

Cleaner

FOR DRAIN AND PIPE CLEANING, INSPECTION AND REHABILITATION PROFESSIONALS

www.cleaner.com | JULY 2012

DRAIN & SEWER CLEANING

RESIDENTIAL

COMMERCIAL

24 Hour Service

866-324-8180

PIPE-BURSTING SPECIALIST
TRENCHLESS SEWER LINE REPLACEMENT
SAVE MONEY AND YOUR LANDSCAPE

LEAN and CLEAN

NO-CLOGG PLUMBING
TRIMS THE FAT TO
MAINTAIN A HEALTHY
OPERATION **PAGE 36**

www.nocloggplu



ANNUAL BUYER'S GUIDE

TOUGH JOB

HDD facilitates water main upgrades

MONEY MANAGER

Accounting software options for your business

TECH PERSPECTIVE

The right jetting equipment

Gen-Eye™

Pipe Inspection/Location Systems



General
PIPE CLEANERS
www.drainbrain.com

Record digitally on SD Card, DVD, or via USB to your laptop, or other device. The choice is yours. To learn more or to arrange a free demo, contact the Drain Brains® at 800-245-6200 or 412-771-6300, or visit www.drainbrain.com/geneye



The toughest tools down the line.™

© General Wire Spring 2012



EXPERTISE

TECHNOLOGY

RESPONSIBILITY



Big Jobs, Powerful Tools

The Vac-Con Industrial Loader puts the power of expertise in the hands of every operator. Having evolved from years of real experience in applications from rail yards to copper mines, steel mills to ship yards, farming to well drilling, the Vac-Con is a powerful tool. Whether equipped only with its many standard features or enhanced with innovative, high-performance options for specific applications, this machine is ready to safely and effectively tackle the big jobs.

To learn how you can put the power of expertise to work on your next industrial project, go to www.vac-con.com

A HOLDEN INDUSTRIES Company



SPITFIRE™

ROTARY SHOTGUN TOOLS BY **STONEAGE**

**MADE TO MEET
THE DEMANDS OF THE
PROFESSIONAL USER**

SPITFIRE™

Rotary Shotgun Tool

Our new **SPITFIRE™** revolutionizes rotary shotgun tools. This patented design features an angled jet pattern combined with high-speed rotation to perform superior cleaning and surface preparation. The **SPITFIRE™** is excellent for cleaning difficult and irregular surfaces where a hand-held operator can more efficiently maneuver the cleaning head.

It utilizes a 2-port jetting pattern and has 2 inlet options, either 1/2 NPT for up to 15k psi, or 9/16 MP for 22k psi. This new tool requires little maintenance, reducing down time.

KEY FEATURES:

- **Weighs under 2 pounds**
- **Low maintenance**
- **Lower operating costs**
- **No high pressure seats or seals**
- **Hardened stainless steel shroud**

U.S. Patent 7,635,096, 8,006,920 & 8,016,210
Other U.S. and International Patents Pending



SPITFIRE™ SPECIFICATIONS

MODEL	SPF-P8™	SPF-M9™
Operating Pressure	5-15k psi 340-1000 bar	5-22k psi 340-1500 bar
Maximum Flow	15 gpm 58 l/min	13 gpm 49 l/min
Rotation Speed	3000-5000 rpm	3000-5000 rpm
Inlet Connection	1/2 NPT	9/16 MP
Nozzles	2 x AP2™	2 x AP2™
Diameter	1.7 in. 43 mm	1.7 in. 43 mm
Length	4.8 in. 120 mm	4.8 in. 120 mm
Weight	1.6 lb 0.76 kg	1.6 lb 0.76 kg

**STONEAGE**
WATERBLAST TOOLS®

TEL: 1-866-795-1586 • FAX: 1-970-259-2868
WWW.STONEAGETOOLS.COM

ROVER X™

The Power of One



ROVER X 130 crawler and RCX90 camera accessorized with various combinations of lift, carriage, auxiliary lamps and 12 available wheel sets.

One System Flexible Enough for Any Inspection.

Twelve wheel options—plus camera lift, carriage and lamp accessories—mean a single ROVER X™ crawler transforms in seconds to inspect any line six inches diameter and larger. Built on an expandable digital architecture, this system not only lets you perform side-scanning and laser-profiling, it adapts to support any capability you can think of ... even ones that haven't been invented yet.

One Workflow in the Palm of Your Hand.

ROVER X's versatile pendant lets you do everything, from maneuvering to recording digital video and images, logging and measuring observations, and generating reports. Network connectivity allows remote diagnostics and maintenance, as well as automatic firmware updates. (The latest update adds tools to measure defect size, flow capacity, and lateral angle, plus macro for one-button crawler return.)



maneuver

view/record

measure

report

link

Get the Full Story

Send your mailing address to rvx@envirosight.com



See ROVER X in action. Scan or visit us at:



www.youtube.com/user/rovervx

Envirosight

(866) 936-8476 • (973) 252-6700

www.envirosight.com



VeriSight Pro



QuickView

features

36
Lean and Clean
By Lisa Balcerak



On the cover: Baron Burems, owner of No-Clogg Drain & Sewer Cleaning Service in Pasadena, Calif., has streamlined his operation to run as lean as possible while maintaining profit levels and great customer service. (Photography by Patrick Botz-Forbes)

12 Proven Formula
Entrepreneur's business model validates concepts he preached for 30 years as a corporate manager and trainer.
By Marian Bond

26 Tech Perspective: The Pressure to Succeed
The right jetting equipment – and knowledge – can give your business a high-pressure profit boost.
By Gil Longwell

departments

10 From the Editor: The Tools to Grow
Understanding when to add services and equipment is a big plus for your business.
By Luke Laggis

50 Better Business: Investing for Growth
There are two main avenues for generating capital, and each has its advantages.
By Fred S. Steingold

56 Safety First: Knowing the Basics Can Mean Everything
A little first-aid knowledge can go a long way when accidents happen on the job.
By Luke Laggis

62 Money Manager: Accounting for the Future
Software options make it easy to stay on top of your business finances.
By Erik Gunn

68 Tough Job: Conquering the Limitations
Horizontal directional drilling facilitates the flow of new development in Wichita.
By Scottie Dayton

76 Money Machines: Silver Lining
Perma-Lateral system gives Virginia contractor an advantage over competition.
By Ken Wysocky

84 Product News
Product Spotlight: Propane-powered jetter provides clean-air alternative.
By Ed Wodalski

88 Industry News

COMING IN AUGUST

Special Issue:
Waterblasting and Waterjet Cleaning and Accessories

- Tough Job: Blown epoxy lining for the U.S. Navy
- Money Machines: Hammer-Head lateral pipe-bursting system
- Profile: Valentine Plumbing & Sewer, Cortland, Ill.
- Profile: Fletcher Sewer & Drain, Ludlow, Mass.

Cleaner

FOR DRAIN AND PIPE CLEANING, INSPECTION AND REHABILITATION PROFESSIONALS

www.cleaner.com

Published monthly by:



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

© Copyright 2012 COLE Publishing Inc.
No part may be reproduced without permission of the publisher.

In U.S. or Canada call Toll-free 800-257-7222
Elsewhere call 715-546-3346
Email: info@cleaner.com Web: www.cleaner.com
Fax: 715-546-3786

Office hours Mon-Fri, 7:30 a.m.-5 p.m. Central Time

SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Cleaner* in the United States or Canada is free to qualified subscribers. A qualified subscriber is any individual or company in the United States or Canada that is involved in the inspection, cleaning, repair and installation of residential and commercial sewer lines. Non-qualified subscriptions are available at a cost of \$60 per year in the United States and Canada/Mexico. Subscriptions to all other foreign countries cost \$80 per year. To qualify, visit www.cleaner.com/order/subscription or call 800-257-7222.

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.

CLASSIFIED ADVERTISING: RATE: No Photo Classified \$25 for 20 words, each additional word \$1. 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, Amex 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.



Kayla Bisnette Jim Koshuta

REPRINTS AND BACK ISSUES: Visit www.cleaner.com for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeff@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicole@colepublishing.com.

CIRCULATION: Circulation averages 26,800 copies per month. This figure includes both U.S. and international distribution.

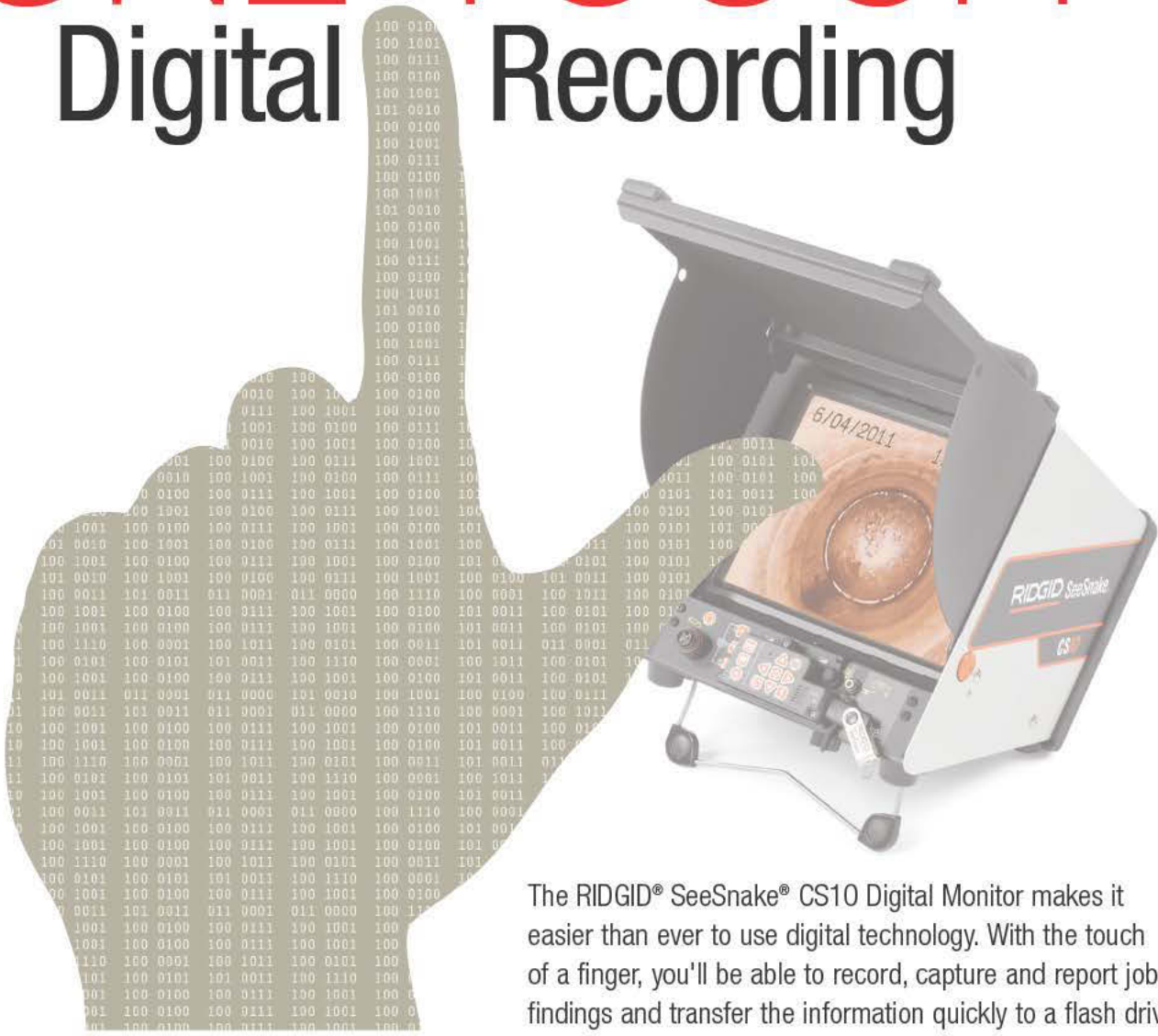


PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

Education Day: February 25, 2013
Exhibits Open: February 26 - 28, 2013

Indiana Convention Center
www.pumpershow.com

SIMPLE ONE TOUCH Digital Recording



The RIDGID® SeeSnake® CS10 Digital Monitor makes it easier than ever to use digital technology. With the touch of a finger, you'll be able to record, capture and report jobsite findings and transfer the information quickly to a flash drive. *It's just that simple.*

Learn more and schedule demonstrations:
800.769.7743 or www.RIDGIDForum.com/CS10

- 
 Modular Monitor Platform
- 
 Digital Recording
- 
 Automatic Logging
- 
 RIDGID Connect™ Enabled

The Emerson logo is a trademark and service mark of Emerson Electric Co. ©2012, RIDGID, Inc.

We Build Reputations™



A

Allan J. Coleman Co. 41, 57



Amazing Machinery, Inc. 45



Aqua Mole Technologies, Inc. 83



Aries Industries, Inc. 67

B



Bandlock Corp. 80

Benjamin Franklin Plumbing 20



Bowman Tool Co. & Systems 80

C

Cable Center, The 70, 81



Cam Spray 54

Cape Cod Biochemical Co. 58



Central Oklahoma Winnelson 86



Chempure Products Corp. 85

Cherne Industries, Inc. 49

CIPP Services, Inc. 66



Clog Hog 56

Cloverleaf Tool Co. 74, 78



Coast Manufacturing 66

Cougar Vibration 27

Coxreels 42



CUES, Inc. 46

Custom Boom Elbow

Holdings, Inc. 82

Cyclops Electronics, Inc. 79

D

Ditch Witch 13



Drainables Direct 52

Dultmeier Sales 48



Duracable Manufacturing Co. 32

E

Easy Liner
(Gadmon Industries) . 94, 95, 96



EasyCAM, LLC 10



Electric Eel Mfg. 29



Electro Scan, Inc. 98



Envirosight, LLC 5



Enz USA, Inc. 46

F



F. S. Solutions 43

Famhost Apps 80

Forbest Products Co. 83

Formadrain, Inc. 24

G

Gamajet Cleaning Systems 47



GapVax, Inc. 99

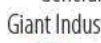


Gardner Denver Waterjetting 35



General Pipe Cleaners/
General Wire Spring 2

Giant Industries 31

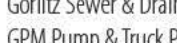


Global Pipeline Systems 75



Gorlitz Sewer & Drain, Inc. 61

GPM Pump & Truck Parts 71



Guzzler Manufacturing, Inc. 15

H

Hackney 72

HammerHead Trenchless Equip. . 17



Hannay Reels 80

Harben, Inc. 23



Hi-Vac Corporation 59

Hurco Technologies, Inc. 34

I

Innovative Equipment, LLC 83

J

Jameson, LLC 74



Jetstream of Houston 18, 29, 42

Jetter Depot 82

JETTERS NORTHWEST 77

K



Ken-Way Corporation 78

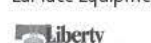
L

Ladtech, Inc. 22



Lansas Products 79

LaPlace Equipment Co. 85



Liberty Financial Group 78

Liner-Mart, Ltd. 21



LMK Technologies 34

Logiball, Inc. 44

M

MAX-LIFE Mfg. 87

MaxLiner USA 69



Milwaukee Rubber Products 52

Municipal Services, Inc. 64



MyTana Mfg. Company, Inc. 39

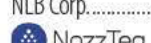
N



NAWT, Inc. 60



NLB Corp. 32, 65



NozzTeq, Inc. 66

O



Oceanquip, LLC 63

Ohio Power Systems 29

P



Pat's Pump & Blower, LLC 66



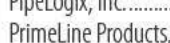
Perma-Liner Industries 9, 64, 88

Petersen Products Co. 78



PipeLogix, Inc. 82

PrimeLine Products, Inc. 82



Prototek Corporation 54



Pulsar 2000, Inc. 44

PURE Software Solutions 22

Q

Quik Lining Systems, Inc. 75

R



RapidView IBAK North America . 33



Ratech Electronics, Ltd. 48

RCS II, Inc. 28



Reelcraft Industries, Inc. 28



RIDGID 7, 25



RS Technical Services, Inc. 52

S

SAERTEX multiCom LP 77



Safety Corporation of America ... 63

Safety Sewer Drain 75



Scooter Video 73

Sewer Equipment Co.
of America 53

Shark Jetters and
Pressure Washers 58



Southland Tool Mfg., Inc. 19



Spartan Tool, LLC 100

SPiR STAR 64



Standard Equipment Company .. 96



StoneAge, Inc. 4

SubSurface Locators, Inc. 60

T



T&T Tools, Inc. 79

The Soil Surgeon, Inc. 54

TRIC Tools, Inc. 20



TRY TEK Machine Works, Inc. 10

U

UEMSI 22



US Jetting, LLC 11

USB - Sewer Equipment
Corporation. 64

V



Vac-Con, Inc. 3

Vacall 37

Vacuum Truck Rentals, LLC. 63



Vivax-Metrotech Corp. 60

VSI Rentals. 72

W



Water Cannon, Inc. 83

Westmoor Ltd. 24

WJTA-IMCA 55

Woma Corporation 74

Marketplace 90

Classifieds 94

Scan the code with your smartphone



Trenchless Pipe Repair Without Digging.



Perma-Patch Kits
now with fast curing
Silicates!

SOLD IN COMPLETE KIT!
No measuring or waste

FAST CURING SILICATE RESIN!
Maximum working time while achieving
a short cure time

MORE PROFITABLE!
Two man crew can install several a day



**Average cure
time on a 60-foot
lateral...
less than 45
minutes!**



Training & Certification
24/7 Technical Support
Marketing Support

No Territories!
No Franchise Fees!
No Licensing Fees!

Perma-Liner™ Industries, Inc. is a worldwide supplier of trenchless lining products.

We offer the **Perma-Lateral™** air inversion method which is a single access pipe relining system and the lateral **Pull-In-Place** system to rehabilitate existing building service laterals without the need of extensive digging and liability. Ambient, Hot Water or Steam cure is available. It is no longer necessary to reline a pipe from manhole to manhole in order to address one section of pipe with the Perma-Liner™ **Sectional Point Repair™** system. Perma-Liner's™ **InnerSeal™ Innerwrap™ Lateral Connection Seal** repairs the lateral/main sewer connection with a structural and watertight seal that exceeds ASTM standards with Steam cure for multiple installs in a single day. Manhole to Manhole lining is performed with the **Perma-Main™** continuous lining "Top Gun" with Steam for cure times less than one hour. Perma-Liner™ now offers *fast curing* silicates with our **Perma-Patch** kits.

Visit www.perma-liner.com
Call 1-866-336-2568





Luke Laggis
editor@cleaner.com

The Tools to Grow

UNDERSTANDING WHEN TO ADD SERVICES AND EQUIPMENT IS A BIG PLUS FOR YOUR BUSINESS

BY LUKE LAGGIS

This month's issue of *Cleaner* includes the Annual Buyer's Guide, providing a good look at the latest and best tools and equipment for your business. But as you page through this issue, don't just think of the Buyer's Guide as a long list of products. Look at it as a guide to the equipment and opportunities that can help your business grow.

Both feature profiles this month illustrate the importance of keeping an eye on the future and understanding how changing markets might affect your business. Mr. Rooter of Houston and No-Clogg Sewer & Drain Cleaning Services strengthened their businesses by adding valuable services when the time was right.

Roger Goertz, owner of Mr. Rooter of Houston, added jetting service early on because he saw the potential for growth. Now, 10 to 15 percent of service calls lead to a jetting job. That's work the company either wouldn't have won or couldn't have done as well had it not jumped into the jetting game.

Baron Burems, who has owned and operated No-Clogg since 1995, also knows the importance of making the right equipment choices. Burems has scaled down the size of his business while maintaining the same profit levels. Every minute of the workday counts, so having the right equipment makes a big difference in handling jobs effectively and efficiently.

Burems points out that owning jetters and inspection cameras gives him an advantage over many smaller competitors. He owns most of his equipment but still rents items, like pipe bursting equipment, that he needs less often. The company hopes to grow its pipe bursting services, but for now, Burems says the \$70,000 equipment investment doesn't make financial sense.

Regardless what you own or plan to buy, it's important to know what's available, because you might find yourself bidding against the capabilities of equipment you don't own.

Being up to date on equipment helps Burems make those decisions, and it will help you plan your business strategy, too. Equipment that wasn't right for your business three years ago might be a better fit today, and could be a critical piece of the puzzle a few years down the road.

Regardless what you own or plan to buy, it's important to know what's available, because you might find yourself bidding against the capabilities of equipment you don't own. If you're working in a colder climate and own only standard jetting equipment, a competitor who purchases a truck-mounted hot-water jetter will instantly gain an advantage on certain cleaning jobs. Understanding your competitor's new capabilities will help you bid smarter, or it might save you the time of preparing a bid if you know you can't compete.

Likewise, knowing the limitations of a competitor's equipment can give you a big advantage. It will allow you to differentiate what you can do for the customer and bid with more conviction. When you know the time and expense involved for a competitor, you instantly gain an edge. That's valuable information for you to have during the bidding process.

Staying on top of equipment options, features and pricing will help you make the right choice at the right time. So browse the Buyer's Guide, even if you don't plan on being a buyer anytime soon. You just might find the money machine that drives your business profits for the next 10 years. **c**

WHY BUY AN EasyCAM II?

- ✓ American Made
- ✓ Rugged and dependable
- ✓ Designed by a Plumber
- ✓ Two year warranty
- ✓ Modular Components = Owner Repairable
- ✓ No Down Time, No Labor Cost
- ✓ Fair Pricing starting at \$3995

Color / 512 Hz Transmitter / Footage Counter / Voice Over / Cordless

It just makes sense.

239-260-2056 Licensed Under Patent # 7,715,701 www.PlumbersBestCamera.com

TRYTEK MACHINE WORKS, INC. **6" to 15" Tap Cutter**

FAST DELIVERY on replacement parts

MASTERCARD VISA DISCOVER AMERICAN EXPRESS

We accept most major credit cards

Hundreds in use!

www.trytek.com

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

Serving the industry for over **25 years**

WWW.CLEANER.COM
 discussion forums, classifieds, e-zines, videos...



One Demo Six Machines

Not sure what size High Pressure Jetting unit to purchase? The new US Jetting 6018 series of High Pressure Jetting Units can operate at pressures up to 6,000 PSI with flows up to 18 GPM. Our salesman can now demonstrate 6 different pressure & flow outputs from a single machine to customers at a single demonstration. Customers can judge the difference between pressures & flows to make their best purchase decision.

sales@usjetting.com
www.usjetting.com
1-800-538-8464
1-800-jetting



Change Nozzles - Change Pressure & Flow

- 6,000 PSI / 18 GPM • 4,000 PSI / 18 GPM
- 5,000 PSI / 18 GPM • 3,000 PSI / 18 GPM
- 5,000 PSI / 14 GPM • 3,000 PSI / 10 GPM

In-Stock, Ready to Ship Hose Specials



3/4" x 500 Feet .. \$ 1395.00
 1" x 500 Feet \$ 1495.00
 3,000 PSI Working Pressure
 9,000 Min. Burst Pressure
 600' Lengths Available

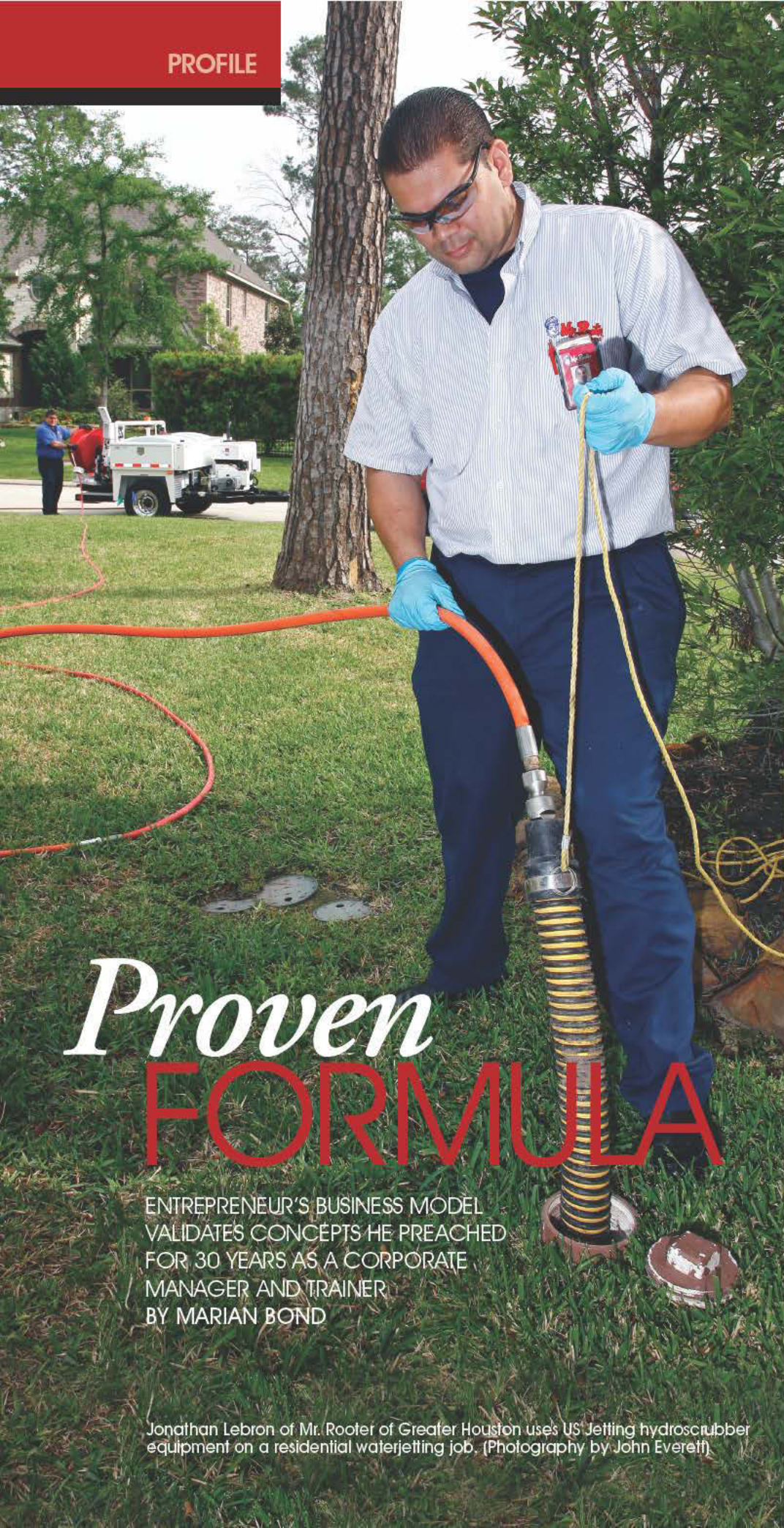
Shipping Not Included

Economy Green Hose

4,000 PSI Working
 Pressure, 12,000 Minimum
 Burst Reg 895.00
Sale Price \$ 795.00



See Our Full Product Line At www.usjetting.com



Proven FORMULA

ENTREPRENEUR'S BUSINESS MODEL
VALIDATES CONCEPTS HE PREACHED
FOR 30 YEARS AS A CORPORATE
MANAGER AND TRAINER
BY MARIAN BOND

Jonathan Lebron of Mr. Rooter of Greater Houston uses US Jetting hydroscrubber equipment on a residential waterjetting job. (Photography by John Everett)

With a detailed business plan in hand, Roger Goertz and his wife Stacey purchased an existing Mr. Rooter franchise in Houston, Texas, in August 2003.

The company covered two counties and had five technicians and five service vans on the road. By the time 2012 rolled in just shy of eight years later, the company had grown impressively to 20 technicians and 20 service vans, plus five excavation vehicles. They had also added another county to their service area and established a broadly expanded and realigned customer base.

"Our business plan detailed the first seven years and what we had forecast," says Goertz. "We actually exceeded those sales within our first four years."

He says one of the initial steps was working with the existing plumbers and getting them to understand his business philosophy of conveying a more empathetic attitude toward the residential customer – to be not just a plumber who walks in to fix a problem, but to relate better as technicians, explain the available options, and treat the customer with a greater degree of respect. Goertz wants his people to ask questions so they can diagnose and resolve problems for customers.

"Our business plan detailed the first seven years and what we had forecast. We actually exceeded those sales within our first four years."
Roger Goertz

Restructuring the base of the operation was another important measure.

"At least 80 percent of the business with the previous owner was warranty work with manufacturers and installations with home improvement stores," says Goertz. "We wanted to align ourselves more with service and repair of plumbing problems for the residential customer."

"We placed ads in the telephone books for the areas we covered. We also did a mailing to all customers serviced over the previous 12 months for warranty work, introducing ourselves and offering a \$25 gift card and describing our expanded services."

Goertz saw jetting as an opportunity for growth, and within four months of purchasing his Mr. Rooter

(continued)

IT'LL SUCK THE WHATEVER RIGHT OUT OF WHATEVER.



Nothing cleans up non-hazardous fluids and materials like Ditch Witch® vacuum excavation systems. With pure speed and absolute power, they're simply the best vacs on the market. And with their potholing capability, they're also your most reliable solution for verifying the location and depth of buried utilities and preventing accidental damage. For details on the FX60, FX30 or the compact FX20, see your dealer or visit ditchwitch.com.

 **Ditch Witch**[®]
ditchwitch.com



Know what's below.
Call before you dig.

©2012 The Charles Machine Works, Inc.



Roger Goertz, owner of Mr. Rooter Plumbing Services, stands with his large crew in Spring, Texas.

franchise he purchased a trailer jetter from US Jetting LLC and began promoting this option to solve drain problems. They currently use a 2011 US Jetting 4018-300 trailer jetter with 500 feet of 1/2-inch hose on a 180-degree pivoting hose reel. They use US Jetting stainless Penetrator and stainless Flusher nozzles, and the Egghead Push nozzle.

"We felt this was an important step to add because cabling does not remove all debris, grease and buildup in the line," says Goertz. "Cabling does not remove all roots, which become very soft, very fibrous. When the cable and blades go through the line in a circular motion it just won't cut all the roots."

When talking with customers about jetting a line, Goertz likes to compare it to a jar of peanut butter:

"If a person tries to remove all the peanut butter from a jar with a spoon, you just won't get it all. You need to use a spatula. In a drain line, the jetter goes through and acts like a spatula in cleaning the line."

Roger Goertz

"If a person tries to remove all the peanut butter from a jar with a spoon, you just won't get it all," he says. "You need to use a spatula. In a drain line, the jetter goes through and acts like a spatula in cleaning the line."

He says the residential customers don't always understand the benefits of using a jetter to clear a line, but the peanut butter analogy provides some understanding. Between 10 and 15 percent of their drain cleaning calls lead to jetter service. Customers who want a line jetted get a three-year warranty on that line.

All technicians are trained on using the jetter, but Goertz has one technician, William Corder, who is considered the master jetter. He knows the equipment and how it functions in all respects. When a technician sells a jetting job, a phone call goes to Corder, who will then transport the jetter to the site. The

profile

MR. ROOTER PLUMBING, GREATER HOUSTON, TEXAS



OWNER:	Roger Goertz
YEARS AS OWNER:	8
SERVICES:	Drain cleaning, jetting, televising, sewer and gas line replacement
CUSTOMER BASE:	95 percent residential, light commercial
SERVICE AREA:	Montgomery, Harris and Fort Bend counties
EMPLOYEES:	46 (technicians, office, excavation, apprentices, and warehouse personnel)
GROSSING:	\$4.75 million

original technician, who has developed the rapport with the customer, stays on site and will do any small chores the homeowner might require, at no charge, until the unit arrives. This might be as simple as replacing a light bulb for an elderly lady, or tightening a toilet seat. Or he can offer to do an inspection of the entire house.

With the jetter on site, Corder acts as an assistant to the selling technician. This is important because it honors the relationship the technician and customer have developed.

Goertz says the advantage of the jetter is that it has many functions and multiple hose sizes and fittings, and can go from a 1- to 1 1/2-inch line up to a 6- to 8-inch-diameter line.

FITNESS THROUGH TRAINING

In addition to on-site training with US Jetting, Goertz has some internal procedures and exercises he conducts to be sure technicians are well schooled in all aspects of jetting. Safety measures are strictly adhered to. Safety glasses, gloves and proper footwear are always required.

"You have to keep in mind that this can operate up to 4,000 psi," says Goertz. "The first 10 feet of hose, the leader hose, is a different color. That separate 10-foot section that screws on the end of a 500-foot hose is there for a reason. That is the safety hose. If the sewer line is 50 or 60 feet, you have that

(continued)

WE ENHANCED THE LEGENDARY PRODUCTIVITY AND OFF-LOADED SOME OF THE PRICE.

Guzzler® and NX® are registered trademarks of Vapor Manufacturing, Effective 01/11. ©2011 Guzzler Manufacturing, Inc. Patent Number: 6,857,250 B2
ISO 9001:2000, ISO 14001:2004



The **Guzzler NX** has been upgraded to work even harder, so you won't have to. A powerful new Robuschi® blower delivers 5,435 CFM, while the advanced VR Technology provides the production boost of a fully utilized tank capacity. Factor in the ultra-quiet, shroud-free design and simplified operating controls, and you've got everything you need to dominate the job site for less money.

To get your hands on an industry leader, visit guzzler.com
or call 800.627.3171 ext 298 for more information.

GUZZLER[®] NX
Subsidiary of Federal Signal Corporation



Renny Varghese uses a RIDGID SeeSnake inspection camera to inspect a pipe.

hose all the way in and when you start pulling it back, you know when you are at the last 10 feet. That is a safety feature.”

Goertz notes that jetting has been especially important to their growth when dealing with areas where there are yard drains, which frequently build up with dirt, soot and twigs.

A CAMERA TO THE RESCUE

Having a camera on every van has also been a boost for customer service, notes Goertz. This Mr. Rooter offers the service at no extra charge if the line has been cabled. Technicians don't need to go back to headquarters to pick up cameras because the equipment is readily available. Each technician is well trained on the operation and care of the camera because of the heavy investment required.

Presently, they have 14 RIDGID SeeSnake compact cameras and six Spartan Tool color compact sewer pipe inspection cameras. They also have 11 Spartan 415R locators.

ALWAYS AT THE READY

The fleet of 20 Chevrolet 3500 Express Cargo vans (3/4 to 1 ton) range from 2007 up to six 2012s they took possession of in January. Goertz leases his vehicles, so they are never more than four years old. He has a buyout option

at the end of a three-year lease. High mileage vans are sold, but Goertz keeps vehicles with low mileage for use as excavation vans to deliver replacement pipe and tools for sewer, gas and waterlines. Because sewer lines are not deeply buried – usually 2 to 2 1/2 feet – most projects call for hand digging, but he does have one Kubota KX 413 V and a total of six excavation vans. Six employees work at excavation and they usually have from three to six excavation jobs going on at any one time.

The Kubota is used when they are tunneling under a home and they have to dig a fairly large access hole, sometimes four feet wide and four feet long.

Goertz says technicians take their vehicles home each evening and are dispatched from their location. Everyone comes into headquarters for a company meeting every Tuesday morning.

GETTING THE RIGHT START

Having all the technicians on the same page and in the company program starts with hiring and training apprentices. Goertz selects beginners to join the company and learn the programs and the trade 75 percent of the time.

Training is conducted by Goertz to some extent, and also by four journeymen and one master plumber at the office. Technical training takes place in the field, riding with one of the licensed plumbers for nine months to a year and a half. In most cases, a candidate will ride with at

MORE REWARDS FOR CUSTOMERS

Roger Goertz knew the kind of business he wanted to invest in. He had some experience in HVAC but he wanted an operation that did not involve remodeling or new construction – something that wouldn't create many receivables or collections problems, or a lot of inventory to maintain.

Goertz and his wife Stacey found their opportunity with Mr. Rooter, and together they focused on serving their marketplace. Roger Goertz, in addition to running the franchise, went through all the processes with the Texas State Board of Plumbing Examiners and is currently working toward his Master Plumber License. Stacey handled the accounting, marketing and advertising.

Sadly, Stacey Goertz passed away in January 2012 due to breast cancer, but she knew their joint endeavors had accomplished much.

One of their innovations is the Advantage Plan, offered particularly for customers who experience a costly repair. A three-year plan that offers a 15 percent discount on services that cost \$219. For a five-year plan with a 15 percent discount, the cost is \$299. For a \$400 expenditure, there would be a \$60 reduction, and the balance due would also include the admittance to the plan. The plan serves to develop a loyalty to the company.

A selling point is that they call on the property once a year to drain and flush the water heater, and to check all appliance fixtures to ensure they are working properly.

Goertz says that when the cost of a service call is a lower price, say \$150, the Advantage Plan is not sold as easily. He notes that 60 percent of those who take the Advantage Plan are in the middle income bracket, 20 percent are higher income and 20 percent are lower income.

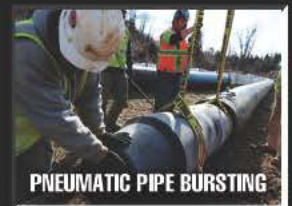
In more difficult economic times, he finds people are a little more careful with their money, often opting for a Band-Aid approach to a problem.

With high-ticket procedures, such as replacing a sewer line, and where there is a five-year warranty, the Advantage Plan is always an attractive option for the customer.

“The Advantage Plan has helped us in developing many long-term customers who appreciate seeing a 15 percent reduction on their various plumbing repairs and service calls,” Goertz says.

(continued)

Announcing: HammerHead[®] lowers cost of renting equipment for your job.



When you rent bursting and ramming equipment, the cost of freight to your jobsite can be a large expense of the equipment rental. Now, HammerHead announces a series of new rental locations throughout North America putting the equipment you need closer to your job site. Reduce the freight...reduce your cost of renting!

CALL US FOR A QUOTE TODAY. PREPARE TO BE IMPRESSED.

PH: 800.331.6653 (USA ONLY) | 262.567.8833 | INFO@HAMMERHEADMOLE.COM | WWW.HAMMERHEADTRENCHLESS.COM



TOUGH. TRUSTED.

Whun Prescott, left, and Jonathan Lebron use a Spartan ProVision 2.0 camera to identify sewer line problems.

least three different technicians to gain a well-rounded experience. Currently there are seven apprentices in the program.

In the hiring process, Goertz will conduct the initial interview after the candidate fills out an application. He will spend no less than 30 minutes, and he is not looking for technical skills, but rather as much about the potential employee as possible – background information and interests. He also shares information about potential earning possibilities. Following the interview, he will check references and if he is interested he will invite the candidate back for another discussion.

“Stacey and I have viewed our company as a family, and we are looking for employees who will be a part of our corporate family structure,” he says.

Goertz has several office departments that report directly to him. In the field he has three field manager senior technicians. One is a master plumber and two are journeymen. They each have five or six technicians assigned to them in teams dubbed the Red, White and Blue. This is designed to create some competition within the company.



“Stacey and I have viewed our company as a family, and we are looking for employees who will be a part of our corporate family structure.”

Roger Goertz

Stacey Goertz was instrumental in finding a home base for the business, which occupies 10,000 square feet of office and warehouse space on a 1.8-acre lot in Spring, Texas, a suburb of Houston. The couple also formed another company that shares this property. Rainbow International deals with water, fire, smoke damage and restoration.

SUMMING UP THE REWARDS

In reflecting on the effort that went into building the business, Goertz says his primary satisfaction has come from putting the principles he preaches into practice. After all those years of teaching others how to run and grow a business, he has had the opportunity to put all those thoughts, policies and procedures, as well as his own efforts and money, into his own business.

“You have to have systems in place,” he says. “You have to have a process where if one person leaves, another can step in and pick up the pace professionally and keep things going. Stacey and I were able to take a concept and prove to ourselves and to others the value of a corporate structure and that expertise, and how it pays off and grows in many directions. Very satisfying.” ©

more info

RIDGID
800/769-7743
www.ridgid.com
(See ad page 7, 25)

Spartan Tool, LLC
800/435-3866
www.spartantool.com
(See ad page 100)

US Jetting, LLC
800/538-8464
www.usjetting.com
(See ad page 11)

**SAME-DAY SHIPPING.
PROBLEM SOLVING.
MAKING IT
HAPPEN.**

We're here with whatever you need
when the pressure's on.

Jetstream
There's A Way. 

The waterblasting source
for parts, service & expertise

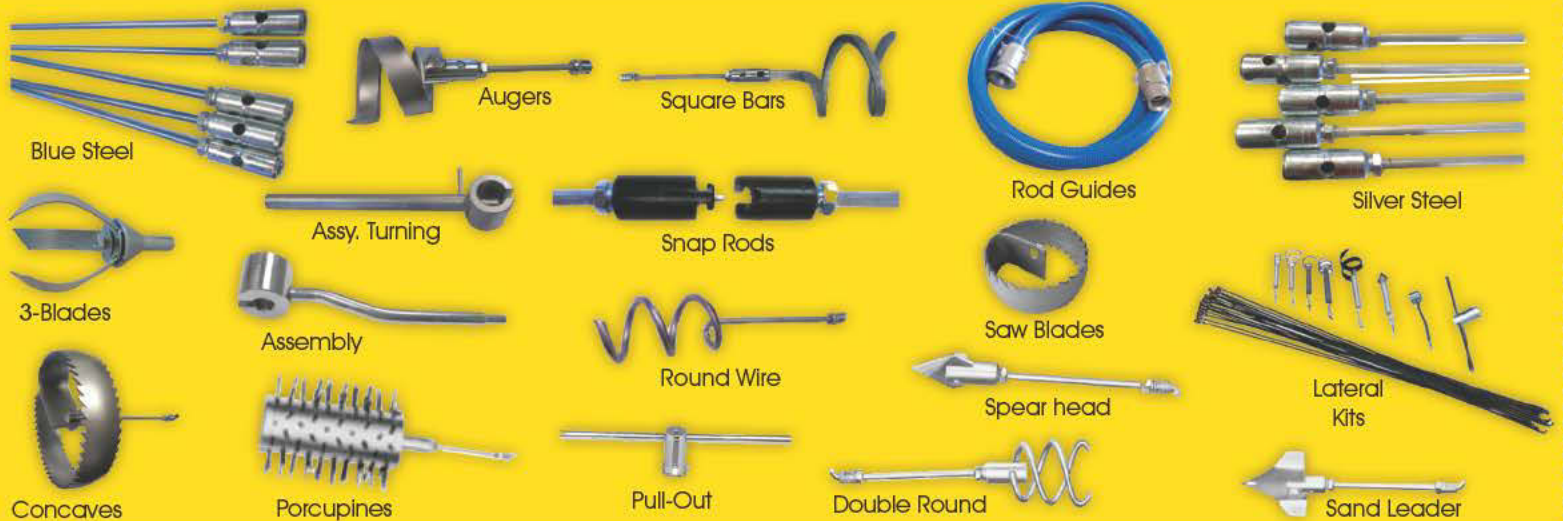
waterblast.com

SOUTHLAND TOOL MFG. INC.

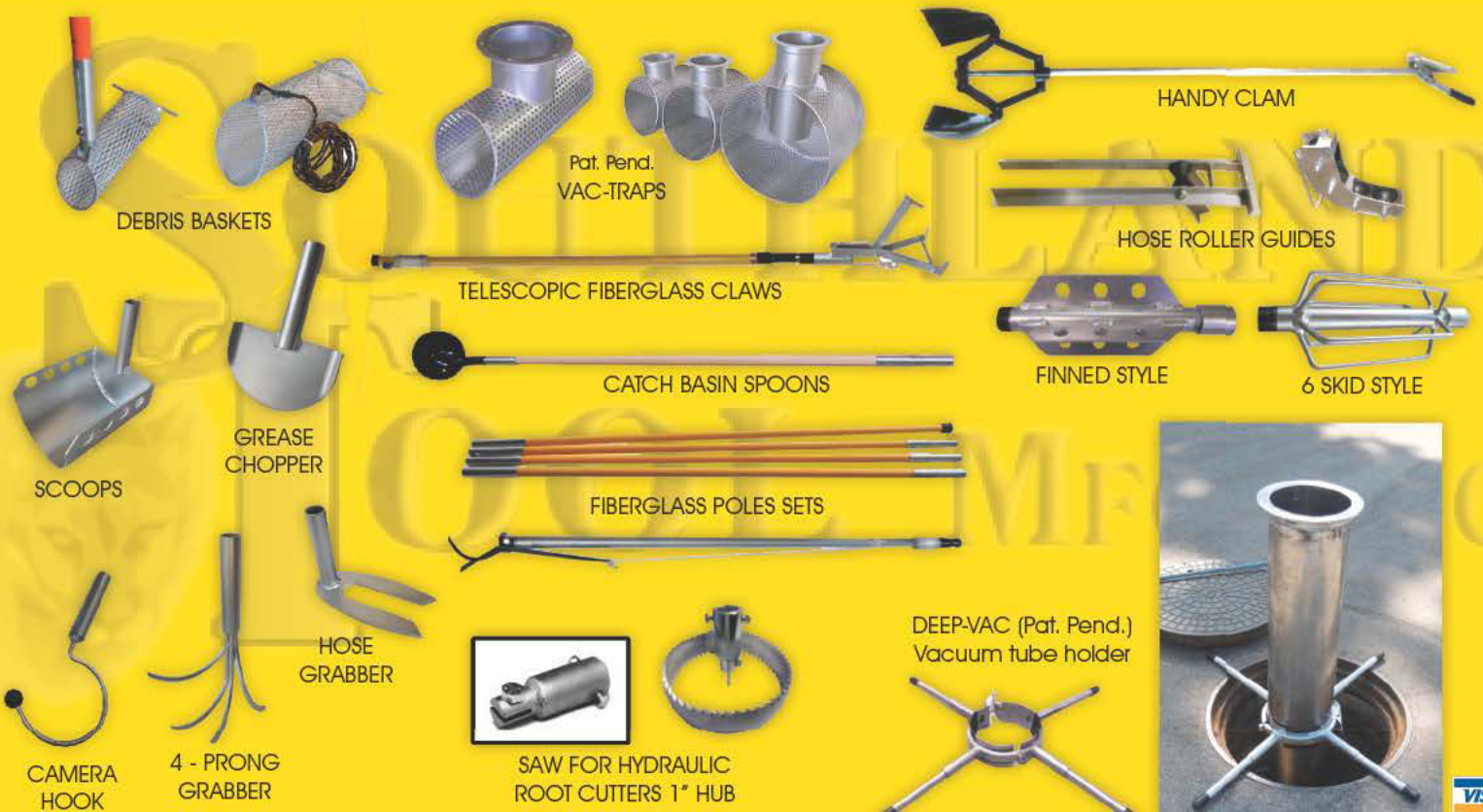
Building Innovative Tools for Municipalities



SEWER RODDING TOOLS FOR YOUR SECTIONAL, CONTINUOUS OR HAND RODDING NEEDS



PUMA MANHOLE EXTRACTION AND SERVICE TOOLS FOR YOUR COMBO



UP TO
\$25k
POWER UP™

THERE'S NO BETTER TIME THAN NOW TO
JOIN **BENJAMIN FRANKLIN
PLUMBING®**

TRANSFORM YOUR BUSINESS

Take advantage of our
\$25,000* conversion incentive.



POWER UP REASON #3:

*When you look back, you'll never wish
you had spent more time working.*

Live the lifestyle you envisioned.

When you join the largest residential plumbing franchise,** you'll instantly benefit from national brand recognition, increased purchasing power, specialized training and an extensive support network.


IT'S ABOUT TIME® Benjamin Franklin Plumbing® transformed your self-employment into your own profitable business.

877.236.2899 • benfranklinfranchising.com



If there's any delay, it's you we pay!

*The \$25,000 USD limited time promotional signing incentive is based on the average initial fee of a new territory purchase in a standard market. The incentive amount for Benjamin Franklin Plumbing® is subject to adjustment based on the initial fees of specific territories. This promotion does not apply to small markets. Offer expires August 31, 2012, and is not to be combined with other promotions or rebates. **According to Entrepreneur Magazine's list of the top 500 franchises in the January 2011 issue.

Benjamin Franklin Plumbing® is now part of  **Direct Energy.**

When push comes to shove...

...sometimes you just need a good puller.

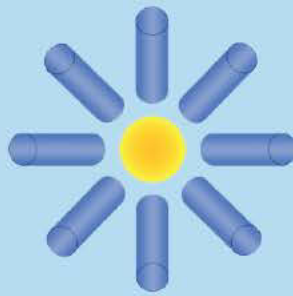
The TRIC M50 is the perfect combination of size and power for those easements and tight spots where other pipebursting equipment just won't fit. Strong enough to burst 8-inch main lines, yet compact enough to set up by hand. Call or visit us online and find out more about the TRIC difference.

TRIC
breaking tradition.™

888.883.8742 | www.trictools.com

Liner-Mart™

Professional Pipe Lining
Wholesale Club



**“BEFORE YOU BUY LINER OR RESIN
COMPARE OUR PRICES FIRST”**



“Guaranteed Lowest Prices”

- > 4 inch Semi-Flex™ 3mm **\$4.77 per ft.**
- > 4 inch Flex 3mm **\$5.73 per ft.**
- > 6 inch Semi-Flex 3mm..... **\$5.91 per ft.**
- > 6 inch Flex 3mm **\$7.31 per ft.**

(Other sizes available)

Pipe Lining Resins Available
5 Gal Buckets / 55 Gal Drums / 2000+ Lb. Totes

**Call for a FREE
Liner Sample**

Call: In the USA toll free 1-877-273-5463
International 1-740-454-9410

(Bulk coated material & pricing also available upon request)



**Buy in Bulk and Receive
Wholesale Pricing**



**Custom Branded With Your
Company Info.**

Find us on the web: www.liner-mart.com
email: info@liner-mart.com

In the end, you either invest in your business, or you may be out of it.
The name that has helped many up-and-coming businesses out of the red has two new cost-cutting crusaders...

PORTABLE MAINLINE SYSTEM



Growing customers need a system that grows with them. Why piece out your purchases when you can get them all in one package?

The Portable Mainline System:

- Predator™ Advantage PCU
- 10.4" LCD color monitor
- Data Display II system
- Portable mainline reel with power rewind and auto level wind
- Prowler wheeled transporter (8"-60")
- Explorer™ Zoom pan & tilt camera
- Tyger Tail® cable hose guide
- and more...

TRACTOR CLEATS AND TRACK ASSEMBLIES

UEMSI® offers an array of tractor cleats and track assemblies for some of the top tractors on the market today! Our cleats are designed with softer, more-durable rubber for better gripping power in all pipe, including PVC, vitrified clay and concrete.

Not only are these cleats designed to work with UEMSI tractors, but also Cues®, Aries® and other brands that use #35 chain with double 1/8" rivet holes. So, if you need dependable, reliable cleats that will stand up to your demands, give us a call today; just ask for Brian!

#35 Tractor Cleats:

- For #35 Chain
- Double 1/8" Rivet Holes
- Soft-Durable Rubber
- Molded Steel Frame
- Pipe Contoured Design
- Double Groove for Excellent Traction
- UEMSI Part # 29-9930-125



UEMSI®

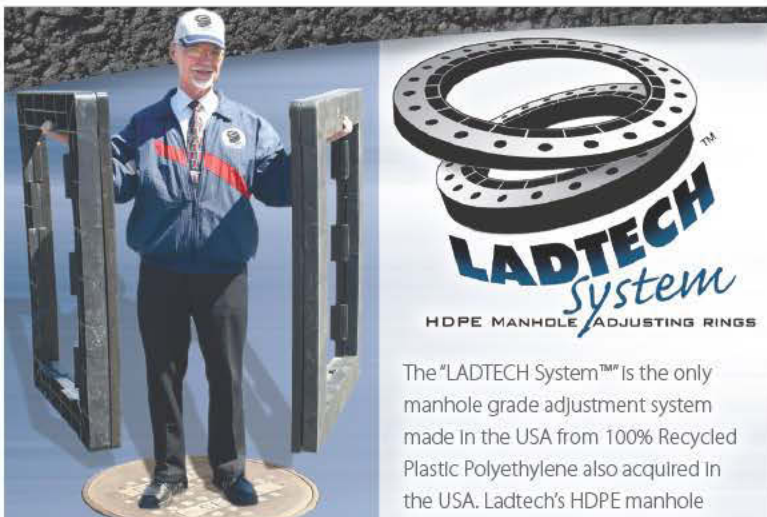
PIPELINE CLEANING & TELEVISIONS EQUIPMENT

Corporate Office: 800.666.0766 / 262.783.6666

Fax: 800.691.0031 / 262.783.4860

Website: www.uemsi.com / E-mail: info@uemsi.com

Cues® is a registered trademark of Cues, Inc.
Aries® is a registered trademark of Aries Industries Inc.



HDPE MANHOLE ADJUSTING RINGS

The "LADTECH System™" is the only manhole grade adjustment system made in the USA from 100% Recycled Plastic Polyethylene also acquired in the USA. Ladtech's HDPE manhole adjustment rings provide a proven alternative to concrete grade or adjustment rings and is the most advanced alternative manhole grade adjustment system available anywhere. The material is renowned for its ability to stand up to the harshest of conditions without damage or deformity for generations.

EFFICIENT - One man can easily install the LADTECH SYSTEM™ in minutes. The rings nest together including a finish spacer ring and a 2% slope adjustment ring for a precision fit.

SAFE - It usually takes four men to lift and place a concrete grade ring, which break and can cause back and bodily injury, the LADTECH SYSTEM™ eliminates that hazard, helping reduce comp claims. A 4" HDPE Ladtech Ring only weigh 9 pounds.

COST EFFECTIVE - LADTECH™ products speed manhole installation and repair efficiently, allowing the site to be closed in one day and reducing overall cost from 20% to 30% or more, based on conditions. No water, mortar or bricks are needed, just a few simple tools.

Follow LADTECH, INC. on FACEBOOK!

877-235-7464
www.ladtech.com

We are looking for Distribution in these states: PA, NJ, TN, GA, NE, CO, NM, AZ, UT

PURE
SOFTWARE SOLUTIONS

www.puresoftware.com

PURE Software Solutions Releases
WinView 2.1

*VIEW EMERGENCY SITUATIONS LIVE VIA THE INTERNET

*RECORD VIDEO TO REMOTE LOCATIONS

*SPEED UP CHANGE ORDER APPROVAL TIMES

What is WinView????

WinView 2.1 provides Live Streaming Video from CCTV Equipment to ANYONE, ANYWHERE!!!

LIVE, via the internet.

With WinView 2.1 You Can

- * LOG IN
- * VIEW LIVE
- * TAKE ACTION

PLEASE VISIT OUR WEBSITE
WWW.PURESOFTWARESOLUTIONS.COM



For information on our other products visit www.puresoftware.com or scan the QR code to the left

OR CALL 303-867-1414 FOR MORE INFORMATION

BULLET PROOF

Over 11,000 Customers Worldwide Agree!



Jetters That Stand the Test of Time

Experience the Harben difference

QUALITY

VALUE

SERVICE

RELIABILITY

Call today to schedule a demonstration. **1-800-327-5387**

 **HARBEN**®

High Pressure Water Technology

www.harben.com

Scan the code
below with your
smart phone
application





PRO-CHOCK

Safely secures the ProVac on your trailer, pickup truck bed, lift gate, etc., in seconds!

www.westmoorltd.com

PRO-VAC

We Listen and Respond !

With years of positive customer feedback; the ProVac has evolved into the **Best Industrial Pumpout System** on the market today!

- *Ideal for GREASE TRAP PUMPING*
- *Light weight and extremely maneuverable*
- *User friendly/easy access front controls*
- *24" wide fits through any door*
- *Exhaust deodorizer*
- *Hose rack and tool holder*
- *Quiet operation, plugs into any 15 amp service*
- *120 gallon per minute pumping capacity*
- *Two 6" clean-outs, top and bottom*
- *25 foot retractable cord reel*

Toll Free: 800-367-0972 or 315-363-1500

Westmoor Ltd., P.O. Box 99, Sherrill, NY 13461



Introducing
a Breakthrough in
Steam Cured Lining

The liner is shipped pre-impregnated or prepared at your shop. You have a full two months to install it.



No Rush. No Hardening on you. Always Done Right.
formadrain.com/breakthrough

Or Call Steven Therrien at (866) 599-2429
or e-mail steven@formadrain.com



Getting to the problem won't be a problem.

It's compact for easy storage...lightweight for easy transport... and versatile for easy use. The SeeSnake® microReel System from RIDGID® is the perfect solution for inspecting lines up to 4" in diameter and 100' in length. Getting to the problem has never been easier.

Learn more and schedule demonstrations:
800.769.7743 or RIDGID.com



Modular
Monitor Platform



Digital
Recording



Optional
Distance Counter



RIDGIDConnect™
Enabled



100' REACH

The Emerson logo is a trademark and service mark of Emerson Electric Co. ©2017, RIDGID, Inc.

We
Build
Reputations™

RIDGID

EMERSON
Commercial & Residential Solutions

The Pressure to Succeed

THE RIGHT JETTING EQUIPMENT – AND KNOWLEDGE – CAN GIVE YOUR BUSINESS A HIGH-PRESSURE PROFIT BOOST

BY GIL LONGWELL

Jetting, the use of a high-pressure water stream to clean pipes and vessels, is frequently a core service offered by drain cleaners, grease trap service providers and many plumbers. A waterjet can cut away roots and break up solidified accumulations of nearly any fluid-deposited material. Jetting also flushes the loosened material and carries it downstream for removal.

Entrepreneurs, either those with an existing onsite-related business or those creating a new enterprise, should carefully consider both the added capability and added revenue-producing potential jetting adds to their service menu.

Helping a potential customer recognize the volume jetting can add to the business' revenue stream is Nick Woodhead's favorite discussion starting point. Woodhead, president and founder of US Jetting LLC, uses a standard set of questions to elicit key information that lets him guide the discussion.

"I want to be sure the customer buys with an eye to expansion," he says, noting most newcomers tend to buy up to – but not over – their current needs. "Sometimes it is hard to envision rapid business growth for a service the company never offered.

"When a customer can tell me how much jetting work they are referring to a different business, I can give them a pretty close estimate of the potential earnings they are losing." This and many other "helps" that he gives to his customers set him apart. "When you shop for price on the Internet, you get the lowest value for your investment," Woodhead says.

Woodhead believes the purchase and deployment of a power washer to do the work of a true jetter will be frustrating and disappointing for both his customers and their customers. "The threshold that separates a jetter from a pressure washer is about 10 gallons per minute flow at 3,000 psi. To achieve this delivery, a motor that delivers 25 hp is needed." He points out that power washers typically deliver a less effective 4 gpm at 2,000 psi.

Engine selection is just as important as picking the right operating pressure and flow rate. The tradeoffs are a balancing of investment dollars, maintenance and operating costs, performance and life expectancy. Woodhead says, "The discussion starts with the question, 'diesel or gasoline?'"

Diesel engines have a 10- to 15-year life expectancy; gas engines, two to three years. With the initial price difference – diesel engines are about four times more expensive – the choice seems easy. Over 12 years, the aggregated cost of replacing a gas engine three times becomes a big factor that has no direct price tag.

"When a customer can tell me how much jetting work they are referring to a different business, I can give them a pretty close estimate of the potential earnings they are losing."

Nick Woodhead



The US Jetting 4018 trailer jetter is used to clean the big stacks at a board factory with 4,000 psi at 18 gpm. (Photos courtesy of US Jetting)



A pump truck featuring a full-sized jetting unit capable of handling jobs that require high pressure and flow.

There are not a lot of subsystems to choose from. The engine, the pressure pump it drives, the hose and nozzle and supporting chassis are about it, yet each deserves investigation since they all must work together. The greatest diversity is in the nozzle selection, as they all are job-focused in their design. Flushing, root cutting, mud liquefaction and propulsion each require a purpose-designed nozzle.

“Using the right nozzle at the right pressure and flow rate can reduce time on the job.”

Nick Woodhead

“Using the right nozzle at the right pressure and flow rate can reduce time on the job,” Woodhead explains.

It is no different than trying to make do with a 15-inch adjustable wrench to turn bolts from 6 mm to 1.375 inches; the right tool always makes the job go faster. Customers watching the work know when things are moving forward in a professional manner; they don’t want to see ineffective tools slow the job and raise their bill.

AN OPERATOR’S PERSPECTIVE

Brittanie Nesenman, co-owner of Jason’s Septic Inc., in South Florida, knows all about the importance the right equipment is in being efficient and effective on the job. Jetting service has been part of their business plan from the outset.

“When Jason, (Brittanie’s husband) wrote the specs for our first truck, he included a jetter,” she says. “Today, all of our vac trucks are equipped with jetting equipment.”

All the company’s trucks are outfitted with identical jettors. Each has a Honda gas engine that drives a CAT pump delivering up to 4,000 psi with a flow rate of 4 gpm. Each unit is fitted with an Aqua Mole head. This setup lets them effectively service pipes up to six inches in diameter.

Jason’s Septic has found another revenue opportunity in cleaning storm-water drop boxes and catch basins. Typically, the debris accumulated in each basin is gravity-compacted and often dried into a large homogeneous chunk that is pretty much immune to removal by vacuum alone. The jetter breaks and cuts these chunks, which are fluidized by the jet’s water. In this sludgy consistency, they are ripe for vacuum hose removal.




SAFE PRACTICES ESSENTIAL



Worker safety is essential and it starts with hands-on jetter training supervised by Jason. A high-pressure water stream can be a powerful – and dangerous – tool. Safety shoes, gloves and eye protection can diminish the effects of a minor encounter with second-hand spray, but only relentless attention to the work at hand can sufficiently protect the hand at work. A direct “strike” by a

When You Need to

SHAKE IT


COUGAR VIBRATION SOLUTIONS


The **Cougar Vibration** line of industrial vibrators

SOLVES YOUR MATERIAL FLOW PROBLEMS



COUGAR

visit martin-eng.com
call 800.544.2947
email info@martin-eng.com



Rely on Reelcraft



Cast aluminum hose reels Series 8000

Photo courtesy of Vector, a subsidiary of Federal Signal Corporation

New!

Compact, heavy duty dual pedestal hose reels

Series DP5000/DP7000

Made in USA



Built better to perform better



New!

Turn-key jetter hose reels built to your specs

Nordic Series

Made in USA



REELCRAFT®

www.reelcraft.com | 800-444-3134



A trailer jetter is used to clean the mainline at an apartment complex.

high-pressure stream can amputate fingers or toes and do life-threatening damage to the body.

To train employees, Jason set up a training area that includes a 50-foot-long section of 6-inch-diameter PVC pipe. Employees develop familiarity and become comfortable with the equipment once they have mastered the basics of machine startup, emergency shut down, and pressure and flow rate settings.

"We have never had a jetter-related injury, and for that we are grateful," says Brittne.

Jetter safety training fits in with the company's requirement that all employees participate in an OSHA-sanctioned 10-hour basic safety training course. Information presented in this course emphasizes hazard identification, avoidance, control and prevention, in addition to basic OSHA standards. Emphasis is placed on OSHA's "Focused Four." These are the major categories into which most construction site accidents fall. They are, Electrocution, Caught-in (or caught between things) events, Struck-by injuries that occur when a worker is hit by something that is intentionally (or otherwise) moving on the site, and Falls.

DOING THE HOMEWORK

Jetting is a proven tool and income opportunity for drain cleaning contractors. The first step to deployment is an understanding of capability, and there are many familiar with the process who are willing to share their knowledge. Talk to your peers and your sales reps and get as much information as you can before deciding on what equipment is right for your needs. With the right knowledge, you'll be able to acquire the right tools to help your business, and your customers. c

IT REALLY WORKS!

Septic Drainer

A Drainfield Restorative

Sodium is the REAL problem.
We drive the sodium
OUT of the soil.

A.D.C. Septic

"The drain fields that are failing, Septic Drainer allows their system to work again. It's almost a miracle product that I've been experiencing. Every drain field I've used it to restore has worked."

Chris Lanoue, A.D.C. Septic
Blackstone, MA

www.septicdrainer.com

**RCS II, Inc. PO Box 4743
Queensbury, NY 12804
(518) 812-0000**

THIS DRUM CAN'T BE BEAT!



Model

D-5

The rugged Electric Eel Model D-5 drain and sewer cleaner combines professional quality and affordability in a continuous cable drum machine for cleaning 3" -10" diameter lines up to 100 ft.

The high density polyethylene drum and belt guard will not rust or dent and holds up to 100 ft. of 3/4" diameter Tri-Max cable. Three sealed heavy-duty ball bearings support the drum and a thick wall guide tube extends wear. The D-5 is powered by a heavy-duty 1/2 H.P. capacitor-type motor to provide more torque, and the power feed and drum can be quickly removed.

Additional features include: Large 10" solid wheels for easy maneuvering and stabilization while in operation; extra strength 1-1/4" steel tubing framework; 5 position height adjustment on handle; wheel brake; continuous belt skirts and loading wheel built-in to handle; GFCI on 20 ft. line cord; and an air operated foot switch for easy operation. **Contact us today!** Find out more about why the D-5 is the drum that can't be beat!



Electric Eel® 1-800-833-1212
www.electriceel.com

DRAIN CLEANING TOOLS FOR PROFESSIONALS

Tired of replacing your wired controls every six months

Save Big and come to the Source for a wireless replacement



OPS
Ohio Power Systems, LLC.
"Setting The Standard In Radio Controlled Hydraulics"™
www.ohiopowersys.com
419.294.4985

GREAT.
THE NOZZLE YOU
REALLY NEED IS THE ONE
YOU DON'T HAVE.



Until tomorrow AM.

Jetstream™
There's A Way. ✨

The waterblasting source
for parts, service & expertise

waterblast.com

Quick-Easy-Secure
subscribe online at
www.cleaner.com

What you learn
on these pages
could be worth

\$1,000s.

It's all yours - FREE!

That's right. Some 25,000 of your industry peers welcome **Cleaner** for the value it brings to their business. Each issue shows you:

- The latest products and technologies
- Innovative work practices from contractors
- Tough jobs resolved with creative solutions
- Business basics for any company
- And much more!

Best of all, you'll learn from other successful business owners how they did it, and how you can, too.

**Don't miss an issue
subscribe today!**

Cleaner

Start my *FREE subscription to Cleaner Magazine.** (*U.S. subscriptions only)

Signature *(required)* _____

Date _____

Print Name _____

Company Name _____

Mailing Address _____

City _____

State _____ Zip _____

Phone _____ Fax _____

E-Mail _____

Also send a *FREE subscription to:** (*U.S. subscriptions only)

Coworker's Name _____

Title _____

Coworker's Name _____

Title _____

WHAT IS YOUR COMPANY'S PRIMARY SERVICE? (check only one)

- Cleaning - Industrial/Waterblasting Dealer/Distributor/Manufacturer
 Government/Municipal Hydroexcavation
 Indust./Comm./Mun. Services Location/Leak Detection
 Plumbing/Heating/Cooling Rehabilitation/Relining/Bursting
 TV/Video Inspection Sewer/Drain Cleaning

WHAT IS THE APPROXIMATE POPULATION OF THE AREA IN WHICH YOU PROVIDE SERVICE?

- 0-10,000 10,001-50,000 50,001-100,000
 100,001-200,000 200,001-500,000 500,001+

WHAT IS YOUR ANNUAL EQUIPMENT BUDGET?

- 0-50,000 51,000-75,000 75,001-150,000
 150,001-250,000 250,001-350,000 350,000+

HOW MANY VEHICLES DO YOU CURRENTLY HAVE IN SERVICE?

- 1-5 6-10 11-15 16-20 21+

HOW MANY EMPLOYEES DO YOU SUPERVISE OR WORK WITH AT YOUR FACILITY?

- 1-3 4-6 7-9 10-12 13-15 16+

APPROXIMATELY HOW MANY SEPTIC SYSTEMS DOES YOUR COMPANY SERVICE PER MONTH?

- 1-300 301-600 601-900 901-1200 1201+

FAX this form to 715.546.3786

MAIL this form to

COLE Publishing, P.O. Box 220, Three Lakes, WI 54562-0220

PHONE 800.257.7222

SUBSCRIBE ONLINE at www.cleaner.com

WHEN QUALITY MATTERS



SHUT-OFF GUNS

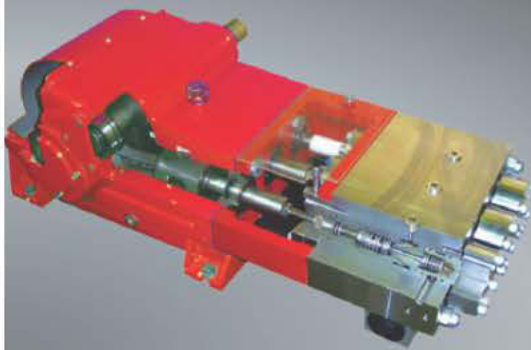
REGULATORS



POWER PACKS



FILTERS



PUMPS



CONTROL VALVES



Turbo-Laser

- **PUMPS**
Up to 625 GPM
Up to 50,000 PSI
- **FILTERS**
Up to 36,250 PSI
- **REGULATORS & CONTROL VALVES**
Up to 50,000 PSI
- **TURBO LASER**
Rotating 0° nozzles
Up to 43,500 PSI
- **SHUT OFF GUNS**
Up to 43,500 PSI

©Copyright 2010 Giant Industries Inc.

CHOOSE

GIANT

SEWER CLEANING

INDUSTRIAL PROCESSES

WATER JETTING

www.giantpumps.com

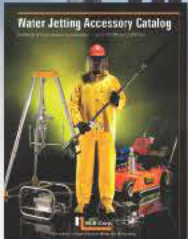
900 N. WESTWOOD AVE. TOLEDO OH 43607 PH 419.531.4600 FAX 419.531.6836

Typhoon™ 10 rotating nozzles clear blocked tubes fast

The Typhoon™ 10 Series of self-rotating nozzles makes short work of blocked tubes. Coated with titanium nitride for longer life, they come in a variety of drill patterns to clear blocks or polish tube walls. The Typhoon™ 10 series features:

- nozzles for tubes 5/8" I.D. and larger
- pressures from 10,000 psi to 24,000 psi
- more rotating action up front
- a new seal that cuts leakage 50%

For the most productive tube cleaning, choose Typhoon™ rotating nozzles. 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, IN: (219) 662-6800, NJ: (856) 423-2211, LA: (225) 622-1666,
 TX: (281) 471-7761, CA: (562) 490-3277, e-mail: nlbmkgt@nlbusa.com

NEW for 2012! DM162

Big and tough? The DM175. Smaller and tough? The DM162. The DM162 can be configured the way YOU want it. It's a small, tough, versatile upright drain cleaning machine. We think it's the best money can buy. For residential lines, floor drains, roof vents, and light commercial drain lines from 2" to 6".

- 1/3 HP motor at 265 RPM
- Power Cable Feed and Return
- Built-in toolbox
- Standard 10" wheels
- Continuously welded steel unibody frame
- Steel head bearing
- Air foot pedal
- Non-marring rubber pads prevent damage
- 18" polyethylene reels

**SMALLER
DM162**
Perfect for 5/8" Cable



Get all the details. Give us a call. **877-244-0556**

 www.cole-mart.com/duracable

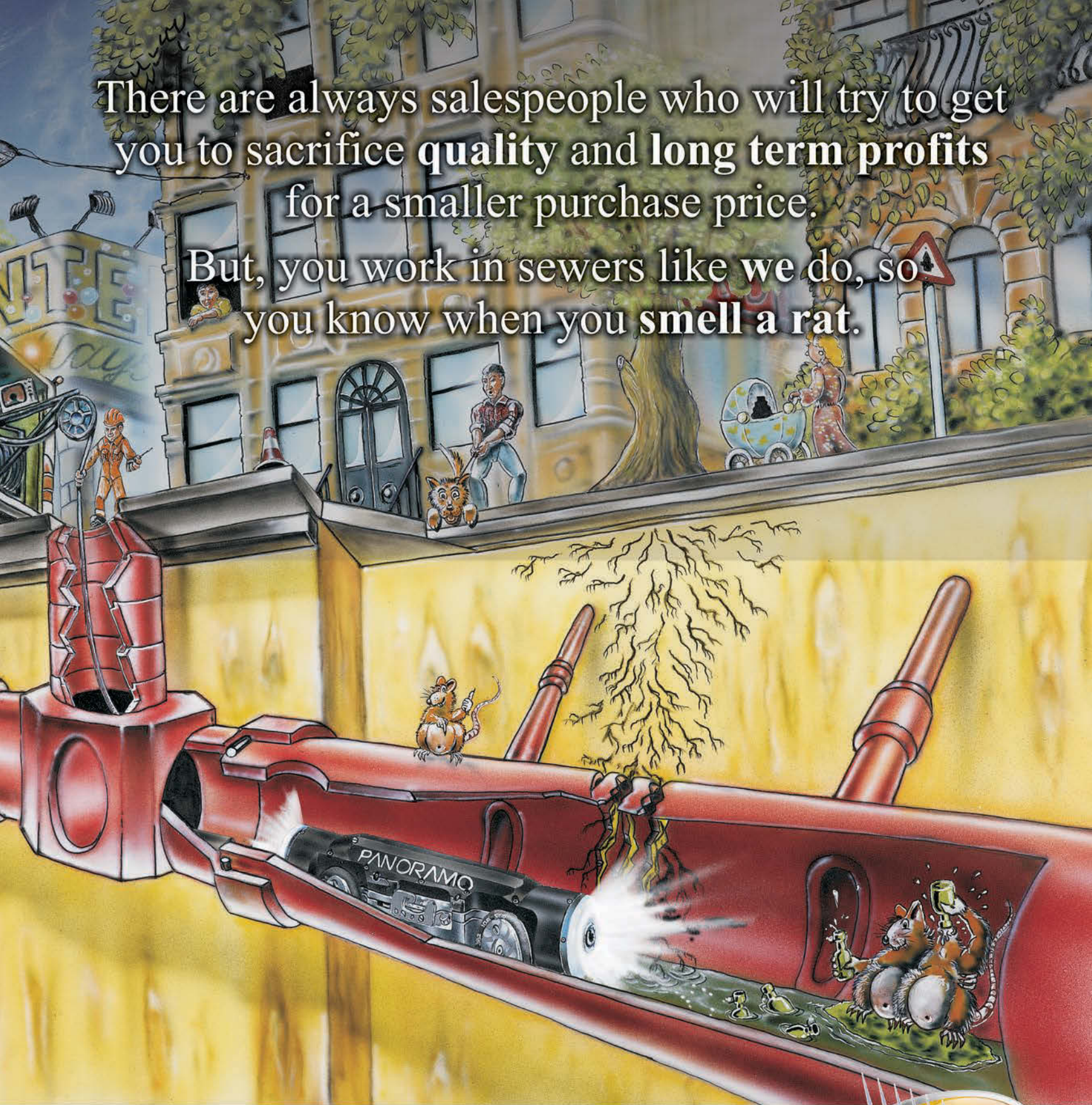
Duracable

Manufacturing Company

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

There are always salespeople who will try to get you to sacrifice **quality and long term profits** for a smaller purchase price.

But, you work in sewers like we do, so you know when you **smell a rat**.



Mainline | Drainline | Lateral Launch | PANORAMO 360° Pipeline and Manhole

We do our best to tell the truth, and educate the customer. We don't paint our robots fancy colors or burden you with non-functional extras that look cool. We've never had time for that, because we have been too busy pushing the technological boundaries of our industry. Our focus has always been on creating high quality equipment that performs beyond your expectations. So, when you are in the market for a new pipeline inspection system look to IBAK and you can be confident you are getting the professionally designed and engineered equipment that your project requires. Call us or visit www.rapidview.com to find a dealer near you!



800-656-4225

www.rapidview.com

INSIGNIA™
HYDROPHILIC SYSTEMS

BY



LIKE FINE WINE
INSIGNIA™
SEALING SYSTEMS
GET BETTER WITH AGE

Insignia™ provides a total sealed system. It doesn't just reduce infiltration- Insignia™ eliminates it.

Ask your LMK representative about

Insignia™ O-Rings
Insignia™ Connection Hats
Insignia™ End Seal Sleeves



LMKTECHNOLOGIES.COM

Other Systems Might Look Like Ours,
But They Don't Work Like Ours!

We know your customers are concerned about their health and damage to their personal property. Only Hurco's laboratory tested safe LiquiSmoke® can give you that confidence.

POWER
SMOKER™



The Power Smoker 2, with patented Super Jet technology, has become the industry standard for finding leaks and odor problems in sewer and plumbing systems.



Tinius Plumbing, Inc.

"I purchased my first Hurco smoker in 2001 and sales from smoke testing have increased every year since. People now hire us because of our reputation of using quality equipment.

The Hurco PS2 is a vital piece of equipment that our company could not compete without.

If anyone is thinking about buying a smoker, the only one to consider is the Hurco unit."

David Tinius
Tinius Plumbing, Inc.
Lincoln, NE

 **HURCO**
TECHNOLOGIES, INC.®

1-800-888-1436
www.gethurco.com

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

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

Baron Burems of No-Clogg Plumbing has consolidated everything he needs for most jobs, including his Spartan trailer jetter and Gen-Eye digital locator, into his truck. He says moving the trailer into the truck makes it easier to maneuver and park on narrow streets. (Photography by Patrick Botz-Forbes)



LEAN *and* CLEAN

NO-CLOGG KEEPS PROFITS HIGH BY REDUCING UNNECESSARY COSTS AND KEEPING CUSTOMERS HAPPY BY LISA BALCERAK

When the economy faltered in 2008, Baron Burems, owner of No-Clogg Drain & Sewer Cleaning Service, Inc. in Pasadena, Calif., made a decision to run leaner. He got rid of his building, replaced his six 1-ton service trucks with two half-ton trucks and cut his staff in half. Despite these changes, the company has maintained its \$230,000 annual profit level by focusing on smaller jobs and getting them done right the first time.

Burems saved \$3,000 per month in rent by eliminating the building and working remotely using mobile devices like a smartphone and iPad. Switching from 1-ton V8 trucks to half-ton 6-cylinder trucks halved fuel consumption and reduced insurance and vehicle registration costs. The smaller staff reduced payroll and insurance expenses. An \$800 monthly Yellow Pages ad was replaced by \$175 monthly online ads. Also, Burems switched credit card processing providers to avoid monthly fees. Altogether, the company is saving approximately \$27,000 annually by eliminating unnecessary expenses.

In 1995, Burems began No-Clogg as a specialty drain cleaning service. Today, the company performs 80 percent drain cleaning and 20 percent sewer line repairs within a 30-mile radius of Pasadena. Three quarters of the jobs are commercial, with most being for restaurants, office buildings and homeowner

profile

NO-CLOGG DRAIN & SEWER CLEANING SERVICE, INC., PASADENA, CALIF.

OWNER:	Baron Burems
SERVICE AREA:	Pasadena, Calif., and surrounding area
YEARS IN BUSINESS:	17
STAFF:	2 full-time plumbers, 1 part-time laborer
FLEET:	2 service trucks
WEBSITE:	www.noclogg.com



(continued)

AllJetVac
P Series



AllVac

Liquid and solid industrial cleanup



Combination jet/vac sewer cleaner
with front or rear mounted hose reel

FOUR WAYS TO COPE WITH THE HIGH COST OF FUEL



AllExcavate

Hydro excavator for careful digging



AllSweep

For runways, lots, road work and streets

OUR FULL-LINE SINGLE-ENGINE ADVANTAGE

ONLY VACALL GIVES YOU HIGH PERFORMANCE WITHOUT HIGH COST

GREEN
THAT WORKS

Unlike other machines, Vacall models require only one engine to deliver superior vacuum and jetting action...a feature that reduces emissions and helps protect you from the rising cost of fuel. But there are other advantages, too. Like our AllSmartFlow™ intelligent system to manage jetting and vacuum power. And lifetime warranties on some of our standard and optional water and debris tanks. Not to mention the designed-in value of engineering by Gradall, known worldwide for uniquely productive, versatile equipment. See for yourself. Call 800-382-8302.

LEARN ABOUT THE VACALL SINGLE ENGINE ADVANTAGE ▶

VACALLINDUSTRIES.COM/SINGLEENGINE



VACALL™

INGENUITY AT WORK

Certified to ISO 9001:2008.

(800) 382-8302

www.VACALLINDUSTRIES.COM

GRADALL
INDUSTRIES, INC.
Where Ingenuity Works

ALAMO GROUP



ABOVE: Baron Burems, left, and Juan Ortez feed a new section of pipe into the launching pit on a residential pipe bursting job. RIGHT: After doing a cleaning job a week ago, Burems snakes a drain line to confirm it is still clean. This allows him to give a longer warranty, making his customers happy and ensuring he doesn't have to repeat the work.

associations. Burems performs the work himself, along with another full-time plumber and a part-time laborer who was hired through a placement service. Both employees have been with the company for three years.

THE MONEY'S IN THE SEWER

At first glance, it may seem that larger plumbing jobs would be the most desirable for the profit potential. However, Burems built his business model with the opposite in mind. Instead of new construction work, Burems prefers quicker drain cleaning jobs. The team averages six to eight jobs per day.

"We do a lot of drain work. That's where the money is," Burems says. "No parts involved, just labor. We don't have time to sit on a new construction job for a week. We have so many other customers calling us all the time."

"We don't live on the philosophy of a one-time deal. I want you to call me back. I want you to tell your kids and neighbors about us."

Baron Burems

In addition, No-Clogg regularly handles hydrojetting, pipe bursting and a variety of plumbing repairs for its customers. In fact, it is the only small company within 20 miles to have its own hydrojetter, making it the go-to service provider for many other contractors in the area.

Since California's infrastructure is relatively well maintained compared to other regions of the country, the demand for hydrojetting is less common, so equipment is cost prohibitive for many contractors. That has proven to be an advantage for No-Clogg.

"Most guys won't spend \$40,000 to get their own jetter," Burems says. "We also have three cameras. A lot of companies won't spend \$10,000 for a camera. We have everything the bigger boys have. I'm here to help the little guys, and I do help bigger companies, too."

No-Clogg's operations revolve around a stable of Spartan Tool hydrojets, a Gen-Eye Digital Locator, Gen-Eye Super-Vee drain cleaning machine and Gen-Eye POD pipe inspection system, all from General Pipe Cleaners, Warthog



WATCH THEM IN ACTION

To learn more about No-Clogg Drain & Sewer Cleaning Service, view the video at www.cleaner.com.

sewer nozzles (StoneAge), three Ratech Electronics inspection camera systems with recording ability, a RIDGID NaviTrack plumbing locator, a Gorlitz waterjetting machine, Gorlitz drain cleaners, Piranha jetter hose and a Root Rat cutting nozzle (Chempure).

Although No-Clogg owns most of its equipment, it still rents less common items like pipe bursting equipment. The company hopes to grow its pipe bursting services in the future, but for now, the \$70,000 equipment investment doesn't make financial sense. According to Burems, plumbers who are new in the business should avoid buying too much equipment too soon.


"I believe in using equipment to its full potential. Why spend \$1,500 for a jackhammer when you can rent one for \$100 per day? Buy it and it collects dust. It's coming out of your pocket," Burems advises. "Buy the everyday stuff and rent everything else."

RUNNING LEAN WITH REPEAT BUSINESS

One way to keep costs low is to reduce the investment in new business promotion. For that tactic to be successful, however, a company needs to maintain as much repeat businesses as possible. Repeat customers such as restaurants, realtors and apartment buildings are the key to No-Clogg's success.

"Once we do three or four good jobs for them, they keep calling us back," Burems says. "That is one of the things that we work on, having people call us back and giving good reviews."

(continued)

 Made in the U.S.A.

MyTana

Professional grade tools for
sewer & drain professionals

A full line of tools and
factory direct customer service
help you do your best work:

The Contractors Package

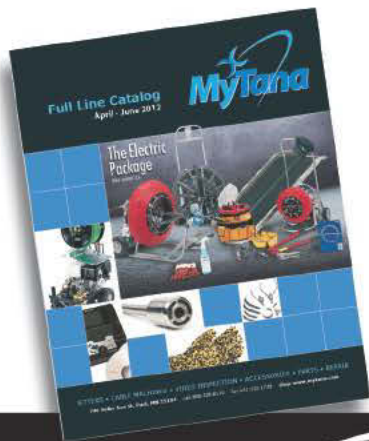


Jetters



Cable Machines

Includes the Electric, Jetter, & Video Inspect Packages shown.



Request your
FREE, FULL LINE
catalog today!
800.328.8170



Video Inspection

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

Although building a profit through smaller jobs is slow, it has a longer-term impact on the bottom line. That's why No-Clogg pays workers with hourly wages and not commissions – so plumbers are not incentivized to up-sell services that customers don't need.

"Some companies don't want plumbers, they want a sales guy who can take a \$50 job and turn it into a \$5,000 job. They are sharks," Burems says. "I can't sleep at night knowing that I took advantage of a customer. We don't live on the philosophy of a one-time deal. I want you to call me back. I want you to tell your kids and neighbors about us. I want to make sure you are 100 percent satisfied and happy."

"It's a family business that I would like to keep around for my kids."

Baron Burems

Treating all customers equally and not pre-judging people has allowed Burems to grow business in seemingly unlikely places. Some contractors may avoid an area because of its ZIP code and automatically assume that a person can't pay for the work. No-Clogg does not subscribe to that way of thinking.

"I don't judge a book by its cover, whether in a low-income area ghetto or Beverly Hills," Burems says. "Just because someone lives in a less wealthy area doesn't mean you don't treat them the same as anyone else. I don't mind going into certain areas because they pay for the work, and they pay cash. We go into every job knowing we will treat everyone fairly."

NO MORE CRACKS ABOUT PLUMBERS

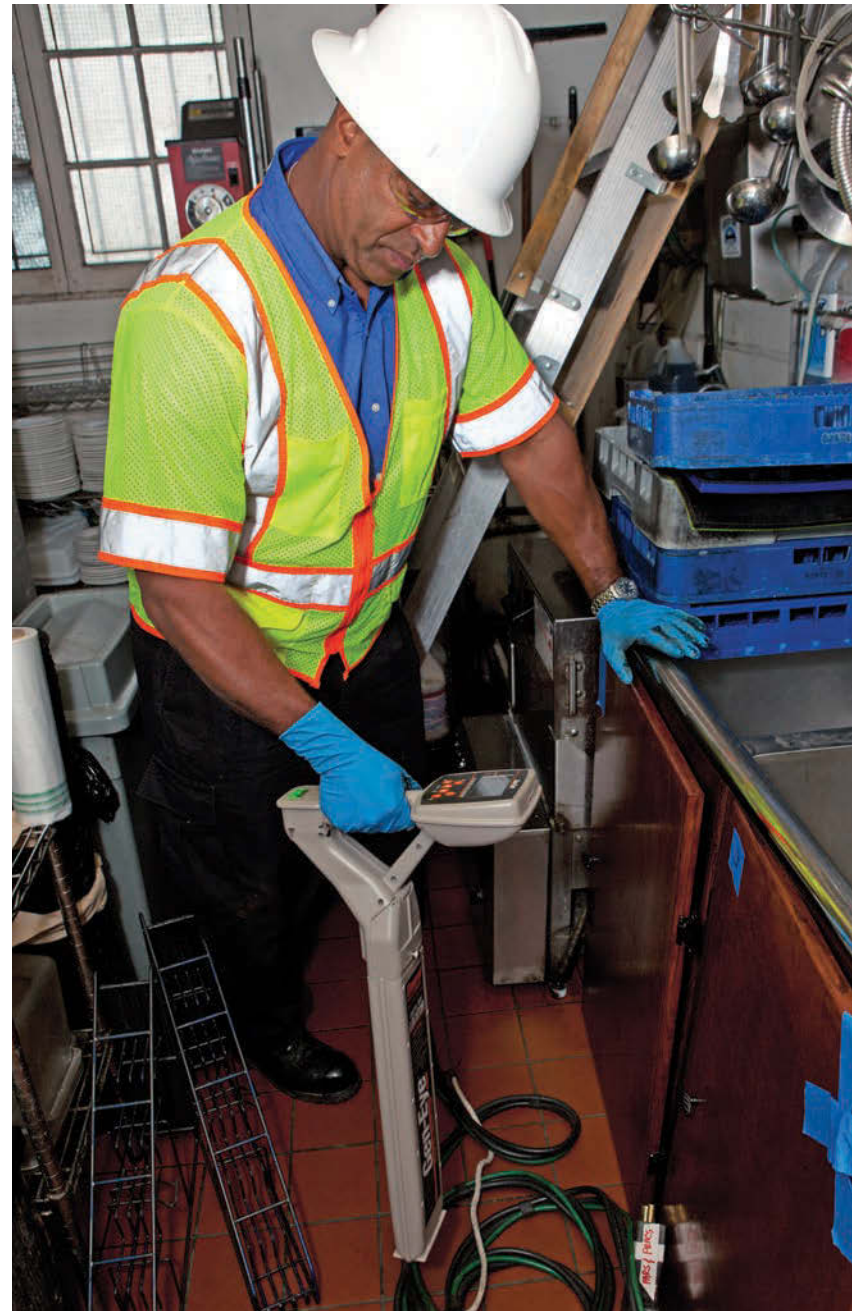
Disappointed about the bad reputation that plumbers can have, Burems has distinguished his company by simply providing top-quality service at an affordable price. This means paying attention to details, like calling the customer 30 minutes before arrival, arriving on time, providing a professional appearance, listening thoroughly to a customer's concerns, offering solutions and pricing up-front, respecting property by laying down a cloth for tools, thoroughly cleaning up afterwards, and asking for customer feedback.

"Other plumbers may pull up the truck and drip oil in a customer's driveway, track dirt on the carpet, have a butt crack or underwear showing, or give a price after the job is done," Burems says.

After every job, No-Clogg plumbers provide a response card for customers to fill out on the spot. "I want a check-off that the job was clean, and the guy was on time and presentable," Burems says. "We want to make sure we get a good review. We ask customers to email us a good review, or go to our website or Google Maps to give us a good review."

In the event of a negative response card, Burems contacts the customer immediately, offers an apology and provides a coupon for the next service call.

To keep top of mind with happy customers, No-Clogg provides refrigerator



Utilizing the Gen-Eye digital locator in coordination with a Gen-Eye portable camera system, Burems is able to pinpoint a belly in one of the main pipes where food, grease and waste can settle and eventually build into a clog.

magnets and applies company stickers in the areas that were repaired, such as under a sink or on a water heater. If a problem arises in the future, customers will immediately know who to call.

NETWORKING FOR GROWTH

Broad-reach advertising is not the only way to gain new customers. Often, word-of-mouth promotion is even more effective. After a residential job is completed, Burems leaves door hangers at an average of nine to 12 neighboring homes to say they were in the neighborhood.

In addition, Burems belongs to a local professional networking group that meets every week to exchange leads. Thirty-five professionals from various businesses such as electrical, realty and insurance gather to share prospective customers that might need specific services. For example, if group members are at a restaurant or other public place and notice a problem with a toilet or

(continued)

A WALKING BILLBOARD

For Burems, company promotions don't stop at the end of the workday. He makes sure that everyone around him is aware of his company's services. A small investment in business cards and company apparel has given Burems the chance to reach out to people in his community with a personal touch.

"I wear a company shirt everywhere. I'm always advertising myself. I play golf and have golf shirts with my name on them," Burems says. "If I'm in the supermarket line, I'm giving out a card to someone. If a rock stands still, I'm going to give it a card."

Allan J. Coleman – Since 1905

Call us today! 773-728-2400

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

OLDEST NAME IN THE BUSINESS — Over 100 YEARS OLD —



LT1000M

Authorized SeeSnake
Repair Center

SeeSnake® With LT1000

- Flexibility in recording, monitoring and reporting
- Compatible with all SeeSnake Reels
- SeeSnake HQ software included

Fast Turn
Around!

Convert
your old
VCR
monitor
to a USB
recorder!



Contact us on
how we can do it?

RIDGID®

THE BEST SERVICE AND PRICES TOO LOW TO LIST!

RIDGID®

Parts & Service

Having Trouble

Finding

RIDGID Parts?

We **Have**

RIDGID Parts!



NaviTrack® Scout®

Scout is designed to solve demanding remote transmitter (sonde) locates using multi-directional locating technology.

SeekTech® SR-20

SeekTech uses omni-directional antennas, guidance arrows and an easy to read mapping display.



RIDGID Calendar
Free With \$200
Purchase

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

PHCC MEMBER

THE JOB JUST WENT FROM COMPLICATED TO DAMN NEAR IMPOSSIBLE.

Reinforcements with real solutions await.

Jetstream
There's A Way. 

The waterblasting source
for parts, service & expertise

waterblast.com



No-Clogg used to have an office and six trucks. Today they are down to two trucks and a storage locker. Baron has trained his kids and his wife helps out with the accounting. From left are Burems' children, Baron Jr. and Sara, wife Karen, and Burems.

other plumbing issue, they can hand the manager a No-Clogg business card as a referral.


When Burems goes to a location for a plumbing job, he shares his portfolio containing group contractor business cards and invites customers to take cards for services they may need. Then, at the next meeting, the group swaps prospective customer information and later discusses whether the jobs were successful.

A FAMILY AFFAIR

No-Clogg is a family business – Burems' wife and daughter handle administrative duties. By keeping the number of employees small and tight, Burems has created an environment that values family and personal time.

"I keep a slim schedule. I take my kids to school in the morning. I go work out afterwards. My first job is at 10 a.m., and I pick up my kids at 3 p.m.," Burems says. "There's only a four- to five-hour window to do jobs. I've been in this business long enough that I can get at least four jobs done in that time."

All employees have off on Sundays and work half-day Saturdays or every other Saturday. The family atmosphere and flexibility garner respect from employees, keeping them happy and more likely to stay. If No-Clogg had the higher expenses it once had, the team would likely be working longer hours to be profitable. For Burems, the end goal is not about making a fortune.

"It's a family business that I would like to keep around for my kids," he says. "I don't need to make \$200,000 per year. I'm not driving a Ferrari or living in a big house. I'm basic and simple." 

more info

Chempure Products Corp.
800/288-7873
www.chempure.com
(See ad page 85)

**General Pipe Cleaners/
General Wire Spring**
800/245-6200
www.drainbrain.com
(See ad page 2)

Gorlitz Sewer & Drain, Inc.
562/944-3060
www.gorlitz.com
(See ad page 61)

Piranha Hose Products
800/250-5131
www.piranhahose.com

Ratech Electronics, Ltd.
800/461-9200
www.ratech-electronics.com
(See ad page 48)

RIDGID
800/769-7743
www.ridgid.com
(See ad page 7, 25)

Spartan Tool, LLC
800/435-3866
www.spartantool.com
(See ad page 100)

StoneAge, Inc.
866/795-1586
www.stoneagetools.com
(See ad page 4)

COXREELS
FOR PROFESSIONALS WHO WANT MORE

USA SINCE 1923

THE MOST COMPLETE LINE OF HOSE, CORD & CABLE REELS

www.COXREELS.com
800.269.7335 • info@coxreels.com

WE DON'T FIX PROBLEMS.

WE ELIMINATE THEM



FS Solutions[®]

Be UnstoppableSM



Make Your Next Repair Last By Repairing The Problem, Not Just The Symptoms.

Machines break, parts wear down. And it always happens at the worst possible time. Don't gamble on a quick fix that only patches the problem, it will end up costing you more money and opportunities in the long run. Our team of experts will repair or maintain your air-moving or waterblasting equipment (all makes—all models) quickly to keep you going strong for the long haul.

Visit www.fssolutionsgroup.com or call 1-800-822-8785 to find the FS Solutions Service Center nearest you.

SERVICE PARTS REBUILDS USED SALES RENTALS TRAINING

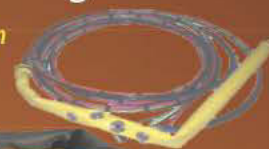
Collection System Maintenance & Rehabilitation Equipment

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).



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



Logiball Multisize Sleeve Installers for your cip point repairs (4"-36").



Logiball Push/Pull Sleeve Installers for your cip point repairs (3", 4" or 6") for elbows with little to no wrinkles.



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



Logiball Multisize Plugs for testing, blocking, bypass pumping, flow diversion & flow control.

NEW High Flow/Low Flow Plugs



Logiball Lateral Cleaning Launchers to clean lateral lines from the mainline sewer.

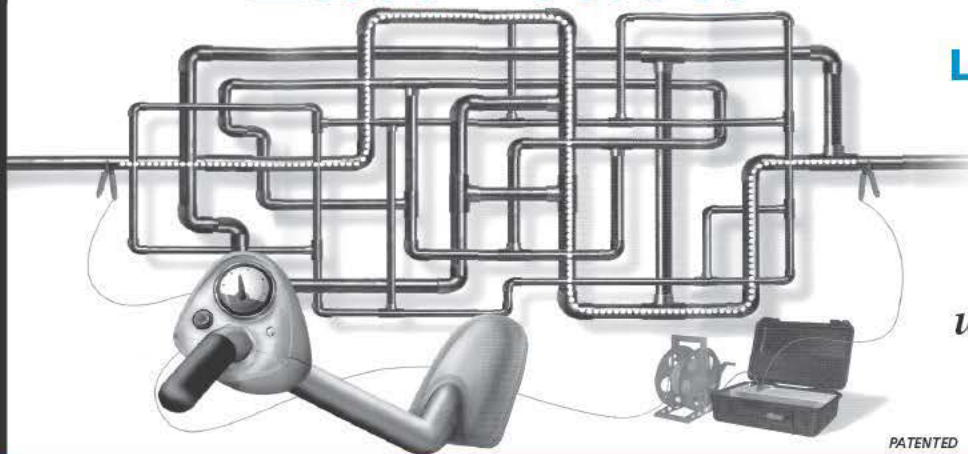


Logiball^{inc.}

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

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 jsm1@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.

AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

1-800-504-7435

Complete Details At
www.AmazingMachinery.com

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

**Sewer Camera
 Repair Center Now Open
 Call 1.800.504.7435**



130' SEWER CAMERA with 512HZ SONDE

\$1499

Free Shipping

SYSTEM INCLUDES

- » 7" Flat Screen LCD in ABS Case
- » Recordings to SD card
- » High Quality Color Camera
- » 1-1/8" Diameter Camera Head
- » 512Hz Sonde Transmitter
- » Stainless Steel Camera Body With Sapphire Lens
- » Camera Head Is Waterproof To 500'
- » 10 White LED Lights w/Dimmer
- » 11" Steel Spring Leader
- » 130' long, 3/8" Super Slick Push Cable
- » 20" Storage Reel
- » Operates On 120 Volt Electricity
- » Two-Year Mfg. Limited Warranty
- » Ships In 4-7 Days – Via UPS Ground

Drain Cable Sale

- 1/4" Cable: 35' \$21.95 / 50' \$27.95
- 3/8" Cable: 50' \$45.95 / 100' \$92.95
- 1/2" Cable: 75' \$79.95 / 100' \$99.95
- 3/4" Cable: 75' \$132.95 / 100' \$174.95



Locators

512 Hz Only

\$549

Plus
 Leak Detectors
 Split Box Locators
 Transmitters

Cameras

As Low As
\$399
 36 Models To Choose From



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

Jetters

Starting At
\$7495
 3500 psi & 5.5 gpm
 Also Available Up To
 4000 psi & 22 gpm



Cable Machines



\$419
 1/3 hp

\$1499
 3/4 hp

Video Online

Conversion Kits

\$299

Convert A Pressure Washer To A Jetter



Starting At
\$1249

4000 psi & 4 gpm
 Also Available Up To 4000 psi & 12 gpm



Jetter Nozzles

From
\$16.95
 Custom Drilled 2-25 Orifices



Generators / Air Compressors / Pressure Washers / Trash Pumps

YOUR TOUGHEST JOBS START & END WITH ENZ!

★ A TOOL FOR **EVERY** PIPE CLEANING APPLICATION ★



- ★ ROTATING NOZZLES WITH SPEED CONTROL
- ★ CHAIN FLAIL HEADS FOR ROOT CUTTING
- ★ IMPACT DRILLING CUTTER HEADS FOR CUTTING CONCRETE
- ★ VIBRATING ROTOJETS

Enz golden jet is the leader in sewer and pipeline cleaning equipment, offering a versatile, durable and economical line of virtually maintenance-free products, which outperform the competition time and again.

3 6 9 - 8 7 2 1
CALL 1 * 877 * ENZUSA1

to learn how easily Enz Golden Jet Nozzles can fit into your existing operation.

enz®  **usa inc.**

1585 Beverly Ct., Unit 115 • Aurora, IL 60502

www.enz.com



STRONG, FAST AND ENGINEERED TO LAST!

DUC DIGITAL UNIVERSAL CAMERA

The CUES Digital Universal Camera (DUC) is a semi-autonomous, high resolution, digital CCTV, side-scanning camera designed for rapid and detailed condition assessment of your wastewater system. When used in conjunction with CUES asset-based Granite XP decision support software, you can inspect and assess 5000 feet or more per day, increasing your revenue, while reducing your expenses. The system can be retrofitted to any industry standard multi-conductor truck or trailer mounted system.

- Rapid condition assessment via flat representation of the pipe. Move the mouse to the area of interest and simply click and the corresponding video appears; review and assign observations 5-10 times faster than traditional sequential video review.
- DUC is the optimal tool to assist in Capital Improvement Planning for any municipality or district.
- The CUES Digital Universal Camera system produces a continuous scan of internal pipe conditions in 6"-60" pipe.
- The Digital Universal Camera operates at a constant speed in 6"-60" pipe without the need to stop or pan and tilt. Simply drive the unit on cruise control to the remote manhole or through multiple manholes for maximum efficiency.



"The Standard of the Industry"



**THE D.U.C. WILL OUTPERFORM ANY AUTONOMOUS ROBOTIC SYSTEM.
CALL YOUR CUES REPRESENTATIVE TODAY!**

800.327.7791
www.cuesinc.com
salesinfo@cuesinc.com

**AVOID CONFINED SPACE DANGERS
CLEAN FASTER AND SAFER FOR LESS**

GAMAJET[®]



- 1. CONNECT GAMAJET TO HOSE**
- 2. CONNECT HOSE TO PUMP**
- 3. LOWER GAMAJET (NOT YOUR CREW MEMBER) INTO WETWELL, LIFT STATION OR ANY OTHER TANK**
- 4. TURN PUMP ON**
- 5. RELAX AND LET THE GAMAJET BLAST AWAY DEBRIS (INCLUDING GREASE)**

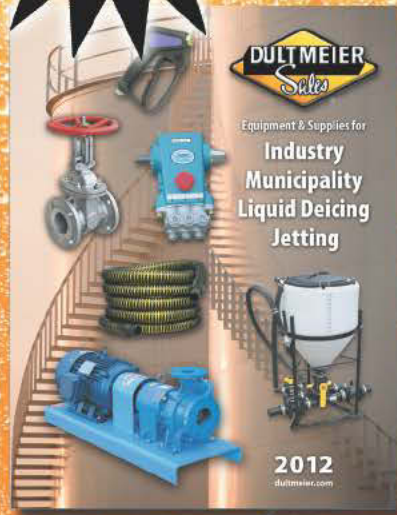
THE 12 MINUTE SOLUTION

LEARN MORE AT GAMAJET.COM

1-877-GAMAJET - SALES@GAMAJET.COM

604 JEFFERS CIRCLE - EXTON, PENNSYLVANIA - 19341

FREE
492 PAGE
CATALOG!



DULTMEIER
Sales

Equipment & Supplies for
**Industry
Municipality
Liquid Deicing
Jetting**

2012
dultmeier.com

Parts • Supplies • Equipment

- Sewer / Jetter • High Pressure
- De-Watering



**Hose
Reels**



Jettors



HOSE:
• Suction • Transfer
• High Pressure



**High Pressure
Pumps**



1-800-553-6975
Davenport, IA

dultmeier.com

1-800-228-9666
Omaha, NE

Putting the latest technology in the palm of your hand.

Trust the industry leader for consistent innovation.

For over 30 years now, Ratech Electronics has been at the forefront in the development, manufacturing and servicing of CCTV video pipeline inspection camera systems and equipment. Serving the municipal, industrial, and residential markets, our innovative products are created and manufactured with the quality and durability industry professionals demand.



Staying ahead of your customer's needs.



Pan n' Tilt®
Push Camera

Ultra Micro™
5/8", 3/4", 1" Available



Elite SD®



Fast Peek™



Inspector PC®-xi



Locator



Jet Cam



Elite Jr.®



For more information on these or other products call
toll free: 1-800-461-9200 or 905-660-7072 or visit ratech-electronics.com

Ratech
ELECTRONICS

Video Pipeline Inspection Systems

Upload your inspection videos to **YouTube** Ask us HOW?

Twitter Follow us on Twitter @RatechCam



Find Leaks Fast in Existing Sewer Systems

Cherne is not “blowing smoke” when it talks about the benefits of its AIR LOC Plumbing DWV Smoke Blower. Here’s why our system is better:

- > Liquid smoke atomized before heating – giving our system 100% atomization with no liquid residue.
- > No in-line filter required.
- > Smaller 2 gallon tank makes our unit more portable and easier to carry.
- > Air intake slider - superior design allows greater control of air flow.




www.cherneind.com
1.800.THE.PLUG

Investing for Growth

THERE ARE TWO MAIN AVENUES FOR GENERATING CAPITAL, AND EACH HAS ITS ADVANTAGES

BY FRED S. STEINGOLD



Fred S. Steingold practices law in Ann Arbor, Mich. He is the author of Legal Guide for Starting and Running a Small Business and The Employer's Legal Handbook, published by Nolo. Legal strategies may vary depending on the state in which you live and the specifics of your situation. See your lawyer for legal advice.

To succeed in business, you need money. You need it not only to get started, but also to expand and to ride out periods when your cash flow may be down.

When your own savings are not enough, you must turn to outside sources. These fall into two broad categories: loans and equity investments.

If you get a loan – whether it's from a bank or a friend – you're obligated to pay back the money, but you still own the business. If you bring in equity investors, however, you're taking on co-owners.

Let's review some legal and practical points for dealing with both sources of funds.

LOANS

Loans are simple: Someone gives you money and you promise to pay it back, usually with interest. Since you must pay back the lender whether your business is a fabulous success or a miserable failure, the entire risk of repayment is on your shoulders.

If your business fails, you're on the hook for everything. If your business succeeds and you pay back the lender as promised, you reap all future profits.

In short, if you're confident about your business prospects and you have the chance to borrow money, a loan is usually more attractive than getting money from equity investors.

Lenders – with the possible exception of friends and relatives – will usually want you to designate some valuable property as collateral. If you don't keep up with the loan repayment plan, the lender can grab the collateral and sell it to collect what you owe.

A lender, for example, may ask for a lien on the equipment, inventory and accounts receivable of your business. Be aware that a lender isn't limited to seizing the collateral to satisfy the loan. The lender can also sue you.

What if you lack sufficient assets to pledge as collateral? A lender may ask you to find someone who's wealthier than you to co-sign or guarantee the loan. That means that if you don't make your payments, the lender will have two people rather than one to collect from.

If you ask friends or relatives to co-sign or guarantee a promissory note, be sure they understand that they're risking their personal assets if you don't repay the loan.

When you borrow, you should sign a written promissory note that states the interest rate and the terms of repayment. For example, a promissory note may require a lump-sum repayment, or it may instead permit you to pay in installments.

Even if a friend or relative is willing to loan you money on a handshake, it's a poor idea for both of you. It's better to put the terms of the loan in writing.

EQUITY INVESTMENTS

Equity investors, unlike lenders, buy a piece of your business. They become co-owners and share in the fortunes and misfortunes of your business. Like you, they can make or lose a bundle. Generally, if your business goes badly or flops, you're under no obligation to pay them back their money.

Some equity investors, however, would like to have their cake and eat it too. They want you to guarantee some return on their investment – even if the business does poorly. Unless you're really desperate for the cash, avoid an investor who wants a guarantee.

People who invest in your business may be willing to risk the loss of their entire investment and not insist that you guarantee repayment. But to offset the risk of losing the amount invested, they may want to receive substantial benefits if the business succeeds.

"In short, if you're confident about your business prospects and you have the chance to borrow money, A LOAN IS USUALLY MORE ATTRACTIVE THAN GETTING MONEY FROM EQUITY INVESTORS."

So, an investor may insist on a generous percentage of the business profits. To help ensure that there are such profits, the investors may seek to put a cap on your salary.

Investors may also want to make sure that they won't become personally liable for business debts. To avoid that exposure, it's reasonable for them to ask that you structure your business in a way that limits their personal liability. Basically, you can choose one of three formats for your business.

– A corporation offers its owners (shareholders) protection from personal liability for business debts. Generally, creditors can only go after assets owned by the corporation – not by shareholders.

– A limited liability company is similar to a corporation in that the owners – known as "members" – have limited personal liability for business debts.

– A limited partnership consists of at least one general partner, who is personally liable for all debts of the partnership. The limited partners are investors who are not involved in the day-to-day management of the business. The most they can lose is what they've invested.

Most small businesses can take on a limited number of investors without having to comply with Federal or state laws that regulate the sale of securities. **■**

**It's your magazine.
Tell your story.**

Cleaner welcomes news about your drain and pipe cleaning/rehabilitation operation. Send your ideas to editor@cleaner.com or call 800-257-7222.



Every day is Earth Day.™

“We must be one of the earliest plants to employ full-scale UV. We’re proud of the fact that we are not adding chemicals to our discharge. We maximize the biological activity — let the microbes do their thing. Engineers design the best plant they know how to, and contractors build it as well as they can. In the end, though, it’s the operators who make it work.”

Joni Emrick
An Original Environmentalist

WATER RESOURCE MANAGER
Kalispell (Mont.) Wastewater
Treatment Plant

Get your **FREE subscription**
and read about original
environmentalists like
Joni each month in
Treatment Plant Operator.

tpo

COLE PUBLISHING INC.
tpomag.com
800-257-7222

*Proudly Serving the
Environmental Service Industry
Since 1979*

CALL TODAY!
800.421.4580



NOW STOCKING

RIDGID[®]

DRAIN CLEANING MACHINES



800.767.1974 | rstechserv.com

the CUBE

conductor
THE SINGLE SOLUTION

The power of a full mainline system in a free-standing, mobile solution

- Mainline system with up to 1,500' of cable
- Rack mount or laptop data collection system
- Fully self-contained with on-board generator, two, 500 lb capacity storage drawers and front access 9-gallon pressurized wash-down system
- Fits on an ATV or in the bed of a pickup truck

For more information about this inspection tool and our full range of inspection equipment solutions, call or visit us online today.



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

We Can Serve All Sewer Needs



On Sale \$325*
Blower: 8 Inch Plastic COM-PAX-IAL Blower With Canister-25' Ducting

*Sale ends 7/30/12



On Sale \$545* **On Sale \$695***
GasAlert Systems: The MicroClip and Quattro multi-gas detectors.



Tripod Systems:
S50G-M7 - TP7 tripod, R50G rescue unit, MW50G work winch, as shown.

\$1895*

Call For A FREE Catalog Today!

MRP
MILWAUKEE RUBBER PRODUCTS

Call Toll-Free 1.800.325.3730
www.MilwaukeeRubber.com

Best Products, **Best** Local Support 800.323.1604



sewerequipment.com



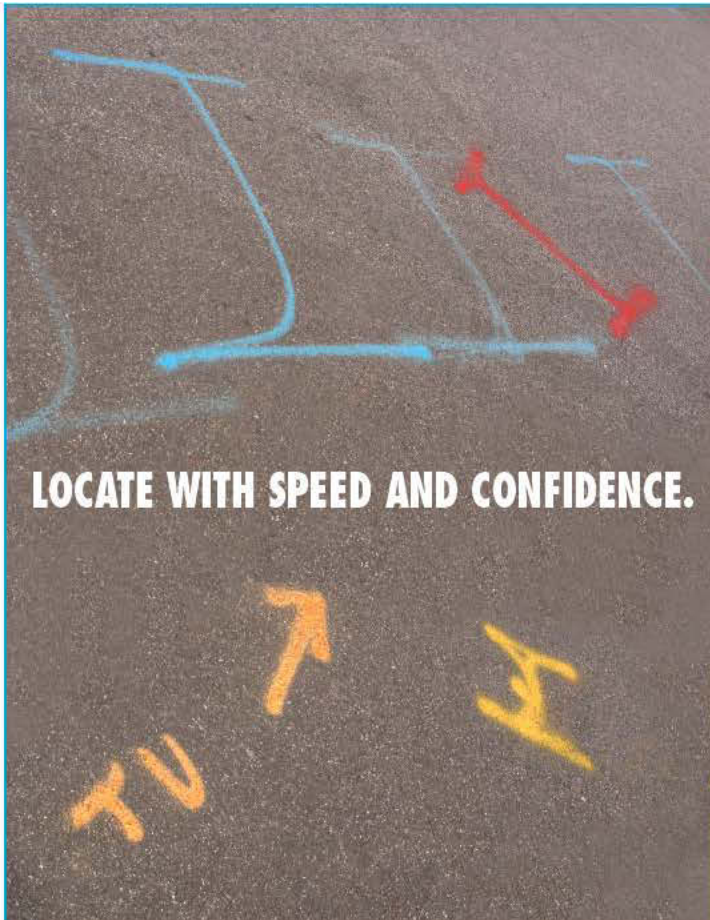
ram-vac.com



mongoosejettters.com



sewershop.com



LOCATE WITH SPEED AND CONFIDENCE.

Locating is enough of a challenge without the added hazard of disturbing other utilities while you're servicing a sewer line. Prototek sets the locating industry standard for accuracy and speed.

Prototek's LineFinder 2200

- AS A SONDE LOCATING TOOL, locate a 512 Hz sonde or camera with speed and precision. It also works at almost any frequency for locating sondes in a wide variety of pipe materials, locating environments and depths.
- AS AN ACTIVE LINE TRACING TOOL, detect and map underground utilities so you know *where* to dig and where *not* to dig by teaming it with the **Blue BuzzBox** for conductive or inductive tracing at 4 standard frequencies.



See product details and training videos on our updated web site.



BREAKING NEW GROUND UNDERGROUND

800-541-9123

www.prototek.net

Email: prototeksales@prototek.net



Keep It Flowing!

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

- Drain Jetting Equipment
- Hot and Cold Pressure Washers
- Custom Cleaning Equipment
- Water Pumps and Misting Systems

CAM Spray
Working well under pressure

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

The SOIL SURGEON™

Get the patented design that WORKS
where water ring bores inward to cut the soil and outward to get tube down

The MOST POWERFUL HYDRO-EXCAVATING TOOL ON THE MARKET!

Use your sewer combination truck to:

- **LINE LOCATE** • **POTHOLE**
- **TRENCH** • **BASIN CLEAN**
(within minutes)

Features include:

- 6-foot tube
- 1" water connection
- Handles for easy maneuvering
- Bumpers on bottom to protect tips and line

- Fits all truck manufacture designs
- Quick connects to 8- or 6-inch boom
- You control water flow pressure and power with the truck's controls
- Is designed to cut through all types of soil

Call For A Free Video and Info. on Your Nearest Distributor
949-363-1401 • www.soilsurgeoninc.com

WJTA-IMCA 2012 Expo

September 10-12, 2012

George R. Brown Convention Center • Houston, Texas

*High Pressure Waterjet Tools
and Systems*

*Industrial and Municipal Cleaning and
Maintenance Equipment and Services*

Industrial Vacuum Trucks

**FREE
ADMISSION!**
Register online at www.wjta.org



■ New High-Tech Equipment and Truck Displays –

By exhibitors representing leading industry manufacturers and suppliers from around the world.

■ Boot Camp for Contractors and End Users

- Hydro-Excavation
- PSC's Hose Integrity and Reliability Program
- Reduction of Hydroblasting Manual Labor
- Strong Safety Management Systems...A Customer Perspective
- Safe Use and Care for Ultra High Pressure Hose
- Safety in Waterjetting
- Scrubbing Vapors - Vapor Filtration Equipment
- Nozzle Selection – Pressure Loss, Jet Quality, and Other Technical Aspects
- Understanding the Power of Vacuum and How Industrial Vacuum Loaders Work
- High Pressure Waterblasting Applications

■ Live Demonstrations

- Dry Ice Blasting
- Equipment/System Conversion
- Hydrodemolition
- Industrial Vacuuming and Offloading
- Paint/Coating Removal
- Precision Waterjet Cutting
- Rotary Line Cleaning
- Sewer Line Cleaning
- Surface Preparation
- Tank/Vessel Cleaning
- Tube and Bundle Lancing
- Waterblasting
- Waterjet Gun Operations
- Waterjet Pump Operations

Hosted by the WaterJet Technology Association (WJTA) and the Industrial & Municipal Cleaning Association (IMCA)

For more information, visit www.wjta.org or contact the WJTA-IMCA, 906 Olive Street, Suite 1200, St. Louis, MO 63101-1448, email: wjta-imca@wjta.org, telephone: (314)241-1445, fax: (314)241-1449

Knowing the Basics Can Mean Everything

A LITTLE FIRST-AID KNOWLEDGE CAN GO A LONG WAY WHEN ACCIDENTS HAPPEN ON THE JOB

BY LUKE LAGGIS

Most of us have been to the emergency room a time or two. We depend on quick access to medical care when faced with emergencies, but what if you're on a remote job site or in the shop by yourself and unable to reach the phone? Knowing the basics of first aid makes a big difference when proper professional care isn't readily at hand.

When I was four years old, my parents had a contractor putting an addition on the family home. One day while they were working, I swung the hammer I was carrying at the handle on the screen door to pop it open. The hammer slipped off the door handle and punched through the door's glass pane.

A large piece of glass dropped down and sliced deep into the soft underside of my forearm and wrist and stuck there. The severity and location of the

finally gave way, it snapped back with force and lodged directly in his eye. It nearly blinded that eye permanently, and likely would have if he or one of the other guys on the site had tried to pull it out.

Fortunately, they were smart enough to leave it alone and rush him to the hospital. It wasn't so much that anyone on the job knew how to treat a nail in the eyeball, but they knew enough to not mess with it and get him to someone who could treat the injury properly.

First-aid training is all about being prepared, so you can respond properly when these situations inevitably arise.

The American Red Cross is one of the largest providers of first-aid certification in the United States. The organization works closely with OSHA to increase

Would you know what to do if one of your employees were struck in the head by a backhoe bucket 45 miles away from the nearest hospital? Training your employees on first-aid practices won't prevent injuries, but it could prevent an injury from becoming much worse.

wound were such that I easily could have bled to death. Thankfully, one of the men working that day knew how to handle the situation, and a neighbor got me to the hospital quickly, or I may not be writing these words today. The substantial scar on my arm is still a good reminder of how not to open a glass door.

If something similar happened to you while you were working alone, would you know what to do?

In some situations, knowing what not to do can be just as important. One summer when I was 21 and working as a mason tender, one of the guys on the crew went to pull a level line that was fastened to the opposite end of the newly erected wall with a concrete nail. The nail was anchored tightly, and when it

workplace safety through the Alliance Program. At its core, this program recognizes the high value of promoting safe and healthy workplaces and providing employees with information, guidance and access to training resources. In particular, the Alliance focuses on emergency preparedness, disease prevention education, and first-aid training.

One course of special interest to contractors who even occasionally work in the country or remote areas is Wilderness and Remote First Aid. The course teaches the skills you need to respond to an emergency when help may be delayed. Topics include primary and secondary assessments; head, neck and spinal injuries; heat-related emergencies and hypothermia; altitude-related illnesses, allergies and anaphylaxis; bone and joint injuries and burns; and wounds and wound infection.

The course is based on the Boy Scouts of America Wilderness First Aid Curriculum and Doctrine Guidelines and offers enhanced content and topics to meet OSHA's Best Practices for Workplace First Aid Training Programs.

Would you know what to do if one of your employees were struck in the head by a backhoe bucket 45 miles away from the nearest hospital? Training your employees on first-aid practices won't prevent injuries, but it could prevent an injury from becoming much worse. It could also save a life, maybe your own.

The Red Cross offers training courses all across the country at a variety of times and locations to suit most schedules. An easily searchable list of upcoming courses is available on the organization's website at www.redcross.org. You can also call your local chapter for course information. **c**

Unclog Drains with Your Pressure Washer

\$10 OFF

WEB COUPON
CM94

100 Ft. Sewer Jetter Only \$129



Order Online

ClogHog.com

Or Call 877-992-5644



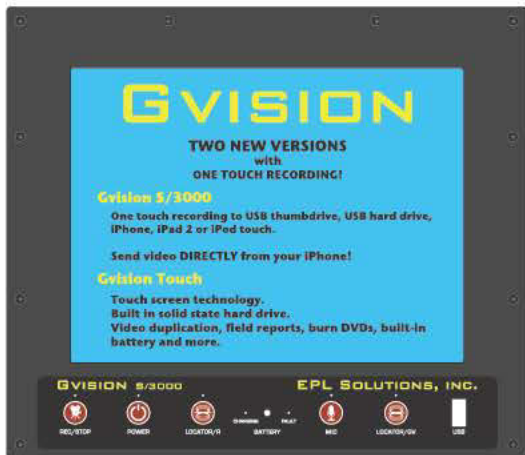
Made in the
USA

Allan J. Coleman - Since 1905

Call us today! 773-728-2400

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

UPGRADE your camera system to the GVISION. A Better System



GVISION
Visit www.ep solutions.net for more details.



Ask what the
GPLAYER
can do for you?



JetSonde Carriers - P-Trap Cable Sonde Carriers

Turn ANY push camera into a Jetter Camera
with the JetCam Adapter.

JetCam Adapter

JetSonde Nozzle Jetter Hose



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



**CALL FOR
GENERAL
SPECIALS**

**Special pricing
on all
General jetters,
cameras and
machines**

StoneAge® Warthog® Nozzles



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



WG-1"
(8-36" lines)



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



WS-1/2"
(4-8" lines)



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



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

OLDEST NAME IN THE BUSINESS

— Over 100 YEARS OLD —

PHCC MEMBER



Proven Design - Best Buy



SJPE-1500

With over
15 YEARS EXPERIENCE
manufacturing jetters and
pressure washers!



SJPE-1650



SGP Hot Water Pressure Washer



SJGDG-3016



800-771-1881 | Info@SharkPW.com
www.SharkPW.com/Jetters

**The Most Trusted Name In
Jetters You've Never Heard Of**

**"I'VE BEEN WAITING FOR THIS
PRODUCT MY WHOLE LIFE!"**

When an excavation contractor says this about a bioremediation product it doesn't quite fit. Until he explains: "A lot of people just don't have the means to replace their drain fields right now. It's great to have an alternative to offer them that gives them the relief they need at a much lower cost than system replacement."

This contractor is referring to our **AfterShock Bioremediation Restorative**. **AfterShock** combines the most potent bacteria product on the market today with an oxidizer that supercharges the bacteria.

Oxidizers alone require multiple applications, which means you have to visit the site multiple times and keep the system exposed for the entire treatment process. Additionally, you have to wait at least 2 weeks until the oxidizer dissipates to apply any bacterial after-treatment.

After several years of R&D, we overcame these drawbacks. The result is **AfterShock**. The oxidizer in **AfterShock** accelerates the bacterial activity in the product to provide complete drainage restoration with only one application. Apply, backfill, and go home.

If you've been waiting your whole life for a bioremediation product that offers an alternative to system replacement, **AfterShock** is the product for you. Give it a try. Maybe you'll call us with a reorder and say what this contractor said about **AfterShock**:

"Thank you for a great product."

To learn more about **AfterShock** and the entire **CCLS Family of Products** for household plumbing waste systems, septic tanks, grease waste systems, and soil absorption areas please call us toll-free at 1-800-759-2257. We'll send you our product information catalog, which includes pricing, as well as all our award-winning customer education materials. Please call today, or visit us at www.septiconline.com. Thank you.

– Rick Howe, President

GREEN PRODUCTS FOR SEPTIC PROFESSIONALS SINCE 1976 



CAPE COD BIOCHEMICAL COMPANY

P.O. Box 990 • Pocasset, MA 02559



1-800-759-CCLS
(1-800-759-2257)

FAX: 508-564-9974 • www.SepticOnline.com



Understand the difference and you'll understand the loyalty.



O'BRIEN[®]
A PRODUCT OF **HEVAC**
CONSTRUCTION



There is a saying in our industry: "Once an O'Brien user, always an O'Brien user."

If efficiency, power, and reliability are important to you, we know you'll agree.

To learn more about the O'Brien difference, call or visit us online.

800.638.1901 www.obrienmfg.com/msw

AQUATECH

O'BRIEN

Hi-Vac

UltraVac

X-VAC
HYDRO EXCAVATOR

vCam Series Inspection Systems

Onsite Training

Local Support

Camera Exchange Program



vCamModular-R Control Module



- Record to 300GB HDD or SD card
- Transfer video and snapshots to USB Devices
- Internal Ni-MH rechargeable batteries
- 8" recessed color TFT LCD
- Full size alpha/numeric weather resistant keyboard
- 5 types of reels all work with 1 control module



**Please call for an 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
Email : sales@vxmt.com

www.vivax-metrotech.com

Type-M Reel (100/200ft)



1" Standard



1.3" Self-Leveling

Type-C Reel (200ft)



1.3" Self-Leveling



1.8" Self-Leveling

Type-P Reel (400ft)



vLocCam Camera Locator



- 512Hz, 33kHz frequencies
- Compass mode for easy locates
- Pushbutton depth reading
- Locates live power, CATV and telephone

Reliable Locators Don't Have to be Expensive

PL-1500
Single Frequency
Pipe & Cable
Locator



PL-2000
Multi-Frequency
Pipe and Cable
Locator



Contact us at either location

SubSurface Locators Inc. toll free: 877-778-0763
www.subsurfacelocators.com

SubSurface Instruments Inc. toll free: 855-422-6346
www.ssilocators.com



UPCOMING TRAINING & EVENTS

Inspector Training & Certification:

June 18, 2012 - Albuquerque, NM

POWRANM & NAWT - Recertification - Contact: Bill McKinstry at (505) 989-7878 or admin@powranm.org

June 22-23, 2012 - Waco, TX

Instructors: Jim Anderson and Dave Gustafson
Go to www.NAWT.org

August 27-28, 2012 - Casa Grande, AZ

Univ. Of AZ - NAWT
Contact: Kitt Farrell-Poe at (520) 621-7221

November 15-16, 2012 - Lakewood, CO

CHURCH Onsite Wastewater Consultants
Contact: Kim Seipp (303) 622-4126 or highplains@tdsnet

Installer Workshops

October 15, 2102 - Dover, DE

DOWRA Conference Contact Hollis Warren at (302) 284-9070 or Hwarren430@aol.com

October 25-26, 2012 - Lakewood, CO

CHURCH Onsite Wastewater Consultants
Contact: Kim Seipp (303) 622-4126 or highplains@tds.net

Operation & Maintenance Training Certification:

September 12-13, 2012 - Mill Valley, California

Operation & Maintenance, Level 1
Instructors: Mike Treinen or Kit Rosefield
Go to www.COWA.org

November, 2012 - (TBA) California

Operation & Maintenance, Level 2
Instructors: Nick Weigel or Kit Rosefield
Go to www.COWA.org

January 2013 - Lakewood, CO

CHURCH Onsite Wastewater Consultants
Contact: Kim Seipp (303) 622-4126 or highplains@tdsnet

CEU's for NAWT Recertification

July 26, 2012 - Sacramento, CA

COWA - NAWT - Low Pressure Pipe Drainfield & Drip Design - Go to www.COWA.org

WATCH THE NAWT WEBSITE AND
INDUSTRY MAGAZINES FOR UPDATES

FOR MORE INFORMATION CALL
800-236-6298

WWW.NAWT.ORG YOUR SOURCE FOR REAL LEARNING



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" to 2" Diameter

Complete set of adapters for 3/4", 1", 1-1/4", 1-1/2" and 2" Pipes and deburring tools for above pipe sizes Heater with temperature gauge, heater stand wrench, canvas storage bag (Bag not shown)



Deburring tool removes sharp edges at pipe end for ease assembly. All deburring tools are made of heat treated aluminum and O.D. knurled for a better grip. The cutting blades are hardened and replaceable.



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

Pistol Grip, Hand Held Electric Drain Cleaner From 1-1/4"-2" Diameter Pipes

MODEL GO 31 DRAIN CLEANER FEATURES are 120 volt, 1.6 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

Gorlitz All-steel Chuck Fits Other Manufacturers Hand Held Drain Cleaners



Your One Stop would not be complete without offering you Peterson Pressure Bags, General Augers, Piranha Hoses & Fittings, RIDGID Detectors and Cameras, Channel Lock Hand Tools, Kirkhill Plungers

Drain Cleaning Machines



Water Jetting Machines



Trenchless Pipe Systems



Our inventory includes Pipe Bursting Equipment, Fusion Systems, Sink and Drain Cleaning Machines, High Pressure Water Jetters, Auger and Sewer Cables, Connectors, Knives and Blades, Leaders, Retrievers, Rooter Tools and Accessories related to the Drain Cleaning Industry.

www.Gorlitz.com

Engineering, Dedication, Quality and Service All In One Stop!



Accounting for the Future

SOFTWARE OPTIONS MAKE IT EASY TO STAY ON TOP OF YOUR BUSINESS FINANCES

BY ERIK GUNN



Erik Gunn is a magazine writer and editor in Racine, Wis., where he operates Great Lakes Editorial Services, consulting for businesses, nonprofits and individuals.

Would you run your drain cleaning, septic pumping or service plumbing business without the essential tools for the job – a jetter, a pump truck or an adequate supply of wrenches?

Of course not. What you might not realize, however, is that business accounting software is nearly as important to your operation as any of those pieces of hardware.

Sure, you can keep your books on paper – I hope you're at least doing that, and not just stuffing receipts and bills in a shoebox somewhere. But if you restrict yourself to an old-fashioned ink-on-paper ledger, you're probably burying tons of important information about your business that the right software could help you unearth and learn from.

A wide range of business management and accounting software products are available, with prices that range from less than \$50 to well over \$1,000.

"If you restrict yourself to an old-fashioned ink-on-paper ledger, you're probably burying tons of important information about your business that the right software could help you unearth and learn from."

Probably the biggest challenge will be deciding exactly which one is right for your particular business. This column offers an overview of some of the more broad-based, general management programs. Specialized, industry-specific products are also available for consideration.

QUICKEN AND QUICKBOOKS (INTUIT)

Quicken is a hugely popular program that allows you to keep your checkbook register on your computer. Several versions are available, including Quicken Home & Business (www.quicken.intuit.com/personal-finance-software/home-and-small-business.jsp, \$99), which just as the name sounds is for organizing both your personal and small business finances. It includes budgeting features and reminders for bills as well as income, and it helps you track business expenses.

With Quicken Home & Business you can probably get by and even have a leg up on your old paper-based system. But just as you need more than your checkbook and ledger to run your business, by itself Quicken has limitations.

If you want a computer-based business application that also includes invoicing – and you really should at least consider that – you'll need to step up to QuickBooks Pro (www.quickbooks.intuit.com, \$183.96 discounted). In addition to tracking all your sales and expenses, QuickBooks generates invoices and also maintains a customer contact database.

For significantly more – \$249.95 a year, or \$29.95 a month – you can upgrade to QuickBooks Pro Plus. This version allows you access to your data from a smartphone and provides regular updates to the program as well as around-the-clock telephone support.

Yet another variation is QuickBooks Online (www.quickbooksonline.intuit.com, \$12.95/month to \$63.16/month, online). The easiest way to explain this version is to say that it's like using a website to read and store your email instead of downloading it to a program like Outlook Express. With QuickBooks Online, you can log in and manage your business finances from any computer, so long as you have an Internet connection. It also has smartphone access.

SAGE/PEACHTREE

The Sage Group, a global marketer of business management software based in England, has two basic product lines for small businesses. Sage Simply Accounting (www.us.simplyaccounting.com, \$79.99 - \$2,699.99, depending on features and number of licensed users) comes in several versions.

The most basic focuses on managing your ledger of income and expenses. Pro includes invoicing, cash flow management and project management features, while premium adds inventory management, forecasting and other features to the mix.

Sage also owns Peachtree, another long-established accounting management software provider that Sage acquired in 1998. Sage Peachtree Accounting (www.peachtree.com, \$229.99 - \$2,549.15, depending on features and number of licensed users) also comes in multiple versions. The Peachtree line is priced at a higher tier than Simply Accounting, based on a richer complement of features, which can include utilities for tracking inventory, managing labor costs and progress billing.

There is a less expensive version, Sage Peachtree First, priced at under \$130 MSRP and under \$50 listed on Amazon, but reviewers have complained of poor customer service and early obsolescence with the bottom-rung version.

A LOW-COST SOLUTION

Bookkeeper (www.avanquest.com, \$39.95) is surprisingly inexpensive, but reviewers at the online site TopTenReviews.com reported that it is a bargain with good features. Besides the usual check-register functions, it provides invoicing, inventory management, payroll and purchasing features.

"We found Avanquest customer service to be extremely responsive and the software comes with full embedded support as well as a 318-page user's guide," TopTenReviews reported. One missing feature, however, is "a comprehensive tool for tracking fixed assets."

Labeling software to assist in sending out invoices and checks is included, along with a card reader for credit and debit card transactions.

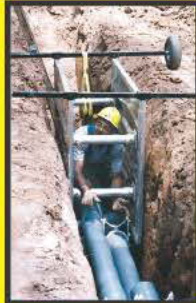
At the other end of the spectrum are a number of specialized companies, including ones that produce software tailored to or customizable for specific businesses, such as service plumbing and septic pumping. Evaluating those is beyond the scope of this column.

ultra ultra ultra
LIGHT – VERSATILE – SAFE

ultraSHORE PRODUCTS



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!



1-800-SHORING

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

www.shoring.com

Insulate. Seal. Protect.

GUMMED SHRINK TUBING

*Tired of waiting on Scotchcast to set?
 Try DSG Canusa Gummed Shrink Tubing*

- 3/8", 1/4", 3/4", and 1.1" in 4' tubes
- Shrink ratio: 3:1
- In Stock



OceanQuip LLC
 ORCA TOUGH CABLES

504 738 7833 p/f | jfowler307@aol.com

OceanquipLLC.com

MAKING A CHOICE

With such a wide variety of options available, it's easy to get overwhelmed when picking an accounting software solution, but you don't have to go it alone.

Check with your accountant or financial services professional to see if he or she has a preferred application. If you know other people in service businesses, find out what they use and whether it has particular benefits for your business – or drawbacks that you'd find especially unsatisfactory.

The low-priced alternative may suit you fine, and if it's low enough, you can probably afford a certain amount of trial and error in making a selection.

But the cheapest approach isn't always the best, and there is another alternative: Many software packages provide a 30-day free trial if you download them – although usually with much more limited functionality. That can be enough to get your feet wet and help you judge whether the program you've selected works for you.

If you decide to go with a more expensive, customized option, of course, the same rules apply as with any major investment in a professional service: get to know your provider, get good references, and do your due diligence inquiry before signing a long-term contract.

Whatever product you ultimately choose, get to know all the features and make the most use of it. You'll find that it really is as important to your business as anything in your garage or your toolbox. c

Do you use accounting or business management software?
 What kind? And how has it helped you?

Share your story by emailing editor@cleaner.com for possible use in a future column.

VACTRUCKRENTAL.COM

NEED IT? RENT IT!

AIR MACHINES • LIQUID VACS • SS LIQUID VACS • LIQUID RINGS
 ROLL-OFFS • CYCLONES • COMBOS • HI-RAILS • EXCAVATORS • TANKERS



YOU MIGHT AS WELL
RENT THE BEST!

1-888-955-2087



Mississippi • Louisiana • Texas • South Carolina
 New Jersey • Massachusetts • Indiana
www.vactruckrental.com **VACUUM TRUCK RENTALS**

INDEPENDENT SALES REPS:

ARE YOU LOOKING TO BE PART OF THE INDUSTRY'S #1 CIPP MANUFACTURER & SUPPLIER?

ESTABLISHED INDUSTRY REPS WANTED IN EVERY STATE!

AREAS WILL GO FAST - CALL NOW!

1-866-336-2568 / Rob Larsen
or email
rob@perma-liner.com



Visit www.perma-liner.com
Call 1-866-336-2568

**PERMA-LINER
INDUSTRIES, INC.**

**POWERFUL &
HIGHLY EFFICIENT
SEWER CLEANING EQUIPMENT**

FOR VIDEO SAMPLES, NEWS AND MORE VISIT:
www.usbsec.com

USB - SEC

1700 Enterprise Way, Suite 116 Marietta, GA 30067
Phone: 770-984-8880 Fax: 770-984-2802
Email: info@usbsec.com Web Site: www.usbsec.com

SPiR STAR®

SILVER MONGOOSE
TYPE 5/6H
GERMANY
7360

**Proven Products
Proven Solutions**

Your Source for Ultra High Pressure
Hose | Fittings | Adapters | Quick Disconnects | Valves

www.spirstar.com
Toll Free: 800.890.7827 • Fax: 888.893.1255
ISO 9001:2008 Certified

© SPiR STAR 2012

SILENCE
Noisy Manhole Covers
with **RAP-O**

★ **RAP-O Will Reduce wear** in Manhole Covers & Seats

★ **RAP-O Will Reduce infiltration** from ground water

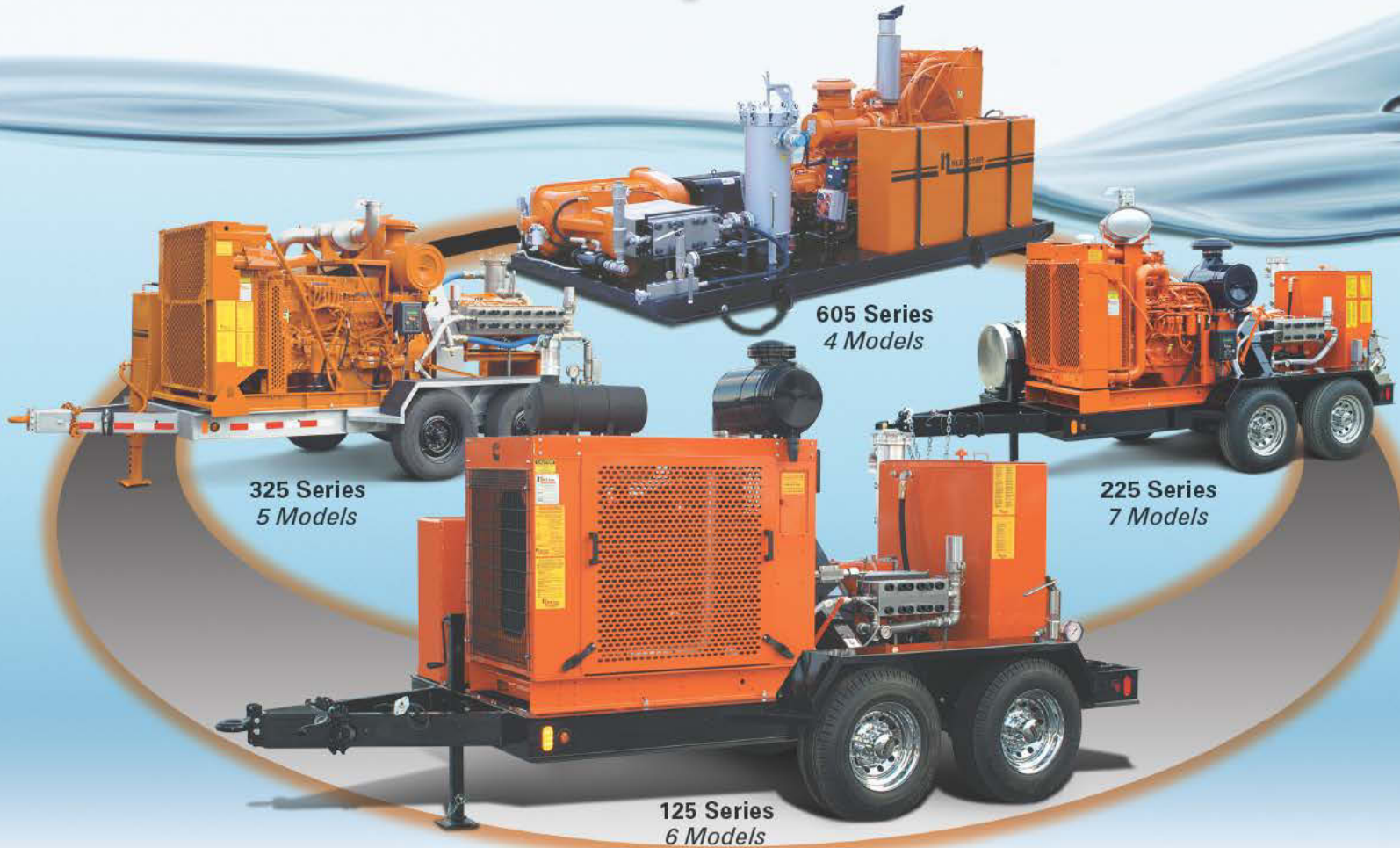
RAP-O One Around For Savings

- 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**

rapocushion@yahoo.com

Here's another NLB unit you can convert to 40,000 psi. That makes 22.



325 Series
5 Models

605 Series
4 Models

225 Series
7 Models

125 Series
6 Models



Convert to 40,000 psi in about 30 minutes — faster for lower pressures.

Now the NLB 125 Series does UHP jobs, too!

With convertibility to pressures as high as 40,000 psi, today's NLB 125 Series water jet units give you more flexibility than ever to do more jobs.

They share a platform with the industry-standard NLB 225, 325 and 605 Series, so you get the same reliability, easy maintenance and low operating costs. Choose from 100 hp to 600 hp, all with our usual 20-30-minute changeover.

Maximize your productivity today with a convertible pump unit from NLB. You can buy, lease or rent one at any of our convenient branch locations. For details, visit www.nlbcorp.com, or call at 1-877-NLB-7988.

NLB. The Leader in Water Jet Productivity.



29830 Beck Road, Wixom, MI 48393 • www.nlbcorp.com
MI: (248) 624-5555, IN: (219) 662-6800, NJ: (856) 423-2211,
LA: (225) 622-1666, TX: (281) 471-7761, CA: (562) 490-3277
e-mail: nlbmktg@nlbusa.com

CIPP

Services, Inc.

La Salle, Illinois



Steam & Hot Water Boiler Trucks

Fully Enclosed Units For Weather Protection & Security

- Wet-Out Tables
- Air Inverters
- Static Resin Mixers
- 53' Reefer - Hydraulic CIPP Liner Unloader Trailers

Phone: 815 - 712 - 8708 Fax: 815 - 220 - 1920
E-Mail: sales@cipp-services.com

FAST PIPE LINING

Ready To Install,
Resin Saturated

Cured-In-Place Pipe Liners

PH: 815-715-8708 E-Mail: sales@fastpipelining.com

www.CIPP-SERVICES.COM

www.FASTPIPELINING.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
- ▶ Most ends & couplings available
- ▶ All sizes and lengths
- ▶ Innercore available

COAST MANUFACTURING

www.coastmanufacturing.com

1.800.541.7015



NozzTeq®

Taking Science to the Sewer!®

Equipment Engineered for Long Lasting Performance™

Blowing Toilets?

BL Swiper™

For Pipes 15" & up



For Pipes 8" to 18"

Rental and Leasing Services Available!

Call For FREE DVD



www.nozzteq.com

Phone: 1.866.620.5915

Fax: 603.413.6744

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



Universal Series

- Bi-Lobe Design
- Oil Splash Lubrication
- Universal Mount



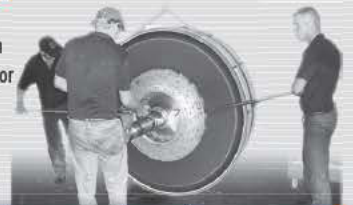
Ram Series

- Bi-Lobe Design
- Oil Splash Lubrication
- Cylindrical Roller Bearings
- Universal Mount
- Truck Mount Dominator



Tri-Nado Series

- High Performance
- Oil Splash Lubrication
- Truck Mount Dominator
- Tri-Lobe Design



Pat's Pump & Blower is the #1 Rebuild Center for Pumps & Blowers –
All Major Brands, Sizes & Applications

Save Money

We Repair, Rebuild and Warranty Our Work!

SALES • SERVICE • INSTALLATION



CORPORATE OFFICE: 630 W Church St, Orlando, FL 32805
P: 407-841-7867 • TF: 800-358-7867 • F: 407-648-2096
www.patspump.com • E: patspump@aol.com

MEET BIG BROTHER



Pathfinder XL
(8" Relined and Larger)

Pathfinder
(6"-24")

ARIES INTRODUCES THE PATHFINDER XL, our newest product in the widely used Pathfinder series of sewer inspection equipment. This feature-packed transporter offers, as standard, a remote camera lift, rear-facing camera and powerful six-wheel, steerable drive to navigate the toughest obstacles quickly and efficiently.

Whether you choose the Pathfinder or Pathfinder XL, you will inspect with the most versatile and technologically advanced transporters available today.

Meet the family, contact your Aries dealer or Sales Representative today.

ARIES
INDUSTRIES, INC.

Proudly Manufactured in the U.S.A. | ARIESINDUSTRIES.com | (800) 234-7205

Conquering the Limitations

HORIZONTAL DIRECTIONAL DRILLING FACILITATES THE FLOW OF NEW DEVELOPMENT IN WICHITA

BY SCOTTIE DAYTON

With development expanding in the northwest section of Wichita, Kan., the city hired local contractor Wildcat Construction to open-cut and replace 10-inch water mains with 32.6-inch HDPE pipe.

The project also included extending the upgraded mains. One line would pass under Dry Creek, 160 feet wide, and through a 14-foot right-of-way with

“So many circumstances piled together that we had to mentally prepare ourselves each morning to earn every dollar that day.”

Craig True

overhead power lines. Ditch work was out of the question, so project superintendent Dan Voegeli hired Horizontal Boring & Tunneling Co. in Exeter, Neb., to install 680 feet of pipe using horizontal directional drilling.

Although the length of the bore was short, the project was arduous. “So many circumstances piled together that we had to mentally prepare ourselves each morning to earn every dollar that day,” says directional drilling superintendent Craig True.

The team successfully battled severe weather, buried debris, changes of site conditions and work restrictions that, if violated, would shut down the project for two years.

GAME PLAN

The bore path traversed a horse pasture, the creek and a wooded area, and ended in another pasture. The city surveyed and staked the right-of-way it had purchased from the horse farm owner after a four-year court battle. “Just stepping over the yellow rope would re-ignite the conflict and stop work for 24 months,” says True.

The final section of 32.6-inch HDPE water pipe disappears beneath Dry Creek through a 44-inch bore path descending to a depth of 31 feet for a 680-foot run. (Photos courtesy of Horizontal Boring & Tunneling Co.)

True used Atlas Bore Planner software from Vermeer Corp. to create a drill plan that minimized risk to the project. The program projects a map on a computer monitor delineating the course the drill operator should follow.

The crew used a D80x100 Series II Navigator horizontal directional drill from Vermeer Corp., with standard duckbill drill head and walkover locator,

tough job

PROJECT: Install 680 feet of 32.6-inch HDPE under a creek and through 14-foot right-of-way

CUSTOMER: City of Wichita, Kan.

CONTRACTOR: Wildcat Construction, Wichita

SUBCONTRACTOR: Horizontal Boring & Tunneling Co., Exeter, Neb.

EQUIPMENT: D80x100 Series II Navigator horizontal directional drill, Vermeer Corp.
888/837-6337
www.vermeer.com

RESULTS: Line Installed In two months





LEFT: The yellow rope delineating the edge of the 14-foot right-of-way is to the left of the standard duckbill drill head and Vermeer D80x100 Navigator directional drill. RIGHT: Wolverine Hydrovac Excavation in Platt, Kans., brought a Vactor HXX hydroexcavator to suck up the drilling fluid at the exit side of the bore and transport it to the mud cleaner, which recycled close to a million gallons.



and Model 4200 mud cleaner from Triflo International. The project required HYDRAUL-EZ (AMCOL International) 200 mesh sodium bentonite with special dry polymer additives to seal the hole from water infiltration and facilitate the bore.

Wildcat workers fused and laid out the HDPE pipe along the highway right-of-way. Meanwhile, subcontractor Wolverine Hydrovac Excavation in Platt, Kan., potholed the access pit in the horse pasture with a System 4000 air-vacuum excavator from VACMASTERS that operated up to 200 feet from the truck.

The pit was 600 feet from the pasture gate, and although the 8-foot-wide drill rig could navigate tight spaces, there wasn't enough room to turn it sideways or stand beside it to load more drill rod. Power lines prevented a boom truck on the road from lifting rod racks over the fence.

"For every 285 feet we drilled, we had to unhook and reverse the rig out of the pasture, back it onto the road, load the drill rod, track the machine back in and hook it up," says True. The drill operator made the trip four times to complete the pilot bore.

OVERCOMING CHALLENGES

The soil was mostly fine sand until the locator lost signal in a dense salt seam during the descent to 31 feet. As the drill bit began to penetrate the layer, workers standing within 1,000 feet could feel the vibrations.

"Salt degrades the polymers in the bentonite mixture and freshwater infiltration dilutes it," says True. "To compensate, we added 240 additional bags of bentonite, or 12,000 pounds."

Work restrictions prevented the team from stringing pipe that returned drilling fluid from the

STAY ON THE CUTTING EDGE OF LATERAL LINING



The portable MaxLinerGun®

Quick cutting with MaxCutter®

WE KEEP MAXLINER INNOVATION ONE STEP AHEAD SO OUR CUSTOMERS CAN STAY ON THE CUTTING EDGE OF TECHNOLOGY.

- MaxLiner is the most comprehensive, turnkey set of CIPP equipment, accessories and materials around.
- The MaxLiner service team is the #1 reason many of our customers have stayed with us for more than 10 years.
- MaxLiner was the first CIPP system to receive code compliancy from ICC-ES, allowing us to lead the field in solutions for lateral and vertical repairs.

Check your local listings this spring for another new episode of THIS OLD HOUSE® featuring MaxLiner.



The lightweight, easy-to-operate MaxCutter 60™ is specially designed to perform quick and accurate cuts in small diameter pipes.

MAXLINER



276.656.1225
maxlinerusa.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 CS10 Digital Recording Monitor

- USB Thumb Drive
- 12.1" Daylight Readable Display
- Multi Mode Recording
take snapshots, record full video & lean video
- Software Integrations
with SeeSnake HQ & RIDGIDConnect™



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



The Vermeer D80x100 Navigator horizontal directional drill and Model 4200 mud cleaner from Triflo International are jammed into the 14-foot right-of-way. The VACMASTERS System 4000 air-vacuum excavator is parked on the road.

exit site to the mud cleaner. Wolverine brought a Vactor HXX hydroexcavator to suck up the fluid and transport it to the cleaner, which recycled almost a million gallons.

Elliptical shaking screens in the machine separated sand and silt from the debris, then the bentonite mixture was pumped through hydrocyclones before dropping into a clean tank. A charging pump in the tank transferred the slurry to the mud pump on the drill rig parked beside the cleaner.

HEAVY METAL

Box springs, hot-water heaters, stoves, and other metal objects buried along the creek bank to stabilize it acted like an antenna, defusing the locator signal and causing the drill head to divert from its path.

"The locator would get occasional glimpses, which forced the drill operator to proceed foot by foot instead of rod by rod. In situations like that, his instincts were invaluable."

Craig True

"The locator would get occasional glimpses, which forced the drill operator to proceed foot by foot instead of rod by rod," says True. "In situations like that, his instincts were invaluable." The pilot bore was completed online in less than three days.

Winter arrived as the crew moved ahead with 24-, 30-, 36- and 44-inch ream passes before pulling through the HDPE pipe. With weeks of temperatures in the teens, the drilling fluid began freezing in the hole and mud cleaner. Workers ran heaters in the cleaner tanks and drained the lines on both machines nightly. "If work stopped for more than an hour, we had to drain and antifreeze all the lines again," says True. The Vactor had its own heater.

Blizzard conditions required extra safety precautions for crews loading drill rod alongside the road. Work continued as long as the drill operator could see the rod in front of him and fluid flowed when the worker on the mud cleaner activated the charging pump. "It was cold and arduous for everyone, but once we begin drilling, we rarely stop," says True.

The crew's perseverance was rewarded with one of the best pullbacks in company history. "We flooded the pipe with freshwater to make it neutrally buoyant and in it went," says True.

The project lasted two months and no one stepped over the yellow rope. e



GPM IS PROUD TO INTRODUCE THE SEWER DUCK™

This exclusive Jetter is custom built to any customer's needs and expectations. It is a high performance Jetter designed to take care of any pipe cleaning demands.

- We custom build The Sewer Duck to fit your needs
- More Cummins engine options available, including CNG
- Manufactured parts available for purchase separately
- Multiple cold weather options available
- Myers E80-25 & the D65-20 available

CALL US AT 630-543-7373 TO ORDER YOUR CUSTOM SEWER DUCK

Turn to GPM. We're your one-stop shop and the preferred dealer for Autocar, Myers Aplex, Allison Transmission and Cummins parts for light, medium and heavy-duty trucks.

KEEPING YOUR TRUCKS IN BUSINESS IS OUR BUSINESS.

GPM Pump & Truck Parts, Inc. is a leading supplier of parts for all Class 6-8 makes and models of trucks, including garbage trucks and vacuum & Jetter trucks. We stock most hard-to-find parts, and if we don't have it, we'll find it and ship it anywhere – nationwide and on time.

CALL US TODAY: (630) 543-7373

WE CARRY THE FOLLOWING & MORE...

- Bendix Brake Valves & Air Driers
- Buyers Products
- Cummins Engine Parts
- Delco Remy Alternators
- Delco Remy Starters
- Duralite Charge Air Coolers
- Fleetguard Filters
- Hendrickson Parts
- Horton Fan Clutches
- Leece Neville Products
- Lube Refiner Filters
- Meritor Brake Shoes
- Meritor Center Bearings
- Myers Regulators
- Myers Water Pumps
- Safety Lights
- Scotseals
- Spicer U-Joints
- Swivels
- Timkin Bearings



Myers APLEX
INDUSTRIAL PUMP DIVISION

NATION'S LARGEST DISTRIBUTOR
OF ALL MAKES & MODELS

Call For Pricing



ACTUS
MANUFACTURING

720 SERIES
ACTUATOR

\$320⁰⁰



OEM
CONTROLS INC.

BJS-5M9361
JOYSTICK

\$270⁰⁰



TMi

SWIVEL
JOINTS

Call For Pricing



SoundOff
Signal

SOUND OFF
LED LIGHTS

Call For Pricing

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

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

"Simplify your life!"

SCOOTERS ARE EASY TO USE, TOUGH AND DEPENDABLE.
DON'T LEAVE THE SHOP WITHOUT ONE.

SPECIAL PACKAGE

Scooter 200

- Color
- Attaché DVD
- Locator Transmitter
- Voice Over
- FREE SHIPPING

Complete Package **\$4,995**



10" Color Monitor

DVD Recorders

Storage

For a limited time
you can include the
ATTACHÉ II or III
at this
special price!

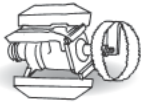
800.772.6165
www.tvinspection.com





Pipeline Cleaning & Maintenance Equipment

for **JETTERS & JET VACS**



Root Cutter Assemblies

Skid Mounted

w/flat blades.....	\$1125.00
w/concave blades.....	\$1150.00
w/spiral blades.....	\$1150.00

Donut Mounted

w/flat blades.....	\$1105.00
w/concave blades.....	\$1150.00
w/spiral blades.....	\$1150.00

Lateral Mounted

w/flat blades.....	\$1005.00
w/concave blades.....	\$1065.00

Assemblies come with one ea. of 6, 8, 10 and 12" blades, saw blades, hub, skids, etc.



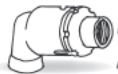
Saw Blades

4" - 18"
Flat - Concave - Spiral
"Carbide Tipped Flat Blades"



"Diamond" Tap Cutters

6" to 18"	
DCD6 6".....	\$1200.00
DCD8 8".....	\$1500.00
DCD10 10".....	\$1975.00
DCD12 12".....	\$2500.00
DCD15 15".....	\$3200.00
DCD18 18".....	Special Order



Swivel Joints

T-M® Style

90° or Straight, 6000 psi

3/4" & 1".....	\$188.00
1-1/4".....	\$199.00
1-1/2".....	\$495.00
2".....	\$715.00



Hycon® Valves

2 & 3-way Ball Valves

5000 psi		4500 psi	
1/2" 2-way.....	\$65.00	3/8" 3-way.....	\$115.00
3/4" 2-way.....	\$89.00	1/2" 3-way.....	\$160.00
1" 2-way.....	\$119.00	3/4" 3-way.....	\$180.00
1-1/4" 2-way.....	\$226.00	1" 3-way.....	\$190.00
		1-1/4" 3-way.....	\$440.00

Piranha - Parker - Aeroquip

Jetter Hose - 1/8" - 1-1/4"
Call for Current Price

Hose Mending/Swaging Machines

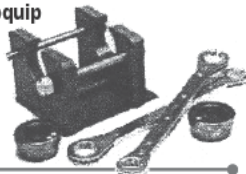
Piranha™ - Parker Predator™ - Aeroquip

Hydraulic Jack Style or Mechanical

Price includes 2 Sets/Dies & Pusher

1/2" - 3/4" - 1" - 1-1/4"

Hydraulic.....	\$1260.00
Mechanical.....	\$798.00



Full Line of Nozzles

From 1/8" to 1-1/2"



Call for Pricing



Clamps

Power Clamps	
8".....	\$13.00
3"-6" available	
King Clamps	
8".....	\$29.75
4"-6" available	
Bandlock® Clamps	
8".....	\$24.00
3"-6" available	
Quick Clamps	
8".....	\$26.50
3"-6" available	

Pipe/Sewer Plugs • Hose Reels • Aluminum Intake Tubes
Kanaflex™/Rubber Debris Hose • Full Line Of Warthog Nozzles



Toll Free: 800-365-6583
www.cloverleafatool.com
Full Catalog Online with Prices
SARASOTA, FLORIDA • PHONE: 941-739-0707 • FAX: 941-739-0001

BEFORE You Dig

Locating Solutions From Jameson



Detectable Rodders

Buried utility pipe can be traced and marked from above ground by one man. Locate ductile iron, plastic, tile, concrete or PVC pipe and sewer laterals



Sonde
Locator
Receiver

Sewer Laterals
PVC Pipes
Live Plastic Gas Lines



Request Our Full Line Catalog

800.346.1956
WWW.JAMESONLLC.COM



"water as a tool"



WOMA High Pressure Systems

help solve almost any Industrial cleaning, maintenance and decontamination problem.

- HIGH PRESSURE PUMPS TO 40,000 PSI
- 25-600 HP HIGH PRESSURE UNITS
- ACCESSORIES TO MEET ANY APPLICATION

Let us help you more effectively use "water as a tool."

When quality, performance and reliability matter...
PHONE: 800-258-5530 . FAX: 732-417-0015

SAFETY SEWER DRAIN



- Safety Risk Reduced
- Professional Image
- Less Mess
- Contamination Reduced
- Pays For Itself
- Easy To Use



Scan this QR Code with your smartphone app reader to see a video on how to use this product.

Ingalls, Michigan

906.753.4002

www.SafetySewerDrain.com

GLOBAL PIPELINER

WE KEEP IT SIMPLE
THE SIMPLE SOLUTION
TO PIPELINING

WHOLESALE TO THE PIPELINING INDUSTRY



Installing exclusively reinforced non-stretch liners from Advanced Liner. US Patent #5868169.

- 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)
- Ongoing technical and marketing support
- Compatible with your current equipment
- IAPMO, NSF, IPC approved



866.513.0998
WWW.GLOBALPIPELINESYSTEMS.COM

Have you seen the Cleaner E-Zine?



Go to
cleaner.com
to
view
the
e-zine

Scan the code with your smartphone.



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.

714-296-5262
quiklining.com

Silver Lining

PERMA-LATERAL SYSTEM GIVES VIRGINIA CONTRACTOR AN ADVANTAGE OVER COMPETITION

BY KEN WYSOCKY

When Nick Santoni established Dynamic Drain Technologies LLC in 2008, he took a calculated gamble centered on one piece of equipment: a Perma-Lateral pipe relining system made by Perma-Liner Industries Inc.

Four years later, it's clear the gamble paid off. The Virginia Beach, Va.-based company now provides additional services, including waterjetting, pipe bursting and pipeline inspection and location services to residential, commercial and municipal clients in about a dozen states in the Mid-Atlantic region.

But cured-in-place (CIP) lateral pipe relining remains a critical core service, says Santoni, president and chief executive officer. The system relies on air-inverted, cured-in-place pipe (CIPP) and ambient-cure resins to reline 2- to 8-inch-diameter pipes without stretching the liner and while negotiating 22-, 45- and 90-degree bends.

"Our whole business model is based on our two Perma-Lateral systems," he explains. "It's our core product, and provides the highest profit margins. Everything we do revolves around them."

Santoni started his business when he realized no one else in the Mid-Atlantic region of Virginia was offering alternatives to open-cut lateral replacements.

"I saw a large gap – basically from Maryland down to South Carolina – where no one offered this technology," he says. "And these states contain some of the nation's oldest infrastructure, with a lot of failing laterals."

"Our whole business model is based on our two Perma-Lateral systems. It's our core product, and provides the highest profit margins. Everything we do revolves around them."

Nick Santoni

"Plus, while doing market research, I found that many civil engineers, utility site contractors and defense contractors at military bases were using out-of-town contractors for pipe relining – and paying a higher price than what I could charge for delivering the same service," he adds.

Santoni lauds the Perma-Lateral system's productivity. He says his crews can repair up to 300 feet of pipe per day, without invasive and destructive excavation. That improves productivity and profitability more than any other machine the company owns.

"It allows us to make a large amount of money in a short period of time, more than any other pipe-fixing equipment I can think of," he says. "It also brings job site liability down by about half because there's no heavy equipment involved ... because there's no invasive digging or heavy-structure removal."

The Perma-Lateral also reduces environmental ramifications on certain projects, which makes the company a more attractive option to customers. For instance, one of Dynamic Drain's specialties is relining roof drainpipes



Wes Fogleman of Dynamic Drain Technologies loads the pull tape into the Perma-Liner inverter before loading the liner. (Photo courtesy of Dynamic Drain Technologies)

money machines

OWNER:	Dynamic Drain Technologies LLC, Virginia Beach, Va.
MACHINES:	Two Perma-Lateral pipe relining systems made by Perma-Liner Industries Inc. 866/336-2568 www.perma-liner.com
FUNCTION:	Rehabilitating broken lateral pipelines
COST:	About \$55,000 each

that often are encased in asbestos columns. Traditional rehabilitation methods would involve breaking down the columns and removing the asbestos, which is a time-consuming, expensive and risky job.

"But the Perma-Lateral is light enough to take on top of buildings, where we reline from the top down – and don't require any asbestos abatement," Santoni says. "We've done up to 10 35-foot-high stacks a day, and we've also done eight 85-foot-lengths (of drainpipe) in a week."

Santoni also points out that the Perma-Lateral reduces the size of typical work crews to three to five people from 10, which in turn decreases meal and lodging costs on out-of-town jobs – and frees up employees to go set up other jobs ahead of time. He estimates his overhead costs on projects are two-thirds lower than if he used conventional open-cut pipe replacements.

LINING SOLUTIONS FOR THE 21ST CENTURY



Pipeline renewal: an investment in the future

www.saertex-multicom.com

SAERTEX-LINER®



- Installation per ASTM 2019
- Chemically tested and engineered per ASTM 1216
- Higher relined flow rate than felt liners
- No styrene release during installation
- No licence fee
- Professional training of new installers
- Rental equipment for UV-light installation available



high-quality glass which is permanently resistant to chemical agents or corrosion

SAERTEX multiCom® LP

12200 - A Mt. Holly-Huntersville Rd. _ Huntersville, NC 28078 _ USA

Phone: +1 704 584-4059 _ Fax: +1 704 464-5922 _ E-Mail: multicom@saertex.com

Pipe relining also enables Dynamic Drain to win jobs it otherwise might not obtain using conventional methods. As an example, Santoni points to a job where his crews rehabbed 1,000 feet of sanitary drain lines at a U.S. Marine Corps mess hall without interrupting the meal schedules for 3,000 soldiers during the 10-day project.

In addition, the company often works on historic federal buildings, which can be a nerve-wracking experience.

"They're high-risk, high-reward projects," Santoni notes. "Screw it up, and you're in a lot of trouble."

But with the right equipment in tow, those jobs represent a calculated gamble he's willing to take. **c**

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 email 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.

visit us online

www.cleaner.com

www.JETTERS NORTHWEST.com



BIG-BRUTE
High Flow Jetter
8.5 gpm
4000 psi

- Portable 4-Wheel Cart or Mountable Skid
- Includes 300' of Hose and 4 Jetting-Nozzles
- Gasoline or Propane fueled OHV-engines

JETTERS: CARTS • TRAILERS • MOUNTABLE SKIDS

You Can Expect Personal Service and Expertise!

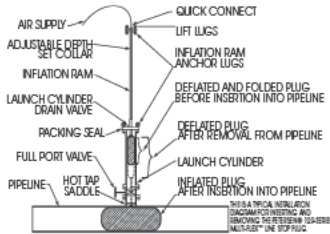
Call: **1-877-901-1936**

email: info@jettersonorthwest.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

Flexible and Affordable Financing Options



Financing for New and Used Equipment

Trucks • Tanks • Trailers • Toilets • Cameras • Jetters
 Computer Hardware & Software

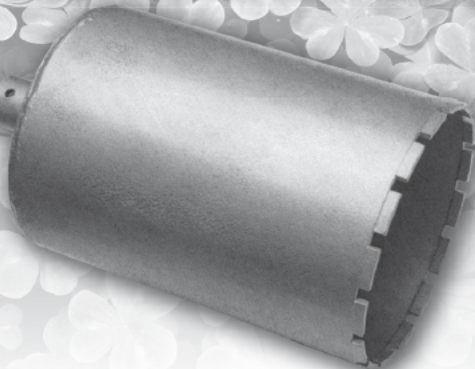


7 Church Road, Hatfield, PA 19440
 Phone: 800.422.1844
 Fax: 888.883.9380
 Visit our website: www.libertyfg.com

Call Michael DeGroat (ext 12)

Commercial Equipment Financing Call 800-422-1844

DIAMOND TAP/LATERAL CUTTERS



Ideal For Cutting Cast Iron/Clay Taps In Sewer Lines

Part #	Size	Cost
DCD6	6"	\$1200
DCD8	8"	\$1500
DCD10	10"	\$1975
DCD12	12"	\$2500
DCD15	15"	\$3200
DCD18	18"	Special Order

Add A Cloverleaf Hydraulic Motor & Skids



"Pipe/Sewer Cleaning & Maintenance Equipment for Jetters & Jet/Vacs"
Toll Free: 800-365-6583
www.cloverleaftool.com
 SARASOTA, FLORIDA • PHONE: 941-739-0707 • FAX: 941-739-0001

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



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

T&T TOOLS

T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@tandttools.com

800.521.6893
www.MightyProbe.com



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

lansas® PRODUCTS

MANUFACTURED BY VANDERLANS AND SONS, INC.

Custom Designs Are Always™ Available



VANDERLANS AND SONS, INC.

California 1-800-452-4902 • Atlanta 1-770-509-9309

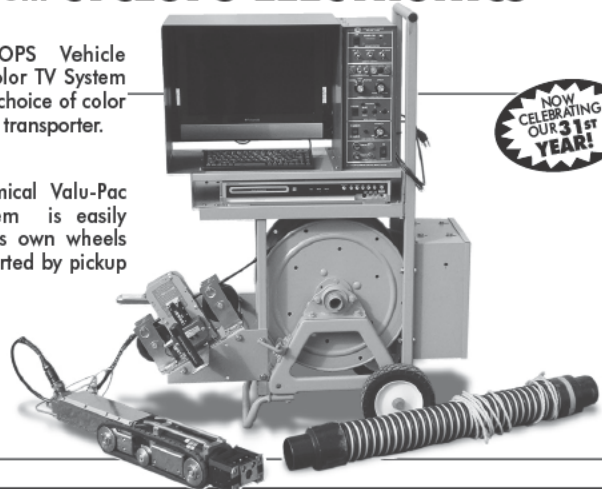
Minneapolis 1-763-428-9290

www.lansas.com

The COMPLETE CCTV Sewer Inspection System from CYCLOPS ELECTRONICS

The CYCLOPS Vehicle Mounted Color TV System comes with choice of color camera and transporter.

The Economical Valu-Pac Color System is easily rolled on its own wheels and transported by pickup or van.



PORTABLE OR MOUNTED ON YOUR CHOICE OF VEHICLE



123 Commerce Ave. | Boerne, TX 78006 | Phone: 830-249-9756

Fax: 830-249-8535 | E-mail: cyclopstv@beecreek.net | www.cyclopstv.com

DEALERSHIPS AVAILABLE IN SOME AREAS

FREE! Real-Time GPS Trackers

Go to www.gpsTimeClock.com/cole or call toll free (877) 832-7689 for details.

Driver cannot "Spoof" location or trick the device.
Mix and Match equipment and plans to different trucks.

BENEFITS OF GPS:

- REDUCE & CONTROL OVERTIME
- AUTOMATIC PROOF OF SERVICE
- ELIMINATE "SIDE" JOBS
- KNOW WHERE YOUR DRIVERS ARE
- INCREASE PRODUCTIVITY TIME
- AUTOMATIC MAINTENANCE ALERTS
- SAVE MONEY BY REDUCING FUEL
- REDUCE LIABILITY & INSURANCE \$



FAMHOST APPS
877-832-7689
INFO@FAMHOST.COM
GPSTIMECLOCK.COM/COLE



FREE EQUIPMENT OFFER REQUIRES MONTHLY PLAN AGREEMENT WHICH INCLUDES GPS, MAPPING, UNLIMITED CELLULAR DATA, SOFTWARE & WARRANTY. CONTROL YOUR COSTS! NO SURPRISES.

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

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

BANDLOCK
AMESBURY GROUP MADE IN THE U.S.A.

Download Catalog From Our Web Site!
www.bandlockcouplers.com **1-800-659-2978**
Superior "Quick" Connect Vacuum And Pressure Couplings And Accessories

Hannay Reels handle the toughest treatment.



Made In U.S.A.

You face severe conditions every day. We build custom reels that perform even in the harshest environments.

- Built to spec for washdown, jetting, pipeline inspection and more
- Heavy-duty design and construction
- Standard reels ship within a week

Let us solve your reel issues, so your crew can get back to business.



Find your reel solution: hannay.com or 877-467-3357



HOME OF THE DOMINATOR® CUTTER



Dominator® Cutters

- » Generation II Infinite Controls
- » Streamlined Air Motors Ranging from .7 HP- 2.5 HP
- » Air Motor Rebuilds
- » Classic 615 & Jumbo 1236 Repair Parts & Service
- » Free Training at Our Facility on Our Products

Bowman Line Of Tool Steel Geared Drive Motors For



- » Dominator® 4-30 Cutters
- » Bowman 615 Cutters
- » Aries Cutters
- » TryTek Cutters

LEADERS IN CUTTING TECHNOLOGY

717-432-1403 • www.bowmantool.com • bowmantoolco@earthlink.net

THE CABLE CENTER • 1-800-257-7209



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

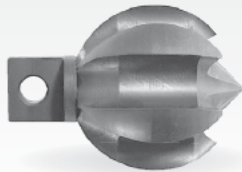
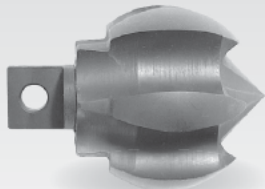


**CALL FOR
PRICING!**

ClogChopper™ Cutters



NEW!



- Automatically negotiates multiple bends – maintaining a central line position and minimizing pipe wall, elbow, connection and joint damage
- Clears clogs and scrapes encrusted debris from inner walls
- Six inverted cutting edges run smoothly, without rattling or jumping
- Durable enough to handle years of demanding use
- Connectors for most popular brands of drain cleaning machines
- Self-sharpens while working

FREE DELIVERY

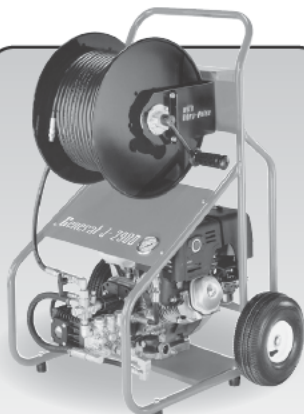
**CALL FOR
PRICING!**

JM-3080 Water Jet



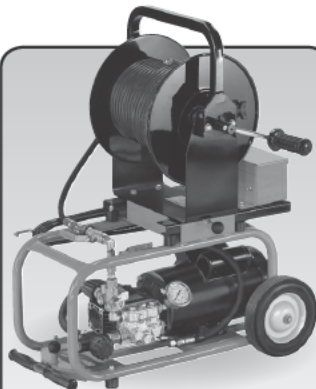
- Now with removable 300 ft capacity hose reel
- New maneuverable heavy duty frame
- 10 gallon buffer tank
- 3000 psi/8 gpm pump with Vibra-pulse
- 20 hp Honda Engine with gear reducer

FREE DELIVERY



General J-2900
Basic Unit Machine Only

\$2745
FREE DELIVERY



**General J-1450
Portable Jetter**
Basic Unit Machine Only

\$1540
FREE DELIVERY



Mini-Rooter XP™
Basic Unit Machine Only

\$520
FREE DELIVERY



**General
Speedroter 92™**
Basic Unit Machine Only

\$1100
FREE DELIVERY



What is a
Sewer Expert?
A Connoisseur!
'Jetter Done'



Nozzles - Hoses - Accessories
678 549 2621 • www.jetterdepot.com

Heaviest 1/2" Walled Boom Elbows on the Market



90-Degree
Guzzler Vac-All / Jet-Vac
Style Boom Elbow



70-Degree
Vector Style
Boom Elbows

- 8" 100% Canadian Steel Elbows
- Minimum 50,000 Yield
- 1/2" Thick Walls

- Heavy Duty Design
- Flanged Ends

\$975
+ Freight

CBE Custom Boom Elbows
www.customboomelbowsbc.com

Send us an email: mcraeway@hotmail.com
Call us at: 1-604-835-0199



PRIMELINE PRODUCTS, INC.

"Your Prime Source for Solutions, Products, and Training"

Primeliner™ QuikShot

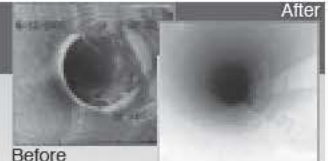
Fastest Lateral Lining gun in the World!

- FREE Training from Experienced Personnel
- 24/7 Customer Support
- Financing Available
- Ambient or Hot water Cure with Quik Heater



Quik Heater

Quik Shot Gun



Before

After

Call Us Today!!!
(407) 772-8131 or
(877) 409-7888

Visit our Website:
www.primelineproducts.com

[Facebook.com/PrimeLineLining](https://www.facebook.com/PrimeLineLining)

Scan the QR Code at right with your smart phone to view a video



See for yourself!!!

You Tube See our Youtube channel www.youtube.com keyword: PrimeLineLining

Ever feel abandoned by your tech support?

Real time issues deserve real time answers.

PIPELOGIX® 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.

Call today to learn more about the industry's best after-sales support program for pipe survey pros! (Just ask our customers.)

866.299.3150 • WWW.PIPELOGIX.COM



PIPELOGIX®
CAPTURE. ANALYZE. COLLABORATE.



Our Business Partners:





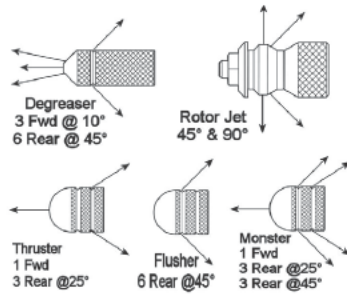
CUSTOM DRILLED NOZZLES

SEWER SQUAD PREMIUM KIT™

A Value Priced Nozzle Kit



• Each nozzle is custom drilled to match your pump's flow and pressure specs for optimized nozzle performance.



NPT Size	Price	Savings*
1/8"	\$207	\$37
1/4"	\$235	\$42
3/8"	\$272	\$50
1/2"	\$345	\$62
3/4"	\$463	\$80

• 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.

*Compared to individual prices

CALL TOLL FREE: 877-457-2782

North Royalton, OH 44133 • www.aquamole.com • Fax: 440-237-2987

Welcome to your **one-stop shop** for **hot water cleaning equipment** for cold weather jobs.



8 GPM at 3500 PSI
Hot Honda Pressure Washer

SKU# 19H19



watercannon.com

1-800-333-9274



AS SIMPLE AS:



TMX
TOWABLE MINI-EXCAVATOR

The perfect solution for do-it-yourself excavation



T/F 888.359.3002
www.iequipt.com
8404 Venture Circle, Weston, WI 54476



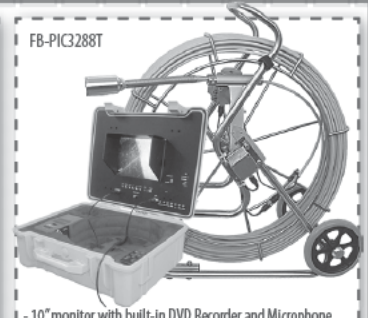
Tel (USA): 650 757 4786 Tel (Canada): 905 604 6226 forbestusa@gmail.com
315 Harbor Way, #B, South San Francisco, CA 94080, USA

FB-PIC4188



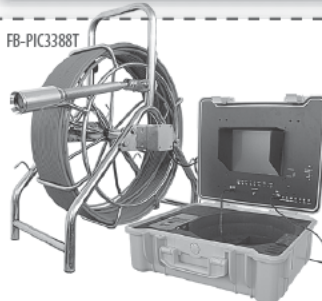
- 10" monitor with built-in DVD Recorder and Microphone
- Color camera with a built-in 512 Hz transmitter
- 130 FT (40 M) / 5.2 mm push cable with heavy duty case

FB-PIC3288T



- 10" monitor with built-in DVD Recorder and Microphone
- Self-leveling color camera with a 512HZ built-in transmitter
- 300 FT (95M) or 380 Ft (120M) / 9mm push cable
- Waterproof heavy duty case

FB-PIC3388T



- 10" monitor with built-in DVD Recorder and Microphone
- Self-leveling color camera with a 512HZ built-in Transmitter
- 190 FT (60 M) / 7 mm push cable
- Waterproof heavy duty case

CHDR-C06



- 6 mm color camera with 100' push cable, can work with all Forbest color monitors

CHDR-C12



- 12 mm color camera with 100' or 130' push cable, can work with all Forbest color monitors

FORBEST Products Co www.forbestusa.net

Propane-powered jetter provides clean-air alternative

BY ED WODALSKI

The Model 740 hybrid fuel hydrojetter from Spartan Tool LLC is available with either a 40 hp, electric-start Kohler gasoline engine or liquid propane version for indoor use as well as areas subject to ozone action days and other air-quality restrictions.

"We saw a need in the market to introduce a propane-based, propane-powered unit that has extraordinarily low emissions," says Tom Pranka, president. "And one that gives our customers the ability to take these trailer jets indoors – into manufacturing facilities, cold-storage facilities – and use them without loss of psi over huge amounts of hose that would be strung out if you had to put the jetter outdoors and run a transfer hose a couple hundred feet to the cleanout."

The propane jetter also addresses ozone action days in southern and western portions of the country that ban the use of equipment with 25 hp or larger gasoline engines, including commercial lawn mowers and jetters.

"On those particular days these jetting companies are shut down; they're lost opportunities," Pranka says. "By providing a liquid propane-powered unit, it can be used 365 days a year, no matter what the temperature, heat index or ozone level might be."

The jetter has a triplex ceramic plunger pump with adjustable pump pulsation that delivers 4,000 psi at 12 gpm (13 gpm maximum water output and 140 degree F maximum temperature) and can clean pipes from 3 to 15 inches in diameter.



Features include powered hose rewind, 3/8-inch by 350-foot high-pressure jetter hose, open and closed 3/8-inch hose nozzles, low water shutoff, 100 feet of 5/8-inch water supply hose (hydrant fill connection is standard), 150-gallon, low-profile water tank, foot pedal valve for reel rewind control, low engine oil light, manhole hose protection, 1/4-inch by 75-foot high-pressure hose and air-purge system for cold-weather protection. Other features include washdown gun and lance, locking toolbox, 8-gallon fuel tank or LP tank mount.

Pranka says there is no loss of power between the gasoline or propane jetters. The greatest difference is air-quality emissions. "They're 36 times less: 0.003 particulates as opposed to nearly 100 particulates. So it's not just a more flexible machine, but a cleaner machine. The beautiful thing about liquid propane is it opens a new market for drain cleaners."

The wide-track, towable chassis has a gross trailer weight of 2,651 pounds (1,320 pounds empty) and maximum tongue weight of 120 pounds. The trailer measures 120 inches long, 57 inches wide and 48 inches high. Skid-mounted gasoline- or propane-powered versions are available. 800/435-3866; www.spartantool.com.

VAC-CON, CUES INSPECTION CAMERA

The Inspector Cam camera system from Vac-Con Inc. features a CUES camera that can be mounted on any Vac-Con combination sewer cleaner for inspecting pipes before cleaning. The camera system mounts to the hose reel and is propelled by the high-pressure water system on the machine, similar to a standard cleaning nozzle. The camera system can be retrofitted on all Vac-Con combination machines. 888/491-5762; www.vac-con.com.



GENERAL PIPE CLEANERS VISTA INSPECTION SYSTEM

The Gen-Eye Vista video inspection system from General Pipe Cleaners includes both DVD recorder and SD card reader for troubleshooting 3- to 10-inch lines with a full-size reel or 2- to 4-inch lines with a mini reel. Video or still images can be simultaneously recorded on both devices. An optional USB port is available. Features include built-in rechargeable battery for up to four hours of operation, 8-inch color LCD monitor, full keyboard, on-screen distance counter, built-in voice over, date and time stamp, LED dimmer control, camera test port and AC and DC power



cords. The system includes a padded, 24-pound case that can stand alone or be mounted on a reel. 800/245-6200; www.drainbrain.com.

FLEXAUST HOSE CUFFS

Screw-on hose cuffs from Flexaust are made of 80D PVC and fit Flex-Tube PU transfer hoses and FlexStat static dissipative hoses for an OEMS finished hose assembly. The cuffs have a smooth, durable clamping surface for a tight seal that screw into the hose O.D. and are matched to the I.D. to assure efficient airflow and material transfer. Cuffs come in sizes from 1.25- to 4-inch I.D. in white and various colors and accommodate embedded copper grounding wire in static dissipative hoses. 800/343-0428; www.flexaust.com.



WENNSOFT WORK ORDER MANAGEMENT

WennSoft Evolution work order and asset management software from WennSoft is built on the Microsoft xRM framework. The program delivers asset management, maintenance agreements, simple and segmented work orders, field service, advanced dispatching and scheduling, mobile solutions for field technicians, quotes, purchasing and invoicing and includes Microsoft Dynamics CRM. The program can operate by itself or be integrated with Microsoft Dynamics ERP products, as well as integrated with other business application software services. 262/821-4100; www.wennsoft.com.

**HONDA COLLEGIATE
TEAM GENERATOR KITS**

The College Skinit Kit cover from Honda Power Equipment Group is available in six team designs for the EU2000i Super Quiet Series of generators. The kit consists of a thin, flexible generator cover, imprinted with official team logos and graphics from a choice of 29 college football teams, with the choke, check oil and on/off label integrated into the design. The skins do not interfere with the safety warning or serial number label, and are easy to apply and remove, leaving no residue. 678/339-2600; www.powerequipment.honda.com.



**ELECTRIC EEL ECAM
PRO INSPECTION SYSTEM**

The eCAM PRO pipeline inspection camera system from Electric Eel Mfg. Co. Inc. features a stainless steel-housing, 1.68-inch-diameter, self-leveling color camera with sapphire lens, 20 LED light ring and high-resolution CCD element. A flexible camera spring navigates 3-inch P-traps. The auto iris automatically adjusts lighting, while the impact-resistant polycarbonate light ring cover adds protection. Features include 512 Hz sonde, detachable 8.4-inch LCD monitor with AR film for viewing in sunlight, one-touch recording to a built-in 320 GB hard drive or USB flash drive and 8X zoom record for close-ups. 800/833-1212; www.electriceel.com.



**JENNY GT-SERIES
AIR COMPRESSORS**

The GT-Series of electric-powered, two-stage air compressors from Jenny Products Inc. feature high-pressure output in 8-, 15-, 17- and 30-gallon tank models. All compressors produce 15.5 cfm at 100 psi or 15.2 cfm at 175 psi and are driven by commercial-grade, 5 hp motors that operate from a 230-volt, single-phase source. 814/445-3400; www.steamjenny.com.



LA PLACE 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

What you learn on these pages could be worth \$1,000s.
It's all yours for **FREE!** Subscribe today.

Cleaner www.cleaner.com 800-257-7222

Come In We're
OPEN
www.cleaner.com

This Is The Nozzle You've Been Waiting For

*Patented
Root Rat  **root
cutter
nozzle**
MADE IN THE USA



7-35 gpm/1500-10,000 psi 3-10 gpm/2000-7500 psi 40-160 gpm/1500-4000 psi

Custom Built Jetters Root Rat Combo Kit

*"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 Saver Jetting*

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

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

WE SELL AND SERVICE
COLD WATER JETTERS
WE SELL PARTS, PUMPS,
UNLOADERS, HOSES, JET TIPS, ETC.
**CHEMPURE
PRODUCTS CORP.**
1-800-288-7873 • 330.874.4300
www.chempure.com

**YOUR SOURCE FOR
RIDGID**

CENTRAL OKLAHOMA
Winnelson
COMPANY

8% 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



micro CA-100
Inspection Camera



CS10
Digital
Recording
Monitor
with Flash Drive



LT1000 Laptop
Interface System



microDrain Reel



DVDPak

**CALL
TOLL FREE: 888-947-8761**

5037 NW 10th
Oklahoma City, OK 73127

www.centralwinnelson.com

Read All About It!



**Get the entire year of
Cleaner, or single
stories, in one
convenient eBook!**

Look for us at these three locations:
www.cole-mart.com/cleaner
www.amazon.com
www.itunes.com

Cleaner magazine is written solely for professionals who service residential and commercial drain and sewer maintenance, cleaning and repair business along with industrial high pressure cleaning contractors



**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

MAX-LIFE Manhole Tools



Max-Life presents the "Vac-Trap." A new Debris Trap that connects to the end of your suction tubes replacing the crown nozzle. Sitting at the bottom of the invert in the sewer manhole, the Vac-Trap fills with debris as water flows through it. Once the trap is full, you'll see water backing up. Turn on the vacuum pump and suck up the contents then repeat the process. The Vac-Trap lets water flow downstream. Saves pump wear and fuel by eliminating the need to run the vacuum pump continuously. Greatly reduces decanting time! Available for 6" to 24". Flanged to fit 6" to 8" tubes.

Vac-Traps

Combo Owners! Save time and cash! "Vac-Trap" is the Newest advancement in sewer cleaning in years!

Debris Catchers

Comes with 25' of Poly Rope. Available from 6" to 24"

Grit Catchers

Stops finer grit, black sand and smaller, loose debris.

Ask About Debris & Grit Catcher with Pole Option

These can be used with Fiberglass Poles. Provides for positive action of positioning, raising and/or lowering these catchers in manholes.

Special Manhole Tools from Max-Life for Use with Fiberglass Poles.



MGLC-1
Grease Log Chopper, Blade



M3PG-1
Three Prong Grabber. Great for Rocks & Roots.



MLHG-1
Hose Grabber. Ideal for retrieving sewer hoses, skids and nozzles.



MDS
Debris Scoopers Heavy duty construction For 4", 6", 8" & 10"



M730
Steel down hole roller. 4 heavy duty poly rollers. Max-life steel female coupling allows for use of fiberglass pole set.



CH-1
Great for cameras or gaffing downstream tools.



MBC-1
Nice 9" round paddle for general use.



MSR-1
Claw Rake. 3 prong rake with 90° bend. Ideal for grabbing roots and debris.



MDG-1
Debris Grabber 5'-15'



MCLAW MAX-CLAW 7'-15' Telescopic Extendable Claw with fiberglass pole extension spring loaded end Claw for retrieval.



Max-Life Mfg. Corp.

11580 Seaboard Circle • Stanton, CA 90680
Tel: 888-873-6295 • Fax: 714-897-2810
www.flexmax.com • sales@flexmax.com

GAMAJET LAUNCHES WEBSITE

Gamajet Cleaning Systems Inc. launched its redesigned website, www.gamajet.com. The site is divided into three main sectors: How it works, Choose by tank size and Applications.

SUPER PRODUCTS ADDS REGIONAL SALES MANAGERS

Super Products LLC expanded its field support team with the addition of industrial sales managers Mike Drott and Russ Coaliron. Drott will represent the Midwest market and Coaliron will manage the Gulf South Region.



Mike Drott



Russ Coaliron

SCAA APPOINTS GALLAGHER TO BOARD

The Spill Control Association of America (SCAA) named C.I. Agent Solutions representative Michael Gallagher to its board of directors.

ELECTRIC EEL OFFERS TOOL SELECTION GUIDE

Electric Eel Mfg. Co. Inc. now offers a cable and tool selection guide for Mainline Tools on its website, www.electriceel.com.

SPRAYROQ ADDS BUSINESS DEVELOPMENT MANAGER

Sprayroq Inc. named Kenny Orr Midwest business development manager. He has 20 years of sales experience, including the five as a Sprayroq representative.



Recognized as the 2011 Vac-Con Dealer of the Year from MME were, from left, Darrell LeSage, Mark Profine, Dave Aznar, Tray Hall III, Julie Posner, Bob Egli, Frank Wheeler, Helen Wheeler, Todd Masley, Ron Paproski, Tim Powers and Terry Pellecchia.

VAC-CON HOSTS ANNUAL DEALER MEETING

Vac-Con Inc. hosted its 24th annual dealer meeting in March. Municipal Maintenance Equipment of California was recognized as the top dealer for 2011.

AP/M NAMES SOUTHEAST REGIONAL MANAGER

AP/M PERMAFORM named Keith Morrison Southeast regional manager. He has 15 years of sales experience with seven focused on civil engineering projects.



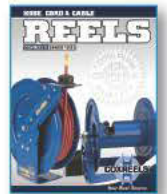
Keith Morrison

RIDGID REPUTATION ROADSHOW IN FULL GEAR

The nine-month RIDGID Reputation Roadshow will make 54 stops across 27 states and four Canadian provinces before concluding in September. Each stop will feature inspection products, utility locators, drain maintenance and pressing technology. A schedule is available at www.ridgid.com/roadshow.

COXREELS RELEASES CATALOG

Coxreels released its latest 56-page catalog, featuring new models and specialty product lines. A PDF version of the catalog is available at www.coxreels.com.



DITCH WITCH PRESENTS SERVICE, CHESTNUT AWARDS

The Charles Machine Works Inc., manufacturer of Ditch Witch underground construction equipment, presented the Superior Service and Support Excellence Award for 2011 to Kelly Clark, and the Harold Chestnut Award to Jimmy Creecy, parts manager of Witch Equipment Co. The Chestnut Award is presented annually to the parts marketing manager who best exemplifies the enthusiasm, dedication and creativity that Harold Chestnut brought to his profession for 30 years.

RADIUS PROFESSIONAL LAUNCHES WEBSITE

Radius Professional HDD Tools launched an e-commerce website at www.radius HDD.com. The site includes rock bits, maxi-rig bits, housings, reamers, custom subs and connections.



TRENCHLESS PIPE REPAIR WITHOUT DIGGING.

Now offering Perma-Patch Kits with **FAST CURING Silicate Resins!**

Repair Kit Sizes:
2' repairs from 3" to 24"
4' repairs from 4" to 24"

Each Kit Includes:

- Two-Part Ready To Mix Resin Bag
- Bladder Protection Sleeve
- Fiberglass Mat
- Trowel
- Ground Protection
- Hand Protection Gloves
- Zip Ties
- Perma-Patch Instructions
- Complete Equipment Packages

Also Available
Installation Bladder, Hose Reels, Push Rods & more

PERMA-LINER INDUSTRIES, INC.

Visit www.perma-liner.com
Call 1-866-336-2568

www.cleaner.com



It's black and white.

In every issue of *Municipal Sewer & Water*, you'll read all about sanitary sewer, stormwater and water system professionals. You'll discover:

- Who are the innovators in system repair and maintenance
- How they make sound decisions that improve service and save money
- What tools and technologies drive efficiency and performance
- Where to go to find the latest equipment and advice

No gray area here.

Municipal Sewer & Water has it all. And it's **FREE**.

Start your subscription today at mswmag.com
or call 800-257-7222.

Cleaner Marketplace Advertising

**Out With The OLD...
In With The NEW!**

Replace **Water Services** in
Less time for Less Money!



Split or Pull Out Copper,
Galvanized and Plastic Pipe.
THINK TRENCHLESS!

Call us toll free:
1-888-737-3668
Or visit us at:
www.footagetools.com

Footage
TOOLS
Tools *made* for work!

Jetter Hose

Parker-Piranha-Aeroquip

- 1/8" - 4000, 5000 psi
- 1/4" - 5000 psi
- 3/8" - 4000, 5000 psi
- 1/2" - 3000, 4000, 5000 psi
- 5/8" - 4000 psi
- 3/4" - 2500, 3000 psi
- 1" - 1-1/4" - 2500, 3000 psi

Call for Price & Delivery

Nozzles, Root Cutters,
Clamps, Swivel Joints,
Ball Valves, Hose Guides, etc.



Call for Catalog & Prices
Cloverleaf
TOOL CO. 800.365.6583

www.cloverleaftool.com

One-Call doesn't mark it all.
Make the **2nd** call for
PRIVATE UNDERGROUND UTILITIES

BLOOD HOUND
Underground Utility Locators

888.858.9830
www.bhug.com

TOLL FREE: 1.800.992.0222

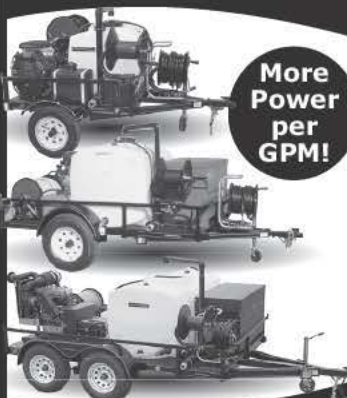
Advanced World.com

Best Products Best Prices 24/7

Cherna • Pelican • Ridgid • Sreco • Vacall • Stoneage • Shamrock • Surefire

www.AdvancedWorld.com

Trailer Jetters Gas or Diesel



More Power per GPM!

AmericanJetter.com
866-9HI-FLOW

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@ericksonstank.com

"TANKS" FOR YOUR BUSINESS!

WE TAKE TRADES

Superior® SMOKE for Sewer Testing

Fast • Inexpensive • Easy



MADE IN THE USA

Superior® Smoke Testing
the most cost effective method
to find sources of inflow

Choose Candles or Fluid

800-945-TEST
www.SuperiorSignal.com

THE "ORIGINAL" LIQUID SMOKE



Turbo Fog
M45:

- Versatile
- Light Weight
- Compact
- Creates Dense Smoke

TURBO-FOG®
Since 1977

www.turbo-fog.com • 1-800-394-0678

Join The Rooter-Man Team: www.RooterManFranchise.com

ROOTER-MAN®

"To The Rescue"

NO ROYALTY ON PERCENTAGE OF SALES
Franchise Package \$7,950

RESERVE YOUR EXCLUSIVE TERRITORY • Call 1-800-700-8062

CHECK OUT THE LATEST
PRODUCT NEWS

AT
WWW.WASTEWATERPR.COM

View all the Product News

Cleaner
Complete
Edition
2011

Get it ALL
in one convenient
eBook!

www.cole-mart.com/cleaner

Cleaner magazine is written solely for professionals who service residential and commercial drain and sewer maintenance, cleaning and repair business along with industrial high pressure cleaning contractors.

Waterblaster Rentals & Sales

Houston, Texas



Boatman Industries

1K to 50K psi
60 hp to 1000 hp
Waterblasters & Accessories
Used Equipment Sales

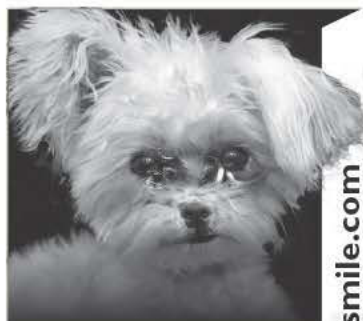
713-641-6006
www.boatmanind.com



It's A **Bag Full**

mswmag.com

- > Classifieds
- > Used Equipment
- > E-zines
- > Product Categories



Cupid came running to us for her cable repair

> We service push rod reels, cameras and command modules. We repair most brands.
> We are an authorized service center for General Wire, Ratch, Vision and Ridgid.
> Your equipment is very expensive and we would be happy to supply references on our quality work. Just call Chuck!

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



Poly-Triplex® Liner System
20-Year Warranty



Fiberglass & Epoxy
Structural Liner System

PERMANENTLY STOPS
INFILTRATION
CHEMICAL CORROSION
& DETERIORATION

MANHOLES • PUMP STATIONS
CATCH BASINS • CULVERTS

Poly-Triplex Technologies, Inc.

850.547.9999

www.poly-triplex.com

DYNAMIC REPAIRS

We Repair:

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

Rental Equipment Available
Daily & Weekly Rates

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

Cleaner

It's your
magazine.
Tell us
your story.

At *Cleaner*, we're looking for service companies with interesting stories to tell. If you'd like to share your story, send us a note at editor@cleaner.com.



Cua Claws

A Simple Solution for
Slippery PVC Pipe -
The Right Wheels
We now resurface all makes
of steel transport wheels

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

T&T Tools, Inc.

800.521.6893



Insulated
Soil Probes
(for locating)

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

CALL
for a
FREE
Catalog
Many styles
Available

www.mightyprobe.com



CONFINED
SPACE
ENTRY
PACKAGE
ONLY \$2,995


The best package on the market includes:

- 4-Gas Air Monitor
- 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

WATER JETS FOR RENT



- Units from 4,000 to 40,000 psi, including convertibles
- 60-800 hp, diesel or electric
- Rent, buy or lease
- Branches in MI, IN, NJ, LA, TX, CA

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

CEMTEC!

Concrete Repair Products

Cementitious Manhole Rehab Products

706.654.3677
www.awcookcement.com



SEPTIC SYSTEM TREATMENT

Helps Keep Your Septic System Trouble-free Between Pumpings

12 MONTH SUPPLY

561-654-9505

SEPTIC TANK

E-mail for FREE Sample!
Barbara@custombio.com



Dyna Flex Inc USA

Sewer Cleaning & Jetting Hose

Made in USA

Handling the Pressure Worldwide since 1995

800-525-8463
dynaflexinc.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

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

Map It!



Cleaner classified ads are pinpointed on a map for conveniently locating where the equipment is.

Go to cleaner.com/classifieds/place_ad

Scan the code with your smartphone.



SOUTHEAST PIPE SURVEY


LEARN FROM THE BEST

Over 25 Years in Trenchless Technology
Training Camps Offered Quarterly



PACP
MACP
OSHA 10-Hour
Confined Space Entry
Flagger Certification
CCTV Inspection
Pipebursting 101
Microsoft Access Database Development
...and more!


Call Ray Douberly at
912.647.2847 x233
www.southeastpipe.com



TV FERRET

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

All In!



AQUA BLAST™

Manufacturer Of High Pressure Cleaning Systems

Aqua Blast... Built to Last!

- Hot or cold water - electric or gasoline - diesel or natural gas - portable or stationary - truck or trailer mounted - we can do it all
- Specializing in custom-built units
- 2 GPM to 650 GPM - 500 PSI to 20,000 PSI - whatever size you need
- 1-year limited warranty
- Complete line of parts and accessories
- Unmatched service after the sale



50 years in Business.
800.338.7373
www.aquablast.com

Follow Cleaner on



www.facebook.com/CleanerMag twitter.com/CleanerMagazine



ATTRACT ATTENTION

Marketplace ads are available in color.

Call today to get started 800.994.7990

When you receive **Cleaner** each month there is no need to bluff. Join 25,000 of your industry peers each month who welcome **Cleaner**, for the unlimited value it brings them. Each issue will show you new tools, tips to save on expenses, money-saving deals and much more.

800.994.7990
www.cleaner.com

Subscribe today to guarantee your winning hand!

ENTER HERE



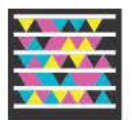
EXIT

Way ahead of the competition

Join 25,000 of your industry peers each month who welcome *Cleaner*, for the unlimited value it brings them. Each issue will show you will show you new tools, tips to save on expenses, money-saving deals and much more.

Subscribe Today!
Cleaner.com/order/subscription

Scan this code with your smartphone to go to cleaner.com/order/subscription



ADVERTISING

Want to dominate your local city on Google? Bee Page One® will put your business on page one in 90 days or it's FREE! Starting at \$350/month, hurry we work with only ONE business per city. Use Coupon Code CL0712, 5% OFF thru July, 2012. Beepageone.com. 843-282-7724. (C07)

Salesman needed to cover Southern Illinois and Northern Missouri: Salary + commission, knowledge of combination trucks, flushers, TV camera and parts. Email resume to michele@mahoneysllc.com. (CP07)

BUCKET MACHINES

BUCKET MACHINES, refurbished units, ready to work. Training and parts available. 416-248-4990. (CBM)

BUSINESSES

Hartford County Ct. Drain cleaning biz, perfect for a plumber: Most of our customers want us to recommend plumbers. I estimate a plumber could generate at least \$500,000 the first year in new plumbing business which will pay for your investment in addition to the drain cleaning income. Asking \$40,000. Training and owner financing available with downpayment. 860-775-2000. (C07)

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

RooterNOW(R): Join the NEW BRAND! Affiliates already in SC, PA, MD, areas available, GET ON BOARD! www.rooternow.net and visit us on Facebook. 1-888-650-1214. (C10)

CATCH BASIN CLEANER

2008 American La France Condor with a new VacAll VS10DC, 10-yd debris body, dual steer, dual sweep street sweeper and catch basin cleaner. (Stock #1791V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (CBM)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com. (C07)

HAZARDOUS WASTE UNITS

New 3,200 U.S. gallon, carbon steel, D.O.T. certified 407/412 vacuum tank; dump type with full open rear door and a Presvac PVB 750 vacuum-pressure pump installed on a 2012 Peterbilt, 348 cab and chassis. (Stock #13511V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (CBM)

1998 Mack RD6885 with a 3,000 U.S. gallon, DOT certified, carbon steel vacuum tank unit. (Stock# 6653V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (CBM)

JETTERS-TRAILER



Xtreme Flow Hot/Cold Jetter! Model# HJ2TA8536, tandem axle trailer, 35 hp Vanguard 8.5 gpm @ 3,600 psi, 325 gallon water tank, 300' hose, General pump. List \$34,995. On sale for \$29,995. Fully loaded!

800-213-3272
www.hotjetusa.com CPBM

JETTERS-TRAILER

1992 SRECO HV2060: 600-gallon poly tank, 600' x 3/4" hose, 140 CID engine, gauges, electric brakes, Myers pump, 35 @ 2,000 psi, lighting. \$5,400. 508-580-7740, MA. (C07)

2004 O'brien 3510 FC trailer jetter, 300 gallon tank, good condition, low hours, New Haven, CT. Asking \$9,200 or best offer. 203-395-6579. (C07)



2007 Harben Jetter: 4016 DTD, E45, SERIES #22816, like new, very few hours. Fast sale at.....\$20,000
Email Caisie Breen at caisie@caseysplumbing.com C07

1998 SEA Trailer Jet, 60 gpm @ 2,000 psi, Ford gas engine, 600' 1" hose, 600-gal. tank, new brakes, new Warthog nozzle, runs great, \$7,500. Call Kevin for more info: 641-990-4008. (C08)

JETTERS-TRUCK

2006 GMC TC6500 cab and chassis with Pipe Hunter Trunk Mounted Jetting Unit, 3,000 psi @ 50 gpm with a 1,000-gallon water tank, rear mounted hose reel with JET EYE Camera System. **6,800 original miles, like new. \$115,000 sale price.** (Stock #13234V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (CBM)

Peadody-Meyers: 1987 Ford F-800 diesel jetter truck, 56,000 actual miles, 1,500 gallon, 36 gpm @ 3,000 psi, new tires, arrow board, extras. \$9,000 or best reasonable offer, retiring, clean title, pipes to 24 inches, photos available. Buddy 951-227-5623. (C08)

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

JETTERS-TRUCK

2005 Sterling Vac-Con, repowered with c-10 335 hp engine, Myers dp 80 gpm/2,000 psi pump, 3 stage fan replaced 2 years ago, 12 yard debris tank, 126,000 miles, ready to work. \$91,500. Call 813-489-3108, FL.(C07)

2004 Sterling Vac-Con, new c-7 CAT engine with 2 years on warranty, Myers dp 80 gpm/2,000 psi pump, new telescoping boom, 12 yard debris tank, 3 stage fan, 126,000 miles. \$87,500. Call 813-489-3108, FL. (C07)



2005 PIPEHUNTER: 700-gallon trailer jet, \$22,999. Very LOW HOURS, John Deere diesel equipped, 6,000 lb. torsion axles, etc. Includes 1999 Chevy MTD to drive it away.
214-837-4317 TX C07

Goel Services (<http://www.goelwastewater.com/>) is seeking VACCON operators to operate Combo Vac's in the Mid Atlantic region, must have CDL with certifications. For more information call 202-465-6900 or email pj.goel@8a.com. Top Pay in industry offered. (C08)



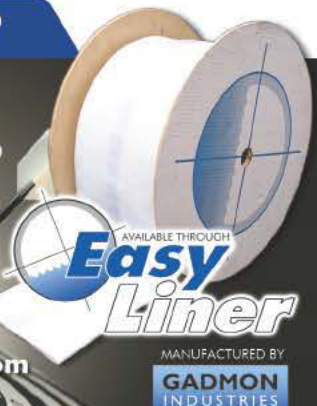
2003 Sterling L7500 Vac Truck: CAT 3125 @ 315 hp, A/T, 55K miles, spring susp., 2003 Vac-Con V390LHAD, 3 compressor fans, 10' telescopic boom, HS drive, articulating hose reel, hi-dump debris tank.....\$99,500
715-546-2680 WI CBM

NO STRETCH CIPP

BullsEye CIPP LINER

Scared of overshooting the lateral liner into the main due to longitudinal stretch? Worried a non-stretch reinforced liner won't go past the last 90° bend? Solution—BullsEye, a flexible liner that shrinks back as much as it stretches.

866 535 3694 | www.gadmon.com
CIPP THAT FITS!



MANUFACTURED BY
GADMON INDUSTRIES

EXTENDED WORKTIME

SafeRez CIPP RESIN

Extended working time for safe and easy installation. Relax, you've got double the working time of other silicate or epoxy resins on the market.

866 535 3694 | www.gadmon.com
CIPP THAT FITS!



MANUFACTURED BY
GADMON INDUSTRIES

JETTERS-TRUCK



2002 Model V311LHAD Sterling Vac-con LT7500: Brand new 7.2L 439 CID L6 Caterpillar motor as of 2/29/12. Allison automatic trans, Cummins B3.9 jet motor @ 80 gpm, 3 stage vacuum to 11 yard hi-low debris tank, 1,000-gallon water capacity. 60,000 base load cap. SHOP SERVICED! MANY NEW PARTS! EVERYTHING WORKS GREAT! Comparable to vehicles \$140,000 or more, priced to sell.....\$92,000/OBO
Call 201-788-5282 or email Stuart@drainbusters.com for more info C07

JET VACS

Vac-Con industrial machine mounted on a pre owned 1999 International cab and chassis. (Stock #3918C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

1991 L8000 Ford Vac-Con with a 3 stage fan and 60@2,500 pump, good tires, truck runs great, pump rebuilt 2 years ago and not used much since, 9 yard debris tank. 515-360-8582 or kyle@accujetiowa.com. \$20,000. (C08)

1991 Vactor 2110 w/rebuilt 80 gpm, rodger pump, rebuilt 2-stage fan unit, Mack chassis, 600' of 1" hose, good condition, unit running daily. \$35,000/OBO. 207-897-3348. (C09)

1995 Vactor 2107: Ford LN8000 Allison auto, single axle truck, 80 gpm @ 2,500 psi, w/multi flow valve, 600' of 1" hose, 2-stage fan unit, good condition, unit running daily. \$32,500/OBO. (C09)

2000 Sterling cab and chassis, Vactor series 2110 industrial machine mounted on a pre owned. (Stock #5358C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

JET VACS

2002 Sterling cab and chassis, Vac-Con industrial machine mounted on a pre owned. (Stock #6917C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)



2005 VacCon Sterling: Rebuilt CAT C7, Allisons automatic, 11 yard, high dump debris, 1,300-gallon water, 3 stage fan, 60 gpm/3,000 psi water pump w/ hydroexcavation, wireless remote.....\$92,000/OBO
Call 317-773-7996 C08



1996 FORD L-8000 VAC-CON V311THA: 8.3L Cummins, 8LL transmission, 60,000 gwvr, 50,100 miles, John Deere 4039T w/890 hours, 3 stage Vac, telescopic vacuum boom, hydrostatic drive for vacuum, articulated front hose reel, 11 yard debris tank, former municipal unit, also have 1995 w/ same specs. Asking\$60,000/ea.
Call 518-283-6090 C07

1994 Vac-Con, 16-yard debris tank, 1,250-gallon water tanks. Telescoping boom with articulating hose reel, 3-stage vacuum. L8000 Ford chassis, 127,545 miles. \$35,000. Call 601-373-3736. (CPBM)

JET VACS



1999 International Vac-Con 3616: Jet-Vac W/PD Blower, ISM Cummins, Allison auto, 46 rears, 20 front, Cummins upper, ex-municipal truck, 79,172 miles, 4,340 hours.....\$69,900
814-696-4343 Penna C07

LEASE/FINANCING

North Star Commercial Credit: Commercial loans for trucks or equipment. Flexible purchase programs to fit your budget. 21 years in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

MISCELLANEOUS

Chemical Cleaning (tt) trailer: Main tank capacity 1,350 gal., designed for caustic material, 2 CAT pumps, 2 heat exchangers, (2) 50 hp elect motors, two 425 gal. tanks, tanks and piping all stainless, extra pumps, has chemical hoses and pumps and reels.. 617-680-4569. (C09)

NOZZLES

SAPPHIRE NOZZLES for UHP, laser-etched, heat treated, excellent quality, fantastic savings! 772-286-1218. info@alljetting.com; www.alljetting.com. (CBM)

SAPPHIRE NOZZLES to 60,000 psi for all major UHP units. Factory direct. Wholesale price. Apex Waterjetting Technologies. 772-260-1100. (CBM)

PARTS & COMPONENTS

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

Vac-Con parts for sale: 1) scissor lift for 12 yard debris tank, 2) hydraulic oil cooler, 3) aux engine (John Deere), 4) 8" extendable vacuum boom, 5) 3 stage fan, 6) hose reel on bumper, 7) hydro static pump. Information call 970-653-8588 or email freedomrain@hotmail.com. (C08)

PIPELINE REHABILITATION

New grout hose for sale, 500 feet of Penta hose for \$4,500. Call today: 418-656-9767. (C07)

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)

4" Percussion Milling Cutter, Enz Golden Jet for 3/4" - 1" hose version 14.100. LIKE NEW, used on one job! \$3,500. Plumbing Anytime, Inc. 307-733-3534. (CMBM)

POSITIONS AVAILABLE

IMMEDIATE: Positions available for pipelining technicians, 5 years minimum experience with large and/or small diameter applications, air/water/steam inversion experience a plus. Must have Valid DL and clean record. Full/part time, competitive salary/benefits. 800-504-6108, PA. (C08)

Field Foreman: Seeking experienced person in water jetting, water blasting, CCTV, hydro excavation, CDL class B is a must. Business is located in Eagle County, Colorado. Send Resumes to freedomrain@hotmail.com. Questions call 970-653-8588. Salary negotiable. (C08)

Nationwide SAME DAY CIPP Supplies

Easy Liner

Same Day Shipment* with Next Business Day Delivery on all orders placed before 12:00 PM EST, M-F

888-639-7717 | www.easy-liner.com

CIPP RESINS + LINERS + BLADDERS + FIBERGLASS LINERS + FIBERGLASS SHEETS



*Subject to Product Availability

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).** (CBM)



Strong Mfg. Spraymate: 35D/60 manhole rehab, grout pumping, fireproof insulation, lightweight cellular grout machine etc. Check out www.strongmfg.com for more info. Completely refurbished. New tires, paint, tune up, water pump, plumbing, etc., Wisconsin V4 engine. Very low hours. Nice unit!..... \$32,000/OBO
815-378-7401 IL C07

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.vsirentalllc.com.** (CBM)

SEPTIC TRUCKS

1999 Freightliner pump truck: P.T.O. engaged vacuum pump, 1,200-gallon tank. 985-640-6190 or jblanchard24@yahoo.com. \$15,000. Call or email for pictures. (C07)

SERVICE/REPAIR

www.servicewithasmile.com
Sewer Cam Reel and Camera Repair: Authorized for General Wire, Rotech, Vision & 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)

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48 hour turn-around time. General Wire, Rotech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info. call Jack at 973-478-0893. Lodi, New Jersey. (CMPBM)

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

2005 Aries-Ford high cube, city owned, 28,000k, Wincan V-8, multiple cameras, tractors, excellent condition: \$69,000/OBO. Contact Ken at Baker Equipment: 405-348-4119. (C07)

4-wheel drive sewer/pipeline TV inspection van: RST "Omni" pan, tilt, color equipment with tractor and spare parts, fully operational, city unit, 1,000' cable, capable of working with 6" to 16" pipes, newer equipment mounted in older 4X4 Chev., small ambulance with only 39,000, one-owner, always garaged miles. Let's Roll Autos & Equipment, Colorado Springs, Co., link to full description with many pictures: <http://www.truckpaper.com/listingsdetail/detail.aspx?OHID=3626467&dlr=1&pcid=2000801049>. \$29,950. (CP07)

2011 Cues, steerable Pipe Ranger with Oz II camera, k2 system, electric power lift, mounted in 2006 Freightliner/Mercedes Sprinter demonstrator diesel, 55,000 miles, 22 gpm, POSM software, on-board inverter power system. Truck is immaculate. \$105,000. Call 813-489-3108, FL. (C07)

2007 Cues, Chevy 3500 high cube: Steerable Pipe Ranger tractor with power lift, Oz II camera with Laser Profiler and micrometer, 1,200' lf of cable replaced within last year, pole camera, granite software (pacp/macp module), Ready to work. \$85,000. Call 813-489-3108. (C07)

See our full inventory at www.StandardEquipment.com

STANDARD



1994 Ford F700, diesel, automatic, Vector 2103, 15" PD blower, 30 GPM/3,000 PSI jetting system, hydraulic rear door locks, extendible boom, rotating front hose reel, rebuilt by a Certified Vector dealer, extremely low hours and miles.



1996 Vector 2110, PD blower, telescopic reel, telescopic boom, unit is loaded with options and been completely rebuilt by factory authorized technicians, low hour/mile ex-municipal unit.



2007 Sterling/Vector 2115, 18" PD, 80 GPM/2,500 PSI, Accumulator, Multiflow, tele rotating reel, low hours and miles.



Reconditioned Vutek push camera, 200 feet of push rod, 8.4" color monitor, recorder with USB port, 512 Sonde

312-706-9678

IF THE **RIGHT TOOLS** WERE AVAILABLE

Would YOU Do This?

Probably not. So why not seek out the "right" tools and materials for your CIPP projects? In the real world of CIPP lining, we know one size doesn't fit all.

So come explore Gadmon's numerous tools and options to make that next CIPP installation a lot easier than trying to cut your kid's hair with a hedge trimmer.

The Right Tools. The Easy Option. Gadmon.



GADMON INDUSTRIES

CIPP RESINS | LINERS | BLADDERS | FIBERGLASS LINERS | FIBERGLASS SHEETS

866 535 3694 | www.gadmon.com

TV INSPECTION

RST TV System: It includes a mainline cable reel and controller motor, tractor, and an Omni 2 camera. All equipment is in working condition. \$7,500. Pictures at www.empire-equip.com. 714-639-8352. (CPBM)

Goel Services (<http://www.goelwastewater.com/>) is seeking TV operators for state of the art CUES TV Inspection Trucks. For more information call 202-465-6900 or email pj.goel@8a.com. Top Pay in industry offered. (C08)

RST Mainline System: 1,000' Mainline reel, tractor, monitor, Omni 2 camera, controller, full working system, ex-municipal unit, lots of extra parts. \$4,400. 1-800-627-0778. (C07)

1998 Cues Mainline TV System: GMC Savanna 3500, Cues with Pro-Data on-screen titler, Honda generator, Sony combo DVD/VHS, 1,700' of M/C cable, pan & tilt camera with shorty transporter. \$39,500. 608-835-7767, WI. (CBM)

2005 Cyclops Mainline Inspection System installed in a low mileage 1999 Ford, 1-ton extended diesel with Hi-Top, P&T color camera, HD transporter, 850' cable, DVD, keyboard data entry, auxiliary wheel kit, traction wheel kit and manhole hardware. 90 day factory warranty on TV system. Ready to go to work. \$39,500. Call Bill @ 830-249-9756. (C07)

TV INSPECTION

TV Ferret: Complete used, pan & tilt system, 600 foot cable, 6" crawler. More turn-key systems. Starting at \$20,000. www.tvferret.com. 518-399-2211. (CBM)

VACUUM LOADERS



2005 Clean Earth International 7400: Tri-axle, Cummins ISM, 10 speed Eaton, 27" roots Trinado, 16 yard debris, hydro-excavation 11.8 gpm/5,800 psi, powered boom, wireless remote. ...\$89,000/OBO. **Call 317-773-7996** C08

1998 Sterling cab & chassis with a Cusco Mastervac 3800 wet & dry industrial loader. (Stock #5088C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

POWERVAC 3800, 3,250 gallons, carbon steel vacuum tanker with a Hibon PD blower, 3800 SCFM with vacuum to 27" Mercury. Dump type; DOT 407/412 regulations installed on a 2009 Sterling tri-axle. (Stock #4931) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

VACUUM LOADERS

1999 Sterling cab & chassis with a Cusco Turbovac 3800 industrial loader with a jetting system. (Stock #3163C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

POWERVAC 3800, 3,000 U.S. gallon, carbon steel vacuum tanker with a Hibon PD blower 3800 SCFM with vacuum to 28" mercury. High Dump Type; D.O.T. 407/412 regulations. (Stock #13478V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (CBM)

WANTED

WANTED: Your not working and old equipment (sewer truck's, jetter's, etc.) is gold for me. Call 713-900-9565 or sales@globalequipmentbrokers.com. (CBM)

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

Florida Pipe Restoration Company looking for seasoned CIPP installers. Must have experience with small diameter pipe lining 2-8." DFWP. email info@fixmyleaks.com. (C07)

WATERBLASTING

WOMA PARTS: 2 guns w/tips, new foot pedal, thousands dollars of parts, \$300 for the lot, YOU PAY SHIPPING. Photos avail on request. 208-305-8122, ID. (C07)

WATERBLASTING

NLB 10-325, 10k max, 51 gpm max, NLB 10-235, 10k @ 34 gpm, Jetstream 4220, 20k psi @ 17 gpm, Allis-Chalmers 10x8x22, 700 hp. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

FOR SALE: NLB 20, 250, 20k @ 20 gpm, 4,700 hours, Cummins equipment: \$45,000. NLB 40, 250, 40k @ 10 gpm, 1,100 hours, Cummins equipment: \$70,000. Tommy 256-762-4392. (C07)

40,000 psi Sapphire Nozzles, UHP hoses & replacement parts. Excellent quality & prices. 772-286-1218, info@alljetting.com, www.alljetting.com. (CBM)

Used and rebuilt water jetters in stock. General J-2900, J-1450, RIDGID KJ-1750, Spartan 717. The Cabel Center, 800-257-7209. (CBM)

WATER JETTING EQUIPMENT: We sell, repair and retrofit water blasters. Visit us at www.waterjettingequipment.com or phone 714-259-7700. (CPBM)

If you are using an
800 NUMBER
in your ad, be sure it can be
used in all areas nationwide.

It's *Quick and Secure!*

Cleaner

www.cleaner.com

SUBMIT YOUR CLASSIFIED AD NOW!!
Just click on "Classifieds" — "Place a Classified Ad"

Fill in the online form!
View Latest Issue »

SUBSCRIBE NOW



NEW EQUIPMENT

CLASSIFIEDS

ARTICLES

ADVERTISING

INTERACT

SUBSCRIBE

Google Custom Search

SEARCH

General
PIPE CLEANERS

The toughest tools down the line.

The LT1000 Laptop Interface Combines the flexibility of your laptop with your SeeSnake® Reel.



Giving Back Big
Cover Story

Digital Edition
Current Issue in Ezine Format

Classifieds
Buy and Sell Used Equipment



KEEP IT

Don't Buy Another CCTV Rig, Or Push Camera, Again! Add **Electro Scan**, Instead.

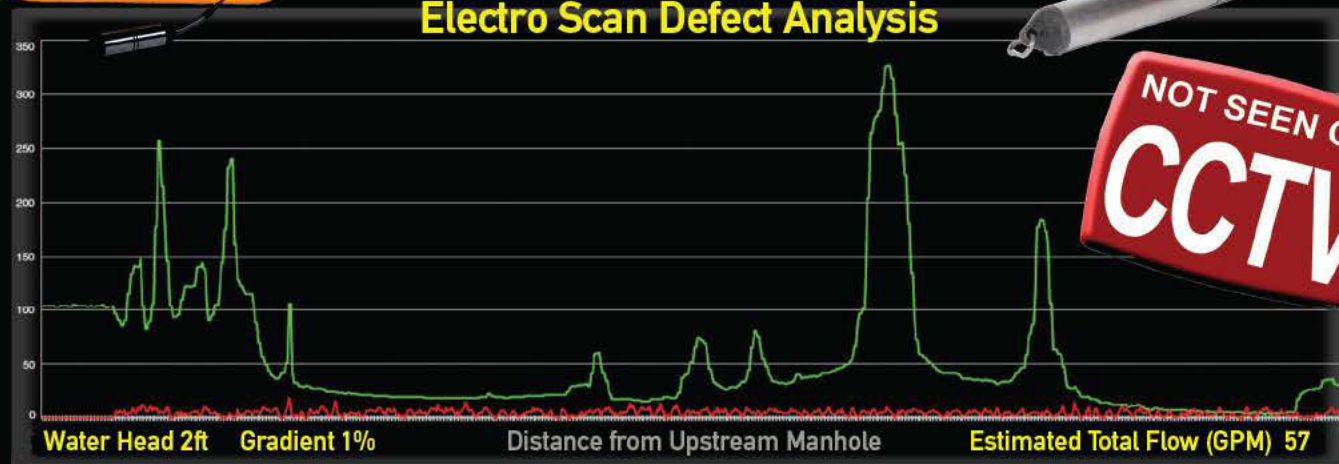
CCTV, Laser Profiling, Sonar, and GPR, Have One Thing In Common.
They Can't Find or Quantify Defects That Leak.
But, **Electro Scan**, Can.*

ES-38 for Sewer Laterals™
3"-8" pipes

ES-620 for Sewer Mains™
6"-20" pipes



Electro Scan Defect Analysis



* Measures variation of electricity passing through defects in pipe walls in accordance with ASTM F2550-06.

electro scan inc.
www.electroscan.com

Call 800-975-6149 for a Dealer Near You!

Manufacturing Combo JetVacs, Hydro-Excavators, Industrial Vac Loaders, Specialty Skid-mounted Vac units and so much more since 1989!

WWW.GAPVAX.COM

888-442-7829



GapVax®

1ST PLACE PERFORMANCE

10% OFF ALL Clamps, Reducers, Elbows, Vacuum Tubing, and Vacuum Relief Valves July 9-20!

POWER. PACKED.



SPARTAN
FOR TOUGH CUSTOMERS.
SINCE 1942

Introducing the Spartan **740 Trailer Jet**, which, for the first time, combines a full 4,000 PSI of jetting power in a trailer towable by any vehicle in your fleet. With a wide-track chassis, a 150-gallon water tank and pipe sizes ranging from 3" to 15", this tough little jetter is ready for anything. And with a 350' hose, it packs adjustable pump pulsation for maximum cleaning distance.

Small jetter. Big power.



Available in a traditional gasoline version or a propane hybrid for heavy duty indoor jobs.

CONTACT US TODAY | 800.435.3866