult to line.

To fill voids at the bottom of pipes, the company uses gel and grout products from Avanti International. The substances are mixed and poured down the pipe. When they are cured, a technician cuts out the excess with a sewer cable. Then a liner can be easily pulled into place.

Service sells

Run-of-the-mill service work helps direct business to the trenchless operations. “When we go out, we have cameras and locators on every truck,” Ratliff says. “We show the client the problem, and we get a repair or a replacement out of it.”

The firm uses 12 SeeSnake cameras and 12 locators, all from RIDGID. The company’s cable machines, on every truck, are K-60 models from RIDGID using 5/8 and 7/8 cable. There’s also a home-built jetter on the truck used for CIPP lining projects.



Members of the Midway Plumbing team include, from left, plumbing technician Gary McWhorter, plumbing technician Mark Hartant, owner David Ratliff, plumbing technician Chasey Vawter, plumbing technician Wayne Line, and plumbing technician Glen Lewis.

Midway has one Spartan trailer jetter and three cart jettors, two from RIDGID and one from General Pipe Cleaners.

The firm has 10 field employees and three back at the office. All technicians are trained in pipe bursting. Two crews do CIPP lining for sewer laterals, and two more line water services.

The business runs eight Isuzu trucks with Hackney boxes and keeps a ninth on hand as a spare. When a truck reaches 100,000 miles, Midway trades

JUST IN TIME

Midway Plumbing stocks each of its service trucks with a complete array of parts and tools for almost any job. The company keeps very little inventory back at the shop. The secret is just-in-time inventory.

Each truck is stocked identically, and technicians carry smart phones they can use to call the office and review the customer history for every service call. “At the end of the job, they’re able to download the parts they used and accept a credit card or put the check number and the amount of the bill in. It’s done with their cell phone,” says owner David Ratliff. “In two minutes after they’ve done that, we can job-cost the service call.”

At 2 p.m. every day, the warehouse manager downloads information on all parts used up to that time by every crew and e-mails a replacement order to the wholesaler. At 5 p.m., the wholesaler delivers the order to Midway, where it’s sorted into numbered bins, one assigned to each truck. When the technicians return to work the next morning, they take the bin for their truck and re-stock.

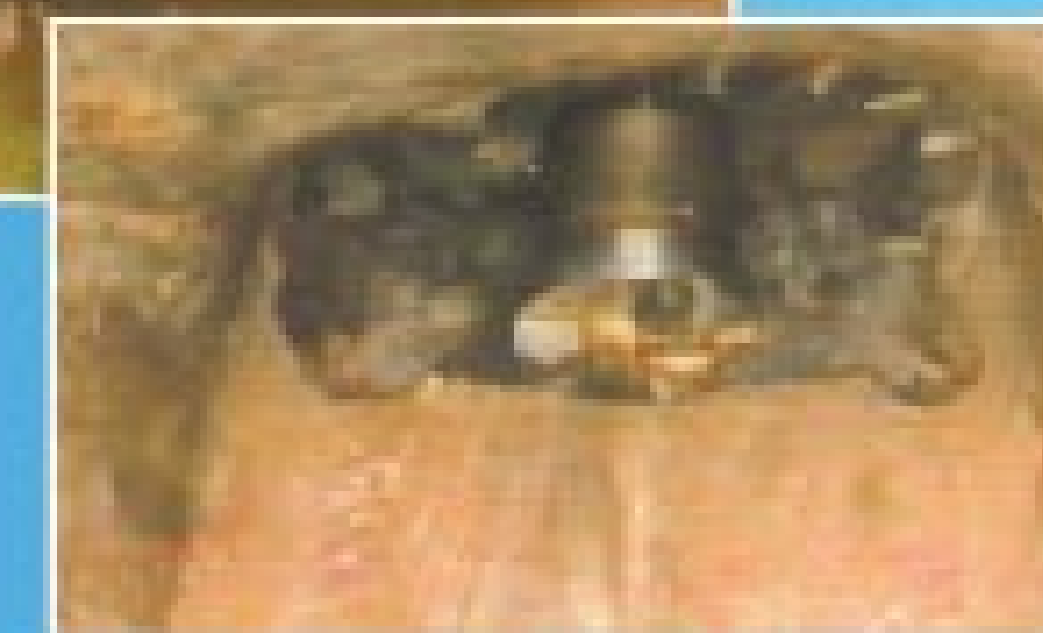
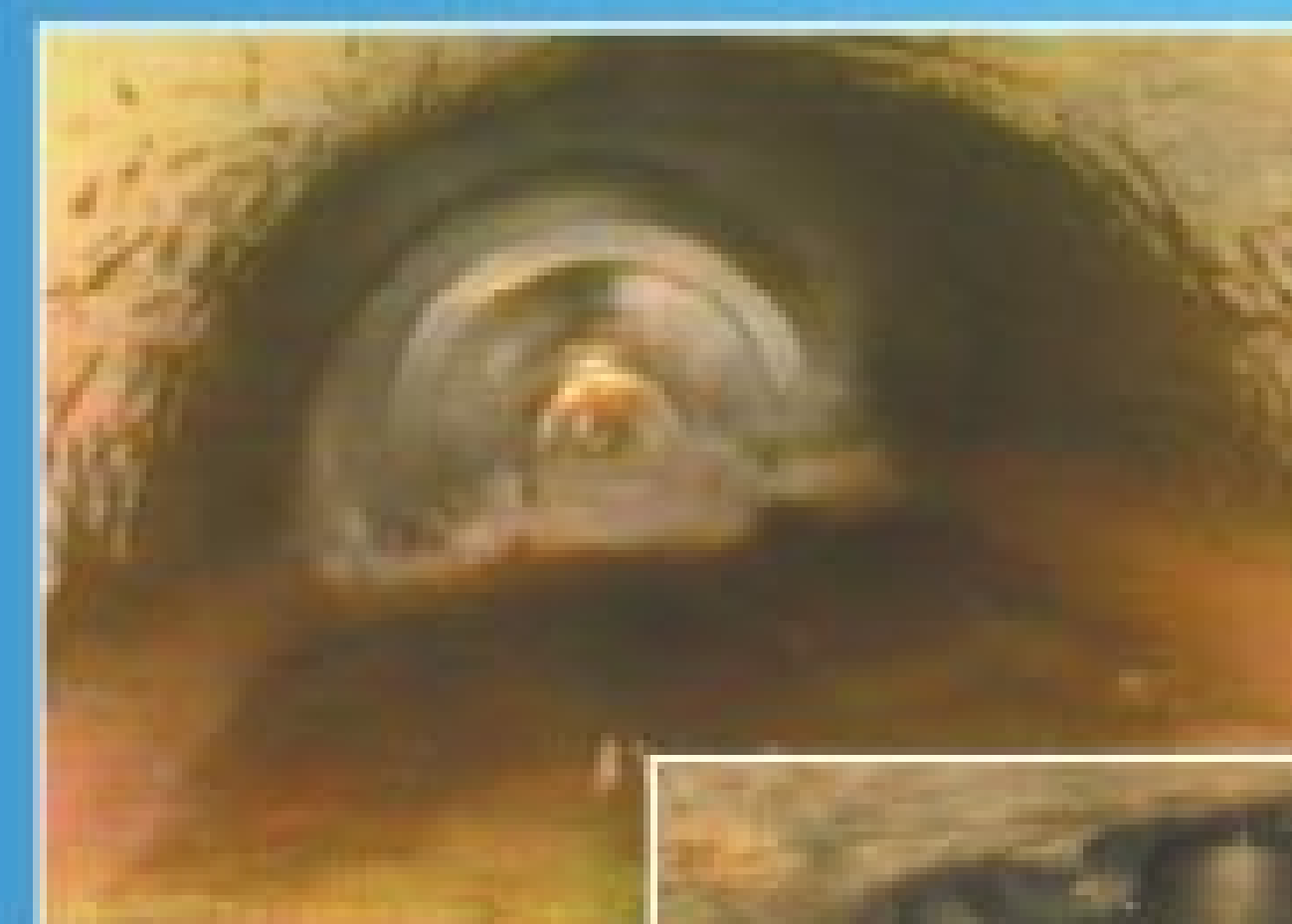
The system uses SuccessWare21 software from SuccessWare Inc. of Clarence, N.Y. Materials used after the 2 p.m. cut-off time for same-day re-ordering are ordered the next day. “We keep about two to three days of inventory on our trucks,” Ratliff says.

Every 45 days, each truck undergoes a complete inventory that takes about an hour, just to make sure everything is topped off.

enz golden jet[®]

PERCUSSION MILLING CUTTERS beat even the toughest challenges!

These tools are a radical innovation for milling-off deposits in pipes. The *enz golden jet*[®] impact drilling cutters are designed to remove the most stubborn deposits like concrete, injection cement, calcareous layers, etc. Provided with carbide-tipped teeth, the beating cutter head mills off everything with a cadence between 600-3000 impacts per minute.



Max. Working
Pressure: 2200 psi.

All impact drilling cutters
can be operated without
impacts



- Higher capacity than all marketable cutters
- Long edge life
- Easy handling
- Very low maintenance cost
- Rugged construction
- Range of application: ø4" - 24"

ENZ USA INC

1585 Beverly Ct., Unit 115 • Aurora, IL 60502
Tel. (630) 692-7880 • Fax (630) 692-7835

www.enzusainc.com



Plumbing technician Mark Hartanft pinpoints a sewer line with the aid of a Scout locator from RIDGID that detects the camera deep in the sewer line.

it in on a new one. Each one is set up with identical tools, parts and supplies (see sidebar).

Patience is the secret of the trenchless business and of learning new technologies. That's why it was important to Ratliff to bring in an outsider like Yocum. "I needed guys that had the patience to not get excited, when something went south, not get discouraged, and were smart enough to sit there and go, 'How can we fix this?'" Ratliff says.

Yocum has become a master plumber. "He went all the way and got his license," Ratliff says. "He doesn't really focus on plumbing. What he

focuses on is drains and cured-in-place lining. If there's a drain he can't unstop, it certainly needs to be replaced today. He's done a phenomenal job."

What's next? Ratliff believes drinking water quality is deteriorating, and so he has been looking into a new line of business: installing whole-building and

point-of-use water filtration equipment. "We just rolled it out the first of this year," he says.

It's yet another stepping stone, and perhaps the gateway to another quarter-century of change and growth for Midway Plumbing. ■

MORE INFO:

Avanti International

800/877-2570
www.avantigrout.com

General Pipe Cleaners

800/245-6200
www.drainbrain.com

Hackney Specialized Vehicles

800/763-0700
www.hackneyservice.com

Nu Flow Technologies Inc.

800/834-9597
www.nuflowtech.com

RIDGID

800/769-7743
www.ridgid.com

Spartan Tool LLC

800/435-3866
www.spartantool.com

SuccessWare Inc.

716/565-3500
www.successware21.com

TRIC Tools Inc.

888/883-8742
www.trictools.com

THE SMART CHOICE



smart vac
VACUUM ADVANCED

888-408-6716

www.smartvacequip.com

Exclusively distributed by:

KMH EQUIPMENT COMPANY
SALES • RENTALS • SERVICE

Quik-Shot



Delivering engineered lateral CIPP lining systems that installs unlimited lengths of liner, faster than any other system at the lowest cost per foot of any system on the market.

Call Today for Information!

714-296-5262

quiklining.com



STREET &
SEWER PARTS
SUPERSTORE



PURCHASE YOUR SEWER PARTS ONLINE:

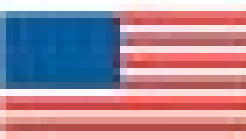
- ◆ Sewer Nozzles
- ◆ Sewer Hose
- ◆ Vacuum Pipe & Hose
- ◆ Quick Clamps
- ◆ Sectional & Continuous Rod
- ◆ Couplings & Valves
- ◆ Root Saws
- ◆ Root Cutters
- ◆ Tools For Manual Rod
- ◆ Lighting Packages
- ◆ Rear Vision Camera Systems
- ◆ Sewer Dye Tablets & Smoke Bombs
- ◆ Rental Equipment
- ◆ Used Equipment

YOUR ONLINE PARTS STORE!

www.StreetAndSewer.com

1.251.285.SHOP (7467)

SHOP www.mytana.com

Made in the U.S.A. 

MyTana

Professional grade tools for sewer & drain professionals

Your EYES for RELINING!

The "Professional" Video Inspection System

- Color Self-Leveling camera head; 18 LEDs, 1 5/8" diameter
- Designed for 3" to 12" lines
- 200' push rod
- **NEW DCB12** control box; Record digital video to a flash drive or DVD



Add the **ACCU-STIC**
to any inspection
system order and
SAVE \$200

MyTana

FACTORY DIRECT CUSTOMER SERVICE

Competent | Polite | Clear (M-F 7am-5pm CST)

toll free 800.328.8170 fax 651.222.1739

Cable machines • Jetters • Push cameras for main lines & drain lines • Locators • Related parts • Accessories

NEW Model CT Drain Cleaner
MAXIMUM
Cable Control



UNIQUE Variable Speed Motor Feature gives the operator maximum cable control and exceptional cleaning power from 75 to 350 RPM with constant torque.

- The New Electric Eel Model CT Drain Cleaner is professionally engineered to clean 3/4" to 2-1/2" diameter drain lines up to 50 Ft.
- Standard unit features a hand tighten Jacobs Chuck. *The CT is also available with a 2-way auto cable feed that keeps hands off rotating cable as it advances and retrieves cable with the push of a lever, and helps keep work area clean.*
- Heavy-duty housing protects motor and internal wiring.
- Rugged stainless steel cable drum will not rust and resists denting.
- Two position, well balanced, heavy-duty steel tubular frame.
- Built-in GFCI on 20 Ft. line cord protects from electrical shock.
- Air operated foot switch and cord assembly for ease of operation.
- Runs 1/4", 5/16" and 3/8" cable.

Electric Eel® The Counter-Top Drain Cleaner You Can Count On For Top Performance!
1-800-833-1212
 Drain Cleaning Tools for Professionals www.electriceel.com

"Who Else Wants To Know About The 5 In 1 Cured In Place Lining System That Is Competitively Priced?"

CIPP cured in 1 Hour!



- ▶ Proven since 1994!
- ▶ Will last 50 years or more!
- ▶ Steam Curing: more control less risk!
- ▶ Fiberglass composite is 5X stronger!
- ▶ Completely No-Dig system!
- ▶ High client satisfaction!
- ▶ Five systems for the price of one!

It's Five Systems In One!
It Would Cost Much More To Get All This:

1. Lateral Lining
2. Lateral Spot Repair
3. Mainline Spot Repair
4. Tee & Wye Lateral-Main-Connection (LMC) Liners
5. Industrial applications



Find Out and Decide For Yourself!
 Call Steven at (888) 337-6764
 Or Get Your **FREE Info Pack** At Formadrain.com



ORLANDO OFFICE
800-359-7867
 fax: 407-648-2096
GEORGIA OFFICE
800-851-7987
 fax: 404-761-7003

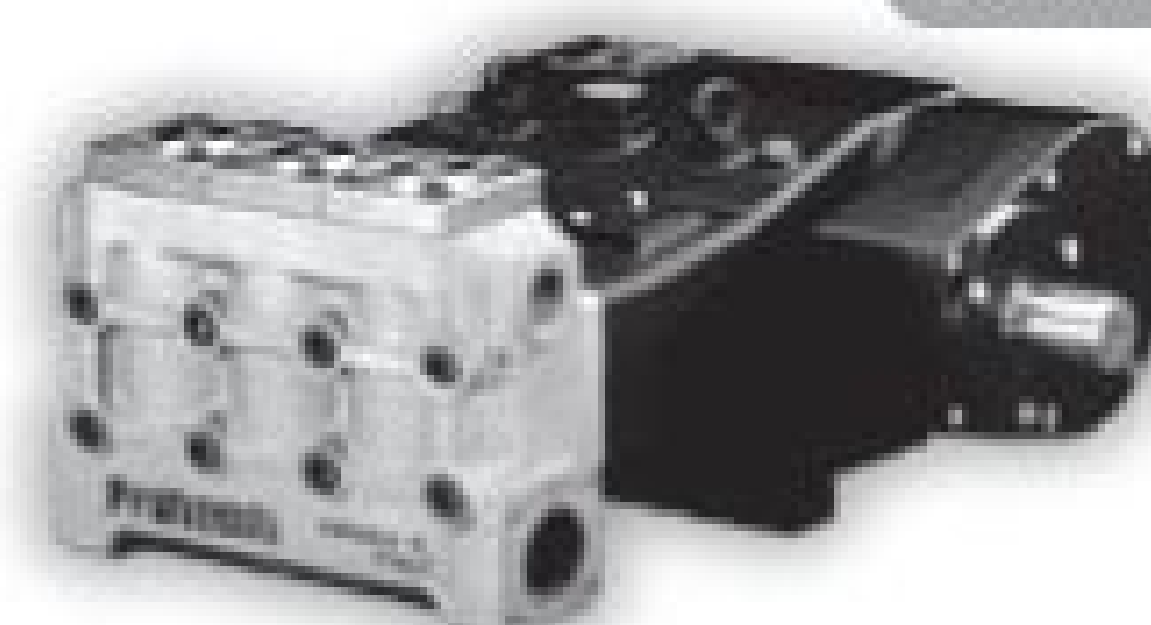
Now A
Factory Authorized
Dresser Roots
Sales & Service Center



#1 Pump And Blower
Repair Specialist

Blower Repair Exchange Program: Roots, Spencer, Robuschi, Hicks Hargraves, Holmes

CALL FOR PRICING



General Water Pumps
 From Jet Trailers to combo units
 Retrofit Kits are available!
 5 year warranty

www.patspump.com

HAMMERHEAD HAMMERHEAD HAMMERHEAD

THINKING PIPE BURSTING?



TRUST HAMMERHEAD

SPECIAL FINANCING PROGRAMS AVAILABLE!

For a limited time only, take advantage of special financing programs. It's the easiest, quickest and most affordable way into profitable lateral pipe bursting with the toughest and most trusted lateral pipe bursting system on the market.

HammerHead provides free project consultations and expert on-site equipment training. **TRUST** HammerHead to provide the tools you need in the profitable world of trenchless!

Call for a free project consultation, demonstration or credit application today!



Phone: 800.331.6653 | Fax: 262.567.5068 | www.hammerheadtrenchless.com | info@hammerheadmole.com

BORING • RAMMING • PIPE BURSTING • HDD TOOLING

WORKING HARD FOR YOU

AT JACK DOHENY COMPANIES, WE BELIEVE THAT YOUR EQUIPMENT COMPANY SHOULD WORK AS HARD AS YOU DO. JACK DOHENY COMPANIES WORKS HARD TO OFFER THE MOST COMPREHENSIVE PROBLEM SOLVING SOLUTIONS FOR YOU, INCLUDING:

- RENTALS - LARGEST AND NEWEST FLEET IN THE INDUSTRY
- REMANUFACTURED EQUIPMENT - NEW MACHINE PERFORMANCE AT A USED MACHINE PRICE
- CREATIVE FINANCE PACKAGES - MAKING IT AFFORDABLE TO GET THE EQUIPMENT YOU NEED
- MOST KNOWLEDGEABLE STAFF - ALL THE KNOWLEDGE TO KEEP YOU ON THE JOB

FOR MORE INFORMATION ON HOW JACK DOHENY COMPANIES IS WORKING HARDER FOR YOU, GO TO OUR WEBSITE.

WWW.DOHENYSUPPLIES.COM/WORKING

Jack Doheny Companies

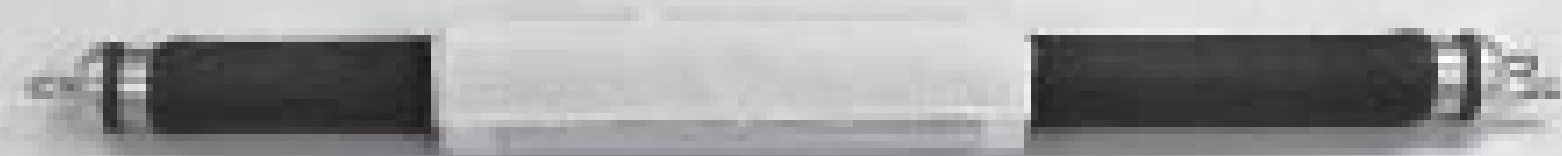
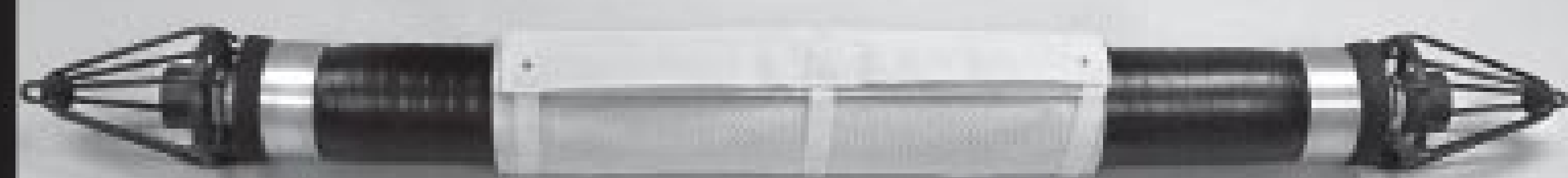
"World's Largest Distributor of Sewer Cleaning and Industrial Air Handling Equipment"



888-370-0130



Infrastructure Trenchless Point Repair System



4" - 36" Pipe up to 12' • 4 Liner Weights



- Mainline & Lateral Repair Kits
- 25,000 + Repairs In The Ground
- 100 Year Certification
- 1 Piece Sewn Felt & Fiberglass Liners
- No Creep - Ambient Cure Epoxy System
- A Permanent Spot Repair

- Trowel on Manhole Rehab System
- Stops Leaks
- Easy-Cost Effective
- Infragard Topcoat
- Chim Coat - Expands & Contracts
- Primer Sealer



Infrastructure Repair Systems, Inc.

Ph: **877.327.4216** • irsi@irsi.net • www.irsi.net

Irrigation fittings are for irrigating – NOT vacuum.
How many dollars are you spending **SUCKING AIR?**

Industry-proven, quality vacuum couplings from Bandlock will put money into your pockets.

4" to 12" Male Coupler 4" to 12" Female Coupler Steel Crown 4", 6" and 8" Press End Hazardous Material Profile Gaskets (Safety) Rubber Gaskets

6" and 8" Aluminum Weldon Aluminum & Steel Pipe

4" and 6" High Abrasive Bulk Nozzles Special "Y" Reducers BANDLOCK Gaskets

EZ Lift Clamps Standard & Internal 4" to 12" Wet Valve, 6", 360° Injected Male and Female 4" to 12" End Plugs

Recognized as the #1 Relief Valve in the World

Close Tolerance Couplers And Fittings Bring "Safety" To Your Work Place.

BANDLOCK Corp.

MADE IN THE U.S.A.

Call or fax today to get your catalog!
1-800-659-2978
www.amesbury.com

Superior "Quick" Connect Vacuum And Pressure Couplings And Accessories

If you buy the best, you are only sorry once!

OLDEST NAME IN THE BUSINESS
— Over 100 YEARS OLD —



SeekTech®
SR-60

NOW AVAILABLE

RIDGID's new line of locating equipment meets the most demanding needs of the locating professional. Built to make even difficult locates easy, SeekTech is the only line locator that uses omni-directional antennas, guidance arrows and an easy to read mapping display to lead you quickly and accurately to the target line.

Parts & Service

Having Trouble

Finding

RIDGID Parts?

We Have

RIDGID Parts!

RIDGID®

THE BEST SERVICE AND PRICES TOO LOW TO LIST!

RIDGID®



SeeSnake

ALL SeeSnakes
NOW INCLUDE 512 HZ
TRANSMITTERS

**Factory Repair
for SeeSnake**

**Fast Turn
Around!**

**SeeSnake®
DVDPak +
Microdrain™**

- Full Color Display
- Optional Recording Accessory
- Smaller Case
- Battery-Powered Freedom
- NEW Line Trace Capability



SPECIAL PRICES ON THE RIDGID SCOUT® IN STOCK!

Allan J. Coleman Co., Since 1905 - CALL US TODAY! 773-728-2400

"THESE PRODUCTS ARE SO GOOD, WE GIVE YOU OUR ADDRESS!"

5725 North Ravenswood Avenue • Chicago, IL 60660 • www.allanjcoleman.com

PHCC MEMBER



Insta-Pipe technician Eric Sapp and a contractor employee inspect a sewer main with crawler-mounted camera from Aries Industries, Inc. Inspection is an integral part of the company's pipe rehabilitation business. (Photos courtesy of Insta-Pipe)

Divide and Conquer

A contractor in western Washington State focuses on specialized work by separating his large company into three businesses, then growing them

By Scottie Dayton

Being a big contractor good at many little things was hard to market, so Dennis Smith, owner of Pipe Experts LLC in Tumwater, Wash., followed the advice of a leading independent tire dealer and divided the company into three separate entities.

Pipe Experts would specialize in locating, inspecting, jetting and pipe bursting for municipalities. Interactive Pipe Inspection (IPI) would concentrate on water and sewer pipeline inspections, and Insta-Pipe Inc. would focus on cured-in-place lateral lining, sectional repairs and main-lateral connections.

The strategy worked, advancing Insta-Pipe and IPI to number one in their market areas. "We are the recognized specialty experts of those industries," says Smith, 60. "When contractors say they can't do a project, we jump in and do it."

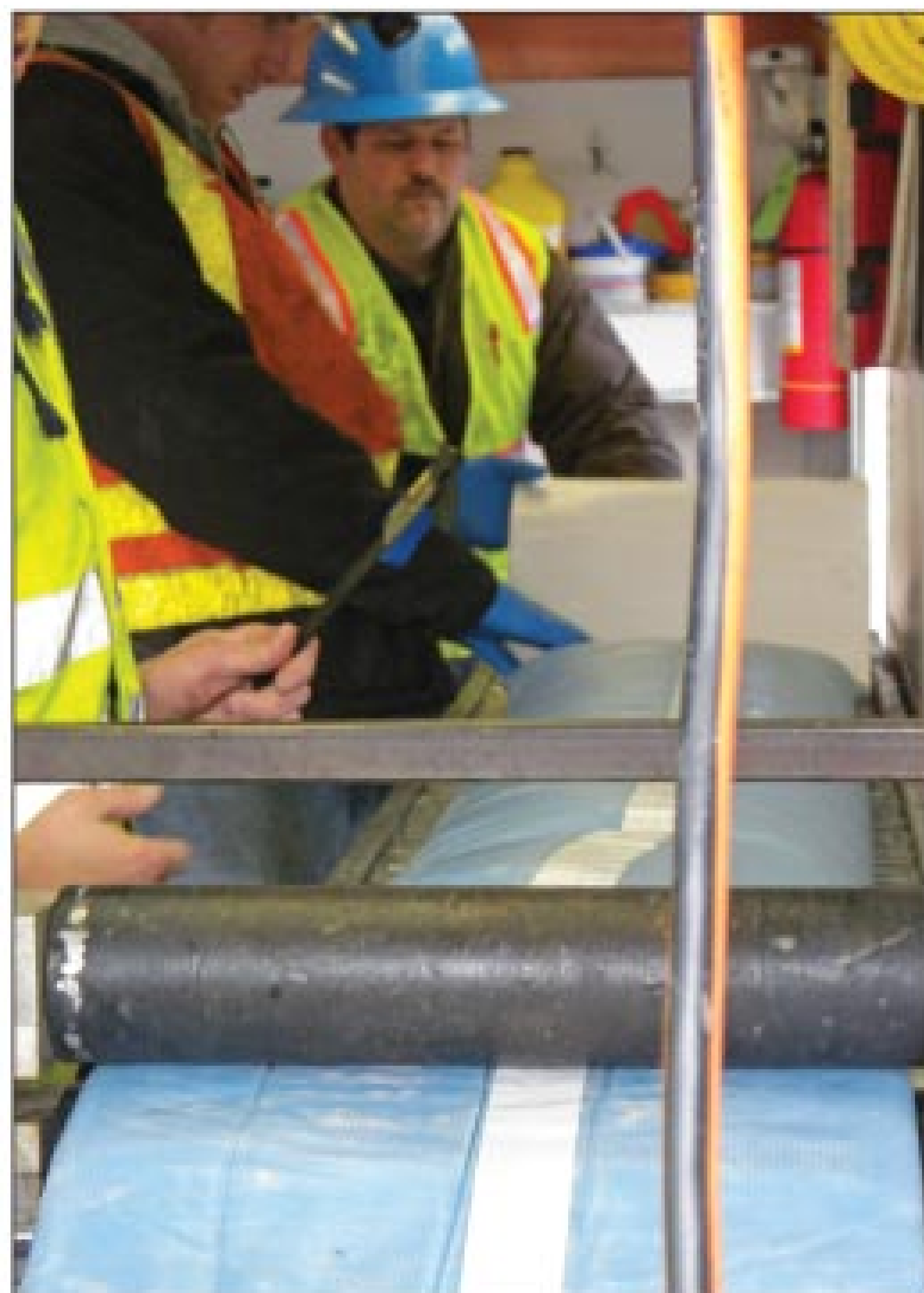
PROFILE

INSTA-PIPE INC., TUMWATER, WASH.

OWNER:	Dennis Smith
FOUNDED:	2009
EMPLOYEES:	8
SERVICE AREA:	Washington, Oregon and Hawaii
SPECIALTIES:	Cured-in-place pipe lining
FLEET:	4 Perma-Liner trailers
WEB SITE:	www.insta-pipe.com



Right: Seattle manager Mike Wasmund and technician James Tryon pour epoxy to wet out a 10-inch liner while City of Portland inspectors watch. Below: Tacoma manager Cory Hale, Eric Sapp and colleagues saturate a liner with epoxy using vacuum and a roller table.



Smith intends to expand Insta-Pipe into all 50 states. The heart of his plan establishes stores and allows managers and employees to earn a percentage of the profits. That concept, propelled by the advertising expertise of 37-year-old Nick Patrick, president of Insta-Pipe, has increased sales dramatically.

“Our goal is to focus on doing just a few things better than anyone else.”

Nick Patrick

Duct work

Insta-Pipe subcontracts manhole-to-manhole lining to the big lining companies. “Our goal is to focus on doing just a few things better than anyone else,” says Patrick. “For example, there are only five or six Perma-Liner InnerSeal trailers nationwide, and we have one of them.”

The InnerSeal system launches from the main up the lateral, creating a watertight connection at the junction. The company also has two Perma-Liner lateral lining trailers and a sectional CIPP trailer.

Besides large municipal projects, the company serves commercial, industrial and residential accounts. The jobs are anything but ordinary. One Seattle homeowner called to say that although his furnace was running, it wasn’t heating the basement.

He disconnected the furnace so that Insta-Pipe could inspect the ducts. “They had corroded and were holding water where they ran under the house,” says Patrick. After the firm lined the ducts, the furnace heated the basement.

Another homeowner had water vapor coming out of the kitchen range hood, which vented through a tin duct that passed under heating coils in the floor before leaving the house. An inspection revealed that the metal had corroded, allowing water to collect in the vent. The owner faced tearing up his

floor and coils to replace the duct, but instead Insta-Pipe shot the liner from outside the house right up to the range hood, sealing the holes and ending the problem.

Industrial challenges

Industrial projects are often unusual. For instance, when employees on an aircraft assembly line began complaining that the external air-conditioning system was sending a moldy, moist spray into fuselages, Insta-Pipe found that the

TAKING OVER

One of the toughest jobs Insta-Pipe Inc. ever did was lining rectangular brick catch basins 10 inches wide and 5 feet deep for the city of Portland, Ore. The company was called after another CIPP lining contractor gave up.

“The basins narrowed to 8 inches toward the bottom before turning a hard 90 degrees into a 10- or 12-inch lateral 4 feet long,” says Nick Patrick, president. “Contaminated soil made the site hazardous, and we couldn’t excavate if something went wrong.” The crew underwent 40-hour HAZMAT training before entering the work zone.

The crew used Perma-Lateral liners because the material has a reinforced scrim to eliminate stretch during inversion. “The guys are highly creative and mechanically inclined,” says Patrick. “They made tools to help guide the liner around the 90-degree bends. It was very intense, demanding work, and I’m not sure we would have succeeded without those gadgets.”

After the liner hardened, a worker entered the 24- to 60-inch mains and cut the ends flush with the pipe wall.



Above: Eric Sapp helps move InnerSeal lining equipment from Perma-Liner Industries down a manhole. **Left:** Hawaii manager Charles Woods prepares InnerSeal lining material for deployment.



underground tin ducts had rusted and collected condensate. Lining them solved the problem.

Such success stories evolved from lessons learned before Smith partitioned Pipe Experts. The biggest learning experience involved shooting an 8-inch liner 150 feet up a lateral in an easement. "We were trying to set a

national record and stroke our egos," he says. "The normal distance for 8-inch lateral liners is 100 feet."

While workers were impregnating the additional 50 feet, the 100 percent ambient-cured solids epoxy cooked off. The team had to pipe-burst the lateral using equipment from TT Technologies. "From then on, we lined laterals longer than 100 feet in two shots," says Patrick. "As we developed Insta-Pipe, remembering that job helped us remain focused on specialization."

Municipalities, food processing and manufacturing plants, and government agencies were some of Pipe Experts' clients. When Patrick joined the company in February 2009, he searched for unusual and challenging opportunities to expand the fledgling Insta-Pipe. But Smith says that the real essence of what he did was adopting the Les Schwab business principles.

Pride of ownership

While waiting for the Les Schwab Tire Center to service a lining trailer, Patrick read a copy of Schwab's book, *Pride in Performance: Keep it Going*. He was attracted by how fast Schwab grew his company and his ways of treating customers, employees and vendors. Today, Schwab is a leading independent tire dealer with more than 7,000 employees and 400 stores throughout the West. "His employee fund alone is worth more than \$1 billion," says Patrick. "We wanted to bring his concepts to the lining business."

Smith hired one of Schwab's managers to help design the business plan and start the program. The formula was to view each new branch office as a store with its own manager, superintendent, field supervisor, Technician 2 and

Technician 1. They all receive a percentage of the profit.

"We wanted our employees to treat Insta-Pipe as if it were theirs," says Patrick. "To develop pride of ownership, we give them a monetary stake in the company. That changes their entire attitude and the way they handle customers."

Managers work to own a store. When Insta-Pipe opens a new one, the committee of managers votes on which one becomes the owner. If the person does not accept the opportunity, Smith and Patrick promote a field supervisor to manager.

"Every employee learns how each level works through training," says Patrick. "I also hand-pick my people from within the industry to minimize employee turnover. My goal is to hire experienced personnel who provide high-quality service."

By breaking Insta-Pipe into stores, Smith and Patrick avoided the cyclical feast or famine of the service industry. Each location has a store specifically for municipal contracts and another for residential, industrial and commercial accounts. "With two stores working simultaneously, one is always booming," says Patrick. "Employees from the slow store can help the busier crews stay on schedule and accept more contracts."

Lateral priorities

Even when Patrick is in the hole installing liners, he's marketing Insta-Pipe. Contacts from the company's Web site go to his PDA, while toll-free and office numbers go to his cell phone. He then sends the sales leads to the proper store managers.

"Connections and sectional linings are rapidly expanding the business," says Patrick. "Municipalities have repaired most of their mains and realize that they can't solve their I&I problems without taking care of the laterals."

Besides the Web site and a booth at local trade shows, Patrick's marketing ploys include visiting old and new clients around noon. He provides brown bag lunches, then gives a brief presentation on the company's services. Patrick has choreographed all-day demonstrations into major productions.

"When demonstrations involve multiple laterals, I bring all three trailers," says Patrick. "After an overall presentation on sectional repairs, InnerSeals, and lateral linings, I take municipal staff into the field for live installations."

Insta-Pipe also rehabilitates manholes. "If it's a job with manholes and

"Connections and sectional linings are rapidly expanding the business. Municipalities have repaired most of their mains and realize that they can't solve their I&I problems without taking care of the laterals."

Nick Patrick

lining, we'll sometimes take the risk to bid it all or nothing," says Smith. "We think that ability is unique." When bids involve main and lateral work, Insta-Pipe subcontracts the mains to any of three or four local contractors.

Any municipal project lasting a month or more is an opportunity to open another store. The most recent addition was Hawaii. "We shipped the InnerSeal trailer with our lining services inside," says Patrick. "We hand-picked our best employees, flew them over, and hired a manager to run the store."

As work continued on the municipal project, city residents saw the trailer often enough to recognize the name and began responding to an advertising campaign. "We want to leave equipment and people behind, and that requires

a strong start at developing a clientele," says Smith. "We'll use this strategy to expand Insta-Pipe city by city and state by state."

Tidal influence

Branching into Hawaii taught Patrick and crew a few lessons about living on an island with groundwater two feet below grade or less. "When the tide comes in, saltwater pours into the mains from every lateral connection," says Patrick. "One 3-inch clay lateral had so much I&I that our CUES lateral launch camera saw what looked like the output from a fire hose blasting into the main."

The crew worked at night to avoid heavy traffic, and around the tides. All the laterals had above-average I&I, but shooting the liners at 14 psi provided sufficient air pressure to push the water back up the pipe. The cold water, however, slowed the cure rate from three hours to five.

What should have been a two-week project lasted a month, mainly due to transportation problems. "Then, after seeing the quality of our work, the municipality added more sectional repairs to the contract," says Patrick.

Smith continues to emulate Les Schwab's dominance of the northwest by planning to open stores in Seattle and Tacoma. "As soon as a municipal contract clears a path to those cities, we're going in," he says. "It will take time to build a clientele, but our people can do that once they have a foot in the door." ■

MORE INFO:

Aries Industries, Inc.
800-234-7205
www.ariesindustriesinc.com

CUES Inc.
800/327-7791
www.cuesinc.com

Perma-Liner Industries Inc.
866/336-2568
www.perma-liner.com

TT Technologies Inc.
630/851-8200
www.tttechnologies.com

Laboratory Tested Safe LiquiSmoke®

A smoke producing system that is so unique and cost efficient, it is covered by two United States Patents!

HURCO provides all you need to manage a complete smoke testing program better and more profitably.



Power Smoker™
with LiquiSmoke®



HURCO
TECHNOLOGIES, INC.®
1-800-888-1436
www.gethurco.com

(Patents: 6,865,341, 7,050,709)

Lenzyme

Solutions for All Waste & Grease Problems

NEW!



Discover a SWEET idea



Candy Marketing

YOUR MARKETING PARTNER



BEST PACKAGING - BEST PRODUCTS - BEST PRICE

Discover Marketing Secrets to More Pump-Outs

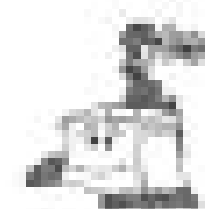
1-800-223-3083

Call Today for Your FREE Sample



Trap-Cleer

Lenzyme



Bore Planning Made Easier

Intuitive and user-friendly software helps progressive contractors take the guesswork out of planning horizontal directional drilling projects

By Greg Ehm

Horizontal directional drilling (HDD) is challenging and difficult work fraught with unknown obstacles. While it's not possible to eliminate every obstacle, bore planning software developed by drill manufacturers can help small and large contractors create a bore plan that minimizes risks.

trenchless solutions specialist with Vermeer Corp. "The software will then produce a rod-by-rod plan of your bore."

In the past, it seemed software tools were used only on the larger pipeline bores. That is changing as more contractors working on projects in the mid-sized range – 24,000 pounds and up – begin to use the tools for on-grade and profile bores.

"These days, a contractor simply needs to gather the topographical elevations and required depth along the bore path, enter the data and hit *Plan*. The software will then produce a rod-by-rod plan of your bore."

Curt Dubbin

Bore planning software was introduced 15 years ago. However, those basic programs helped contractors design only the pilot bore. While the software helped streamline the planning process, it was time-consuming and not widely used. Many contractors would just drill and hope for the best.

Today, bore planning software packages are more intuitive and user-friendly. The time to create a bore plan has shrunk dramatically, and the programs provide more information than ever about the bore and pullback. The software helps remove guesswork in determining elevations, and in estimating the drill pitch for the pilot bore, the mud volume required, and how hard the pipe will pull.

Much simpler

"These days, a contractor simply needs to gather the topographical elevations and required depth along the bore path, enter the data and hit *Plan*," says Curt Dubbin, a

Another reason for the increased popularity is the need to avoid existing underground facilities. "Bore planning tools can be used to help contractors develop a bore plan that will maintain proper separation distances between underground facilities," says Dubbin.

"This is becoming ever so important as the vast amount of underground infrastructure continues to grow. Many of the software applications also allow users to create a permanent record of the completed bore that can be used as a reference to help generate more accurate bids on future jobs."

Varied roles

There are a number of bore planning programs on the market, and each has a definite role in the planning process. Here is a quick summary of tools available to HDD contractors:

Analysis. Software programs can help contractors and engineers determine whether open-cut trenching or



Bore planning software helps companies plan bores quickly and easily. (Photos and screenshots courtesy of Earth Energy)

HDD is appropriate for the installation. Nine aspects are considered, including customer expectations, contractor's familiarity with technologies, project location, soil sample reports, competitors and risk factors. The software provides a detailed analysis and various considerations for choosing either method and explains the recommendation.

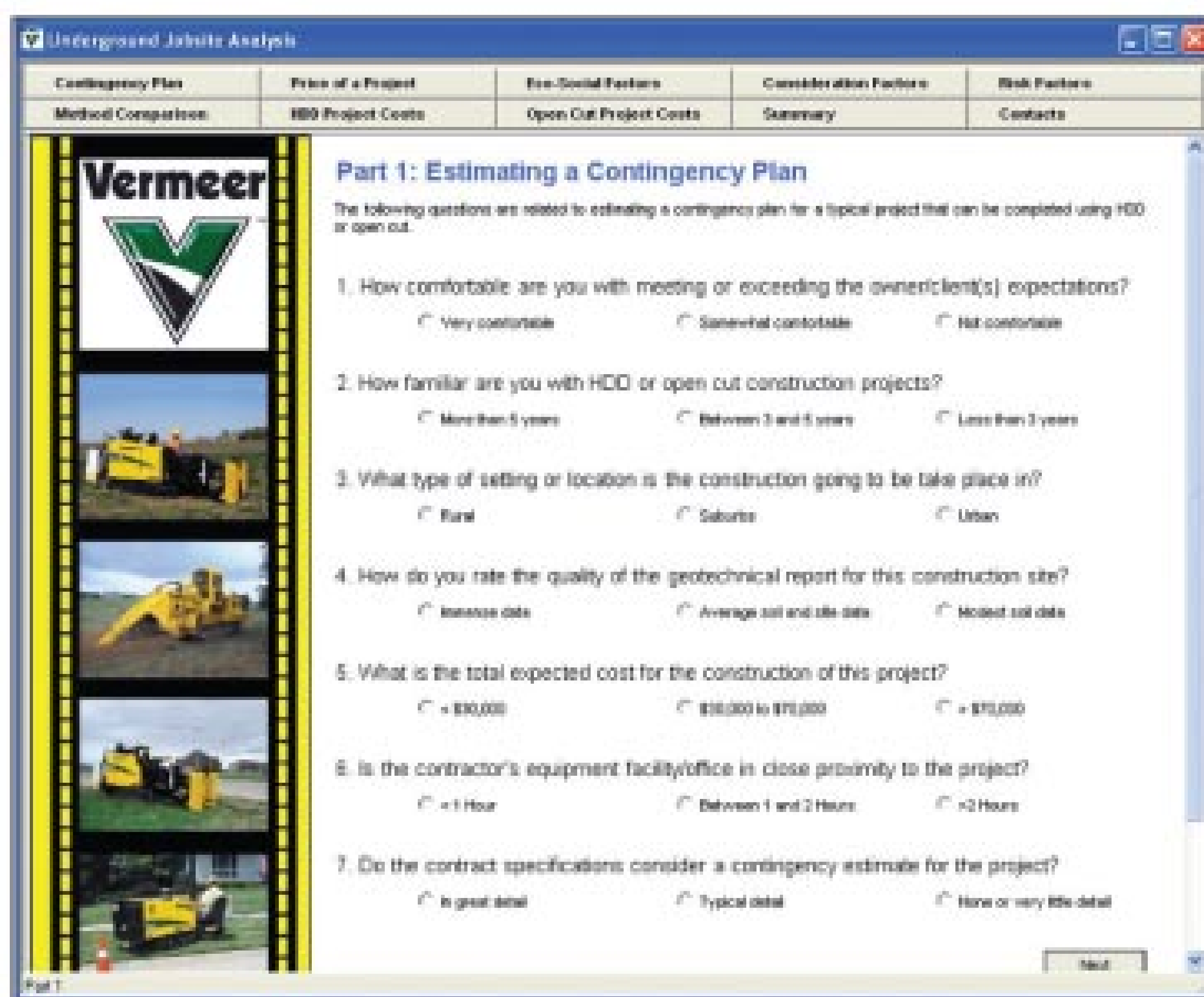
Pre-planning. These tools help contractors select the appropriate drill and tooling based on the type of pipe to be installed and the anticipated soil conditions. Contractors can use a pulling load calculator to estimate the required pulling load for a specific HDD project based on the type of pipe, pipe diameter and

total bore length. The calculator also recommends the appropriate drill size based on the bore specification entered for the project.

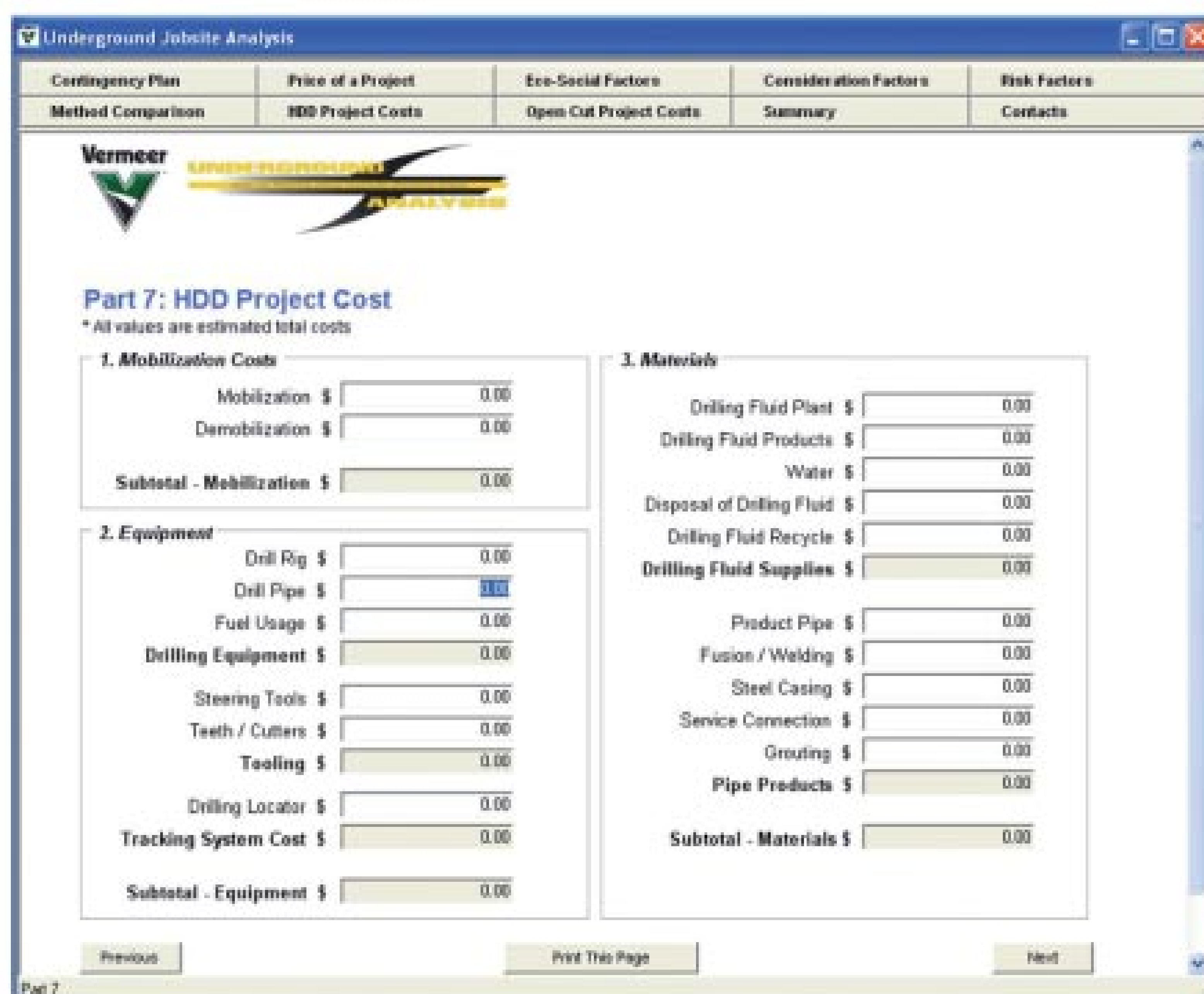
Soil classification. A soil classification guide helps contractors determine the site's soil type and match the appropriate drill bit and backreamer. It also includes a fluid-mixing process map that shows how much mud should be used based on soil conditions, drill unit and tooling used.

Terrain mapping. This software is used in the survey phase where laser systems collect accurate topography and information about existing utilities along the bore route. In most applications, the information can easily be uploaded to the bore

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.



Bore planning software packages allow contractors to avoid existing underground facilities and perform other planning functions. At the left is an estimating screen from the Atlas Bore Planner software from Vermeer Corp. At the right is an HDD project cost estimating screen.



planning software.

Bore planning software. Using the data collected in the mapping phase, these programs provide a graphic visualization of the job, helping a crew see and perform the job from start to finish. By choosing drill stem diameter and length, the desired bore path depth, the desired minimum cover, and the diameter and allowable bend radius of the product pipe, the software plots a proposed bore path. The path is provided in two formats, one screen showing a top and side view, the other showing a report that lists the numerical depth and pitch of each drill stem.

Once the bore is completed, the actual as-built depths can be entered into the designed profile and a comparison of design versus actual can be graphically shown.

In-field calculations. Any contractor knows things can change once they're in the field, and a number of drill manufacturers also offer handheld software tools just for those situations. These PDA devices can calculate setback distances, figure point-to-point bore paths, estimate pullback time and hole volumes, and configure the outside diameters of multiple ducts.

Changes on the horizon

While bore planning software has advanced by leaps and bounds in the past five years, manufacturers

are constantly looking for ways to enhance their software packages. The trend is heading to more information.

"We are working to tie all of these applications into one complete package," says Dubbin. "This will provide contractors with more in-depth information and data on proposed and completed bores. The software program will record

"The software takes the guesswork out of the planning process. If we try to design a bore too short and too steep for a particular drill, the software will flag the problem and walk us through the steps to correct the situation."

Erv Hoge

everything from how hard the drill is working on a bore, to the mud pressures, to the amount of fuel consumed. A contractor will know exactly what happened on the bore, and know the cost."

With that kind of data on a project, contractors can increase their knowledge base and more accurately bid projects and manage their businesses. The integration will also make the planning process easier. Rather than jumping from one program to the next and then trying to bring it all back together into a cohesive piece, everything will be available in one place.

"Typically, contractors record data on only larger bores, but just imagine the competitive advantage a small to mid-sized contractor could have with this type of information," says Dubbin. "It could make a significant impact on their business."

Not just for contractors

While HDD contractors routinely use bore planning software,

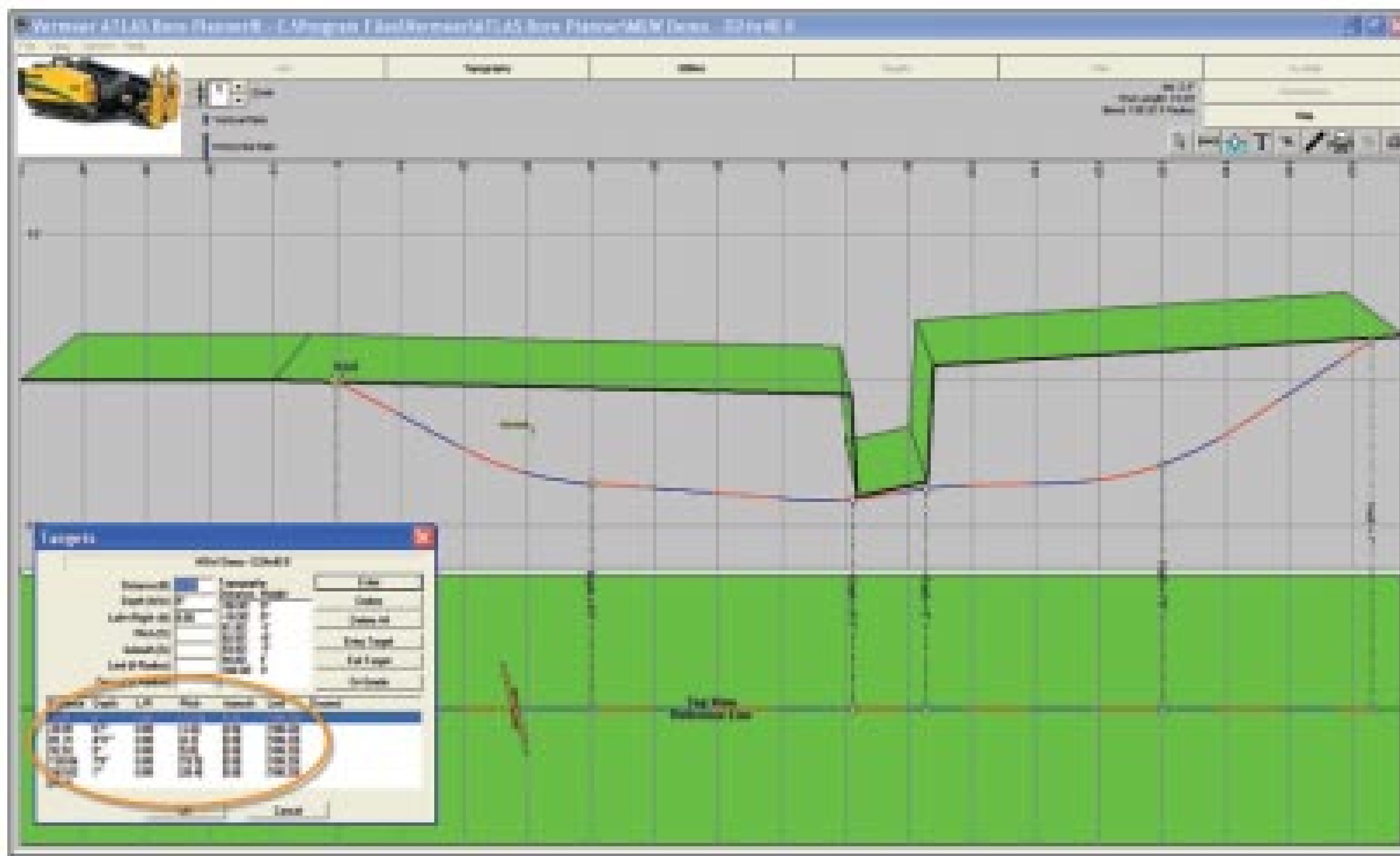
the industry is asking for more on-grade boring, and the software can help engineers develop those projects in a realistic manner.

Furthermore, some communities require a formal plan to be submitted before a project starts. In Canada, an HDD contractor must submit a formal bore plan on all pipeline projects. Environmental guidelines do not allow for frac-outs on pipeline projects. Contractors must submit a plan that includes estimated mud pressures below ground and must have a plan in place to monitor downhole pressure to avoid potential frac-out situations.

Word of caution

Dubbin stresses caution when using bore planning tools, as unforeseen obstacles can always sidetrack a well-planned bore. "You can't see what is happening down in the ground during a bore, so you never know what may happen," he says. "There are a lot of variables that a person can't control, so it helps to be prepared."

One factor that can be difficult to prepare for is changing ground conditions. Dubbin encourages drill operators to watch the returns on a pilot bore. The colors provide clues to the type of soil in which they're working. If the returns are brown, then suddenly turn to dark brown, light white or gray, the drill is entering a different soil.



Using the data collected in the mapping phase, bore planning programs provide a graphic visualization of the job, helping a crew see and perform the job from start to finish.

That soil type may require additional mud. For example, a contractor needs to pump three to four times as much mud into clay than into sandier soils, as it takes more force to remove the dirt particles from the hole. This is a condition bore planning tools cannot predict.

Drilling in rock is also unpredictable, because a 20,000 psi rock drills much differently than a 42,000

psi rock. However, core samples along the bore path can be extracted and factored into the plan. This helps determine, rod-by-rod, when the drill enters and exits unique rock formations.

Practical applications

Erv Hoge of Earth Energy in Boise, Idaho, understands the value of bore planning software. His HDD

company specializes in utility installations of the kind most contractors would shy away from. "We deal with some pretty challenging bores, and our planning software is a huge asset," Hoge says. "Several years ago, we created our bore plans using hand levels and tape measures and created the bore path by hand. It took considerable time. With lasers and our planning software, it's much easier and more efficient to map the topography and design the bore."

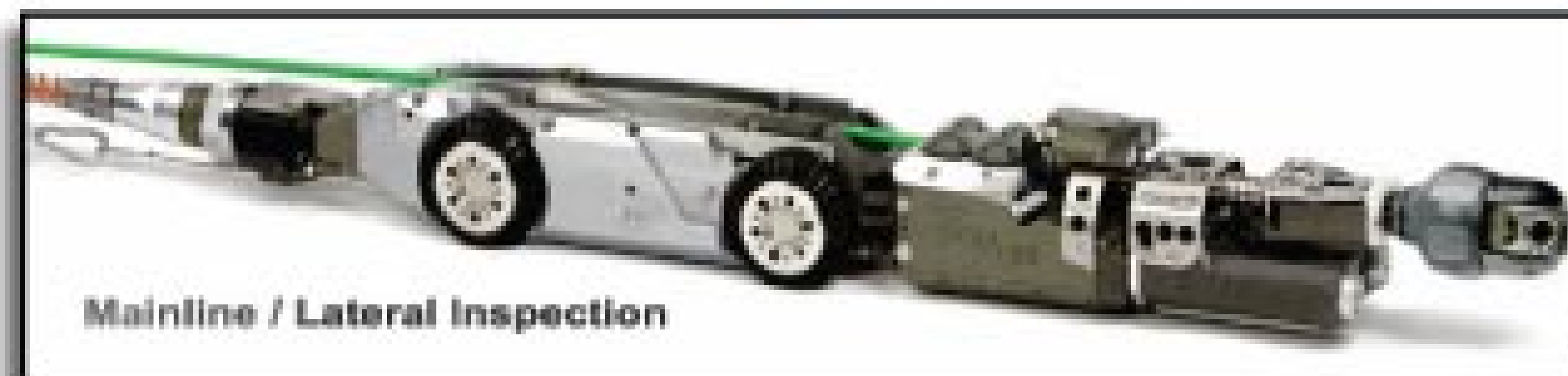
Earth Energy documents every bore, whether 30 or 1,000 feet, using a combination of planning software and bore logs. Often, the company has been hired to go back and complete a bore in the same area as a previous project. "The bore logs and planning files are a great help in determining where we put the previous bore, what utilities we encountered, where existing utilities are, and what depth we bored," says Hoge. "The

information is great to share with a customer, and it helps us better estimate the cost of the project."

Earth Energy tracks the depth of every rod and sometimes every half-rod. The crew follows along the bore plan profile to track any variances. In the end, an as-built is created and compared with the design. "The software takes the guesswork out of the planning process," says Hoge. "If we try to design a bore too short and too steep for a particular drill, the software will flag the problem and walk us through the steps to correct the situation."

"Bore planning software helps save our company time and money. More important, it helps us account for unforeseen challenges before they become a reality. That confidence is worth a lot to our company and our customers." ■

Advanced Pipeline Technology: **The M-SERIES**



ONE Tractor for All Applications!

- Mainline TV-Inspection (6 - 60 inches)
- Laser Pipe Profiling (8 - 48 inches)
- Mainline & Lateral TV-Inspection (6 - 48 inches)
- Lateral Jetting

Features:

- Steerable 4-Wheel Drive
- Standard Electric Lift
- Highly Modular
- Extremely Short Set-Up Time for All Applications
- Fully Synchronized with All Cable Reels

Want to experience the M-Series?

Call to schedule a

FREE Demo

At your location!

Visit us online:
www.rauschtv-usa.com

RAUSCH . . . We Set the Standard!



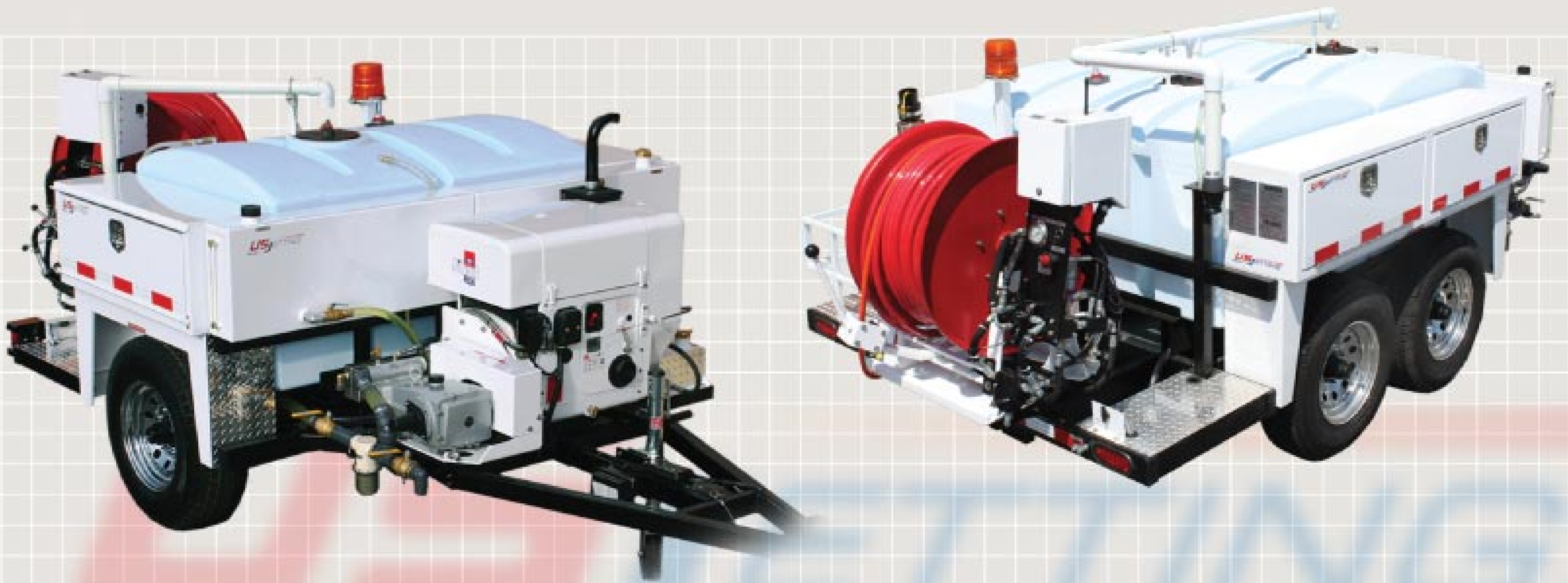
RAUSCH Electronics USA

370 New York Avenue
Chambersburg, PA 17201

Phone: 1 (877) 728-7241

Email: reusa@rauschtv.com

We build Jetters for **EVERYBODY**



and we build Jetters **JUST FOR YOU**



Custom-built high pressure jetting units -
to **your** specifications, for **your** job requirements



see our full range at www.usjetting.com

or call us on 1-800-538-8464 1-800-jetting

PIPELINE REPAIR & REHABILITATION COMPANY DIRECTORY

2010

	RELINING	BURSTING	LATERAL REHABILITATION	MANHOLE REHABILITATION	SEALING/ SPOT REPAIR	GROUTING
 <p>A Corp/Rooterman 268 Rangeway Rd. N Billerica, MA 01862 978-667-1144 TF 800-700-8062 Fax 978-663-0061 rooterman1@aol.com www.rooterman.com</p> <p>See ad page 77</p>	Yes	Yes	Yes	Yes	Yes	Yes
<p>Amazing Machinery, Inc. 2288 Gunbarrel Rd. Ste. 154-151 Chattanooga, TN 37421 423-326-2676 TF 800-504-7435 Fax 800-504-7436 sales@amazingmachinery.com www.amazingmachinery.com</p> <p>See ad page 54</p>		Yes				
 <p>Aries Industries, Inc. 550 Elizabeth St. Waukesha, WI 53186 262-896-7205 TF 800-234-7205 Fax 262-896-7099 sales@ariesindustries.com www.ariesindustries.com</p> <p>See ad page 45</p>	Yes		Yes	Yes	Yes	Yes
<p>Avanti International 822 Bay Star Blvd. Webster, TX 77598 281-486-5600 TF 800-877-2570 Fax 281-486-7300 sales@avantigrout.com www.avantigrout.com</p> <p>See ad page 20</p>			Yes	Yes	Yes	Yes
 <p>BigEasyLift 4242 Chowen Ave. N Robbinsdale, MN 55422 TF 866-926-5438 Fax 866-271-9057 info@bigseasylift.com www.bigseasylift.com</p> <p>See ad page 14</p>				Yes		
<p>Bowman Tool Company and Systems 1515 Braggtown Rd. East Berlin, PA 17316 717-432-1403 Fax 717-432-0152 bowmantoolco@earthlink.net www.bowmantool.com</p> <p>See ad page 50</p>			Yes			
<p>CEMTEC 242 Amy Industrial Ln. Hoschton, GA 30548 706-654-4706 Fax 706-654-3662 cookcement@windstream.net www.awcookcement.com</p> <p>See ad page 76</p>			Yes	Yes		
 <p>CUES, Inc. 3600 Rio Vista Ave. Orlando, FL 32805 407-849-0190 TF 800-327-7791 Fax 407-425-1569 salesinfo@cuesinc.com www.cuesinc.com</p> <p>See ad page 53</p>			Yes	Yes	Yes	Yes
<p>Epoxytec 5889 SW 21st St. West Park, FL 33023 954-961-4656 Fax 954-961-2395 cleaner@epoxytec.com www.epoxytec.com</p> <p>See ad page 48</p>				Yes	Yes	
<p>Formadrain, Inc. 17801 N Bay Rd. Unit 601 Sunny Isles Beach, FL 33160 TF 888-337-6764 info@formadrain.com www.formadrain.com</p> <p>See ad page 28</p>	Yes		Yes		Yes	



RELINING BURSTING LATERAL REHABILITATION MANHOLE REHABILITATION SEALING / SPOT REPAIR GROUTING



Global Pipeline Systems
 1755 N 13th St. LL 222
 Philadelphia, PA 19122
 215-702-7133 TF 866-513-0998
 Fax 215-702-7177
 tim@globalpipelinesystems.com www.globalpipelinesystems.com

See ad page 71

Yes		Yes	Yes	Yes	
-----	--	-----	-----	-----	--

Gorlitz Sewer & Drain, Inc.
 10132 Norwalk Blvd.
 Santa Fe Springs, CA 90670
 562-944-3060
 Fax 562-944-7630
 sales@gorlitz.com www.gorlitz.com

See ad page 59

	Yes				
--	-----	--	--	--	--



Infrastructure Repair Systems, Inc.
 4301 A 34th St. N
 St. Petersburg, FL 33714
 727-327-4216 TF 877-327-4216
 Fax 727-327-4118
 irsi@irsi.net www.irsi.net

See ad page 30

		Yes	Yes	Yes	
--	--	-----	-----	-----	--

Lansas Products Mfg. by Vanderlans & Sons, Inc.
 1320 South Sacramento St.
 Lodi, CA 95240
 209-334-4115 TF 800-452-4902
 Fax 209-339-8260
 information@lansas.com www.lansas.com

See ad page 48

		Yes	Yes	Yes	
--	--	-----	-----	-----	--

LMK Enterprises, Inc.
 1779 Chessie Ln.
 Ottawa, IL 61350
 815-433-1275
 Fax 815-433-0107
 sales@lmkenterprises.com www.performance-liner.com

See ad page 55

Yes		Yes	Yes	Yes	
-----	--	-----	-----	-----	--

Logiball, Inc.
 440 Papin St.
 Quebec, QC G1P 3T9
 418-656-9767 TF 800-246-5968
 Fax 418-653-5746
 info@logiball.com www.logiball.com

See ad page 18

Yes		Yes	Yes	Yes	Yes
-----	--	-----	-----	-----	-----

MaxLiner, USA
 450 College Dr.
 Martinsville, VA 24112
 276-656-1225
 info@maxlinerusa.com www.maxlinerusa.com

See ad page 65

Yes		Yes			
-----	--	-----	--	--	--

Municipal Services, Inc.
 420 Boston Tpke.
 Shrewsbury, MA 01545
 508-842-8901
 Fax 508-842-9648
 rapocushion@yahoo.com www.rap-o.biz

See ad page 12

			Yes		
--	--	--	-----	--	--

NozzTeq® Inc.
 1497 Main St. Unit 354
 Dunedin, FL 34698
 603-413-6583 TF 866-620-5915
 Fax 603-413-6744
 info@nozzteq.com www.nozzteq.com





See ad page 15


Yes		Yes			
-----	--	-----	--	--	--

Perma-Liner Industries, Inc.
 13000 Automobile Blvd. Ste. 300
 Clearwater, FL 33762
 727-507-9749 TF 866-336-2568
 Fax 727-507-9849
 info@perma-liner.com www.perma-liner.com

See ad page 13

Yes		Yes	Yes	Yes	
-----	--	-----	-----	-----	--

		RELINING	BURSTING	LATERAL REHABILITATION	MANHOLE REHABILITATION	SEALING / SPOT REPAIR	GROUTING
	<p>Petersen Products Co. PO Box 340 Fredonia, WI 53021 262-692-2416 TF 800-926-1926 Fax 262-692-2418 sales@petersen.cc www.pipeplug.com</p> <p>See ad page 60</p>	Yes	Yes	Yes	Yes	Yes	Yes
	<p>Pipe Genie Mfg. 7638 Winston St. Burnaby, BC V5A 2H4 877-411-7473 Fax 604-294-5372 sales@pipegenie.com www.trenchlessamerica.com</p> <p>See ad page 77</p>		Yes	Yes			
	<p>Pipeline Renewal Technologies 111 Canfield Ave. Unit B3 Randolph, NJ 07869 973-252-6700 TF 866-936-8476 Fax 973-252-1176 mail@pipelinert.com www.pipelinert.com</p> <p>See ad page 15</p>			Yes		Yes	
	<p>Pipe Lining Supply 2970 E La Palma Ave. Ste. J Anaheim, CA 92806 714-630-6311 Fax 714-630-6026 info@pipeliningsupply.com www.pipeliningsupply.com</p> <p>See ad page 50</p>	Yes		Yes			
	<p>Pow-R Mole Sales, LLC 400 Commerce Pkwy. Lancaster, NY 14086 716-683-2486 TF 800-344-6653 Fax 716-683-6372 brian@powrmole.com www.powrmole.com</p> <p>See ad page 72</p>		Yes	Yes			
	<p>Quik-Lining Systems, Inc. 178 SE Lake Dr. Estelline, SD 57234 714-296-5262 Fax 866-784-4858 jheisler@quiklining.com www.quiklining.com</p> <p>See ad page 26</p>	Yes		Yes			
	<p>Ratech Electronics LTD. 260-7 Spinnaker Way Concord, ON L4K 4P9 905-660-7072 TF 800-461-9200 Fax 905-660-1519 sales@ratech-electronics.com www.ratech-electronics.com</p> <p>See ad page 47</p>					Yes	
	<p>Rausch Electronics USA, LLC 370 New York Ave. Chambersburg, PA 17201 717-709-1005 TF 877-728-7241 Fax 717-709-1009 reusa@rauschtv.com www.rauschtv-usa.com</p> <p>See ad page 38</p>					Yes	
	<p>Relining Technologies, LLC 3840 E Miraloma Ave. Anaheim, CA 92806 800-496-1498 Fax 714-632-3862 j.stanley@reliningtechnologies.com www.reliningtechnologies.com</p> <p>See ad page 9</p>	Yes		Yes		Yes	
	<p>RS Technical Services, Inc. 1327 Clegg St. Petaluma, CA 94954 800-767-1974 Fax 707-778-1981 bobg@rstechserv.com www.rstechserv.com</p> <p>See ad page 64</p>	Yes	Yes	Yes	Yes	Yes	Yes

		RELINING	BURSTING	LATERAL REHABILITATION	MANHOLE REHABILITATION	SEALING/ SPOT REPAIR	GROUTING
See ad page 77	Sekisui SPR Americas, LLC 1045 Research Center Atlanta Dr. Ste. F Atlanta, GA 30331 678-510-1820 TF 866-627-7772 Fax 678-510-1826 info@sekisui-spr.com www.sekisui-spr.com	Yes					
See ad page 77	 Source 1 Environmental 422 W Rising St. Davison, MI 48423 810-412-4740 Fax 810-412-4743 info@s1eonline.com www.s1eonline.com			Yes		Yes	
See ad page 84	Spartan Tool 1506 W Division St. Mendota, IL 61342 815-539-7411 TF 800-435-3866 Fax 888-876-2371 customerservice@spartantool.com www.spartantool.com		Yes	Yes			
See ad page 78	 TRIC Tools, Inc. 2317 Blanding Ave. Ste. D Alameda, CA 94501 510-629-4167 TF 888-883-8742 Fax 510-217-9493 info@trictools.com www.trictools.com	Yes	Yes	Yes			
See ad page 63	 TRY TEK Machine Works, Inc. 250 N Main St. Jacobus, PA 17407 717-428-1477 Fax 717-428-2865 trytek@trytek.com www.trytek.com	Yes		Yes		Yes	



SPECIAL PRE-REGISTRATION RATE
 \$40 per person until January 21, 2011!

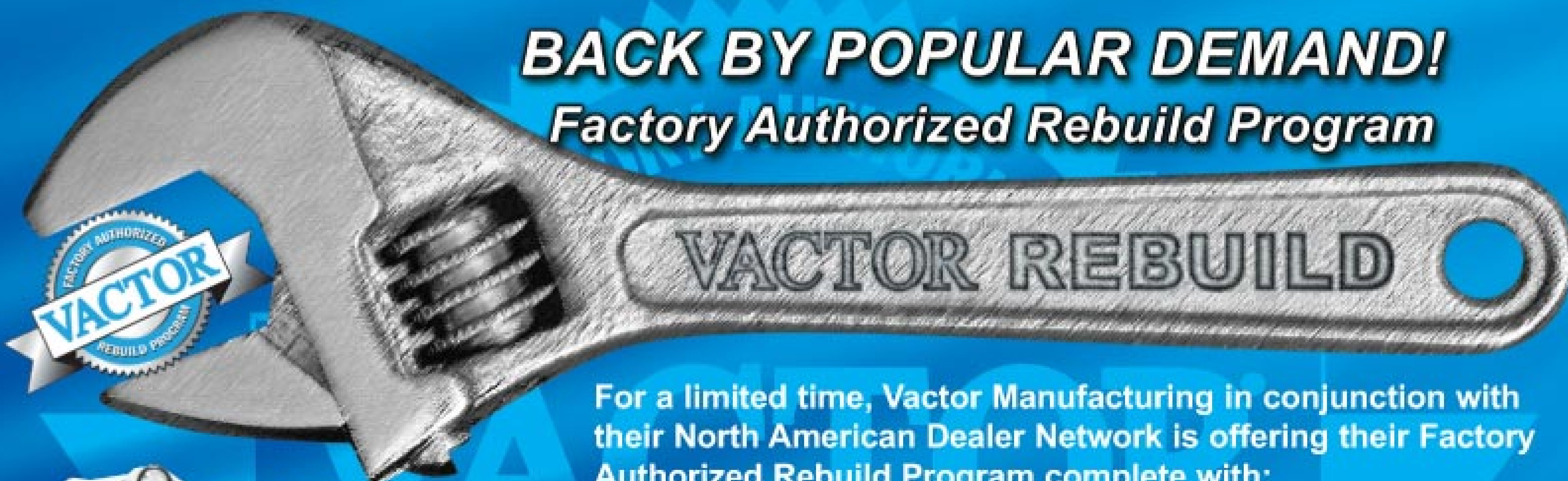
EDUCATION DAY: March 2, 2011
EXHIBITS OPEN: March 3-5, 2011

Kentucky Exposition Center Louisville, Kentucky

www.pumpershow.com

BACK BY POPULAR DEMAND!

Factory Authorized Rebuild Program



For a limited time, Vactor Manufacturing in conjunction with their North American Dealer Network is offering their Factory Authorized Rebuild Program complete with:



- FREE all point inspection
- Genuine OEM replacement parts
- Repairs made by factory trained technicians
- 1 year warranty on dealer installed parts
- Good for 2100 Fan and PD, 2103, Ramjet Jetter
- A 10% discount on parts*

Contact your Vactor dealer for details or visit www.vactor.com for a dealer near you

*Subject to dealer participation. ©Vactor Manufacturing, 2009



T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@tandttools.com

800.521.6893
www.MightyProbe.com

Call for a FREE Catalog



Call for a FREE Catalog

HOOKS...

- > Several different styles of heat-treated hooks are available
- > Top Poppers are great to open manhole covers
- > The Handy Hooks allow two handed use

PROBES...

- > Insulated, standard, and specialty soil probes
- > Metal shaft sizes: 3/8" round, 3/8" hex, or 7/16" hex
- > Replaceable tips are threaded on and hardened
- > A "slide" allows the handle to pound the shaft into the ground

Environmentally conscious. Technologically advanced.

Pathfinder

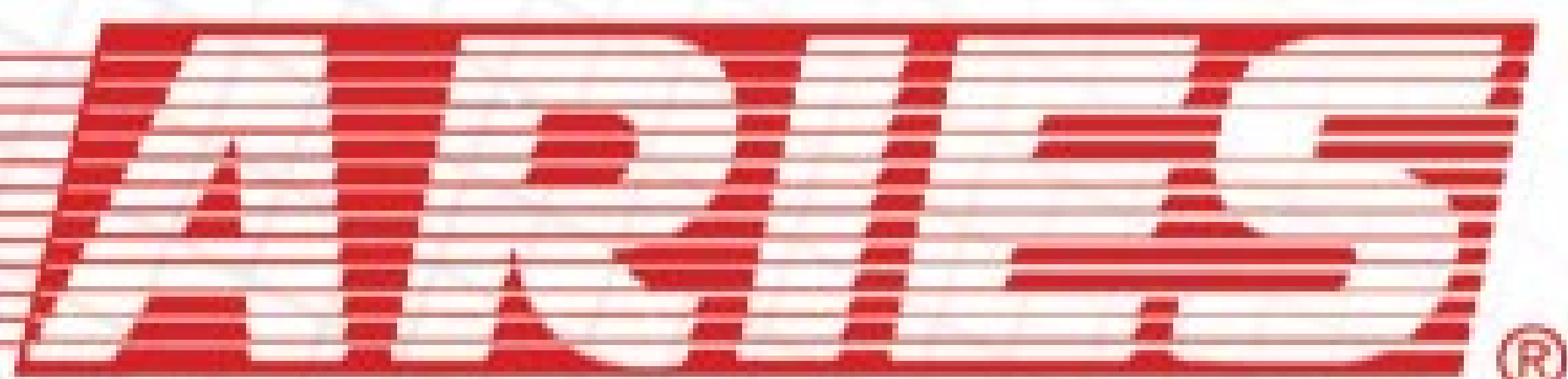
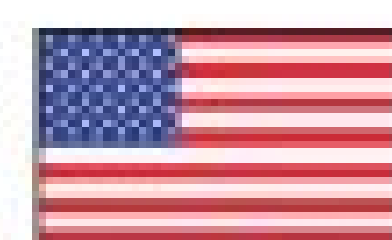
When size and performance matters, Aries Pathfinder is the best 6" televising inspection system available!

The Pathfinder is designed and manufactured in the U.S.A. by Aries Industries, Inc. The high resolution camera module and high intensity LED lighting let you see details that other cameras miss. The brushless drive motors and electronic clutches in the tractor yield longer life, less maintenance and maximum power in a minimum size for optimal productivity. The standard back-up camera with LED lighting helps negotiate bends in the pipe while retrieving system. The Pathfinder is designed and built with the Aries performance and durability that you deserve and have come to expect.

Zoom Pole Camera

Aries high resolution camera module used in conjunction with the 432:1 zoom ratio and High intensity detachable LED lighthead, allows you see details that other cameras miss. The wireless operation makes the system extremely versatile and allows you to take it anywhere and transmit the video anywhere. When this system is used with the optional media case with 10" day light readable screen, it allows the user to inspect any pipe anywhere you can get to. For more versatility virtually any reporting software can be added to greater enhance the systems capabilities.

FOCUSED ON THE WORLD'S UNDERGROUND INFRASTRUCTURE

The Aries logo features the word "ARIES" in a bold, italicized, sans-serif font. The letters are white with a red outline and are set against a background of horizontal red lines that create a sense of motion or speed.

Proudly Manufactured in the U.S.A.

**Wisconsin – 1-800-234-7205 • California – 1-888-285-0366
Florida – 1-800-327-4346 • Mississauga ONT – 1-877-730-7010**

www.ariesindustries.com • Email: sales@ariesindustries.com

The 'S' Has It

When it's time to incorporate, the S Corporation form offers a number of advantages – and raises a few caution flags, too.

By Erik Gunn

It's not an uncommon occurrence. A man or woman with a great business idea decides to take the plunge. At first it's an evenings-and-weekends thing. But as time goes by, it becomes more profitable, and more time-consuming. Pretty soon, the entrepreneur realizes it's time to quit the day job.

And because it's just been a one-person show, it's very possible that the founder has never bothered to incorporate. That can be a big mistake. It might seem easy just to keep going as a sole proprietor, but for the long-term security of your business, that can be a risky strategy.

purposes by selling shares. (Of course, that's a complex legal process to be undertaken only with professional consultation and following rules and regulations – but it does expand your fundraising options.)

Additionally, the simple act of incorporating can make your business look more serious and improve your creditworthiness to banks you approach for traditional financing.

C, S, or LLC?

There are three basic types of corporations. C corporations are the ones we most often commonly think of – typically major corporations like

LLC is a little more complicated. S corporations have been around a long time; LLCs are relatively new. For the most part, they're pretty similar, but there are important differences.

The law limits the number of S corporation shareholders to no more than 100 (with limited exceptions for families), and no foreigners, Latta notes. Also, S corporation shares cannot be held by an Individual Retirement Account, says Tom Ochenschlager, retired vice president of taxation for the American Institute of Certified Public Accountants. Violating any of those or some other rules can lead to

LLCs or S corporations that you may hear about from some advisors. But it requires great caution. Corporations pay out two kinds of income to shareholders. Shareholders who are also officers or employees may get paid in wages or salary. But shareholders also can get paid in the form of dividends.

In the case of S corporations or LLCs, both kinds of income get assessed federal income taxes (and state and local taxes as well, if they apply). Wages and salary, however, are also subject to payroll taxes for Medicare and Social Security (FICA).

Thus, it's possible for some of your corporate earnings to come to

Incorporation of any kind will cost you something – in money and in compliance with the laws of your state and the federal government as they apply to your chosen corporate structure. But the benefits far outweigh any costs in the protection it offers you.

“For most small businesses, especially of the type that has income, assets of any size and the need to designate a single person as president for contact with the public, a corporation is really the best,” says Richard Latta, a lawyer with the firm Michael Best & Friedrich in Madison, Wis., licensed to practice in Wisconsin, New York and California.

That's especially true for a business that works in a field that requires a license, is governed by state or federal regulations, or will expose the owner to liability if things go wrong. Incorporating limits the owner's legal exposure to the assets of the corporation. It also offers new sources of financing.

A sole proprietor who needs to raise funds has no choice but to borrow money and pay it back with interest. But a corporation can raise capital for expansion and other

General Electric or Exxon. While there may be specific reasons to opt for that structure, small businesses generally don't.

Instead, they typically become either S corporations or LLCs – limited liability companies. Why? One big reason is that C corporation income is taxed twice: once at the corporate level, and again as personal income when it's paid to the owner. Income from an S corporation or LLC is only taxed once, at the personal owner/shareholder level, Latta says.

Another advantage to the S corporation or LLC is in how often you have to pay taxes. C corporations typically pay estimated federal income taxes (and state taxes, if they apply) every month. Many LLCs and S corporations, like most unincorporated sole proprietors, pay those taxes every quarter.

Deciding between an S and an

disqualification of an S corporation.

However, there may be some uncertainties about how much an LLC actually protects the liability of an individual, Latta says. While S corporations have firmly withstood attempts to “pierce the corporate veil” between the corporation and the shareholder's personal assets, there are some states in which the strength of the LLC shield “hasn't been thoroughly tested,” he says.

For that reason, Latta believes the S corporation offers just a bit more security. But that may differ from state to state, so you should always check with knowledgeable financial and legal advisors before taking any steps to incorporate or change your existing corporate structure.

A caution about pay – and taxes

There's another point about

you as wage or salary income, and other earnings, with a lower tax bite as a consequence, as dividends. But if you apply this strategy, you should do it only with the most expert professional advice.

“It is a hot button with the Internal Revenue Service,” says Ochenschlager. One key test is how much money you've invested up front in the business. A dividend, after all, is only to be paid as a return on investment. If your business hasn't required much in up-front cash out of your own pocket for supplies, inventory or equipment, the taxman is likely to be very skeptical of your attempt to claim a dividend.

Also sure to raise eyebrows at the IRS are artificially low salaries for shareholder-employees who could earn much more for their work out in the job market, and other income claimed as a “dividend.”

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.



MEMORY CARD RECORDER
ELITE-SD

DVD RECORDER
Plumber's Mate

Light, Portable Mainline System
Portable Mini-Mainline

6 Wheel Drive
REBEL Crawler

See Further. See Clearer. See Everything.

4" to 6" Pipe
TORPEDO Crawler

Receiver/Locators

Ratech
See Everything.

TOLL FREE 800.461.9200
tel. 905.660.7072
fax 905.660.1519
www.ratech-electronics.com

COAST MANUFACTURING
Professional-Grade Drain Cleaning Machines, Cables & Accessories

Drain Cleaning Machines

- ▶ Heavy duty construction
- ▶ The most powerful motor in the industry
- ▶ Quick and easy reel changeover
- ▶ A one year rock-solid warranty

Cables

- ▶ Fabricated from high quality wire
- ▶ All sizes, lengths and ends

COAST MANUFACTURING
www.coastmanufacturing.com 1.800.541.7015

"If it turns out you're working a 40-hour week and only paying yourself \$5,000, the IRS will come back and say that's not right," Ochsenschlager says. "You should be paying yourself a salary equivalent to what you'd pay someone else to do that same job."

The bottom line

Incorporation of any kind will cost you something – in money and in compliance with the laws of your state and the federal government as

they apply to your chosen corporate structure. But the benefits far outweigh any costs in the protection it offers you, these experts say.

When you do incorporate, the S corporation is probably your best bet, at least for now. But make sure you understand all the rules that apply to that structure, and follow them strictly. Because the whole reason you're doing this is for a smoother-running business and peace of mind. And that's real corporate power. ■

\$595
Quantity Limited
Offer ends 9/30/10

NEW!
Seeing is believing.

GasAlertQuattro is the most economical and simple way to ensure compliance. Among portable multi-gas detectors, only the GasAlertQuattro has IntelliFlash, a green LED that continuously flashes to let the safety managers know their crew is safe, the site is compliant and the job is productive. So you can spend less, worry less and do more.

MRP
Milwaukee Rubber Products, Inc.

Call Toll-Free 1.800.325.3730
www.milwaukeeerubber.com

Lansas[®] PRODUCTS

MANUFACTURED BY VANDERLANS AND SONS, INC.



Custom Designs Are Always Available

High & Low Pressure Joint Tester



Vacuum Test Plate with Protective Cover

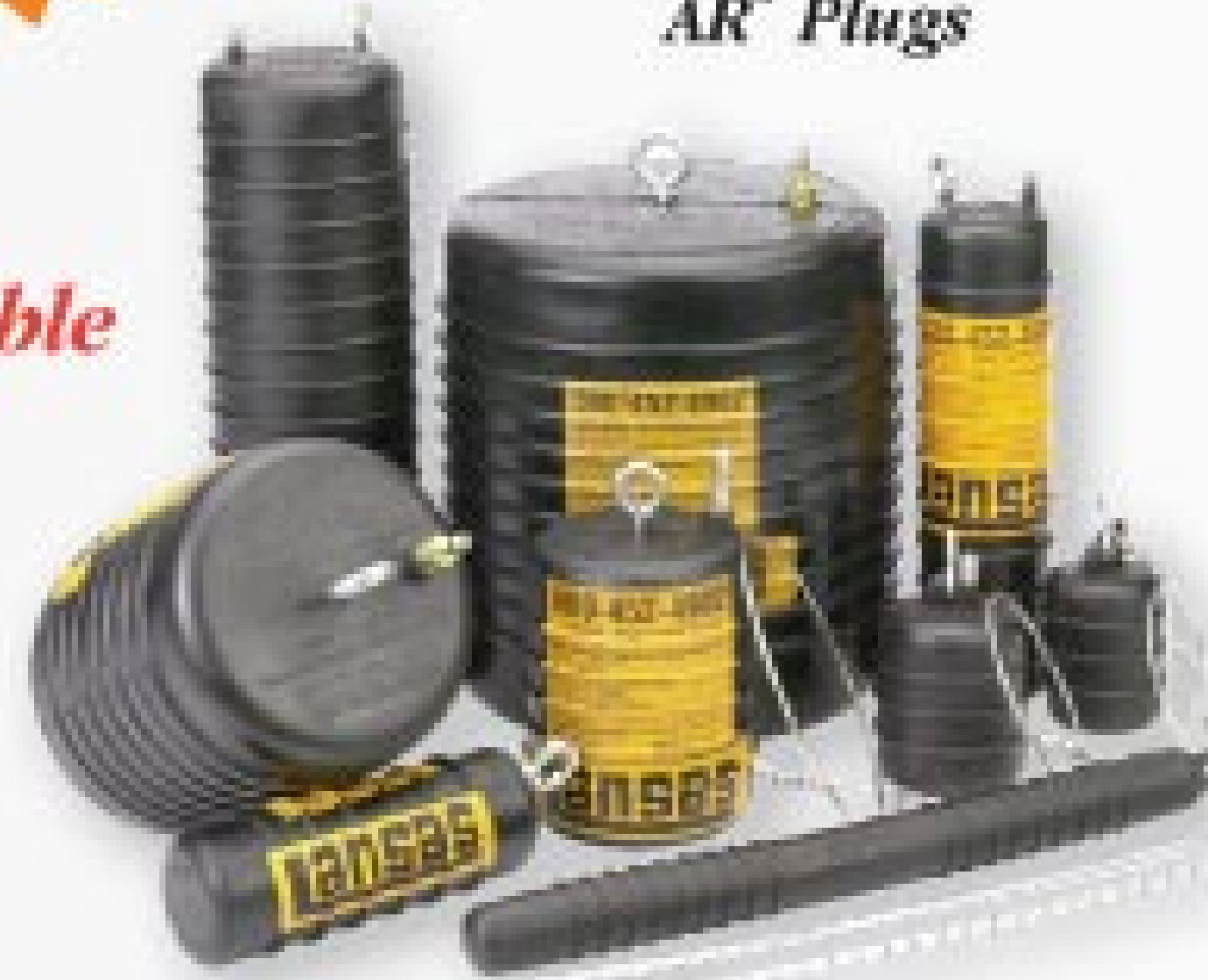


"Smart Box" Line Acceptance Test Kit



High Pressure Plugs ~ to 150 PSI

AR Plugs



Multi-Size Domebeads Front and Back Plugs



Vacuum Pump Manhole Vacuum Testing



"Super Vac" Manhole Vacuum Testing

VANDERLANS AND SONS, INC.
 California 1-800-452-4902
 Atlanta 1-770-509-9309
 Minneapolis 1-763-428-9290
www.lansas.com

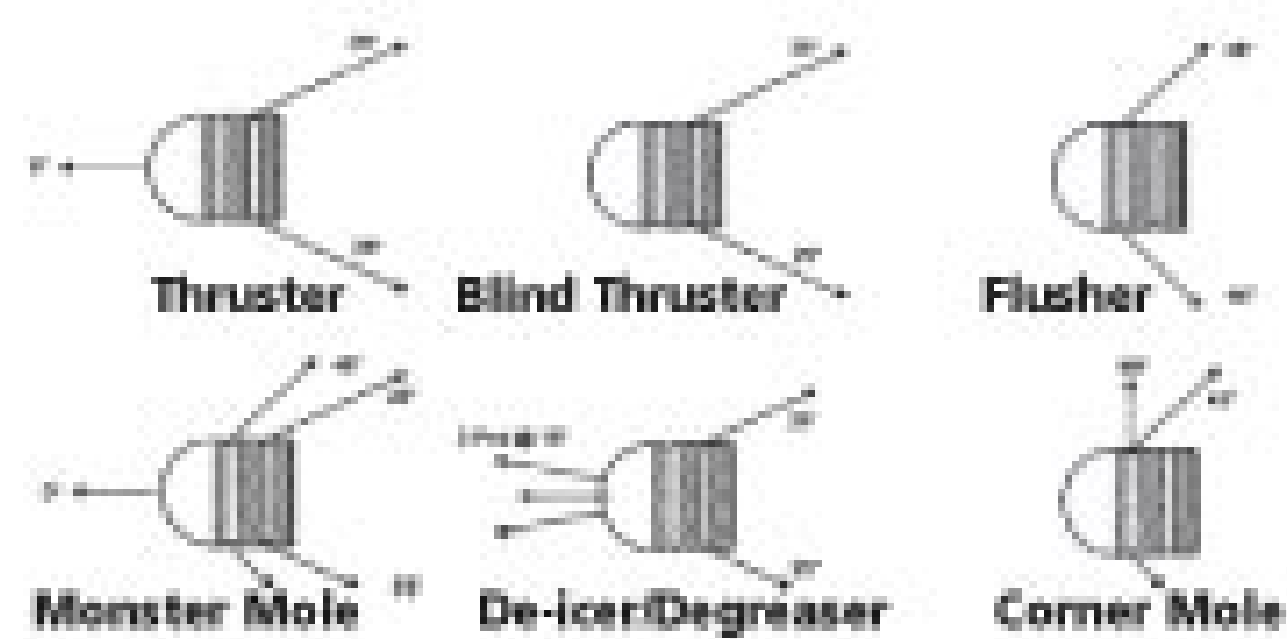


CUSTOM DRILLED NOZZLES

SIX PACK KIT™



- Each nozzle is **custom drilled** to match your pump's flow and pressure specs for **optimized nozzle performance**.
- Custom drilling means **your choice of spray patterns**.
- Each nozzle is made with **heat treated 416 stainless steel** for superior corrosion and wear resistance, and rated up to 10,000 psi.
- Most orders shipped within **one business day**.
- **100% satisfaction guarantee**.



NPT Size	Price	Savings*
1/8"	\$138	\$32
1/4"	\$149	\$33
3/8"	\$159	\$35
1/2"	\$173	\$39

*Compared to individual prices

CALL TOLL FREE: 877-457-2782
 North Royalton, OH 44133 • www.aquamole.com • Fax: 440-237-2987

An epoxy patching paste for concrete repair (vertical, overhead and floors).

Epoxytec CPP™ GEL

- Structural (16,000 psi compressive strength)
- Superior adhesion (even for feather edging)
- Seals and protects (great for rebar, pipes, joints, etc.)
- Absorbs vibration
- Easy to mix 1:1 kits (100% solid, no solvents)
- Controlled thickness (ultra thin to high build - 1/2")



1.877.GO.EPOXY | epoxytec.com
epoxytec.com/products/ CPP_Gel

"High performance products that work where others fail"

VU-RITE

Video Inspection Systems

Same trusted, modular camera components with the most versatile frame on the market at our special introductory price of

\$3995*

NEW MODEL



Was ~~\$995~~
Now **\$2995**

VU-Rite Video Inspection Systems now brings new meaning to the term "Modular Camera." Now you can configure a camera frame to fit your job space and needs - right on the job site in seconds!

- Interchangeable cage, pushrod and camera head assembly
- Removable and extendable wheels
- Side reeling for confined spaces
- Extendable "feet" for added stability
- Changeable accessories with a push of a button - "It's a snap"
- 512 Hz Transmitter



*Available for as little as \$147 per month with approved credit.

Sales

423-349-4300 • sales@vu-rite.com

WWW.VU-RITE.COM

PATENT NO. 7,171,701
Other Patents Pending

Made with pride in
Kingsport, TN

The Best Tools For The Job

**Ask
about
our NEW
line of
Wohler
Cameras**



Cables

Blades



**Drain Cleaning
Machines**

**Drain Care
Products**

WÖHLER
The Measure of Technology

Call today! 877-244-0556

Duracable

Manufacturing Company

www.duracable.com • sales@duracable.com • West Des Moines, IA 50265

• **Leaders In Cutting Technology.** •



FREE TRAINING AT OUR FACILITY ON OUR PRODUCTS!

- » Full Line of Dominator® Cutters Ranging from 4"-36"
- » Generation II Infinite Controls
- » Redesigned Air Motors Ranging from .7 HP to 2.5 HP
- » Air Motor & Cutter Motor Rebuilds
- » Classic 615 & Jumbo 1236 Repair Parts

We are a service-minded company. Call us for a demonstration of any of the unmistakable Dominator® cutters with ranges of 4"-36" and powered by the smaller, quicker Generation II Infinite Control.

Made In The USA



Financing Available

Bowman Tool Company
& Systems

717-432-1403
Fax: 717-432-0152
bowmantoolco@earthlink.net
www.bowmantool.com

**PIPE LINING
SUPPLY**

Complete inventory of lateral lining material, equipment and supplies for all types of lining systems.

Training and technical support available.



714-630-6311

www.pipeliningupply.com



BUSINESS BROKERAGE

Marketing & Brokering Sewer & Drain Businesses

powered by: **Cleaner**

TRYING TO SELL YOUR BUSINESS?

We can effectively market your business to more than 60,000 potential buyers in the portable restroom industry, your local markets, and other venues. No upfront fees – you don't pay

anything unless your business sells. To learn more about brokering your business through B², call 800-257-7222.

LOOKING TO BUY?

Call us, and we can add you to our VIP Buyer List

LISTINGS

Florida Plumbing & Sewer Business For Sale. Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Business grosses in excess of \$1 million. Extensive equipment including septic, Guzzler and Safe Jet trucks. Equipment has been featured in Cleaner magazine. **Asking price is 649,000, make an offer.**

Dallas/Fort Worth Texas Area Sewer/Rehab Business For Sale. Drain Cleaning, TV inspection, Pipeline & Manhole Rehab/Relining, Municipal Cleaning and Maintenance business for sale. Excellent opportunity to expand or start your own business. Good revenue history and priced to sell. Includes all equipment to get started. **Asking \$150,000.**

South Florida Commercial Real Estate, Plumbing & Sewer Business For Sale. Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Established name with real estate on turnpike. Real estate appraised in excess of \$2 million, business grosses in excess of \$1 million, close to \$1 million in equipment including Vactor, Guzzler and Safe Jet trucks. Equipment has been featured in Cleaner magazine. Assumable SBA loan for bulk of selling price. **\$2,799,000 for the entire package.**

Northern Minnesota Septic & Drain Cleaning Business For Sale. Established in 1965, owner is retiring. 3,500 customers including some contracted. Well-established name for 45+ years. Real estate available for additional fee that adjoins municipal dump site. Hunt, fish, snowmobile right out your back door. **Affordably priced at \$50,000.**

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business. Established in 1985, owner is retiring. Reputable business includes real estate servicing the entire Chicagoland area with sludge and biosolids disposal and treatment services. Real estate and shop included with sale valued at \$750,000, business grosses in excess of \$3 million annually, \$6.3 million in equipment and assets including several TerraGators, Vac Trailers, dump trailers, loaders and much more. **\$4,900,000.** Huge potential, good profit and priced right. Non-Disclosure Agreement required, all P&L statements, list of assets, and financials available to qualified buyers.

Texas Septic and Sewer Business. Grossing in excess of \$1,000,000 annually. Includes 2007 2500 gallon septic truck, 1995 2500 gallon septic truck, 2007 and 2008 Chevy service trucks, portable restrooms and more. 430 contracted customers. **\$799,000.**

North Carolina Septic Business. Grossing in excess of \$125,000 annually. Includes 2,000 gallon service truck, backhoe, jetters and more. **\$110,000.**

Massachusetts Sewer & Drain Franchise For Sale. Confidential listing. Non Disclosure Agreement required. Turn-key business, good revenue. **Asking \$165,000.**

New Jersey VIP Restroom/ Portable Toilet Business. Servicing Metro Philadelphia and Southwest New Jersey with VIP restroom trailers and portables. Many late model assets including 2 nice service trucks, 1 back-up service truck, pick-up truck, 4 VIP restroom trailers, nearly 300 restrooms, sinks, holding tanks, slide-in unit, 2 forklifts, and more. Assets worth over \$300,000 - priced to sell at **\$399,000.**

Green Bay, Wisconsin Area Septic & Drain Business. Solid and steady revenue history and nearly 20 years established. Excellent opportunity to expand or start your own business. Includes very well-maintained 3,800 gallon septic service truck, fully outfitted 2002 Chevy drain service van, drain & sewer equipment, all office equipment and computers, 2,700+ customer list, and more - a true turn-key or easy expansion opportunity. Very meticulously maintained equipment all kept inside a heated shop. Current owner is retiring. Large shop and real estate is also available if desired at additional cost. **Asking \$249,000.**

Allentown, Pennsylvania Area Sewer Business. Specializing in collection systems, video inspection, jetting, municipal work. Includes CUES TV & grout truck, Sewer Equipment Corporation jetter truck, Vactor 2100, RIDGID camera, confined space equipment and more! Good revenue history. Great opportunity to expand or start your own business. Current owner wants to retire. **\$330,000.**

Wanted. Very serious and well qualified buyer looking for sewer, septic or industrial business in Dallas, Texas area. Must be grossing between \$500,000-\$1,000,000. All inquiries are kept confidential.

Make 'No' a No-No (and Other Wisdom)

Here are some lessons about customer relations drawn from a long career in a variety of service-oriented businesses

By Ted J. Rulseh

Ted Rulseh is the editor of *Cleaner* magazine. He can be reached by calling 877/953-3301 or e-mailing editor@cleaner.com.



While working on a marketing campaign for a major engine manufacturer's generator rental business, I learned a powerful customer service lesson.

Colleagues and I visited the rental manager from one of the company's most successful dealers, who told us his secret to keeping customers happy: Take the word "No" out of your vocabulary.

He meant that quite literally. He never used the word "No" in talking to customers, and he didn't want his sales team members to use it either. "A customer doesn't want to hear the word 'No,'" he said. "He wants to hear the word 'Yes.'"

That didn't mean he or his colleagues would agree to anything a

one of many things this dealer did to make customers feel special. For example, several parking spaces right next to the front door were always kept open and were stenciled with "Customer First" in bright yellow letters on the asphalt.

As this example shows, if you spend enough time in service-related businesses (nearly 30 years in my case), you run into people who teach you things. I've met many such people, and the lessons they've taught, mostly through example, have served me well. Here are a few more.

"The customer doesn't want to hear about your problems." So you're having a rotten day. A couple of trucks are down. A technician has botched a project and you've been trying all day to recover. Now a

yourself, tell her you *can* – and call a friendly competitor. One way or another, let her know she's the one who counts.

"Make every customer feel like your *only* customer – always." I learned this from my boss while working in advertising. Agency life could get hectic. On a rough day I might be juggling two or three deadlines. Then another client calls and wants it right away. Maybe I can do it and maybe I can't, but the last thing I want to say is, "I'm busy with another account right now," or *anything* to that effect.

Because if I do, now the client is thinking, "Who are these other customers who are more important than I am? Maybe I should be with a company that puts *me* first." I've got to find a way to say "Yes," if at all

giving demonstrations to visiting customers in the company's showroom, all energy, spry and light on his feet, sometimes leaping off a dock board, bionic hip and all, to land on the floor four feet below.

He once told me that the easiest thing in the world to do, and possibly the worst thing for a business, is to give the store away to a customer who has a complaint. Someone who does that, he said, is a bit like a salesperson who only knows how to win orders in competitive situations by lowering his price.

Of course there are times when the company has made a mistake and fairness says the customer deserves a full refund. But there are other times when the customer is asking for compensation the situation clearly doesn't call for.

"A customer doesn't want to hear the word 'No.' He wants to hear the word 'Yes.'"

Equipment dealer rental manager

customer suggested, and so consent to doing the impossible, the unwise, or the unprofitable. It did mean the dealership's people were to talk with customers in affirmative ways.

For example, if a customer asked for a unit the company didn't have in inventory, the right answer wasn't "No." The right answer might be, "Yes, I believe I can get that for you – let me check." And then the salesperson could consult a database to see if neighboring dealers had the unit on hand.

Or maybe the right answer would be a question: "Why that particular unit?" – leading to discussion about another model in stock that would serve just as well or better.

It was an approach that served the company well, and it was just

customer calls and needs a job done and needs it now. And every impulse in you wants to say, "I just can't. This happened, that happened. Is there any way I can do it tomorrow?"

Now imagine you're the customer. She called to tell you her problems, and now she has to listen to yours? She has a blocked drain, company is coming for supper, and you're complaining about your day?

When your world is in chaos, and you get a customer on the line, you've got to forget what's wrong for you and shift to what's wrong for her. *Yes, ma'am, glad you called. We're on the case. We'll have someone there as soon as possible.* And then find a way to make it happen.

Or if you really can't help her

possible. Or if I can't, talk to the client, and see if maybe this request really could wait until morning.

But I should never, ever let the client know, or even think, that someone is ahead of him in line. Because a little slight like that could start the relationship on a long, downward spiral.

"Customer service doesn't mean just satisfying the customer. It means satisfying the customer at a profit." I learned this from the customer service manager of a loading dock equipment company I once had as a client. He was one of the most upbeat people I've ever known.

While nearing retirement age, he had a hip replaced. Soon after he was fully rehabbed, he was back to

Now is the time for diplomacy. Can you talk the customer down? Can you engage the customer in seeing not only his side, but yours as well? Can you transition to discussing what a fair resolution might be? Can you arrive at a solution from which the customer walks away happy, while you still make money?

If you can do that, then both the customer and your company have won. That's the essence of good business – and of quality customer service.

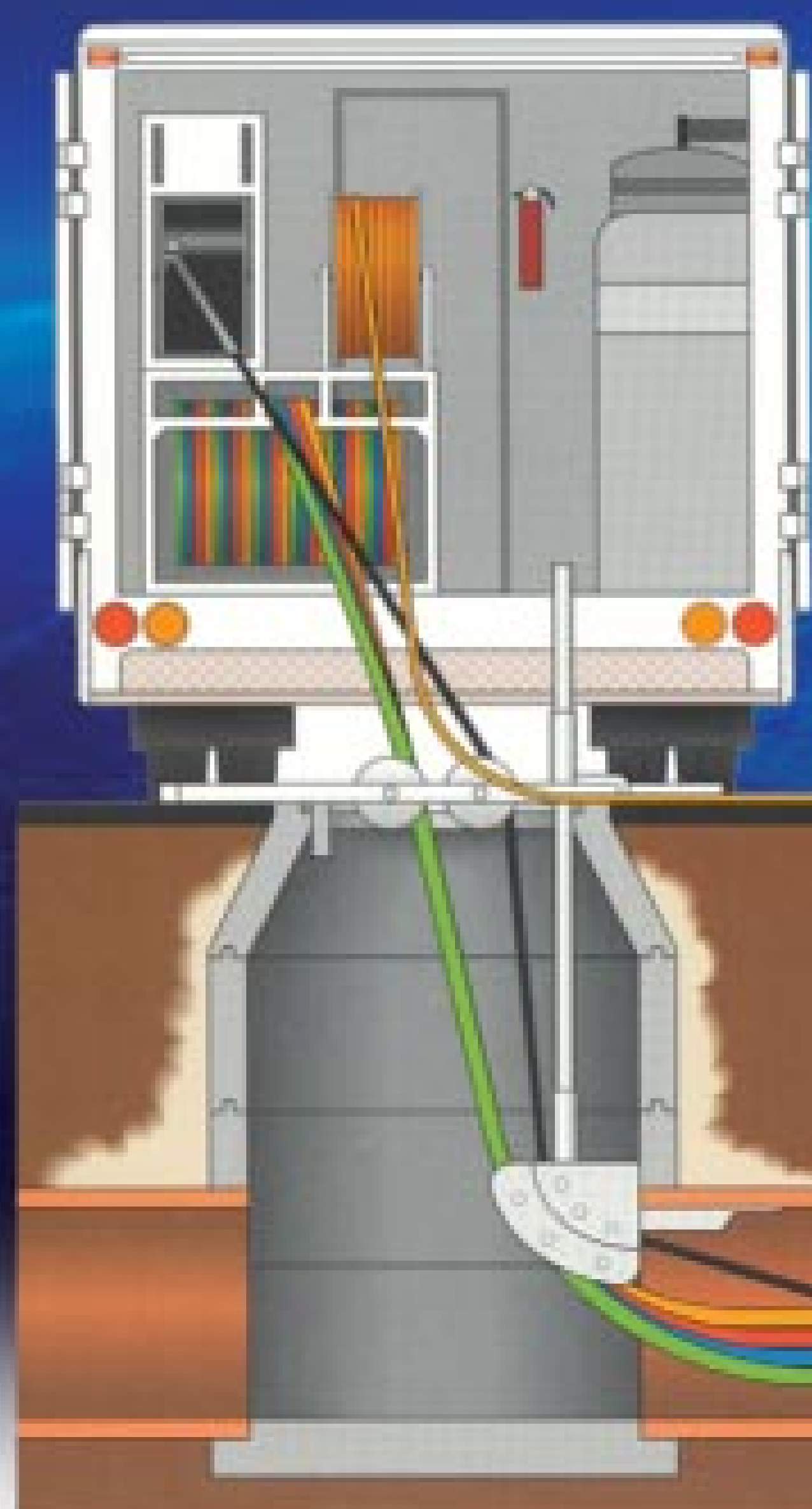
A parting word: Pay attention to everyone you meet in the course of doing business. You never know who might teach you a lesson worth remembering. ■

RELINING & REHABILITATION SOLUTIONS

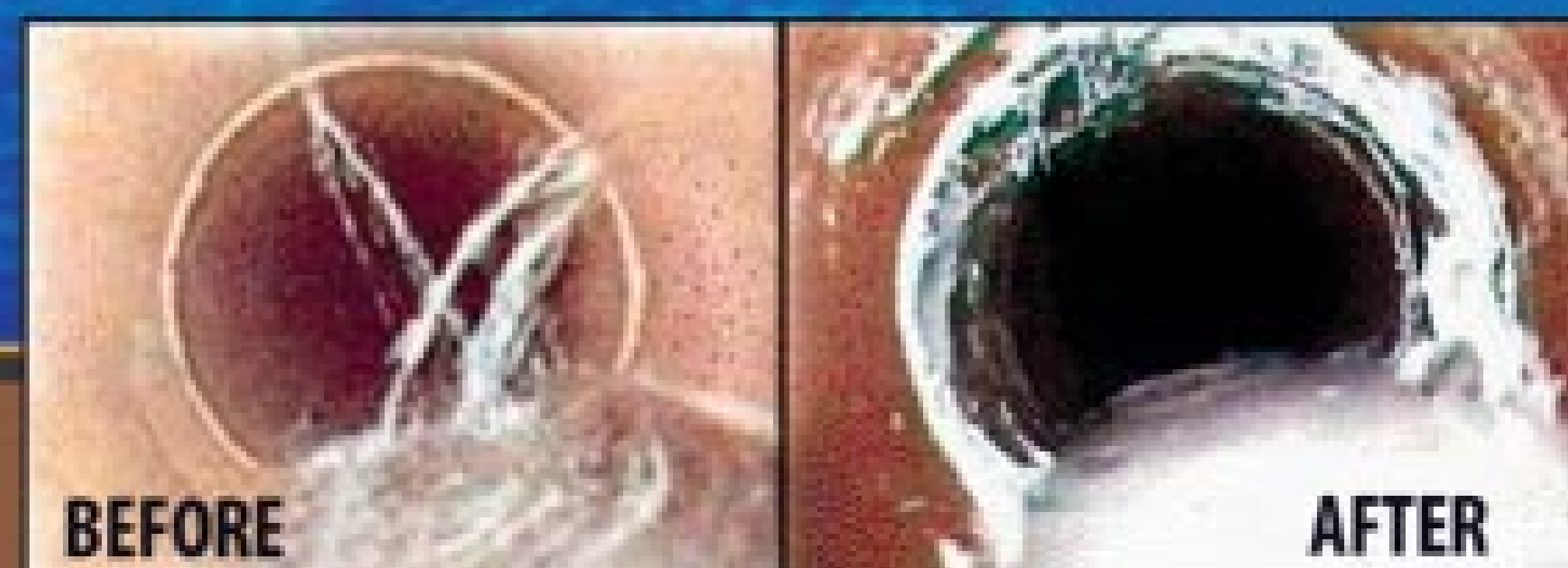
CUES TV GROUT / CUTTER INSPECTION TRUCKS



CUES offers a full line of portable and truck-mounted TV Grout/Cutter truck-mounted systems for your TV inspection and rehabilitation needs! Truck systems are available for mainline joint sealing/lateral sealing and can be equipped with the latest CCTV equipment for television inspection. Applications include joint testing and sealing of mainline and lateral joints, manholes, junction boxes, large diameter pipes, or any other low pressure waterproofing application. All systems can be configured to run Urethane, Acrylimide and Acrylate grouts. Dry freight box (for export) and trailer-mounted systems are also available. Grout packers are available for mainline and lateral sealing. The small and large Kangaroo cutters are specifically designed to open and reinstate wastewater service laterals and can be used to remove protruding lateral services. The Kangaroo cutters are equally effective in CIPP or fold and form liners and can be installed on any CCTV manufacturer's truck-mounted system. Pipe inspection operations and the resultant rehabilitation action are facilitated by one integrated system.



Use the CUES Kangaroo Cutters for reinstating lateral services, removing protruding taps, and brush finish existing cuts!



weftec 2010
the water quality event™

Visit Us! Booth #3335

"The Standard of the Industry"



www.cuesinc.com 800.327.7791 salesinfo@cuesinc.com

No Compromise
Best Service/Best Price

AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

Celebrating 15 years

1-800-504-7435

Complete Details At

www.AmazingMachinery.com

2288 Gunbarrel Rd, Ste. 111-151 • Chattanooga, TN 37421

Jetters



Starting At

\$8695

Up To 4000 psi
& 22 gpm

Starting At

\$1499

Up to 4000 psi
& 12 gpm



Jetter Hose Sale

1/8" Hose: 50' \$39.95 / 100' \$64.95

1/4" Hose: 100' \$89.95 / 200' \$169.95

3/8" Hose: 150' \$199.95 / 250' \$329.95

1/2" Hose: 200' \$409.95 / 400' \$689.95

Cable Machines



\$419

1/3 hp

\$1499

3/4 hp



Jetter Nozzles

From

\$16.95

Custom Drilled 2-25 Orifices



Locators

512 Hz

Only

\$895

Plus

Leak Detectors
Split Box Locators
Transmitters

Cameras

As Low As

\$399

36 Models To
Choose From



Video
Online



Conversion Kits

\$279

Convert A
Pressure
Washer
To A Jetter

Generators / Air Compressors / Pressure Washers / Trash Pumps

VSI Rentals, LLC.

51 Stone Road Lindenwold, NJ 08021

888-VAC-UNIT Fax: 856-627-3044



2008 Sterling truck mounted
combination vacuum and jetter units

3 Available

Price by Request



2008 Condor, dual steer truck mounted,
large capacity sweeper with dual sweep
gear and catch basin cleaner unit

Price by Request

**ALL UNITS AVAILABLE FOR
RENT OR PURCHASE
888-VAC-UNIT**



2008 International truck mounted,
industrial wet/dry vacuum loaders
with 27" Hg blowers

2 Available

Price by Request



2006 GMC (very low mileage) truck
mounted high pressure jetter unit with
TV inspection and vacuum system

Price by Request

PERFORMANCE LINER® SYSTEMS

LATERAL LINING THROUGH A CLEANOUT



RENEW SMALL DIAMETER PIPING

INSTALL & INSPECT LINER INTERNALLY UNDER PRESSURE PRIOR TO CURING

CLEANOUT SYSTEM



HOMEOWNER AND UTILITY FRIENDLY

NO DIGGING, NO SHORING, NO MAN-ENTRY



FOR MORE INFORMATION PLEASE CONTACT LMK AT 815.433.1275

WWW.PERFORMACELINER.COM
EMAIL: SALES@LMKENTERPRISES.COM

TECHNOLOGIES®

CIPP POINT REPAIRS



INVERTED CIPP SPOT REPAIRS

ASTM F2599 COMPLIANT

CURE= 2 HOURS OR LESS

CIP- MANHOLE LINING

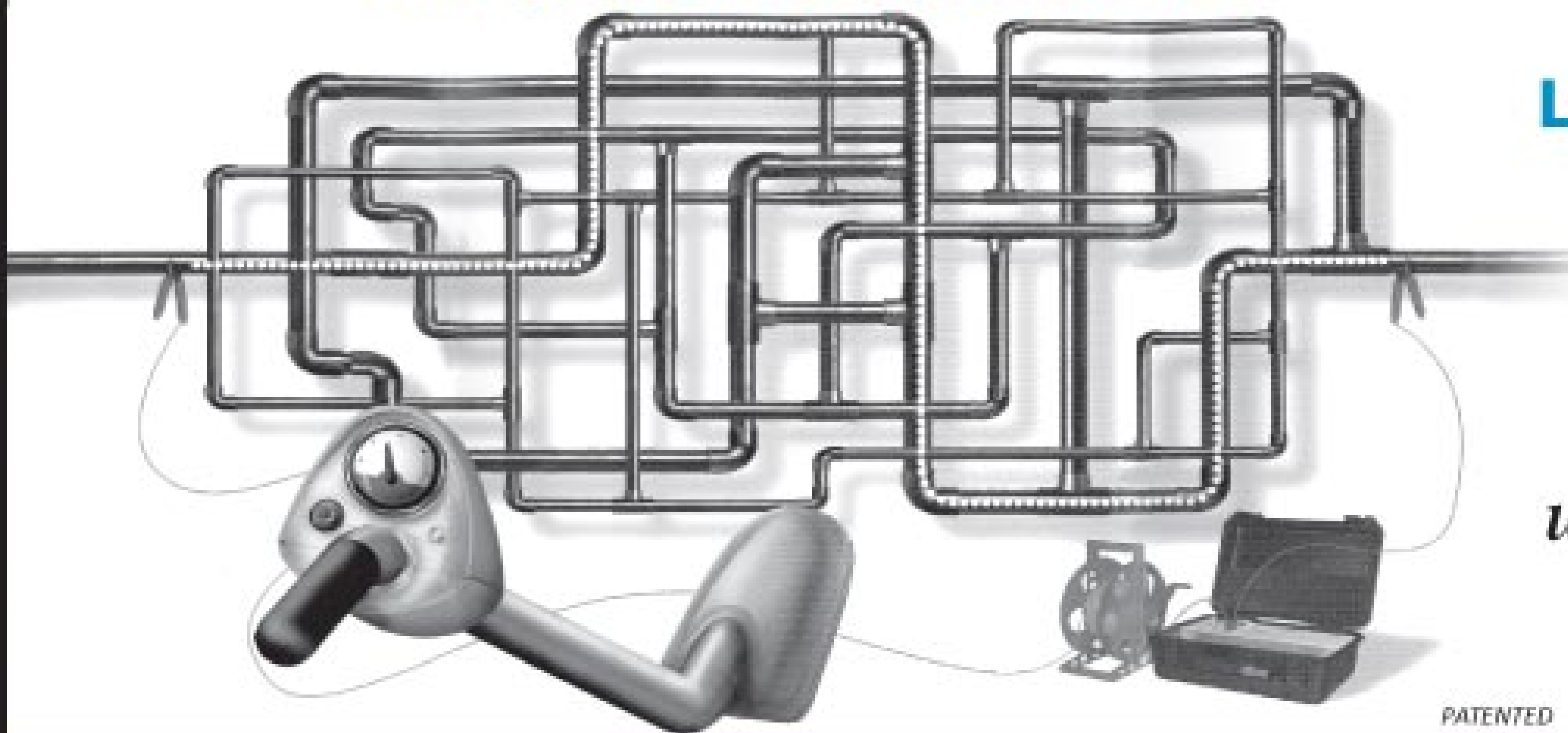


CIP CHIMNEY OR FULL-DEPTH MANHOLE

ONE CREW CAN INSTALL 4 TO 7 PER DAY

Pulsar 2000

Line Tracer



Locate Lines

Locate Water Leaks

Training Video

It's a jumble out there.

www.Pulsar2000.com

DISTRIBUTORS WANTED



PATENTED

The Pulsar 2000 line tracer is designed primarily to locate metallic pipes. The Pulsar 2000 is a directional line tracer. Connect the Pulsar's powerful and unique transmitter to your target pipe and locate only that pipe. Locating can be accomplished under floors, in walls and in ceilings. The Pulsar 2000 does not require grounding.

Leak detection personnel... The Pulsar 2000 is a must have locator. Now you can quickly identify the pipe location, thereby reducing the search area of the leak.

100% satisfaction guarantee... We are so sure that you will see the time

saving benefit of the Pulsar 2000, we will let you return it for a full refund if you are not satisfied. If you want to learn more about the Pulsar 2000 and our leak locating equipment, please call **1-888-752-5463** or e-mail jsmll@aol.com for a **free** demonstration video or CD and references of satisfied customers.

We have been using the Pulsar 2000 along with the XL2 fluid detector and Geophones since January 1989 in our leak locating business. Our leak locates are **accurate 95% of the time**, but I can honestly say, the line we trace is always there. Our equipment is user-friendly and requires very little training, as you will see on the video. Purchase the Pulsar 2000 line tracer, XL2 fluid detector and Geophones, and start locating leaks immediately.

YOUR SOURCE FOR **RIDGID**

CENTRAL OKLAHOMA

Winnelson

COMPANY



microEXPLORER™ Digital Inspection Camera



MINIPak Monitor



LT1000 Laptop Interface System



microDrain Reel



LCDPak Monitor

DVDPak

6% ONE YEAR FINANCING AVAILABLE!
Longer lease rates also available. Call Keith for details.

BUYING A SEESNAKE?

**CALL US FOR
GREAT PRICING &
FREE SHIPPING!**

**WE
WILL NOT BE
UNDERSOLD**

- Call Us Evenings and Weekends -
Keith: 405-602-9155 & Jim: 405-205-3974

CALL TOLL FREE: 888-947-8761

5037 NW 10th
Oklahoma City, OK 73127

www.centralwinnelson.com

ALL THE TOOLS OF THE TRADE. FROM ONE SOURCE.

AQUATECH

COMBINATION MACHINES ENGINEERED & BUILT AROUND THE OPERATOR.



O'BRIEN®

JETTERS THAT PAY FOR THEMSELVES. AGAIN, AND AGAIN, AND AGAIN.



ultraVac®

THE NEW POWER IN HIGH VACUUM LOADERS.



X-vac®

VACUUM EXCAVATORS. THINK OF THEM AS SURGICAL INSTRUMENTS.



When you invest in any of the Hi-Vac Corporation Brands, you are getting "The most value for your money". They are designed to be the easiest to operate. Cost less to maintain. And, are built tough to withstand the test of time.

Hi-Vac®

HI-VAC® CORPORATION

740-374-2306
USA 800-752-2400
FAX: 740-374-5447
hi-vac.com

Making Believers

Contractors often find they need to explain to prospective customers why they should choose pipe lining over traditional repair methods

By Ken Wysocky

Pipe lining is a logical service extension for contractors looking to diversify their services. But it's not unusual to encounter skepticism about the process from potential customers – residential and municipal – especially where the cost is higher than traditional, open-cut repair.

But all is not lost. Contractors can use a number of methods to show customers the clear advantages of lining. Those methods include before-and-after videos, and discussions of safety, landscaping issues, and plumbing system downtime. Here is how three contractors get customers to say “go” instead of “no” to pipe lining.

“The majority of homeowners we deal with are skeptical about pipe



William Gay

Plumber
Stemmler Plumbing Repair Inc.,
Richmond, Va.
Employees: 20
Years in business: 18

lining because you're looking at fairly high cost as opposed to digging,” says William Gay, a plumber and drain cleaner for Stemmler Plumbing Repair Inc. in Richmond, Va.

“But we point out the hidden costs of conventional repair, like how going down nine to 12 feet to repair a lateral might involve digging up a lot of their yard, and the thousands of dollars they might have to spend on re-landscaping.

“Another tool we use is a short, one-minute animated video on our Web site that explains the lining process. It really helps. I keep a laptop in my van, so if a customer doesn't have Internet access, I can pop it up on my screen and have them take a look.”

William Gay
Stemmler Plumbing Repair Inc.

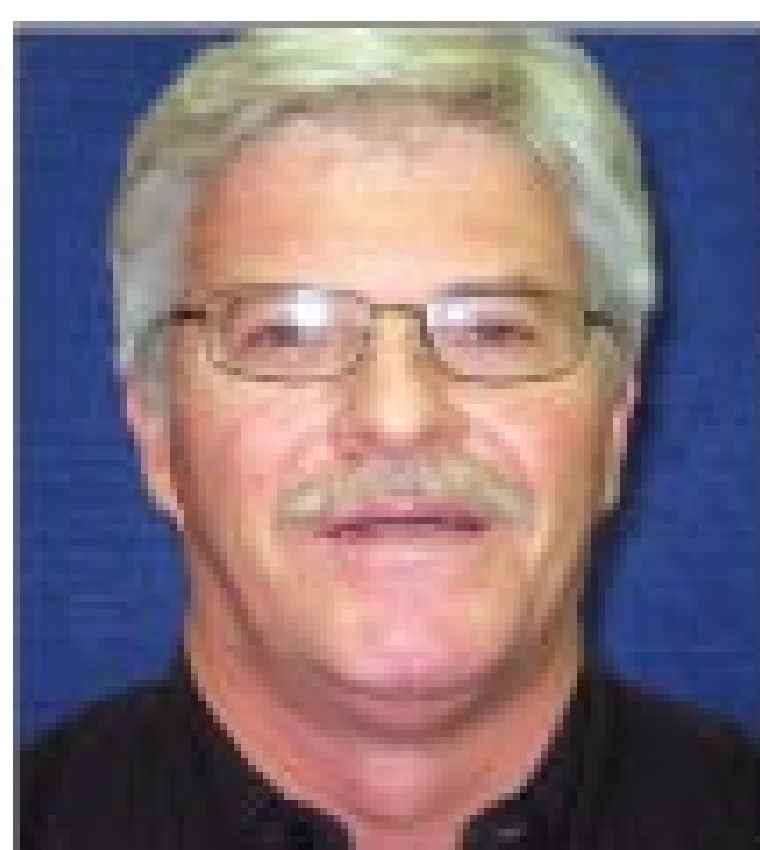
“For the most part, customers' biggest qualm is cost effectiveness. Of course, sometimes there's not a whole lot of room to do anything, so trenchless is the only viable way to do it. The lateral is never where you want it to be. Each situation is unique.

“We also explain to customers that there's less downtime with pipe lining. For the most part, we can finish in one day. The most time-consuming part is allowing time for curing and bonding – about six hours. So there's very little downtime. Also, if you're dealing with a large family with children, you won't have open holes for two or three days where kids can hurt themselves.

“With an open-cut repair, you're at the mercy of a local inspector's schedule, so you might have to wait to get a repair inspected before the excavation can be backfilled. Inspecting the line with a camera before and after the job is also important. You can show the customer that you actually rehabbed the pipe. We also explain that the hydraulics of a relined pipe are much better because there aren't any misaligned joints.

“We also sell our experience. Not many people do pipe lining where we are. But the more you do it, the more you learn and the better you are at doing it. It's painstaking to do, and every job is different. There's no one-size-fits-all approach.

“Another tool we use is a short, one-minute animated video on our Web site that explains the lining process. It really helps. I keep a laptop in my van, so if a customer doesn't have Internet access, I can pop it up on my



Duane Seals

Superintendent
Ace Pipe Cleaning Inc.,
Kansas City, Mo.
Employees: 80
Years in business: 55

screen and have them take a look. We also have brochures that include information about pipe lining.”

Memories from the early days of pipe lining have made some customers leery says Duane Seals, a superintendent at Ace Pipe Cleaning Inc., which lines municipal pipes in Kansas City, Mo.

“But now, the technology has improved, and people understand what resins to apply,” he says. “The products being installed are, in the recent past, far superior, and are proving to be, in most cases, a real advantage over an open-cut repair.

“The price appears substantial on the front end, although you can also have a situation where it's a wash with an open-cut repair. But statistically over time, if you have to break concrete or asphalt or there's infrastructure in the way, pipe lining is cheaper. Plus you don't have the traffic

Comments may be directed to Ken Wysocky in care of Cleaner.



disruptions. In addition, it's becoming difficult for municipalities and communities to field crews for open-cut repairs.

“At times, we find that engineers are skeptical, mostly about field performance. It's a newer technology and there's not a lot of experience level. We tell them that there's a new mousetrap out there every day, and we go with what's proven.

“The biggest selling point is that we can drastically reduce the inflow and infiltration in cases of large rain events. It saves municipalities tons of money in the long run.



Michel Fleury

General Manager
Caesar's Plumbing,
Ottawa, Ont.
Employees: 145
Years in business: 26

You've created structural integrity without disrupting the soil. It's a pipe in a pipe. We also show them videos of pipes before and after lining, or do demos. A picture is worth a thousand words.”

“There's a big market in our area for pipe relining,” says Michel Fleury, general manager of the infrastructure division of Caesar's Plumbing in Ottawa, Ont. “But a lot of times, it costs more, or it's easier to excavate.

“Still, the more we go into the city, the more we find that sometimes you can't excavate the way you'd like because there's so much infrastructure underground that you might disturb. By the time you dig it all up and redo it, there's an economy to lining.

“From my experience, the best tool we have to sell customers on pipe lining is showing them the condition of the pipe from inside, with a camera. When they see with their own eyes and you can explain what's wrong, from there, they understand.

“We always tell customers we'll show them before-and-after videos of their pipe so they understand what they get for their money. We also tell them that re-landscaping is expensive. We have an estimating sheet to show them the difference between pipe lining and excavating. We have the capability to line or excavate. But most times, when we try to push the lining and don't disturb anything, people are happy. They like it that we didn't have to cut a tree down, or disturb their sidewalk.” ■



GORLITZ SEWER & DRAIN **INC.**

10132 NORWALK BLVD. • SANTA FE SPRINGS, CA 90670

TEL: (562) 944-3060
FAX: (562)944-7630
E-MAIL: sales@gorlitz.com

SOCKET FUSION KIT FOR WATER AND GAS LINES FROM 3/4" DIAMETER TO 2" DIAMETER

T 63
\$995.00

COMPLETE SET OF ADAPTERS FOR 3/4", 1.0", 1 1/4", 1 1/2" AND 2.0" PIPES AND DEBURING TOOLS FOR ABOVE PIPE SIZES
HEATER WITH TEMPERATURE GAUGE • HEATER STAND
WRENCH • CANVAS STORAGE BAG (BAG NOT SHOWN)

DEBURING TOOL REMOVES SHARP EDGES AT PIPE END FOR EASE ASSEMBLY



ALL DEBURING TOOLS ARE MADE OF HEAT TREATED ALUMINUM AND O.D. KNURLED FOR A BETTER GRIP. THE CUTTING BLADES ARE HARDENED AND REPLACABLE.



ADAPTERS ARE MADE ENTIRELY OF ALUMINUM, TEFLON COATED AND MOUNTED DIRECTLY TO HEATER PLATE

HEATER PLATE IS MADE OF ALUMINUM, PROVIDED WITH THERMOSTAT, TEMPERATURE GAUGE, LARGE WOODEN HANDLE AND PIGTAIL

HEATER STAND IS PROVIDED WITH RUBBER FEET AND CAN BE MOUNTED ONTO LARGER PLATE FOR ADDED STABILITY



NEW PRODUCTS FROM GORLITZ

PISTOL GRIP, HAND HELD ELECTRIC DRAIN CLEANER FROM 1 1/4" DIAMETER TO 2.0" DIAMETER PIPES

MODEL GO 31 DRAIN CLEANER FEATURES ARE

- 120 VOLT, 1.60 AMP, TRIGGER ACTION REVERSIBLE MOTOR
- DOUBLE INSULATED U/L APPROVED ELECTRIC MOTOR
- 0-800 RPM ADJUSTABLE BUILT-IN TRIGGER WITH SPEED CONTROL DIAL
- STEEL KEYLESS CHUCK WITH HEAT TREATED JAWS
- HEAT TREATED CHUCK SPINDLE
- TOTALLY ENCLOSED POLISHED ALUMINUM DRUM
- WATERTIGHT NEOPRENE RUBBER SLEEVE
- RIGHT HAND CABLES INCLUDED: 1/4" X 35' WITH BULB AND 5/16" X 35' PLAIN

MODEL GO 31
\$320.00



GORLITZ ALL-STEEL CHUCK FITS OTHER MANUFACTURERS HAND HELD DRAIN CLEANERS

WEB: <http://www.gorlitz.com>



SHOP WITH CONFIDENCE - ORDER ON LINE



Serious Machines For A Serious Business

www.mongoosejettters.com 1-877-JETTER1



Introducing the **Mongoose 184-ETK** with available hydrostatic drive, up to 50% more storage space in a comparable body than the competition, and Mongoose reliability. Welcome to the Future!

WELCOME TO THE FUTURE

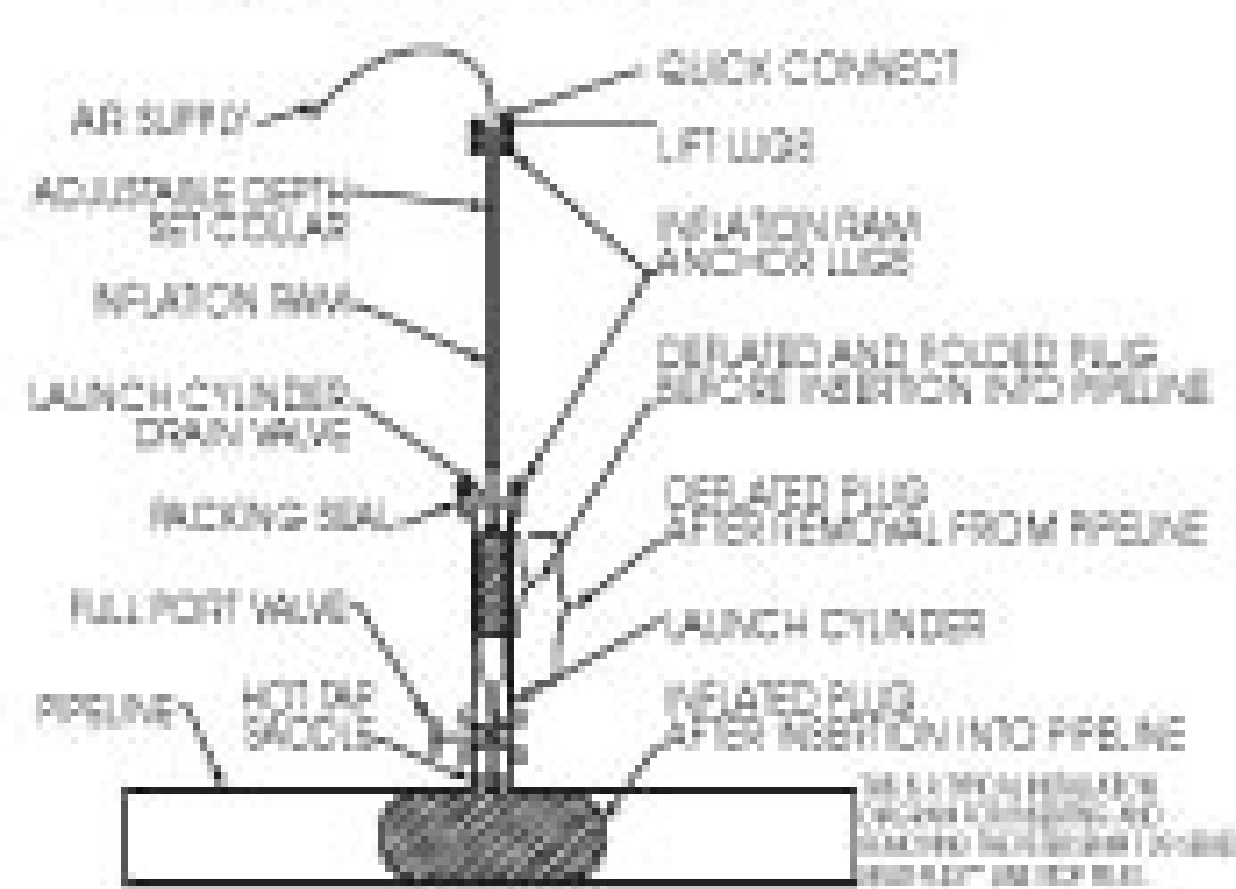


Sewer Equipment Co. of America • 800.323.1604 • www.sewerequipment.com • www.mongoosejettters.com • www.ram-vac.com

Petersen® Pipe Plugging Systems



Economical Hot Tap Plugging Systems



Pipe Plugs and Packers for all your Pressure, Chemical, and Temperature Requirements. Call us to quickly customize a pipe plug or plugging system for your specific application.

www.pipeplug.com

Petersen PRODUCTS COMPANY
Serving Professionals Since 1916

PHONE 800.926.1926 OR 262.692.2416
FAX 800.669.1434 OR 262.692.2418

THE LEADER IN PUMPER/CLEANER REELS SINCE 1933



Washdown and Clean Up With Hannay Reels



Applications

- Power washing
- High pressure washing
- Vehicle and equipment washdown and clean up

Advantages

- Flexibility of mounted and portable designs
- Hose pickup and storage is quick and neat
- Tried and tested technology
- Tough reels for the toughest environments



Download or call for your FREE catalog
<http://go.hannay.com/S15> 877-467-3357

Your #1 Supplier

of Sewer Inspection
Connectors, Cables, Pigtails
OceanquipLLC.com



Seacon/
Turck

See Us At  **water tec** 2010
the water quality event™
in New Orleans, SEACON Booth #2419

504 738 7833 p/f ■ jfowler307@aol.com

OLDEST NAME IN THE BUSINESS

— Over 100 YEARS OLD —

Repair Center for: Ridgid SeeSnake, Gen-Eye, Radiodetection, Vision Technology, Electric Eel & Spartan Cameras **Fast Turnaround Time**

StoneAge® Warthog® Nozzles



WD-1 1/4"
(8-36" lines)



WG-1"
(8-36" lines)



WH-1/2 & 3/4"
(4-8" lines)
(6-18" lines)



WT-3/8"
(3-6" lines)



WV-1/4"
(2-4" lines)

FREE Service Kit with Purchase of WD or WG Nozzles
Expires 12/31/2010



Special pricing on all General jeters, cameras and machines

gVision

- Easy to use removable Digital recording device.
- Easily viewed in bright daylight!
- Plugs into most existing sewer camera systems
- 30 gig hard drive stores hours of videos
- Changes the way business is done



Jet sonde Carriers

- 3/8", 1/2", 3/4" And 1" Jetter Hoses

Cable sonde Carriers

- 3/8" To 1-1/4" Sewer Cables

gPower

- External inline battery supply
- Up to 4 hours of continuous use
- Built-in rapid battery charger



gPlayer/ On the Flash

- Easy To Use USB Media Player
- Your Digital Business Card
- A Better way to do Business



Allan J. Coleman Co., Since 1905 - Call us today! 773-728-2400

"THESE PRODUCTS ARE SO GOOD, WE GIVE YOU OUR ADDRESS!"

5725 North Ravenswood Avenue • Chicago, IL 60660 • www.allanjcoleman.com

PHCC MEMBER

Jet Power

Waterjetting helps Smith's Sewer & Drain take off in the residential, commercial and industrial cleaning business

By Ken Wysocky

Bob Smith used to be just a guy with a truck. Then he bought a used trailer-mounted water-jetter made by Harben and watched his business take off.

who does use cables on jobs for which they are suited.

"It might take three or four hours to unclog 100 feet of greased-up line with a cable machine, but only 10 or 15 minutes with a jetter.

It's a heck of an invention."

Smith says it's hard to quantify how much the jetter increased his annual revenue, but he estimates it doubled

gross sales after a year or two. And using the jetter increased customer retention because it completely cleaned lines.

"In the long run, it was cheaper for my customers and did a better job, too," says Smith, who cleans,

inspects and locates residential, industrial and commercial pipelines.

"When you're finished, the line is as

at up to 18 gpm. Smith loves its versatility: he can clean everything from laterals and culverts to sand mounds

MONEY Machines

"In 1996, I drove out to Michigan to demo it, bought it and drove it home," says Smith, owner of Smith's Sewer & Drain in Orangeville, Pa. Until then, he had relied on cable machines. "The jetter gave me a lot more chances to help out customers," he says. "A cable machine only gets you so far."

Three years ago, Smith bought a new trailer-mounted Harben 4018 DTD jetter to replace the older unit, which he donated to the Pennsylvania State Fair. The tandem-axle unit carries a 300-gallon water tank; a pivoting rear-mounted hose reel; an antifreeze circulation system for cold weather; and a mini-jetter kit to handle 2- to 4-inch laterals.

More cleaning power

"If you have a big sludge backup or a grease clog in a restaurant, a jetter is leaps and bounds better than a cable machine," says Smith,

"I'm pretty much gunned up to handle just about anything. In this line of work, your equipment has to be ready to rock and roll when customers call. You need a machine that can get in and get out."

Bob Smith

clean as a rifle bore. If I can't open a line with a jetter, either the line is broken or there are extenuating circumstances. The jetter just doesn't take no for an answer."

Does it all

The jetter generates 4,000 psi

and septic systems. The machine can even remove scale on the inside of industrial pipes.

"I wouldn't want to be without one," Smith says. "My jetter is one of my main weapons. I use it as a locator tool, too. I strap a sonde onto the jetter, so I can trace it and see where



A 4018 DTD trailer-mounted jetter from Harben gives Smith's Sewer & Drain a potent weapon against pipeline blockages.

MONEY MACHINES

OWNER:	Smith's Sewer & Drain, Orangeville, Pa.
EQUIPMENT:	Harben 4018 DTD trailer-mounted waterjetter (4,000 psi/18 gpm)
APPLICATIONS:	Residential, commercial and industrial pipe cleaning
PRIMARY FEATURES:	300-gallon water tank; a pivoting, rear-mounted hose reel; antifreeze circulation system
COST:	About \$35,000

TRY TEK Machine Works, Inc.

FAST DELIVERY
on
replacement parts



We accept most
major credit cards



Contact us for more information:
Phone: 717-428-1477
Fax: 717-428-2865
Email: trytek@trytek.com

250 N. Main St.
Jacobus, PA 17407
USA

**Hundreds
in use!**

www.trytek.com

6" to 15" Tap Cutter

Serving the
industry for
25 years

it's going. If I get stuck, I know where to excavate to repair a broken pipe."

Smith also relies on a RIDGID SeeSnake camera, a Radiodetection locator, and four cable machines: two from Gorlitz Sewer & Drain and one each from Spartan and Duracable Mfg. Co.

"I'm pretty much gunned up to handle just about anything," Smith says. "In this line of work, your equipment has to be ready to rock and roll when customers call. You need a machine that can get in and get out. I couldn't ask for anything more out of a piece of equipment than what I get from my jetter." ■

MORE INFO:

Duracable Mfg. Co.

515/273-1951
www.duracable.com

Radiodetection

207/329-5467
www.radiodetection.com

Gorlitz Sewer & Drain Inc.

562/944-3060
www.gorlitz.com

RIDGID

800/769-7743
www.ridgid.com

Harben Inc.

800/327-5387
www.harben.com

Spartan Tool LLC

800/435-3866
www.spartantool.com

SHOW US THE MONEY (MACHINE)

Money Machines, a feature in *Cleaner*, reports on innovative work vehicles that help contractors operate more efficiently, satisfy customers and earn more profit. We'd like to know about your Money Machine — be it a service van, camera truck, jetting rig, vacuum unit or any vehicle that really helps drive your business. To nominate your vehicle for a feature in this column, send an e-mail to editor@cleaner.com. Tell us briefly but specifically what features make it a great producer. And send a picture — because appearance counts. We look forward to seeing your Money Machine.

What you learn on these pages could be
worth \$1,000s.

It's all yours for less than \$1 a month.

Cleaner

Subscribe today.

Three Years (36 Issues) \$36

www.cleaner.com or 800-257-7222

TIME = \$\$\$\$

**DON'T WASTE TIME ON
CLOGGED PIPES!**

**Remove
Grease & Organics
Quicker & Easier
With SEWER FOAM...**



*Sewer Foam is great in
hard to reach areas for
both residential and
commercial pipes!*



Visit www.chempace.com to See Sewer Foam In Action
And Call 800.423.5350 for Special Introductory Price!

chempace
corporation

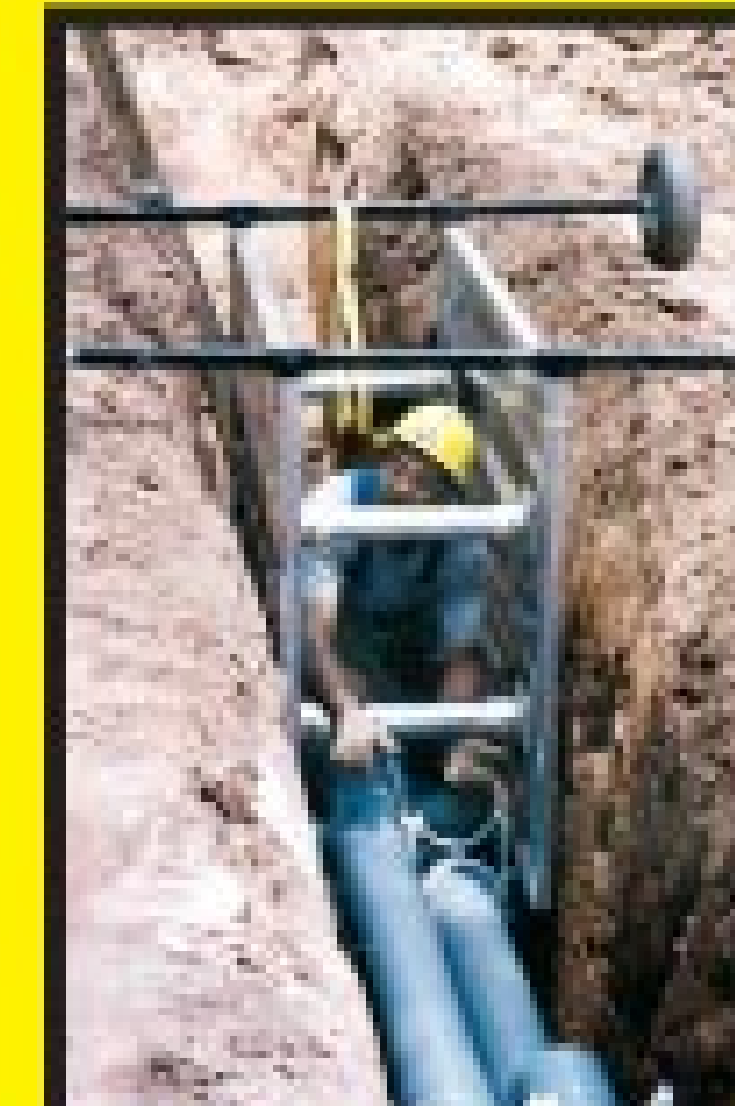
DEODORIZING · ODOR CONTROL · CLEANING SOLUTIONS

ultra *ultra* *ultra*
LIGHT - VERSATILE - SAFE

ultraSHORE
P R O D U C T S



Quick to install.
As light as 130lbs.



Roll Your Own.
Optional wheel kit.



Stacks easily with
2' & 4' high panels.

This is What Aluminum Shoring Was Meant to be!

SCA
SAFETY CORPORATION OF AMERICA

1-800-683-8837

1-800-SHORING

CALL TOLL-FREE NATIONWIDE • 1-800-746-7464

www.shoring.com



FROM LATERALS TO MAINLINES TO STORM DRAINS. . .

There's so much more you can do when your crews are running RST systems.

- Interchangeable cameras, tractors and crawlers to perform fast, accurate inspections in lines 4" to 200" in diameter and up to 3,000 feet in length
- Cameras feature high intensity white LED lights
- 40:1 Zoom with automatic iris and focus available
- Portable, truck and trailer mount configurations



GET MORE. DO MORE. RST.

Call today for more info about our custom-fit inspection tools for municipalities and sewer service contractors.

VEHICLES | CAMERA SYSTEMS | SOFTWARE

800 767 1974

www.rstechserv.com

RS Technical Services Inc.
Design and Manufacture of Video Pipeline Inspection Systems



Featured in an article?

Make the most of it!

REPRINTS AVAILABLE

We offer:

Full copies of the original magazine

Hard copy color reprints

Electronic reprints

Visit cleaner.com/editorial for articles and pricing

E-mail jeffl@colepublishing.com

or call 800-257-7222

Turn your **SCARY** into *SEXY*
with
KEG Technologies

Break through those webs with less fuel,
less man hours and less water!

If you *Dare to Compare...*
contact KEG Technologies at
www.kegtechnologies.net

KEG 1.866.595.0515

Keep It Flowing!

- Reliable Products
- Excellent Delivery
- Incredible Support
- Personal Service

Manufacturing Drain and Sewer Jetting Equipment since 1985. Cold and hot water Portable, stationary and trailer mounted models for lines up to 24"

Custom built equipment to your specifications.

CAM Spray
Working well under pressure

520 Brooks Road 800-648-5011
Iowa Falls, IA 50126 www.CamSpray.com

BREAK INTO NEW OPPORTUNITIES WITHOUT BREAKING DOWN WALLS.

Now you can use our lateral relining system in a whole new way.

MAXLINER

Thanks to the compact and portable MaxLinerGun[®] you can repair interior drain pipes behind walls and beneath floors without disturbing tenants or residents. MaxLiner allows you to reach and reline even the toughest vertical pipes and downspouts, while providing you with added cash flow.

Call **276.656.1225** or visit us at maxlinerusa.com.

THE ONLY ICC-ES CODE COMPLIANT CIPP SYSTEM



Tracking Trouble

A Florida contractor uses a thermoforming PVC alloy pipe to prevent the collapse of a major highway and railroad crossing

By Scottie Dayton

A heavily tuberculated, flaking and rusting 90-foot section of 18-inch carbon steel pipe in a 280-foot clay pipe sewer was a headache for the City of Titusville, Fla.

Waste hung up on the tuberculation, causing stoppages that belched sewage up two 15-foot-deep manholes in the center turn lane of a major four-lane highway. Daily cleaning and jetting to open the line caved in the crown, inundating the wastewater treatment plant with mud, sand, and infiltration, as the pipe was below the water table.

Vibrations from passing traffic loosened more soil, creating a void that began migrating well below the asphalt toward a railroad track crossing the highway. If the void reached the tracks, the city feared it would undermine the bed. Continued cleaning brought down more sections of pipe, blocking the jetter.

About the only things preventing a depression or hole in the center lane were the communication and fiberoptic cables, gas lines, and water mains running above the sewer. Open cutting was out of the question, and the city bid specified that lining products had to withstand a gritty, semi-live pipe.

Engineered Lining Systems (ELS) Inc. in Jacksonville, Fla., won the contract. It overcame all obstacles by using a custom PVC alloy thermoforming pipe lining system that rehabilitated the sewer in three hours.

What a mess

A camera inspection revealed that the clay pipe had minor imperfections, but tuberculation in the carbon steel section under the tracks had constricted its diameter to 3



Top: The boiler truck generates steam that softens the SDR35 PVC alloy pipe, enabling it to be pulled off the spool and into the sewer. Below: Steam rises from the heated liner as workers from Engineered Lining Systems pull the head of the liner toward the manhole. (Photos courtesy of Engineered Lining Systems Inc.)

TOUGH JOB

PROJECT:

Line a sewer beneath a highway and train crossing

CUSTOMER:

City of Titusville, Fla.

CONTRACTOR:

Engineered Lining Systems Inc., Jacksonville, Fla.

EQUIPMENT:

PVC alloy fold-and-form pipe lining system, UltraLiner; Lumberjack chain cutters, NozzTeq Inc.; combination truck, GapVax

RESULTS:

Pipe lined and potential collapse averted

inches. Work proceeded from dusk through dawn when the traffic and hydraulic flow were lightest.

A city crew plugged the upstream manhole, then used the other deep manholes on the line as storage capacity, enabling six ELS



workers to jet the line. "The city monitored the manholes, releasing the pressure three or four times a

night when they were full," says ELS president Don Arch.

The crew parked its equipment



The sewer plug flares out the end of the liner, locking it in place against the manhole and preventing inflow and infiltration.

in the turn lane and worked from the downstream manhole. Traffic was never affected. The men used Lumberjack high-speed, low-torque

All or nothing

The SDR35 PVC alloy pipe from UltraLiner arrived from the factory in Oxford, Ala., coiled on a

“We started pulling at 2 a.m. and the line was completely rehabilitated by 5 a.m. That’s a very quick turnaround.”

Don Arch

multipurpose chain cutters from NozzTeq Inc. and a GapVax combination truck to clean the pipe. They regulated flow and pressure as needed, avoiding damage to the fragile metal.

“Although we were very delicate, sections of pipe still failed, pinning the cutter and jetter,” says Arch. “When that happened, we’d launch another jetter from the upstream manhole to wash off the mud and free the trapped tools.” The men cleaned 12 to 14 hours a day for four days, much longer than Arch anticipated.

After they removed 90 percent of the tuberculation, Jeff Wayner, Public Works field operations superintendent, reviewed the tapes and decided it was time to line the pipe. “The more we cleaned, the greater the risk of catastrophic failure and having to excavate,” says Arch.

wooden spool and folded like an H lying on its side. Arch notes that the liner could not simply be pulled off the spool because the alloy has a memory and would coil up again. The material must be heated and softened first.

“We formed a tent over the reel with a tarp and introduced steam from a boiler truck through a pipe into the center of the spool for about an hour,” says Arch. The hole, acting like a chimney, dispersed steam at 280 degrees F upward and over the liner until it was limp.

While the liner heated, the men pulled a 1/2-inch winching cable through the pipe. When the liner was pliable, they tapered the head to prevent snagging in the sewer. They then drilled two opposing holes 12 inches in from the edge, fed a chain through the holes, and hooked it to

a 30-ton hydraulic winch. It pulled the liner through the pipe at 40 to 50 feet per minute.

The crew sealed the upstream end tightly against the manhole with a flow-through sewer plug from Plug-It Products, then connected the steam hose. The heat relaxed the alloy and prevented post-installation longitudinal shrinkage. The crew then plugged the downstream end and increased the boiler pressure to 8 psi to inflate the liner.

“Using the correct amount of pressure was critical, as too much would have expanded the liner through the numerous gaps and ruptured it,” says Arch. After the liner formed to the pipe, they reduced the pressure to 4 psi to hold it in place as an after-cooler blew in 80-degree compressed air.

When the temperature at the exhaust end of the liner dropped below 100 degrees, the crew turned off the pressure and allowed the liner to cure for two hours. If a mistake had occurred in the process or placement, they could have reheated the liner, applied a vacuum with the combination truck to collapse it, extracted it, corrected the error and reinserted the liner.

The sewer plugs flared out the ends of the liner against the manholes, locking them in place and

preventing inflow and infiltration. To combat the head pressure at 12 feet below the water table, a worker applied hydrophilic rubber seals to fill any remaining annular spaces between the liner and manhole, then coated them with Epoxytec Concrete Polymer Paste.

“We started pulling at 2 a.m. and the line was completely rehabilitated by 5 a.m.,” says Arch. “That’s a very quick turnaround.” The crew’s final inspection of the pipe showed that the liner had formed itself to a slick surface even where the original crown was missing.

Parting shot

When workers laid the sewer in the 1930s, they shored up the trench with wooden cribbing, and it was still there. All the I&I and jetting had washed away much of the surrounding soil, creating a huge void around the pipe.

“The city had resurfaced the highway the previous year and didn’t want to risk a cave-in,” says Arch. “We called Henderson Wilder Company in Orlando to stabilize the soil and highway.” Two days of pumping grout removed the threat of collapse. ■

MORE INFO:

Epoxytec

877/463-7699

www.epoxytec.com

GapVax Inc.

888/442-7829

www.gapvax.com

NozzTeq Inc.

866/620-5915

www.nozzteq.com

Plug-It Products

209/334-4904

www.plugitproducts.com

UltraLiner Inc.

256/831-5515

www.ultraliner.com

RENTALS
 •
 SALES
 •
 SERVICE

“America’s
 Longest Standing
 VACTOR Dealer”

VACTOR
Subsidiary of Federal Signal Corporation

Southern California & Southern Nevada

VACTOR RENTALS

Rent a wide variety of Vactor, Elgin and Guzzler Equipment throughout the Western United States

Fresh Reconditioned
 Units **in STOCK**

**NOW WITH TWO LOCATIONS
 TO SERVE OUR CUSTOMERS**

Haaker Equipment Company

2070 N. White Ave. • La Verne, CA 91750

909-598-2706

&

Haaker Equipment Company

10 W. Mayflower Ave., N. Las Vegas, NV 89030

702-639-0156



This Is The Nozzle You've Been Waiting For

Root Rat
*Patented
 MADE IN THE USA

root cutter nozzle



3/4-1" 40-160 gpm/1500-4000 psi



1/2" 7-35 gpm/1500-10,000 psi

3/8" 3-10 gpm/2000-7500 psi



Root Rat Combo Kit

3/4 - 1 inch root rat combo kit. Use a reducer adapter to go from 1 inch to 3/4 inch.

“The Root Rat is the easiest and most versatile root cutter nozzle I have ever used. The Root Rat works where other nozzles fail.”
Tim Jones, owner of Eastern Sewer Jetting



Custom Built Jetters

Hot or cold water jetters from 4gpm at 4000psi to 12gpm at 4000psi, skid or cart frames or small trailer systems.

**WE SELL AND SERVICE
 COLD WATER JETTERS**
 We Sell Parts, Pumps,
 UNLOADERS, HOSES, JET TIPS, ETC.
 Visa, Mastercard, Discover,
 AmEx Accepted

**CHEMPURE
 PRODUCTS CORP.**
 1-800-288-7873 • 330.874.4300
 www.chempure.com

**KEN-WAY Beats the Others
 DAY-IN • DAY-OUT**

And they have for over 50 years

KEN-WAY CABLE CLEANERS

for cleaning sewer, drain or process lines from one to ten inches, up to 75 feet with the Junior and up to a full length of 300 feet with the Model 400

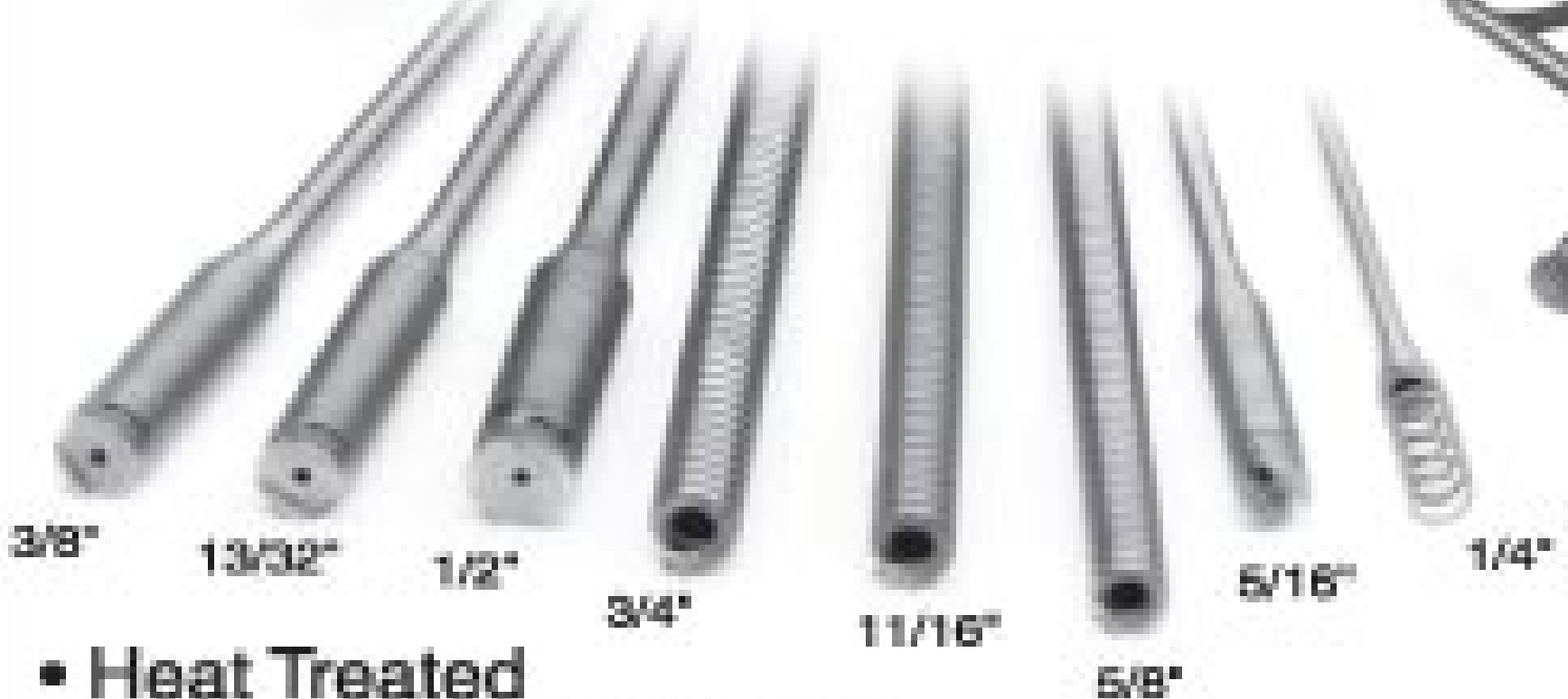


Junior



Model 400

**KEN-WAY
 Exclusive Built Cables**



3/8" 13/32" 1/2" 3/4" 11/16" 5/8" 5/16" 1/4"

- Heat Treated
- Inner-Core or Non-Core
- Fit Most Other Brands
- Interchangeable with Most Brands
- Coupling or Blade Holding Types



Leasing plans available. Call for details.
1-800-533-0551

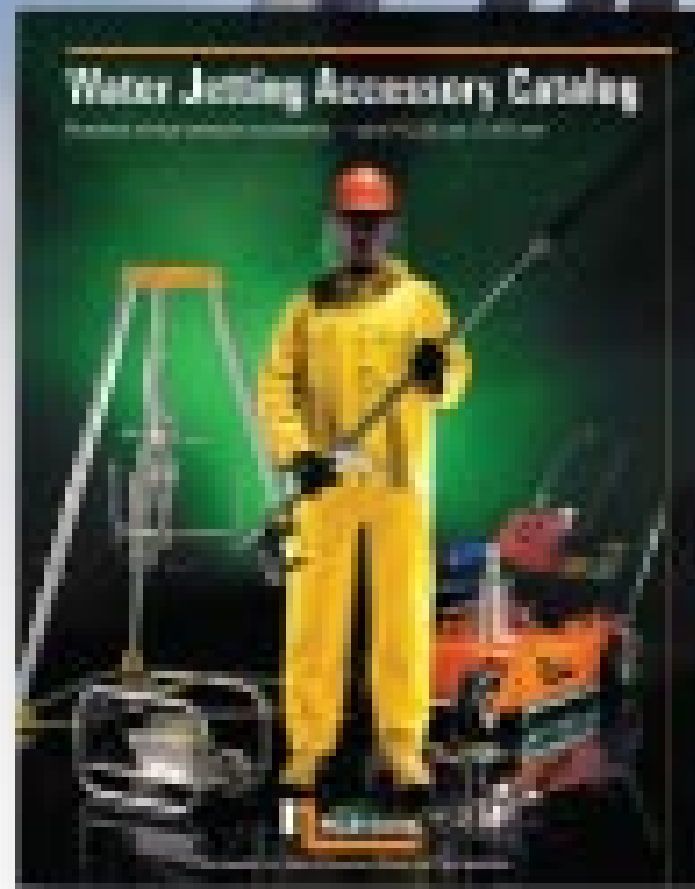
930 ROBERTS ROAD, SPARTA, WI 54656
 www.ken-way.com • E-mail: info@ken-way.com

Typhoon™ 10 rotating nozzles: more power to clean small tubes

NLB's latest rotating water jet nozzles are powerful tools to clean and unblock tubes as small as 5/8-inch. Typhoon™ 10 nozzles have more rotating action up front to maximize force, plus a new seal that *cuts leakage in half*.

- 24,000 psi, 15,000 psi or 10,000 psi
- rotating action up to 7,000 rpm
- flows up to 10 gpm
- larger nozzles for pipes 6" to 50"

Try a Typhoon™ 10 rotating nozzle today.
Call 877-NLB-7988 or visit www.nlbcorp.com.



Download our latest catalog

NLB. The Leader in Water Jet Productivity.



29830 Beck Road, Wixom, MI 48393 • www.nlbcorp.com
MI: (248) 624-5555, TX: (281) 471-7761, NJ: (856) 423-2211,
LA: (225) 622-1666, CA: (562) 490-3277, e-mail: nlbmkgt@nlbusa.com

PRO-VAC



Change **EVERYTHING** Lose **NOTHING**

800-367-0972

www.westmoorltd.com

INDUSTRIAL PUMPOUT STATION

STANDARD FEATURES

- | | |
|--|--|
| <ul style="list-style-type: none"> CONDE PROVAC PUMP (35 cfm) AUTOMATIC OILING SYSTEM MOTOR (13.4 AMP) WORKS ON ANY 15 AMP SERVICE USER FRIENDLY / EASY ACCESS FRONT CONTROLS HOSE RACK & TOOL HOLDER 24" WIDE FITS THROUGH ANY STANDARD DOOR 45" HEIGHT FITS THROUGH CARGO VAN DOOR 25" RETRACTABLE CORD REEL ELECTRONIC FLOAT SHUTOFF SECONDARY SHUTOFF WITH DRAIN | <ul style="list-style-type: none"> LIQUID FILLED VACUUM / PRESSURE GAUGE OIL CATCH MUFFLER WITH DRAIN CHARCOAL EXHAUST DEODORIZER 2" x 10" PLASTIFLEX SUCTION HOSE WITH WAND TWO 6" CLEANOUT MANWAYS HEAVY DUTY WHEELS & FRONT SWIVEL CASTERS HAND / PARKING BRAKE VACUUM & PRESSURE RELIEF VALVE PUMP - FLUSH VALVE 120 GALLON PER MINUTE PUMPING |
|--|--|

The Conde ProVac Unit is an industrial liquid waste pumping

system that is ideal for grease trap pumping.
A RUGGED AND RELIABLE PROFESSIONAL MACHINE

that pays for itself over and over again!

Performance by Design

MADE IN USA
Westmoor Ltd.

MANUFACTURERS OF:



Vacuum Technology

For the PROVAC redesign, a major part of the job was to keep what already works so perfectly. With loads of **NEW** features, it looks better than ever.



Super Products Launches Product Web Site

Super Products' new Web site, www.superproductscorp.com, offers product information, detailed specifications and photo galleries for each of the company's main product lines: Supersucker industrial vacuum loaders, Camel sewer and catch basin cleaners and

Mud Dog hydroexcavators. Other features include a Product Application Section (industrial cleaning, sewer cleaning, hydroexcavation) and a Dealer/Rep Locator.

LMK Technologies Expands Engineering Capabilities

LMK Technologies has increased its engineering capabilities with the addition of staff, 3D modeling software and CNC machining equipment. The 3-axis CNC vertical milling center can provide rapid and reproducible creation of precision components through the use of 3D software. An engineering staff is available to improve equipment, answer questions or help with specifying engineering firms and the project bidder.

Reed Manufacturing Adds Foreign Language Web Pages

Reed Manufacturing has added foreign language page options, including French, to its Web site, www.reedmfgco.com. Reed also has added a Spanish page for each Plastic Pipe Tools and Cutters & Cutter Wheels chapter. Other current or planned language pages include Chinese, German, Arabic and Italian.

Flow International Launches Web Site

Flow International has launched www.flowwaterjet.com. The site offers information and technical tips on waterjet cutting and surface preparation. Features include Ask Dr. Hashish, an interactive e-mail service, pictures and videos of waterjets cutting or cleaning and how they function.

Italian Brass Manufacturers Receive NSF Certification

Italian-based K.M.E. Brass S.R.L., S.A. Eredi Gnutti Metalli S.P.A. and Trafilerie Carlo Gnutti S.P.A. have been certified to NSF's low-lead content requirements for plumbing products (NSF/ANSI Standard 61, Annex G).

ISCO Receives Workplace Safety Award

ISCO Industries, a Louisville-based distributor and fabricator of piping products, received a workplace safety award from its insurance company for being among the safest top 5 percent of companies. Award criteria includes workman's compensation losses over a three-year period, risk assessment by an independent auditor and participation in risk control workshops.

Vacall Introduces Virtual Walkabout

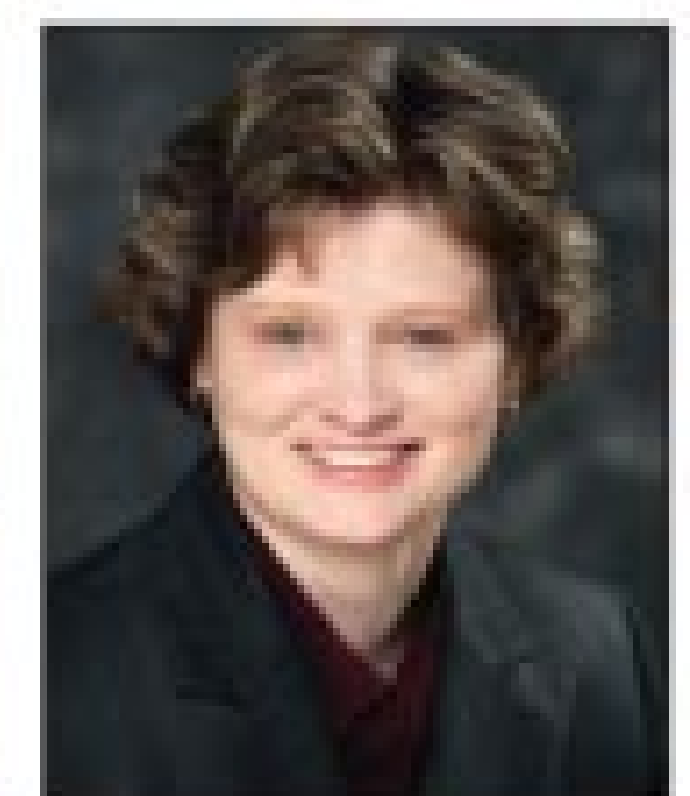
Vacall has released a virtual walkabout of its AllJetVac machines. The program can be accessed from a link on the Vacall home page, www.vacallindustries.com. The walkabouts feature an audio track and detailed photos that provide a guide to various components and their functions. The audio track also can be downloaded to an MP3 player.

Wastequip Adds Marketing Positions

Wastequip has named Shawn King vice president of marketing, and Amy Wright director of marketing communications. King holds a Master of Business Administration degree from the University of North Carolina at Wilmington. Wright has a Master of Arts degree in English from the University of North Carolina at Charlotte.



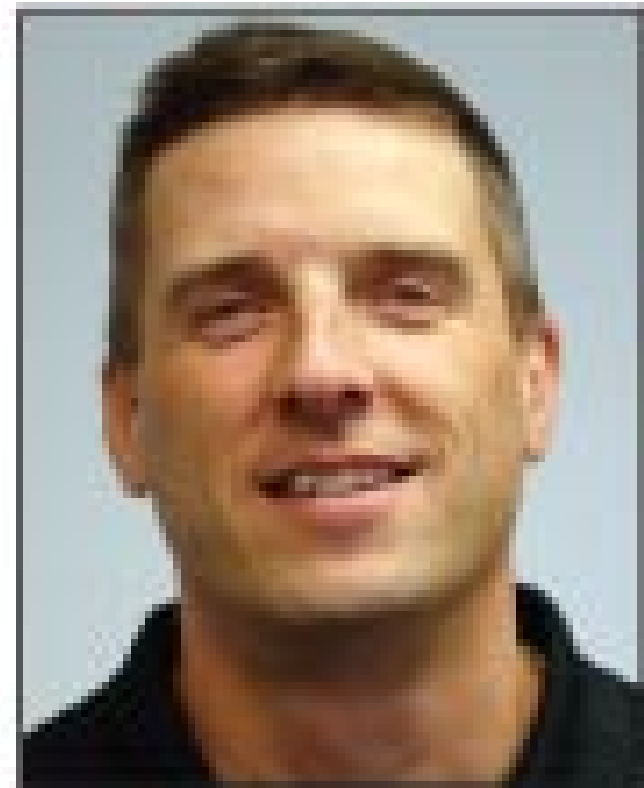
Shawn King



Amy Wright

Federal Signal Names VP, GM for Vactor, Guzzler

Federal Signal Environmental Solutions Group has appointed Sam Miceli vice president and general manager for its Guzzler and Vactor subsidiaries. Miceli will be responsible for overseeing and cultivating the business strategies and growth initiatives for both companies. He most recently served as plant manager for the Guzzler/Vactor facility in Streator, Ill., beginning his career with the company in 1993. Miceli has a Master of Business Administration degree from Bradley University and Bachelor of Science degree in industrial engineering from the University of Illinois.



Sam Miceli



Iowa's Lemberg Wins Oldest Hotsy Contest

Randy Lemberg, Humbolt, Iowa, is the winner of the Oldest Working Hotsy pressure washer contest. He will receive a new model to replace the washer he purchased in September 1976 to use on his family farm. The contest was part of Hotsy's 40th anniversary activities.

ShuBee Chosen Safety Vendor for *Extreme Makeover*

ShuBee has been chosen National Safety Vendor for the TV reality show *Extreme Makeover: Home Edition*. The company will supply safety glasses, gloves, waterproof shoe covers, dust masks, earplugs, safety vests, caution tape, Enviroshield microporous coveralls and various floor covering products for each build.



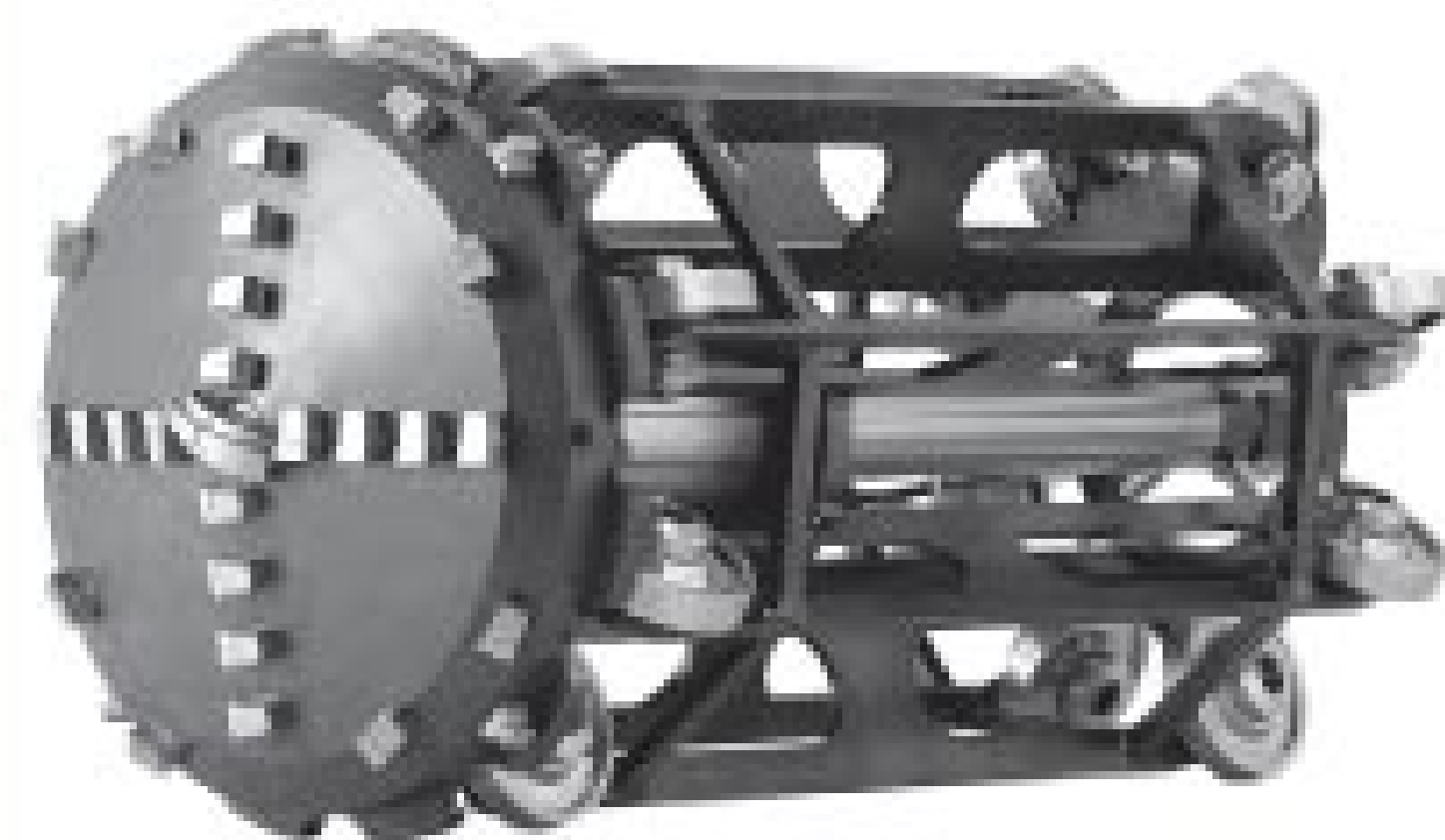
High Quality SEWER CLEANING EQUIPMENT

USB - SEC Your JETTER comes to LIFE with our UNRIVALED EQUIPMENT!

Milling Cutters

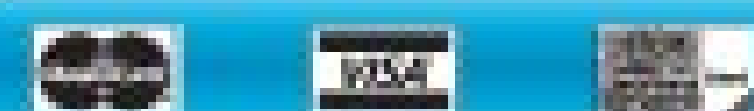


Milling Cutter Type V



Milling Cutter Type VII

This innovative reliable milling cutter is made of tempered steel and offers superior drive and thrust efficiency. The drive itself is made of tempered stainless steel comprising of one shaft and two double sealed bearings. This eliminates the need for any hydraulic motors and therefore any lubrication, ensuring years of low maintenance operation. The milling heads come complete with carbide bits duly bonded onto stainless steel bodies, one diamond center bit with cooling device and diamond bits. All milling cutters are capable of removing the toughest deposits such as hard grease, concrete and scale of all kinds, even tuberculation in cast iron pipes. Protruding tabs will be cut gently without damaging the line.



USB-Sewer Equipment Corporation

1700 Enterprise Way • Suite 116 • Marietta, GA 30067

Toll Free 866-408-2814 • PHONE 770-984-8880 • FAX 770-984-2802

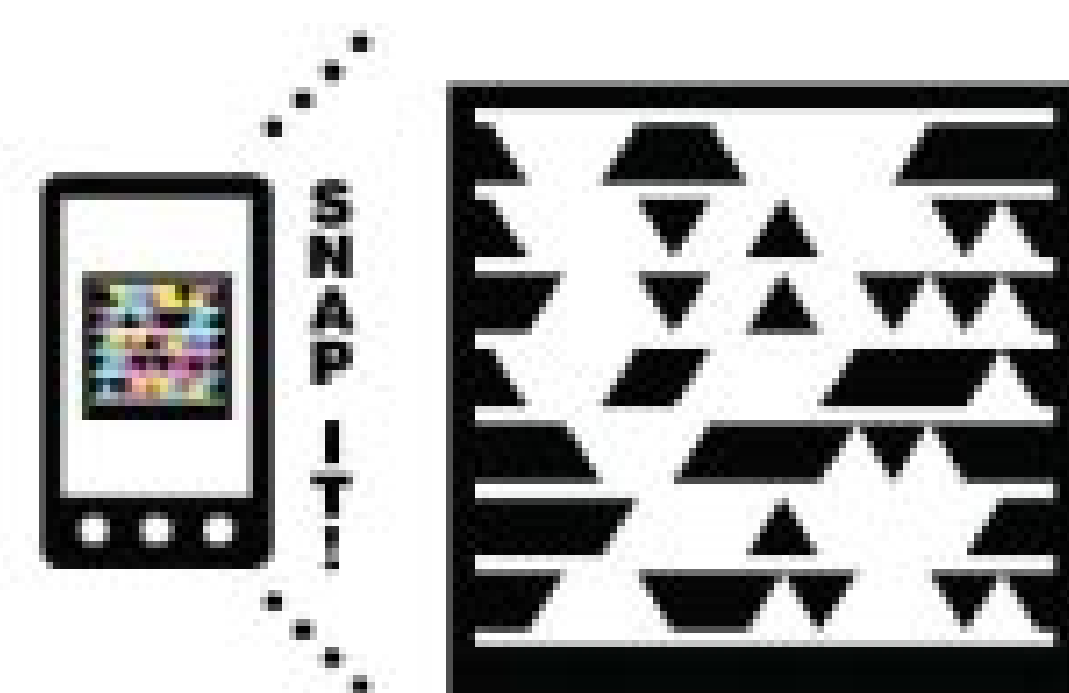
USB - SEC Email info@usbsec.com • Web www.usbsec.com

RapidView IBAK Forms Technology Partnership

RapidView IBAK North America has formed a technology partnership with ProKASRO, manufacturer of pipeline rehabilitation equipment. The partnership enables ProKASRO's lining cutters to work with IBAK's inspection systems.

RIDGID Introduces Tag Technology

RIDGID has added Microsoft Tag Reader technology to its marketing mix. Essentially a sophisticated bar code, print ads containing the tags can be accessed with a Web-enabled phone and Tag Reader app. The tag directs readers to a unique landing page, rather than having to type in a URL, shortening the time it takes to obtain specific product information, talk to a rep, schedule a demo or watch a video. To download the Tag Reader, go to <http://tag.microsoft.com/download.aspx>.



Snap & Learn! Get The Free Reader @ www.RIDGID.com/snapandlearn



MaxLiner Launches Web Site

MaxLiner USA has launched a new Web site, www.maxlinerusa.com. The interactive site features products, services, news and frequently asked questions. ■

GLOBAL PIPELINER

Bringing Your Business From **Here To There** With **Great Pricing • Great Support** **Consistant Products • Consistant Performance**



Now **Open** On the **West Coast**



- 2" up to 110" through a single access
- Increase revenue by up to 1 million dollars plus
- Cure times of 2 hours in any weather (no boiler needed)
- Training included
- Ongoing technical and marketing support
- In most cases compatible with your current equipment
- NSF & IAPMO certified
- Financing available



866.513.0998
WWW.GLOBALLINING.COM

VIVAX METROTECH



**Please call for a on-site
FREE demonstration!**

Vivax-Metrotech Corporation,
3251 Olcott Street, Santa Clara, CA 95054, USA
Toll Free: +1-800-446-3392
Tel: +1-408-734-1400 Fax: +1-408-734-1415
Website: www.vivax-metrotech.com
Email: sales@metrotech.com

www.vivax-metrotech.com

vCam Digital Range



- NEW Modular Command Module
- 8" color TFT LCD display
- NEW - Take "snapshot" picture (jpeg) from video
- NEW - 320GB hard drive
- NEW - Record in "real time" directly to 32GB SD card
- NEW - Transfer video from HDD to USB or computer in super fast time
- NEW - Field changeable camera re-termination kit
- NEW - vCamLS & vCamLSR camera systems
- Interchangeable camera heads from 1" to 1.8"
- 12 months warranty

The Municipal Masters...



Partnership in Productivity

Shoot through blocked and debris filled mainlines with ease

Long-lasting replaceable carbide inserts to extend service life

Equipped with flow straighteners for maximum cleaning power

Knife-grade stainless and hardened tool steel for rugged dependability in the field

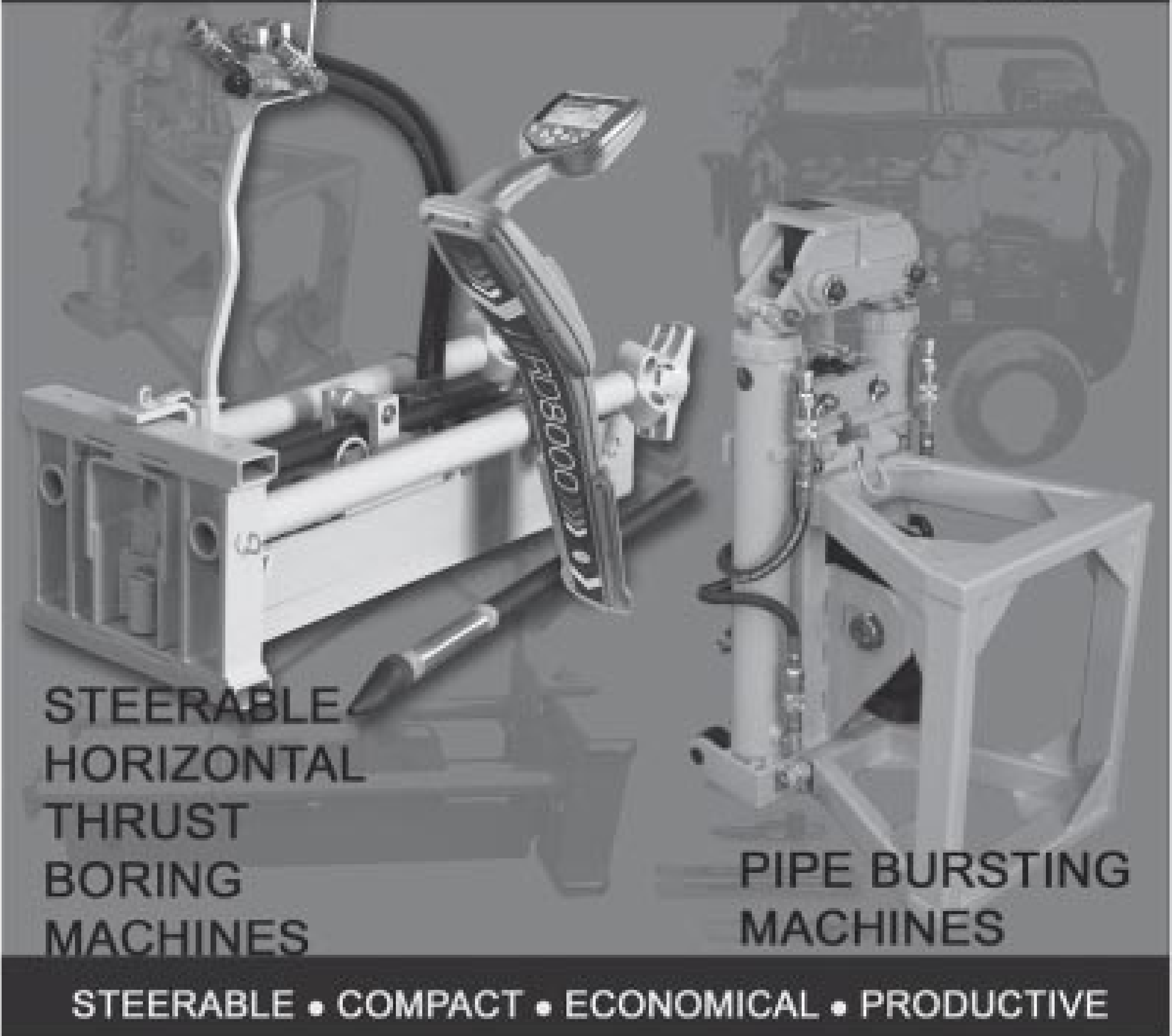
Call today for more information about these products and our full range of pipe cleaning and maintenance tools.

SHAMROCK PIPE TOOLS®

MADE IN THE USA

800.633.7696 | www.shamrocktools.com

EXCELLENCE IS REFLECTED IN EVERYTHING WE MAKE.™



STEERABLE
HORIZONTAL
THRUST
BORING
MACHINES

PIPE BURSTING
MACHINES

STEERABLE • COMPACT • ECONOMICAL • PRODUCTIVE

The most economical and versatile horizontal boring and bursting systems on the market.

FOR INFORMATION CALL: 800-344-6653
OR CONTACT brian@povrmole.com

INVENTORY REDUCTION SALE



Vac-Con® Combo Tanker Trucks

- 12 yd³ debris body
- 3-stage blower, hydro-static driven
- 1,300 gallon water supply
- 600' Articulating hose reel
- 10' hydraulic telescoping boom with pendant control
- Hydroexcavation package
- 400 gpm pump off system
- Gravity drains system
- 80 @ 2000 water pump with 4-cylinder diesel auxillary engine

Ring Power



YEAR	CHASSIS	HOURS	MILES	PRICE
2007	Peterbilt 340, Cat C7 300 HP	1,576	9,400	\$166,500
2007	Peterbilt 335, Cat C7 300 HP	1,000	7,500	\$189,000
2006	Sterling, Cat C7 275 HP	1,475	30,039	\$135,000

ALL TRUCKS LOCATED IN FLORIDA

For more information contact
Paul Twigg, 904-494-1244
paul.twigg@ringpower.com

THE CABLE CENTER 1-800-257-7209

MIDWEST'S LARGEST FACTORY AUTHORIZED
REPAIR CENTER FOR GATORCAM, GEN-EYE & SEESNAKE

**24
HOUR
TURNAROUND**

**FREE
DELIVERY
ON ALL RIDGID
CAMERA
KITS**

RIDGID's new SeeSnake DVD Pak

- Full Color Display
- Optional Recording Accessory
- Smaller Case
- Battery-Powered Freedom
- NEW Line Trace Capability;
you'll be able to trace the entire push cable

CALL FOR
SPECIAL
PRICING ON
ALL CAMERA
KITS!



**SeeSnake®
DVD Pak
+ Microdrain™**

• THE CABLE CENTER • 8318 OLIVE BLVD. • ST. LOUIS, MO 63132 • 314-993-3099 •

Product Spotlight

Laptop Interface Provides Flexible Digital Recording

By Ed Wodalski

The SeeSnake LT1000 and detached LT1000M laptop interface from RIDGID let users digitally record, manage and deliver pipe inspection footage when paired with a SeeSnake reel and PC laptop equipped with SeeSnake HQ software.

The LT1000 interface mounts to a mini or standard reel, helping users complete tasks without having to transfer data between field devices and a PC. The 6-pound unit is powered by an 18-volt lithium-ion battery or AC plug and includes monitoring/recording software, reel-mounting kit, 6-foot USB cable, four reel outriggers for stability, and AC power cable.

Weighing 4.7 pounds, the detached LT1000M includes a mini-frame that allows the laptop to be set

up separately from the reel. It also includes software, 3-foot USB cable and power cord. Both interfaces have touchpad remotes so users can operate their laptops with gloved or soiled hands. Keypad commands are communicated to the laptop through a USB cord.

Both interfaces are designed to work with most PCs using XP and newer operating systems. "Windows 7 works the best," says Josh Sooy, product manager, inspection systems and networks. "It's very, very smooth. With XP, you have to install a couple of drivers."

The SeeSnake HQ software lets users monitor and record inspections and control camera functions. Footage can be copied to a thumb drive or SD card, burned to a DVD, e-mailed, or uploaded to the RIDGIDConnect system for online report sharing.



Product NEWS



"When you're recording or taking snapshots, it records exactly how far out you are when the image is captured," Sooy says. Users can rotate images if not using a self-leveling camera and can circle features and add notes. Reports can be auto-generated from snapshots, audio and captured video.

Recommended reels include 200- or 325-foot color, 200- or 325-foot self-leveling, RIDGID's 200-foot mini and the 100-foot microReel L100C with counter. "We've had customers use 12- or 13-year-old reels with this, although it works best with our newer reels because they have a new counter on them," Sooy says.

RIDGID has partnered with Dell Computers to offer laptops with the SeeSnake HQ software already installed. 800/769-7743; www.ridgidupgrade.com.



Schier Introduces Skiff Skimmer Oil/Water Separator

The Skiff Skimmer oil/water separator from Schier Products is designed to help clean up the Gulf waters. Made from high-density polyethylene, the skimmer will fit an 8-foot by 8-foot footprint. It has a fully closed top with 15-inch access way. Other features include built-in clear PVC sight glass, bottom drain valve and hold-down brackets to anchor the tank in a boat. 800/827-7119; www.schierproducts.com/skiffskimmer.



Polylok Offers Poly-Cleanse Waste Digestant

Poly-Cleanse waste digestant from Polylok is a blend of bacteria designed to attack organic waste, including grease, toilet paper and soap scum buildup. The digestant is available in liquid or powder and can be used in septic systems, cesspools, ATUs, drainfields, drains, grease traps, lift stations, sludge ponds and sewers. 888/765-9565; www.polylok.com.

Reelcraft Introduces Twin Mobile Base Reel

The 9000 Series mobile base hose reel from Reelcraft Industries is designed to accommodate longer lengths of twin hydraulic hose. Featuring a heavy gauge base, the reels are made for truck-mount applications, but also can be floor, ceiling or wall mounted. 800/444-3134; www.reelcraft.com.



Under Pressure Systems Introduces X, Z Nozzle Series

The CAD-designed X and Z series nozzles from Under Pressure Systems feature an "X" pattern for center out and wall material removal and a "Z" pattern for center and wall material cleaning. Both nozzles are available in sizes beginning at 0.687 inches O.D. and have 60,000 psi maximum allowable working pressure. 330/602-4466; www.underpressure.com.



Triple R Introduces Hydrostatic Test Pump

The HT-454 hydrostatic test pump from Triple R Specialty delivers up to 4.5 gpm and 400 psi. The pump comes in a protective steel case and includes 5-foot inlet hose with filter, 10-foot hp outlet hose with built-in check valve and pressure gauge. 800/356-9661; www.triplerspecialty.com.



General Introduces Gen-Eye POD, MINI-POD

The Gen-Eye POD and MINI-POD video inspection systems from General Pipe Cleaners combine camera, reel and monitor in one package. Features include a 5.6-inch LCD color monitor with padded case. The full-size Gen-Eye POD has a self-leveling camera and 200 feet of Gel-Rod for troubleshooting 3- to 10-inch lines. The MINI-POD carries 125 or 175 feet of pushrod and can troubleshoot 2- to 4-inch lines. A video-out connection enables users to record on an external device. Other features include a picture inverter, AC and DC power cords, LED dimmer control, 3-inch trap skid and 512 Hz transmitter (optional with MINI-POD). 800/245-6200; www.drainbrain.com.

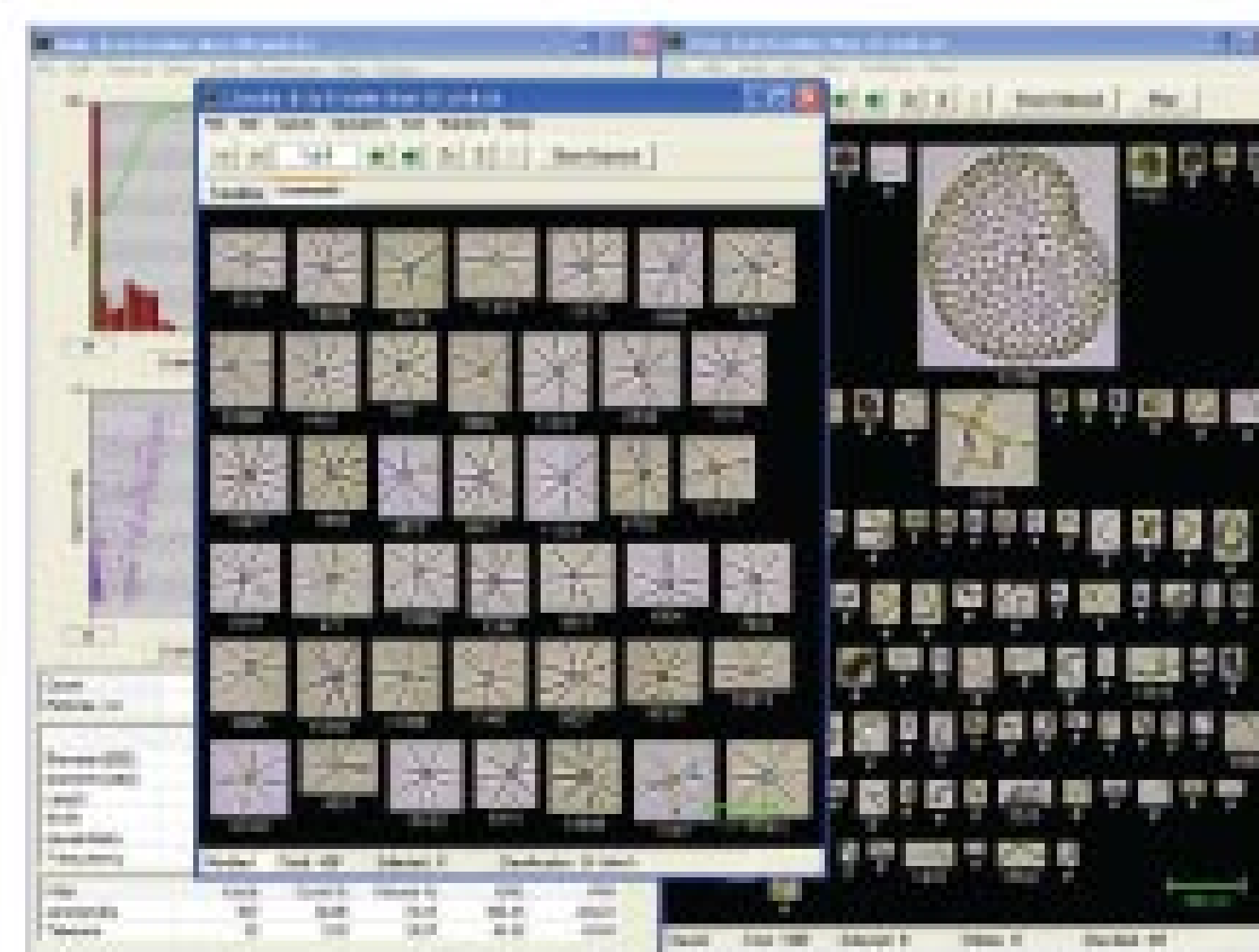


Coxreels Offers Wand Holder for 1125 Series

A wand holder has been added to the 1125 Series hand-crank and motorized reels from Coxreels. The aluminum holder has a black powder finish and measures 24 inches long with a 1.6-inch diameter. It can be mounted on all four reel locations, including the left, right, front and rear sides of the A-frame base. 800/269-7335; www.coxreels.com.

Ameron Offers T-Lock, T-Hab Sheet Lining System

The T-Lock PVC sheet lining system from Ameron Protective Linings Division is made to protect concrete sewer infrastructure from the damaging effects of hydrogen sulfide and other sewer gases. The T-Hab system uses T-Lock technology to rehabilitate 72-inch and larger diameter sewer tunnels. 936/321-1159; www.amerontlock.com.



Fluid Imaging Introduces Image Analysis and Camera

FlowCAM instrumentation models from Fluid Imaging Technologies feature VisualSpreadsheet V2.4 particle image analysis software and high-resolution camera. Pre-loaded on the FlowCAM bench top, portable, submersible, V-1000 and Birefringent XPL models, the software and hardware combination increases FlowCAM's particle and microorganism imaging capabilities by 50 percent. 207/846-6100; www.fluidimaging.com.

Flow International Introduces FlowTeach Digitizing System

The FlowTeach digitizing system from Flow International is designed to capture patterns, templates or parts that need to be recreated and sent to a cutting shop rather than a dimensional drawing. The software is available for all Flow Mach series waterjets and can be retrofitted onto most Legacy Flow systems. 253/850-3500; www.flowcorp.com.



Envirosight Introduces QuickView 3.6 Zoom Survey Camera

The QuickView 3.6 zoom survey camera from Envirosight is designed to inspect 400 feet down line in pipes 6 to 60 inches in diameter. Featuring Haloptic illumination technology that reduces system power needs by 50 percent over previous models, the system has a built-in wide-angle camera that can inspect manholes and other close-up targets. A flip of a switch on the control box toggles between zoom and manhole modes. The camera head also tilts 180 degrees for greater viewing. 866/936-8476; www.envirosight.com. ■



**Nozzles • Hoses
Accessories**



Jetter Depot - Fair Prices - Quality Service - Guaranteed
www.jetterdepot.com • Call 678 549 2621

Cleaner Marketplace Advertising

WATER JETS FOR RENT



- Units from 4,000 to 40,000 psi, including convertibles
- 60-600 hp, diesel or electric
- Rent, buy or lease
- Branches in MI, TX, NJ, CA, LA



1-877-NLB-7996
www.nlbcorp.com

500 SYSTEMS SAVED

SINCE ITS INTRODUCTION AT THE 2009 PUMPER & CLEANER EXPO

After Shock
BIOREMEDIATION RESTORATIVE



CAPE COD BIOCHEMICAL COMPANY
POCASSET, MA 02559

800-759-CCLS

FIND LEAKS and Sources of Odor

Quick • Inexpensive • Easy
with the

Superior® 5E



weftec 2010 Booth #4939

Electric Smoker
Using Superior® Classic Smoke

1-800-945-TEST

www.SuperiorSignal.com

CEMTECH

Concrete Repair Products

Cementitious Manhole Rehab Products

706.654.3677

www.awcookcement.com



GET A GRIP WITH Cua Claws

A Simple Solution for Slippery PVC Pipe -
The Right Wheels

CALL JERRY AT 714-697-8697
www.cuaclaws.com

ERICKSON Tank & Pump



509.785.2955

CALL FOR UPDATED LIST OF EQUIPMENT

WWW.ERICKSONTANK.COM

Masport®

PUMPS & QUALITY COMPONENTS

800 Rd. P.5 S.W. / Quincy, WA 98848

fax: 509.785.3770

e-mail: sales@ericksontank.com

"TANKS" FOR YOUR BUSINESS!

WE TAKE TRADES

FORBEST



Snake Camera: VBC98C, \$159.99



Recording Borescope: VBC98D, \$199.99

Portable Pipe Inspection Camera: FB-PIC3188A, \$699.00

"ForBest," a well-known brand of inspection camera.

FORBEST Products Co.

www.forbestusa.net

Email: forbestusa@gmail.com

Tel: 650 757 4786

DYE TRACERS



Solutions for:

- Infiltration
- Septic Systems
- Cross Connection
- Leaks and more...

BRIGHT DYES

Division of Kingscote Chemicals

www.brightdyes.com FREE SAMPLE 1-800-394-0678

CONFINED SPACE ENTRY PACKAGE ONLY \$2,995



- 4-Gas Air Monitor (3 Year Sensor Warranty)
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness

Add a Blower with 15' of duct for only \$350!
Add a 5 Minute Escape Respirator for only \$500!

MTECH 800.362.0240
www.mtechcompany.com

One Complete Package

cleaner.com eq-mag.com
promonthly.com pumbershow.com
mswmag.com pumpertrades.com
pumper.com septicyellowpages.com
onstretailor.com sewerpages.com

COLE Publishing

1.800.257.7222 • 715.546.3346

Don't Miss It!



March 2-5, 2011

KENTUCKY EXPOSITION CENTER
WWW.PUMBERSHOW.COM

WARNING
Don't Miss Out!

Get your

FREE issue of
Municipal Sewer & Water.

COLE Publishing
www.mswmag.com

T&T Tools, Inc.
800.521.6893



CALL for a FREE Catalog

Many styles Available

Insulated Soil Probes (for locating)

Heat-Treated Hooks (for covers, lids, etc)

www.mightyprobe.com



www.sekisui-spr.com
 1-866-62-SSPRA

Your Single Source for
 Spiral Wound
 Trenchless Pipe
 Renewal Technologies



It's A **Bag Full**

cleaner.com

- > Classifieds
- > Truck Stop Ads
- > E-zines
- > Product Categories

DYNAMIC CABLE REPAIR

We Repair:

General Wire, Rotech, RIDGID, Aries, Insight Vision, Electric Eel, GatorCams, Plumbers Depot, UEMSI, Pearpoint, Spartan, Vision Intruders, Vivax, Inspection Cameras, Locators, Command Modules and Cables

48-Hr. Turn Around Time

INSPECTION CAMERAS ARE OUR ONLY BUSINESS!

973-478-0893

DYNAMIC REPAIRS
 40 Arnot St., Unit 20
 Lodi, NJ 07644
www.dynamicrepairs.net

WWW.ROOTERMAN.COM



Franchises available with low, flat fee
 New concept. Call 1-800-700-8062.

FRANCHISE PACKAGE \$7,950.

10K, 20K & 36K RENTAL FLEET

Flows to 120 GPM
 Up to 500 HP



TRY BEFORE YOU BUY!

Waterblasters and engineered accessories.
 Rental offices in TX, FL, CA & OH.
 Everything to meet your cleaning needs!

GD GARDNER DENVER WATER JETTING SYSTEMS, INC.
CALL TOLL FREE 800-231-3628

2010 Fall Sales Event!

Footage TOOLS INC.

- ▶ **Underground Piercing Tools**
- ▶ **Service Line Replacement Tools**
- ▶ **Pipe Fusion Tools**
- ▶ **Tapping Tools**

On Now!

Call us toll free:
1-888-737-3668

View our entire product line at:
www.footagetools.com

You Can Install Sewer and Water Lines (Without Digging A Trench)

Pipe Genies Do It All!

Ductile & Cast Iron, Clay & Concrete, ABS, PE & PVC

Pipe Genies Pull Any Pipe!

System Power From 20 Tons to 240 Tons!
 (Rated for 1/2" - 30" Pipe)

Pipe Genies Work Anywhere!

The Most Compact Systems Available!

We have everything you need to get started making profits with pipe bursting!



www.TrenchlessAmerica.com

Toll Free 1 877 411 7473



P: 810-412-4740
 F: 810-412-4742
www.S1Eonline.com

Your 1 Source for Infrastructure & Water Management Solutions

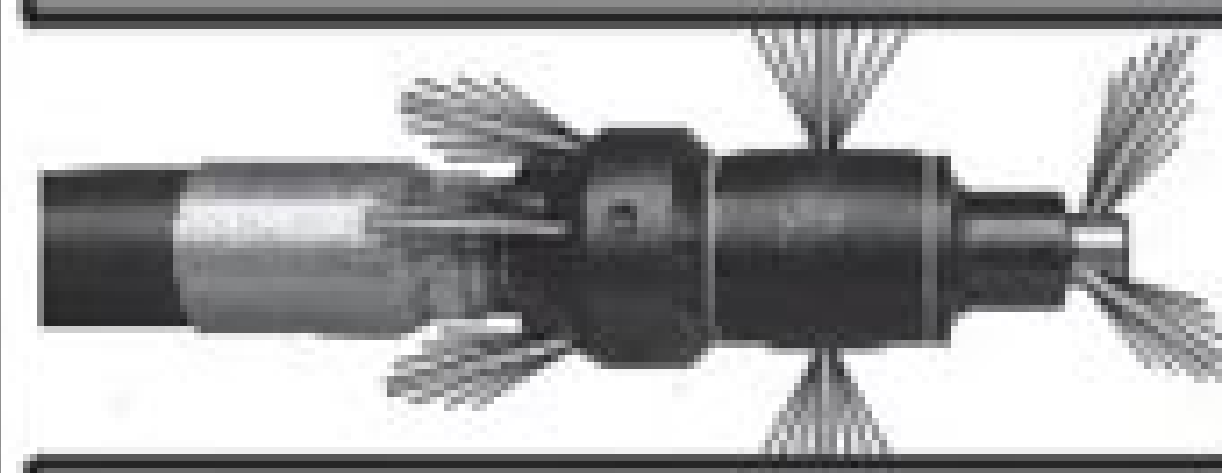
Trailer Jetters Gas or Diesel



More Power per GPM!

AmericanJetter.com
866-9HI-FLOW

CLEAN MORE FOR LESS



The "Hydro Tornado" Revolving Sewer Nozzle

- 3 Interchangeable forward jets
- 2 Revolving Jets
- 5 Rearward Jets
- 5 Thread Sizes available 1/4" 3/8" 1/2" 3/4" & 1"
- Available from 3 thru 80 GPM

Call for prices or see our complete line of nozzles, skids and root cutters on the web at

www.breakthrumfg.com

Call Toll Free 1-866-415-4655

Break Thru Manufacturing
 P.O. Box 87893
 Canton, MI 48187

ONE SUPPLIER



1-800-333-WASH
 Parts for Most Major Brands



10,000 + Items Online
www.1800333WASH.com

THE "ORIGINAL" LIQUID SMOKE




Solutions for:

- Infiltration
- Tracing
- Illicit Connections
- Leaks and more...

TURBO-FOG
Since 1977

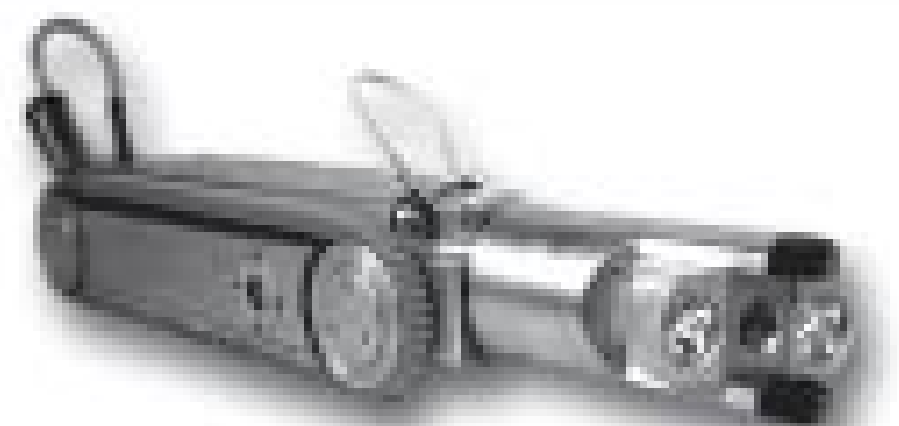
M45

www.turbo-fog.com TOLL FREE 1-800-394-0678



Advanced Pipe Inspection Systems

- Full Pan&Tilt systems starting at \$40,000
- The only completely DC powered system
- Inspect pipes from 6" and up



more information at:
tvferret.com

518.399.2211

TRIC
breaking tradition.™

FIRST
sewer lateral bursting system in the USA

FIRST
to gain approval of HDPE pipe for home laterals

BEST
no-dig solution for all residential utilities

888.883.8742
www.trictools.com

You will be smiling like this dog
if you let us repair your sewer camera, push rod and command module.



> We service push rod reels, cameras and command modules. We repair most brands.
> We are an authorized service center for General Wire, Ratech, Vision and Ridgid.

Electronic Repair Co.
205-836-0454 • servicewithasmile.com




Every business owner needs advice. I find all I need in just one place.

Let's face it: One person can't know everything. When I need help, I turn to friends I've met at the Expo. My competitors? They just struggle along on their own. It's almost unfair! Extend your hand and meet someone new.

PumperShow.com

Cleaner TRUCK STOP


see photos in COLOR at www.cleaner.com *October*



2006 SEGA Jet Vac 747 on 2004 Ford F650: 40 gpm @ 2000 psi, variable speed control, remote pendant, tiger tail, retrieve pay-out switch, level wind up/down, handgun w/25' hose, fin skid extension, manual clutch. (Stk. 1531)
Call Joe 312-706-9678 C10



2000 Camel: 1500 gal., 10-yd. debris body, rebuilt 80 gpm/2000 psi water pump, telescoping boom, PD blower, new 1" x 400' sewer hose. Unit mounted on 2000 IH 2654 6x4, DT530E, 275 hp, 14,943 miles, 1733 hrs. Ex-city unit.
Mike 800-294-0149 CO C10



1988 Vac-Con Vac/Jet Truck on L8000 Ford Chassis (bid item #2): GNHWPCA is accepting bids on 7 items. Bids accepted until 10/7/10. For complete bid package contact:
bbuckley@gnhwpc.com
or call Charlie 203-410-3488 CT C10



1993 Vactor 2103 on a 1993 Ford: 3-yd. body, 30 gpm @ 3000 psi, rear decant, extendable boom, 500 gal. water capacity, 5-spd. manual trans., 22,000 GVW, rear mount arrow board. (Stk. 1590)
Call Joe 312-706-9678 C10



2006 Ratech Push Camera: Including 15' flat screen monitor, DVD, 200' cable, 380 horizontal lines resolution, color. Approximately 10 hours on unit.
Call Joe 312-706-9678 C10



2001 Sterling Vac-Con Combination Truck: 99,197 miles, 80 gpm @ 2500 psi, 3-stage fan unit, 1500 gallon water tank, 1" x 600' hose.\$89,000
800-803-0332 C10



2002 Freightliner Vac-Con Combination Truck: 33,462 miles, 60 gpm @ 3000 psi, 1500 gallon water tank, 1" x 500' hose.\$99,000
800-803-0332 C10

THIS SPACE CAN BE YOURS!
Just go to www.cleaner.com and fill in the online form for a **Truck Stop ad.**

Cleaner® CLASSIFIEDS

OCTOBER
2010

BUCKET MACHINES

USED BUCKET MACHINES, mechanical or hydraulic, parts and accessories. Call 416-248-4990. (C11)

BUSINESSES

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business. Established in 1985, owner is retiring. Reputable business includes real estate servicing the entire Chicagoland area with sludge and biosolids disposal and treatment services. Real estate and shop included with sale valued at \$750,000, business grosses in excess of \$3 million annually, \$6.3 million in equipment and assets including several TerraGators, Vac Trailers, dump trailers, loaders and much more. Offered at \$4,900,000 - huge potential, good profit and priced right. Non-Disclosure Agreement required, all P&L statements, list of assets, and financials available to qualified buyers. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing -** www.BTwo.biz. (CBM)

Green Bay Wisconsin Area Septic & Drain Business For Sale. Solid and steady revenue history and nearly 20 years established. Excellent opportunity to expand or start your own business. Includes very well-maintained 3,800 gallon septic service truck, fully outfitted 2002 Chevy drain service van, drain & sewer equipment, all office equipment and computers, 2,700+ customer list, and more - a true turn-key or easy expansion opportunity. Very meticulously maintained equipment all kept inside a heated shop. Current owner is retiring. Large shop and real estate is also available if desired at additional cost. **Offered at \$249,000.** E-mail jeffb@colepublishing.com, visit www.Btwo.biz or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

BUSINESSES

Looking to sell your business? We can effectively market your business to more than 60,000 potential buyers in the liquid waste, portable sanitation, and sewer & drain industries, as well as your local markets, the Internet and other venues. No upfront fees — you don't pay unless your business sells. To learn more about brokering your business through B2 Business Brokers powered by Cleaner, call 800-257-7222. (CBM)

South Florida Commercial Real Estate, Plumbing, Septic & Sewer Business For Sale. Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Established name with real estate on turnpike. Real estate appraised in excess of \$2 million, business grosses in excess of \$1 million, close to \$1 million in equipment including Vactor, Guzzler and Safe Jet trucks. Equipment has been featured in *Cleaner* magazine. Assumable SBA loan for bulk of selling price. \$2,799,000 for the entire package. E-mail jeffb@colepublishing.com, visit www.BTwo.biz, or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

North Carolina Septic and Installation Business for Sale. Showing good growth over the past 3 years. Includes all equipment to operate, extensive customer list, and owner is willing to train if necessary. Asking \$110,000. E-mail jeffb@colepublishing.com, visit www.BTwo.biz, or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

Looking to sell your industrial cleaning, hydroexcavation or waterblasting business? We have buyers. Must have gross revenue in excess of \$1,000,000 annually. Nationwide interest. E-mail jeffb@colepublishing.com, visit www.BTwo.biz, or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

BUSINESSES

Drain Cleaning/Plumbing Business for sale in a beautiful beach city in sunny California. Owner selling due to health. Business established over 30 years. Asking \$140K. Please make written inquiries at P.O. Box 5610, Ventura, Ca. 93005. (C10)

Dallas/Fort Worth Texas Area Sewer/Rehab Business For Sale. Drain Cleaning, TV inspection, Pipeline & Manhole Rehab/Relining, Municipal Cleaning and Maintenance business for sale. Excellent opportunity to expand or start your own business. Good revenue history and priced to sell. Includes all equipment to get started. **Offered at \$150,000.** E-mail jeffb@colepublishing.com, visit www.BTwo.biz or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

Looking to buy a business in the liquid waste, portable sanitation, or sewer & drain industries? Call B2 Business Brokers powered by Cleaner at 800-257-7222 and we can add you to our VIP buyer list. No obligation, no fees, no pressure. (CBM)

Northern Minnesota Septic & Drain Cleaning Business For Sale. Established in 1965, owner is retiring. 3,500 customers including some contracted. Well-established name for 45+ years. Real estate available for additional fee that adjoins municipal dump site. Hunt, fish, snowmobile right out your back door. **Affordably priced at \$50,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing -** www.BTwo.biz. (CBM)

Well-Established and Profitable Texas Septic, Sewer & Installation Business For Sale. PRICE RECENTLY REDUCED. Grossing in excess of \$600,000 annually, customer list of nearly 2,000 accounts and 430 contracted customers. Includes nice late model equipment, most are 2007, 2008 model years. Owner retiring after nearly 40 years in business. Real estate available upon request. Reduced to \$450,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing -** www.BTwo.biz. (CBM)

BUSINESSES

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)

Philadelphia/Allentown Pennsylvania Area Sewer Business For Sale. Specializing in collection systems, video inspection, jetting, municipal work. Includes CUES TV & grout truck, Sewer Equipment Corporation jetter truck, Vactor 2100, RIDGID camera, confined space equipment and more! Good revenue history. Great opportunity to expand or start your own business. Current owner wants to retire. **Offered at \$330,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** www.BTwo.biz. (CBM)

Plumbing Company For Sale - Service and Repair: Established 1985. We service major commercial accounts; restaurant and retail and regimes. We operate a jetter, sewer camera and slab leak detection equipment. We run six trucks, have a dedicated, professional team, efficient dispatch software and a stocked warehouse. This is a turnkey operation located on Hilton Head Island. Come and make a great living in paradise. Plumbing licences held by several employees. Priced to sell. Call Mark at 843-683-6001 anytime. (C10)

Successful business with a large amount of equipment and inventory. Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. Selling price \$349,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing -** www.BTwo.biz. (CBM)

Very successful established Midwest based full service Trenchless Sewer Company with municipal and industrial experience and contacts available for acquisition. Serious confidential inquiries only. Please respond to P.O. Box 154283, Irving, TX 75015-4283 or email: cippcompany@yahoo.com. (CBM)

BUSINESSES

MOVING TO FLORIDA? Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-277-5541 or 931-248-1284. (CP10)

Florida Plumbing & Sewer Business For Sale. Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Business grosses in excess of \$1 million. Extensive equipment including septic, Guzzler and Safe Jet trucks. Equipment has been featured in *Cleaner* magazine. Asking price is \$649,000. Make an offer. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** www.BTwo.biz. (CBM)

BUSINESS OPPORTUNITIES

Inventor of foaming root killer looking for partner for new formulation, prevents regrowth for decades, very profitable. Contact Tim Tobiason 928-246-1580 or tim@tobyChess.com. (C10)

Looking to sell your business? We can effectively market your business to more than 60,000 potential buyers in the liquid waste, portable sanitation, and sewer & drain industries, as well as your local markets, the Internet and other venues. No upfront fees — you don't pay unless your business sells. To learn more about brokering your business through B2 Business Brokers powered by Cleaner, call 800-257-7222. (CBM)

Looking to buy a business in the liquid waste, portable sanitation, or sewer & drain industries? Call B2 Business Brokers powered by Cleaner at 800-257-7222 and we can add you to our VIP buyer list. No obligation, no fees, no pressure. (CBM)

Looking to sell your portable restroom business? We have buyers looking in the following areas: Florida, California, Virginia, Iowa, Kentucky, New York, Pennsylvania and more! Must have gross revenue in excess of \$250,000 in most cases. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (CBM)

PLACE YOUR AD ONLINE AT www.cleaner.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

BUSINESS OPPORTUNITIES

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

(CPBM)

CATCH BASIN CLEANER

1997 Vac-All Catch Basin Cleaner, body only. 1997 E5-13D Vac-All catch basin cleaner, 13-yd. body, vibrator screen washer (roof of body), Paco water pump 75 psi, 120 gpm, 350-gallon water tank, Cummins 6BT 5.9 120 hp diesel engine. (Stock #010110-1) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C10)

COMPUTER SOFTWARE

SOFTWARE FOR YOUR INDUSTRY! Easy to use; affordable; powerful. Online demos or call for guided tour. **Version 4 Now Available! Limited Time Discount Coupon Code: "VER4".** Ritam Technologies, LP, **www.ritam.com, 800-662-8471 or 208-629-4462.** (CBM)

DRAIN/SEWER CLEANING EQUIP.

www.draincleaningsupply.com New cables, blades and other drain cleaning equipment. Shop for household and business replacement parts and equipment, often at special pricing at: **www.replacethepart.com.** (C11)

Used and rebuilt cable machines in stock. Ridgid K-7500, K-3800, K-380, K39. General, Speed-roter, 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)

JETTERS-TRAILER

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)

WARTHOG NOZZLES, new sales and repair, best prices. 1/4", 3/8" and 1/2" Warthog nozzles. New and rebuilt Warthogs. Parts. Call: 800-575-2538. (C10)

JETTERS-TRAILER

Xtreme Flow Cold Jetter - New! Model # CJ85-3600TU, tandem axle trailer, 35 HP Vanguard, 8.5 gpm @ 3,600 psi, 325 gal. water tank, 300' hose, General pump. List \$19,995. **Sale only \$14,995. Fully loaded!** 800-624-8186; **www.hotjetusa.com.** (CPBM)

2005 3302 JRPJ Trailer Jetter: Twin cylinder, 20 hp Honda, 400' 1/2" hose, 18 gpm Giant pump, many extras. \$10,000. 219-554-2200; Email: pazdurplumbing@att.net. (C11)

JETTERS-TRUCK

1970 Myers sewer jet, completely rebuilt, mounted on 1997 Ford 1-ton pickup. \$2,500 OBO. 517-783-1819 MI. (C10)

USED JETTERS FOR SALE! Visit us at **www.ahequipment.com** for details. Various makes, models and years. We also **BUY** used units! (C02)

WE BUY USED! Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (C10)

Truck Mounted High-Pressure Jet, 1994 Ford Super Duty, Diesel, 17,548 miles with aluminum bed, US Jetting pump 4025 Series, 664 hours, 600 gallon water tank and 5/8" hose reel. Excellent condition. \$31,800 OBO. Call 330-360-2727. (C10)

2006 GMC TC6500 cab and chassis with Pipe Hunter trunk mounted jetting unit, 3000 psi @ 50 gpm with a 1,000 US gal. water tank, rear mounted hose reel with JET EYE camera system. **6,800 original miles, new new. \$129,000 sale price. (Retail for \$210,000).** (Stock #13234V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (C10)

JET VACS

1997 Camel 200 Triplex 80 GPM pump w/ PD Blower, Behind cab reel mounted on Ford with 275 HP Cummings diesel, Allison automatic transmission. Just over 66,000 miles. One owner and in great shape \$78,000 OBO. Call Jack @ 614-419-4579, see at **www.ziamunicipalsupply.com.** (CBM)

JET VACS

2005 Vac-Con on 2005 International, ext. boom, articulating reel, 39,000 miles, 3,950 hours. Call Ken for more info. 904-993-5211 or 904-744-9138. (CP10)

USED COMBINATION UNITS FOR SALE! Visit **www.ahequipment.com** for a wide selection of makes, models and years. We also **BUY** used equipment! (C02)

1991 Camel 200, 6-speed, 65 gpm, 2000 psi, Roots 624 blower, tandem axle, ready for work, 169,000 miles, excellent condition. \$28,900. Call 920-655-7302 or 920-866-9109. (CBM)

1997 Ford LT8501 with Vac-Con V309TA body. Municipal owned, complete records. \$39,950. 2001 model also available for \$54,950. Contact **jcclark@carolina.rr.com; 704-618-9959.** (C10)

2001 Vac-Con V312LHA/1300, 12 cu. yd., 80/120 gpm 2000/3000 psi, 600' hose, Sterling LT7501 with Allison auto, extended rear wheel kit (legal with a full load). Loaded, low miles, low hours, ready to make you money! \$100,000. CA 916-416-7901. (C11)

2008 Camel 200 Demo Unit. 80 GPM/2000 psi, Hibon TS32 blower, aux. water, wireless remote & hydroexcavating kit. Mounted on Sterling LT7500 with Cat C9 335 HP. Never titled, just over 10,000 miles. Why pay for new, buy new and save \$80,000. \$235,000. Call Jack @ 614-419-4579, see at **www.ziamunicipalsupply.com.** (CBM)

1994 VAC-CON V390THA on Ford L8000 chassis. Truck freshly painted and ready to work. Pump is 65 GPM at 2000 PSI. 3-stage fan. \$33,500. See pictures @ **www.empireequip.com** or call 714-639-8352. (C11)

2000 Vactor 2100. 120,000 miles, 6900 hrs., recent inframe. Blower, silencer, and water pump rebuilt. Ex-city unit. Set up for root-x and hydroexcavating. Well maintained, excellent running machine. \$90,000. 208-888-9191 (ID) (C10)

1990 Camel 200 80 GPM/2000 psi, Roots TS32 blower, mounted on Ford with 240 HP diesel, automatic. Just over 40,000 miles. Municipally owned and in great shape. \$48,000 OBO. Call Jack @ 614-419-4579, see at **www.ziamunicipalsupply.com.** (CBM)

JET VACS

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)

2004 10-yd. VAC-CON, 827 blower, 50 gpm GIANT Pump, 1800 gallon water, IH chassis, excellent condition, former city unit. 435-655-2797. (C11)

WE BUY USED! Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (C10)

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

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

STRONG-SEAL Spraymate 35, 1994 manhole rehabilitation machine. New imron industrial paint, new tires, fresh tune up and oil change, Wisconsin V-4 engine upgraded to electronic ignition. Low hours, operates flawless. \$19,750. Mike 815-790-2555; Erik 815-378-7401; **trenchless@comcast.net.** (C10)

Complete 4" & 6" Perma-Liner Sewer Pipe Lining system installed in 2001 Isuzu with lift gate. Includes reinstatement tool. System is like new, used 15 times and meticulously cared for. \$33,000. Dennis @ 206-789-6610. (C10)

PIPELINE REHABILITATION

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.mccannunderground.com.** Financing available. Kelly 608-279-2299. (CBM)

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)

POSITIONS AVAILABLE

Industrial Supervisor needed for the N GA & SE TN area. Vacuuming & waterblasting experience needed, familiarity with paper & steel industries a plus! Applicants can call 800-588-3236 or apply with qualifications and salary requirements to **indussuper@gmail.com.** (C10)

JOIN THE INDUSTRY LEADER!

Since 1943, Spartan Tool has been leading the way in sewer and drain cleaning. We're dedicated to helping our customers work quickly, efficiently and safely. We are seeking territory sales managers who possess good customer relationships, business to business selling skills and understanding of the sewer and drain industry. Our hands on products are marketed to a large customer base, offering repeat sales opportunities. If selected to join our growing sales team, you will benefit from base salary, commissions, great benefits and an opportunity to experience years of strong income and remarkable independence. Interested candidates are asked to forward their resume to Spartan Tool's National Recruiting Director, **bkuty@spartan tool.com.** (C10)

Looking for experienced TV operator for sewer/storm drains. Experience with XP Granite Software is required. Send resume including certifications, experience and salary requirements to: **looking2hire911@gmail.com.** (C10)

Florida rehab. contractor now hiring for following positions: Superintendent, CCTV, pressure grouting, manhole rehab. Please call 813-489-3108 or email **broese@vac-vision.com.** (C11)

BUY IT - SELL IT - PLACE IT - **www.cleaner.com** - AVAILABLE ANYTIME, ANYWHERE, ANY DAY

POSITIONS AVAILABLE

Sewer Evaluation Company in the Washington DC-Maryland area seeks Certified PACP and/or MACP CCTV Operators, Jet Cleaner Operators, and Operation's Manager. Good base salary, health care, vacation and bonus potential. Fax resumes to 301-805-9798.

(C10)

PRESSURE WASHERS

Hot water, mobile wash skids with serious cleaning power. Sold and supported through local distributors. Call 800-274-9376 or visit www.hydrotek.us.

(CMP10)

New Commercial Grade Trailer Special - Single axle, hot water trailer unit, 18 HP Vanguard, 5.0 gpm @ 3,000 psi, with 200 gal. water tank, General pump. List \$11,995. **Sale only \$8,995. Fully loaded! Ready to clean!** 800-624-8186; www.powerlineindustries.com.

(CPBM)

PUMPS

Buy & Sell all makes and models, **new & used** vacuum pumps & high pressure water pumps, and good used replacement parts. Call for an inventory sheet and save. www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).

(C10)

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.

(C10)

RENTAL EQUIPMENT

KMH Equipment Company has a full range of late model combo units and industrial vacuum loaders for sale, rent or lease. Visit us at our website www.kmhequip.com for a complete listing of our equipment, or call us at **888-408-6716**. (C10)

RODDING MACHINES

1990 Ford F450 Rodder. SRECO unit in great operating condition. Must sell. \$5,250. Call Jack @ 614-419-4579 or www.ziamunicipal supply.com.

(CBM)

SEPTIC TRUCKS

Five (5) 2003 to 2006 3200 US gallon **stainless steel** vacuum tanks. www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).

(C10)

2010 Peterbilt 348s with new Presvac 3600 US gal. aluminum vacuum pressure tanks with Masport HXL400WV vacuum pressure pumps. (Stock #8807 & 8808) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).

(C10)

Pre-owned 2300 US gallon carbon steel vacuum tank with Masport H75V vacuum pressure pump installed on a 1987 Ford L8000 cab and chassis. (Stock #4556V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).

(C10)

1998 Mack RD6885 with a 3200 US gallon stainless steel vacuum tank unit. (Stock #6653V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).

(C10)

IF YOU ARE USING AN

800 NUMBER

IN YOUR AD, BE SURE IT CAN BE USED IN ALL AREAS NATIONWIDE.

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)

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

Refurbished Cyclops Trailer Mounted Port-a-Pac. New Straight-View Wide Angle Color Camera, New 5'X8' Pace American Single Axle Trailer, Refurbished Std Duty Transporter/Crawler, 500' TV/Tow Cable, On Screen Footage w/ Keyboard Data Entry, 9" Color Monitor/VCR, Powered Cable Rewind. Controller is P&T Camera ready. This is a screaming deal for only \$21,000. Call 830-249-9756 and talk to the guys that build 'em. (C10)

2000 Workhorse FT-1460 Van, Pearpoint Camera. 14,000 miles, Onan Genset 1200 hrs., Pearpoint 420 tractor, 1,000 ft. cable, 599 autodrum, very good condition. \$55,000. Email questions. wesline services@gmail.com. (C12)

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)

TV INSPECTION

Cues TV/grout truck. Rebuilt engine and trans., diesel generator, air compressor, vacuum pump, Penta hose and Logiball lateral packer controller. All systems are functional and ready to grout. Jim 419-243-5108. (C10)

Ridgid camera, SeeSnake, DVD, color TV, 200 ft., and SR-20 locator. I bought these units brand new 2 yrs. ago. I bet I have maybe 1.5 hrs. on these. Absolutely like brand new. \$9,500. You won't be disappointed. 513-200-1821. (C10)

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

Complete **RAUSCH System;** 2009 built demo truck fully loaded with M-Series mainline & lateral launcher, POSM Pro inspection software, turn-key ready. Will be available mid to late October, 2010. Contact RAUSCH @ 1-877-728-7241. (CM10)

The Camera System you've been waiting for. The Cyclops Deluxe Valu-Pac IV has all the capabilities of a large van mounted system (except cable length) without the expense of a vehicle. P&T Color Camera, HD Transporter/Crawler, Powered Cable Reel w/500' TV/Tow Cable, Large Line Light & Power Supply Kit, All-in-One Controller for camera, reel and transporter, plus a System Analyzer w/Test Cable. And last but certainly not least, Cyclops P.I.D.S. The user friendly, PACP certified inspection software installed on a New Dell Laptop. Yep, this system can do it all for only \$43,280. Call 830-249-9756 and talk to the guys that build 'em. (C10)

CUES van mount system, approx. 1000' cable, Pipe Ranger with large wheels, camera lift, shorty transporter, P/T camera with back-up, \$18,900. Call 801-518-5356. (C11)

TV Ferret: Complete used, pan & tilt system, 600 ft. cable, 6" crawler. More turn-key systems. Starting at \$20,000. www.tvferret.com. 518-399-2211. (CBM)

RST TV Inspection System, OMNI III camera, tractor, reel with 1500' cable, PCU and auxiliary controller. ONLY \$16,750. Call 435-655-2797. (C11)

VACUUM LOADERS

1999 International with a Guzzler Ace 27" HG wet/dry industrial vacuum tank loader. **Demo/Rental unit.** (Stock #7390) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (C10)

2008 Demo Internationals 7600 with a Guzzler Ace XXS4118TS wet/dry industrial vacuum loaders, 18-yd. debris body, dump-type, carbon steel vacuum tanks. **Demo/Rental unit.** (Stock #'s 4400V & 4401V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (C10)

WANTED

Very serious and well qualified buyer looking for sewer, septic or industrial business in Dallas, Texas area. Must be grossing between \$500,000-\$1,000,000. All inquiries are kept confidential. Call Jeff at 800-257-7222. (CBM)

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

WANTED TO BUY: Any make/model GapVax trucks you are wanting to sell. Call 888-442-7829 or email inquiry@gapvax.com. (C11)

WATERBLASTING

40,000 PSI sapphire nozzles, UHP hoses & replacement parts. Excellent quality & prices. 772-286-1218; info@alljetting.com; www.alljetting.com. (CBM)

Gardner Denver T-450M w/Series 40 Detroit 10K 39GPM. Jetstream 4215 w/ Cummins 10K @ 39GPM. Gardner Denver TX-450SB w/V12-71 Detroit 10K @ 70GPM. Gardner Denver T-450 w/ Jetstream fluid end transmission 10K @ 40GPM. THE-500UH 50K bareshaft pump. NLB 10-600 Cummins 10K @ 104GPM. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

2001 NLB 4075d: 40,000 psi, 3-gallon water blaster, factory trailer mount, great condition, 600 hrs. Accessories available. \$33,000. Call 973-476-7194. (C10)

2004 NLB 40-150 electric, 40,000 psi waterblaster, (0) hours on unit - never used. Marathon Motor on skid with control panel. KLM Companies, 617-909-9044. (P9)

Cleaner Magazine - For Residential, Municipal and Industrial Sewer Cleaning Contractors
www.cleaner.com

Looking to BUY or SELL?
Just Submit Your Classified Ad ONLINE!

Easy Secure!

Your ad will be posted on the Cleaner Web site within two to three business days after received.

Just go to www.cleaner.com; click on "Classifieds;" click on "Place a Classified Ad;" fill in the online form.

PLACE YOUR AD ONLINE AT www.cleaner.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

GapVax®

Toll-free US/Canada
888-442-7829

www.gapvax.com

#1 Manufacturer of Industrial Vacuum Equipment,
Hydro-excavation, Combination JetVac Equipment
and specialty Vacuum Equipment
since 1989



Oct. 19 & 20
Clean Gulf Expo
Tampa, Florida
Oct. 27-29
North American
Industrial Coating Show
Indianapolis, IN



PARTSEXPRESS

The Problem...



The Solution...



The Result...



Plumbers...

Build Profits With RootX.

The solution to survival in tough times.

- The non-intrusive way to kill roots in pipes and septic systems.
- A money-making product for your business.
- Easy to sell, guaranteed to work.
- Simple application method.
- We help create residual business for you.
- We offer free on-line live training meetings.
- If you are a city or contractor, call RootX today about our low cost municipal root & grease control programs.

**Simple.
Effective.
Proven.**



Call

1-800-844-4974

for more info!

Visit us:

www.rootx.com

www.rootxperts.com



Call us to find out how you
can get Free Hand Sanitizers with
an order of RootX!





SPARTAN TALKS TOUGH.

Bob Griffith, New Jersey
SPARTAN REP SINCE 2001

**“I WAS ABLE TO GET
THERE AND GET HIM
WHAT HE NEEDED.”**



SPARTAN
FOR TOUGH CUSTOMERS.
SINCE 1940

I remember a call I got a little while back. This customer had an UnderTaker and had it on a pipe replacement job, and his client happened to be holding an outdoor event the day he was there to do the job. On top of that, it wound up he needed help with a part unexpectedly or else he was going to have to go ahead and dig up the lawn. But I was close enough that I was able to get there and get him what he needed without ever disrupting his client's event.

Tough Customer Preferred Product: The UnderTaker.

Lets you replace 4" – 6" pipes with minimal disturbance to trees, landscaping, streets and sidewalks. A compatible water-line splitter for replacing galvanized or copper water lines is also available.

