



## HOW TO CHOOSE

# THE RIGHT JETTER FOR YOUR BUSINESS

*Finding the right piece of equipment can be costly and confusing. This eBook will help you understand the purpose and value of each Jetter type on the market today. - John McBride, Jetters Northwest*



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## Why buy a Jetter in the first place?

*Jetting is an in-demand service that produces repeat cash-flow with a high return-on-investment of tools and labor. More of your customers (past, present, and future) are asking for jetting by name and if you don't take that business your competitor will.*



Jetters simply clean better, basically power washing the inside of the pipe. Owning a jetter and selling jetting services satisfies the consumers hunger for value and peace of mind. Satisfying that hunger means return customers, referrals and more profits for your business.



## How much should I Spend?



Eagle 600 - Tandem axle trailer jetter

***The variety of jetters available and the specialized tools that attach to them have proven that you don't always need the largest of jetters to clean common 2"-6" pipe sizes.***

If you subscribed to, and are reading this e-book you have likely decided to commit some amount of your hard-earned cash to jetting equipment. Question is how much? One thing we all have in common is we don't want to throw good money away on tools that don't do the job. We also all want our tools to provide the proper return on investment. After reading this e-book I hope you will feel more comfortable choosing the right jetting equipment and tools.

What equipment you will need, and how much to spend is not one size fits all. There are opinions on both ends of the spectrum. On one end you could spend \$40,000 on a large jetter that will handle most any jetting job. On the other hand you could spend \$3000 on a pressure washer sized mini-jetter only to find your service capabilities far too limited.

The variety of jetters available and the specialized tools that attach to them have proven that you don't always need the largest of jetters to clean common 2"-6" pipe sizes. However, the demands of today's educated consumer generally require more efficiency and better cleaning capability than pressure washer sized jetters.

So which one is right for you? Perhaps something in between? One thing is for certain, you need to start someplace. Prices in each category will depend greatly on the features of the machine. For an electric powered jetter for cleaning 1"-3" pipe you can expect to pay \$1,000-\$2,500. If you choose one of the smaller portable gas engine jetters, capable of clearing 2"-4" pipe, you could pay \$2000-\$5000. For better cleaning of common 2"-4" as well as the capability to clean and flush larger drains up to 12" you should choose a high-flow portable or mountable-skid jetter for between \$8,000 and \$12,000. Van-Mounted units and Trailer Jettors can start at \$10,000 and run all the way up over \$50K. In general, spending \$8000-\$16,000 for a jetter is a great starting point; at that level you can be assured of handling common jobs effectively and efficiently. If you're going to spend \$30K or more for higher output, you should have proven to yourself that the investment will pay off and has purpose. Remember to allow an additional budget for tools; I would suggest about 10-20% over the price of the jetter itself.

What about Sewer Camera? If you have a camera already great...you're going to need it! If you are just getting started a camera is a critical addition, it's your eyes in the pipe and your **#1 sales tool**. Expect to spend \$6000-10,000 for a camera you can depend on.



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# How Much Pressure and Flow Do I Need?

**Most commonly, residential and commercial jetting work happens in pipes sized between 2" and 8", therefore a jetter that produces between 8 to 18 GPM and 3000 to 4000 PSI will suit most businesses.**

Choosing the size of your jetter usually starts with an examination of your business and what type of work you intend on doing with your new jetter. Start by answering the following questions:

1. *What pipe sizes will I be cleaning most of the time?*
2. *Will I be using the jetter for residential or commercial/industrial customers?*
3. *Will I be using the jetter for indoor lines like sink and laundry drains or just 4" and bigger?*
4. *What and where is the demand for jetting service in my area or among my customers?*
5. *Do I need Hot Water?*

The pipe size (diameter and length), work type and intended use will help you choose the pressure (PSI) and flow (Gallons Per Minute) you need. For instance, if you only want a jetter for 1"-3" indoor drains you might choose a portable electric-powered jetter that you can plug into a wall outlet. Electric jetters usually produce 1.5 to 2 GPM at 1500 to 1000 PSI. However, if your work is in large commercial and industrial locations and routinely work in pipe 8" and larger you might choose a trailer or truck mounted jetter with 18-25 GPM at 3000-4000 PSI. Most commonly, residential and commercial jetting work happens in pipes sized between 2" and 8", therefore a jetter that produces between 8 to 18 GPM and 3000 to 4000 PSI will suit most businesses.

Brute Jetting System control panel



**Pressure (PSI)** is equal to velocity or the *speed* of water as it leaves the jetting nozzle. The higher your pressure, the faster the water-jet is moving. Like a speeding bullet from a gun, higher pressure (velocity) gives the water-jet more *penetrating* power. Unlike the bullet however, a stream of water leaving a nozzle will spread out in smaller pieces (atomization) and loses velocity because it is now rapidly being affected by drag and gravity. Larger water-jet streams overcome atomization better than smaller water-jet streams. This results in a harder cleaning impact when the water-jet hits the obstruction or pipe-wall.

***Creating larger, higher-impact water-jets requires a higher water volume (GPM) from the jetter...***

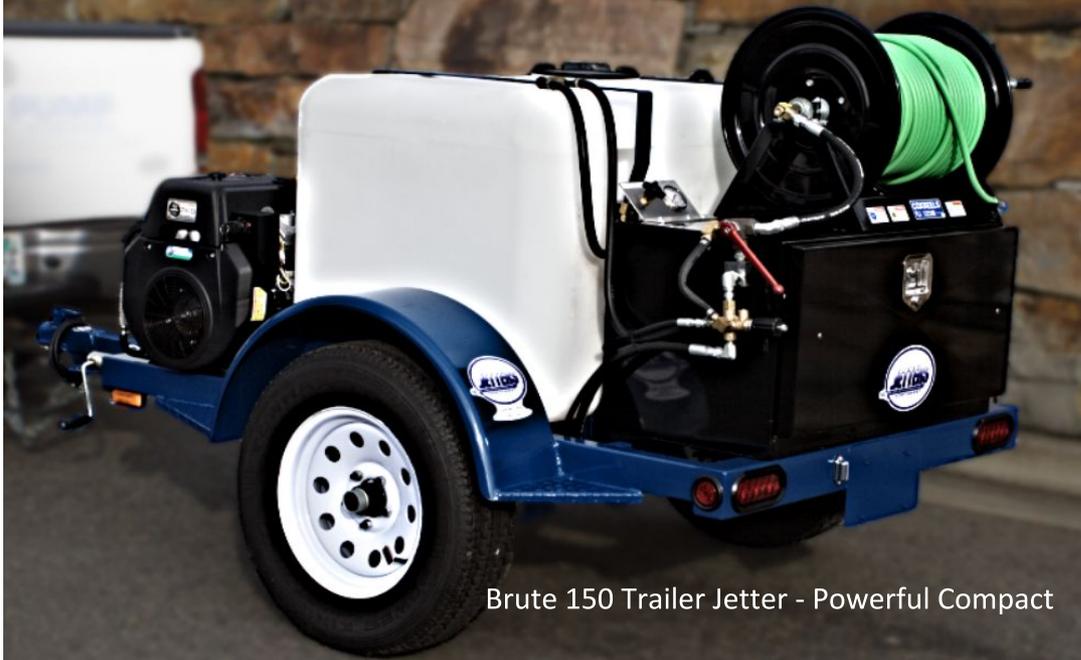
**Flow (GPM)** defines the mass of the cleaning tool (water). While flow is hardly discussed among pressure washers, it is more important than pressure when choosing a jetter. Jetting nozzles use multiple jets, sometimes as many as nine. Your jetter's flow will be divided between those jets, making each jet less effective by itself. Again, a large object hitting a surface will have more impact than a small object traveling at the same velocity. A larger stream of water leaving a nozzle will also carry its energy farther than a smaller one, providing better cleaning in larger pipe sizes. In summary, the higher your jetter's flow, the more impact it has for cleaning, and the more flushing action it has to move out debris.

**Do I need Hot Water?** As we discuss pressure, flow and temperature here in this chapter our focus is impact on the obstruction or pipe wall. Hot water has a lower density than cold water and atomizes at a higher rate than cold water as it leaves a nozzle, losing impact in the process. While it's hard to argue with the fact that hot water cleans your hands or dishes better, that's not really the question, the question is do I ***need*** hot water for Jetting? Usually not. Hot water does have some specific benefits but also some drawbacks. We consider hot water to be most useful de-icing frozen drains, cutting through ice quicker while adding less water to an already plugged line. That's it. Owning a hot water machine will increase your upfront cost, increase your maintenance and fuel expenses, and limit your choices in GPM/PSI and unit type. Any jetting job can be done with cold water and the right nozzles (including removing grease ), so for most businesses hot water is just added expense without a real purpose or return.



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Brute 150 Trailer Jetter - Powerful Compact

*The right balance of both flow and pressure (mass and velocity) is the key.*

*Want more flow and pressure? Get more horsepower!*

**Pick up the right “rocks”.** The right balance of both flow and pressure (mass and velocity) is the key. Think of throwing rocks; put all of your might (the horsepower of your engine) into throwing a small rock (low flow/high pressure) and it won't go very far, or hit very hard. Throw a large rock (high flow/low pressure) with the same force (horsepower) and it may not go very far but it hits with force just due to its size. But throw the right size rock (flow and pressure together) and efficient cleaning impact can be achieved for both penetrating and flushing, making the best use of your jetter's available horsepower. Want more flow and pressure? Get more horsepower!

**Our Recommendations:** As a rule of thumb we recommend a *minimum* of 1 GPM per 1 inch of pipe diameter for general cleaning and maintenance, while 1.5-2 GPM per 1" of pipe diameter is more efficient and, with the right nozzle, will give you enough power to cut out stubborn grease, scale and tree roots.

For instance, a jetter producing 12-GPM will clean and remove clogs effectively in 12" Pipe but its effective range for tough cleaning jobs is 4"-8". Increasing the GPM per INCH of pipe beyond that will improve overall cleaning speed, as well as increase the nozzles' flushing power.

**Finally, what is the demand for jetting in your area, or among your customers?** Choose a jetter you can grow into, rather than a jetter your business will grow out of! What size jetter you purchase should depend not only on how often you will use it now, but also how you plan to grow in the future with your newly offered service.



## Can't I just use my pressure washer?

Sure you can...and for some it might offer a good start, but if you are serious about growing your jetting business the right equipment is key. OK, then what's the difference between my pressure washer and a jetter? At the heart of both a pressure washer and a jetter is a high pressure pump, however that's where the similarity ends:

- **Size Matters:** Pressure washers are usually lower GPM than a jetter, ranging from 2-5 GPM. Those found at hardware stores are often under 3.5 GPM, sacrificing flow so they can advertise higher pressure to the unknowing consumer. As we discussed in the pressure/flow chapter size matters because Flow Matters!

- **Pulsation:** Most jetters are equipped with a pulsating function. Why is that important? Access! You can't clean what you can't reach. Pulsation allows the nozzle to pull the hose farther into the drain by reducing the drag or resistance between the outside cover of your hose and the inside wall of the pipe. Also pulsation can help the hose or nozzle get un-stuck if it were to get lodged in the drain. You may never need it, but if you do it might just save the day. Pulsation however does nothing to help the water jet clean pipe and should be left off unless needed.

**Eagle 200**  
Mid-Sized Trailer



· **Hoses and Nozzles:** Perhaps the most obvious difference between a jetter and pressure washer are the cleaning tools themselves. Jetting hoses are lightweight, low friction, and stiff enough to push. These specially designed hoses will travel through pipe much better than heavy wire braided pressure wash hose giving the nozzle access to areas you won't reach with a pressure washer hose. Most jetters are equipped with at least 200ft – 300ft. of hose, while pressure washers are regularly sold with 50ft. or less. Jetting nozzles come in a wide variety of styles some with very specific purposes but the common principle of all jetting nozzles is the rear facing jets that give them the ability to pull itself through the pipe.

· **Control:** Pressure washers often come with fixed, non-adjustable controls that are factory set at the maximum pressure and full engine throttle. They also have a hand-held trigger as the only way to start and stop the flow of water, most pressure washers will not have a pressure gauge. A jetter, however, should give the operator full control of pressure, flow, and pulsation as well as have a pressure gauge so those adjustments can be made properly. Flow control is critical for operation and safety; the operator of a pressure washer always has a trigger in their hand. This trigger stops the water flow if released, but the nozzle of a jetter is never held by the user when it's running, therefore a valve to control flow *must* be used for safe operation and is a built-in part of any jetter.

Jetting nozzles come in a wide variety of styles some with very specific purposes but the common principle of all jetting nozzles is the rear facing jets that give them the ability to pull itself through the pipe.



# Portable, Mountable or Trailer?



*Be sure to choose a jetter that fits the GPM and PSI you need.*

The decision of what type of jetter to invest in can be best made by looking at the pros and cons of each type. Is it being bought for a specific job or purpose? Often times budget is the determining factor, that's OK too. Just make sure you're not entering a donkey in a horserace. Get started with the machine that fits both your use and budget. If possible, get a machine that your business can grow into, or better yet a jetter that will grow with you.

[Portable-Cart Jetters](#) have come a long way but this broad category can include everything from modified pressure washers with consumer grade pumps, to

purpose-built jetters with trailer-like power and features. Be sure to choose a jetter that fits the GPM and PSI you need first. Portable jetters can be ideal for companies with several trucks, or just one truck, but without the need or desire to carry the jetter everywhere. A service plumbing company that gets one or two drain calls a week does not need to carry a jetter everywhere, nor do they need to invest in a dedicated drain truck or trailer. A single portable jetter can be added to the fleet and shared by multiple field techs. Portable jetters can also be a great tool for servicing areas that can't be easily reached with a truck-mounted or trailered unit, such as high rise buildings and large facilities. If your company or work type fits this description, adding a portable jetter might just be the place to start!

·[Mounted/Mountable “Skid” Jetters](#) give the focused drain cleaning company or department the ability to have a jetter ready at all times and on all drain related service calls without the hassle of towing/parking a trailer, or loading/unloading a portable. Having a jetter with you at all times allows your techs to up-sell to jetting and perform these services on-the-spot. This makes closing the sale easy because you can do it right now, leading to happier customers – and increased profits. [Click For Customer Testimonial](#)

·[Tow-Behind Trailer Jetters](#) are all about 3 things, capability (size), water capacity, and customer perception. Most portable jetters are 4-8 GPM, and even up to 12 GPM. Mounted jetters can be limited in size also; while there are mounted jetters that may equal the GPM/PSI of a large trailer (12-18 GPM) these larger “skids” can take up the entire van, leaving little room for anything else. A typical contractor-type trailer jetter will range from 8-25 GPM and 3000-5000 PSI, and can carry from 150 up to 700 Gallons of water on-board. As for perception, a trailer jetter parked on the curb tells the prospective customer that your organization can handle the toughest jobs they have. Having the right equipment can be a key factor in landing large industrial accounts and selling property and facility managers, usually at higher hourly rates.



*Having a jetter with you at all times allows your techs to up-sell to jetting and perform these services on-the-spot...a trailer jetter parked on the curb tells the prospective customer that your organization can handle the toughest jobs they have.*



## Gas, Diesel, Propane or Electric?



“I need a portable, so gas engine right? On second thought ... I’m going to get a trailer so I should get diesel...right? Oh Propane! Great I can run it indoors! Wait – I’ve got it! “I want an 8 GPM 4000 PSI Portable electric-powered jetter that I can plug into 120 volt wall outlets – that would be perfect!! But that would be at least 25-horsepower – can’t run that on a wall-outlet!! What *should* I choose?”

*Different power options exist for a reason, so let’s figure out why.*

·**Diesel engines** have been the gold standard of industrial engines for years, next to the word “reliability” in the dictionary there is a picture of a diesel engine. But wait, that same picture is next to the words “expensive”, “heavy”, and “costly”. While diesel engines have their advantages (yes they do seem to run forever) The additional cost is often not worth the benefit. Also the cost of parts and often limited availability of service locations can create and extend periods of down-time when something does go wrong, leading to increased cost-of-ownership.

*Let’s face it, most equipment problems that result in major failure are a result of abuse, neglect or improper operation. Placing a diesel engine in the hands of the wrong tech is sometimes like buying really expensive jeans for your 7-year-old...they will get ruined before they ever wear out.*

[Click to read a story from our service department](#)



Brute Jetting System (Gasoline)



Brute Jetting System (Propane)

*Bottom line; today's gasoline power equipment engines are strong, reliable, high tech and low cost, having more in common with motorcycle engines than the one on your lawnmower.*

·**Gasoline Engines** have come a long way; while it's true that diesel engines generally last longer, gasoline engines are closing the gap. You might have gasoline fueled trucks in your fleet with 2-300,000 miles on them. That wasn't the case when I started here 25 years ago. Today's gasoline power-equipment engines are efficient overhead-valve (OHV) types, and many are offered as high-tech fuel-injected models. They are also less expensive to purchase than their diesel counterparts, and in the case of power-equipment engines, service centers and parts are usually readily available, making repair less expensive and faster. ·Bottom line; today's gasoline power equipment engines are strong, reliable, high tech and low cost, having more in common with motorcycle engines than the one on your lawnmower.

·**Propane Engines** on jettors are usually modified gasoline engines. Some of them are converted while others are designed for and certified to run on propane fuel. While they are cleaner burning with much lower emissions, don't write yourself a blank check on running indoors. Any burning fuel will put out toxic emissions. However, with the reduced emissions of propane, indoor running can be done safely but ventilation is key. In less ventilated areas, monitoring equipment can be used to ensure safety during operation.



Brute Jetting System  
Mountable-Skid



As a rule of thumb a propane jetter can be used in areas suitable for other propane engine equipment, such as floor scrubbers or forklifts. Having that capability can give you access to accounts whose problem drains just can't be reached otherwise. [Click Here for Customer Testimonial!](#) Another key benefit of propane is reduced maintenance. Propane fuel does not foul like gasoline during storage, and propane engines burn cleaner and hotter, virtually eliminating carbon build-up and spark plug-fouling.

**Electric Jetter?** Sorry, the "unicorn" described at the beginning of the chapter doesn't exist. 120 Volt electric jetters are limited to 2 horsepower and can draw up to 20-amps. Most are made as 1.5 HP (under 15-amps) to reduce circuit breaker tripping in case a dedicated 120-volt outlet is not available. This leaves electric jetters in the range of 1.5-2 GPM at pressures below 1500 PSI, most useful for small drain work in pipe sizes from 1.5"-3". Larger electric jetters are available or can be custom built for a wide range of industrial and commercial uses at specific sites that have the proper electric supply and outlets for 230 or 460 Volts.

*As a rule of thumb a propane jetter can be used in areas suitable for other propane engine equipment, such as floor scrubbers or forklifts. Having that capability can give you access to accounts whose problem drains just can't be reached otherwise.*



# What tools/accessories/nozzles do I need?

*We suggest starting simple with a basic set of nozzles usually containing 2-5 different types and a tool or two for cutting grease and roots.*

The tools you need will depend on the type of work you're doing and the accessibility of the drain or sewer. The large variety of hoses, nozzles and accessories available can be a bit overwhelming. We suggest starting simple with a basic set of nozzles usually containing 2-5 different types and a tool or two for cutting grease and roots. You can expand your selection of tools as the need arises and as your skill and experience with the jetter increase. Our Basic nozzle set includes a penetrator for breaking clogs, a cleaner or flusher nozzle for washing the pipe, a pusher for when you can't bring debris back to the cleanout and a spinner to provide a final polish and flushing of the pipe. For grease and roots we suggest a good combination spinner like our Grease-Hog (for grease) and a controlled rotation spinner like the Warthog for grease and roots or a nozzle with an orbital jet like the Root-Ranger.

[Click Here to Shop Jetter Nozzles](#)

By now you've started to answer some questions to help decide what jetter you need. Let's look at how those same questions and answers will help you choose what additional tools to add.

## **·What size drains will I be cleaning most of the time?**

Just cleaning outdoor lines 4"-6"? You will be OK with just the 3/8" or 1/2" hose on your jetter, or to extend your reach perhaps a portable jetting reel to work with full-sized hose, but away from the controls of your jetter. Need to work indoors in small pipe? You will need to add a smaller hose 1/8" - 1/4" and something to control the jetters flow like a wireless remote, shutoff valve or foot pedal.

**·Will I be using the jetter for residential or commercial/industrial customers?** Residential and commercial drain problems are usually solved using common tools. Industrial work however often requires investing in more specialty gear. Discuss any unusual jobs or specific customer problems with your expert jetter salesperson, a tech at a local jetting company, search the on-line jetting forums or get involved in a trade association. You will likely learn about tools you never thought would be available. Don't worry about getting everything you will ever need right up front. Figure out what needs you have and upgrade the tool box using that knowledge.



Brute Jetting System  
(Propane) with Portable  
Hose Reel Option

Purchase along with your new jetter the tools for the work you know you will do, not for what you think you might do.

**What and where is the demand for jetting service in my area?** You have likely already thought of several of your existing clients who will need your new services. You might be here because they are already asking. Keep in mind it is really a rare occasion for anyone to discuss jetting without talking about grease and roots. Don't go into the field with your new jetter without being armed to tackle these common jobs. It's like going fishing and forgetting the bait! In addition to the nozzles that come with your new jetter, invest in one or more nozzles designed for grease and roots like the Warthog tool. There is opportunity however in specialty jobs with industrial customers; often these tasks require experience and advanced problem solving. Necessity is the mother of invention, gain experience and pay your dues...the skills learned will help you succeed in all jetting work.



# How will I get help?

Finally, you've purchased a jetter and everything is going great. So good in fact you need to add more tools, or even another machine to set up tech #2. What about parts? Service? Maintenance? We sell lots of equipment every year factory direct to industry professionals like you. Better than 80% of our jetter sales are to out-of-state customers. We suggest two things:

1. Buy your Jetter from someone you trust, someone who is willing to spend the time it takes to earn your business and form a lasting relationship. Someone with a good reputation for quality equipment and expert technical support.

2. When you get your new jetter find a good local shop and have them do the proper maintenance on a regular basis. Yes, I know you can probably do it yourself, but let's think long-term. Most areas are not going to have a dedicated jetter service company nearby, that means service will be most easily obtained with a local engine, power-equipment or pressure washer service center. By developing a service relationship locally, you will ensure that you have a shop in your corner that understands the urgency of downtime and what it means to your business. You will have more success getting someone to care about your needs if you are there regularly and they have become familiar with your equipment. The money paid over time in maintenance will more than pay off when repairs are needed.

In closing, I hope this guide has given you the confidence to make a wise and informed decision. For some, you might be ready to go, and for others you might have more questions. Either way we invite you to call. We pride ourselves on our customers' success.

Happy Jetting!

The Jetters Northwest Team



**“Necessity is the mother of invention, gain experience and pay your dues...the skills learned will help you succeed in all jetting work.”**

*How To Choose The Right Jetter*



## **EAGLE 600 TRAILER JETTER**

**TANDEM AXLE**

## **EAGLE 300 TRAILER JETTER**

**18 GPM 4000 PSI**

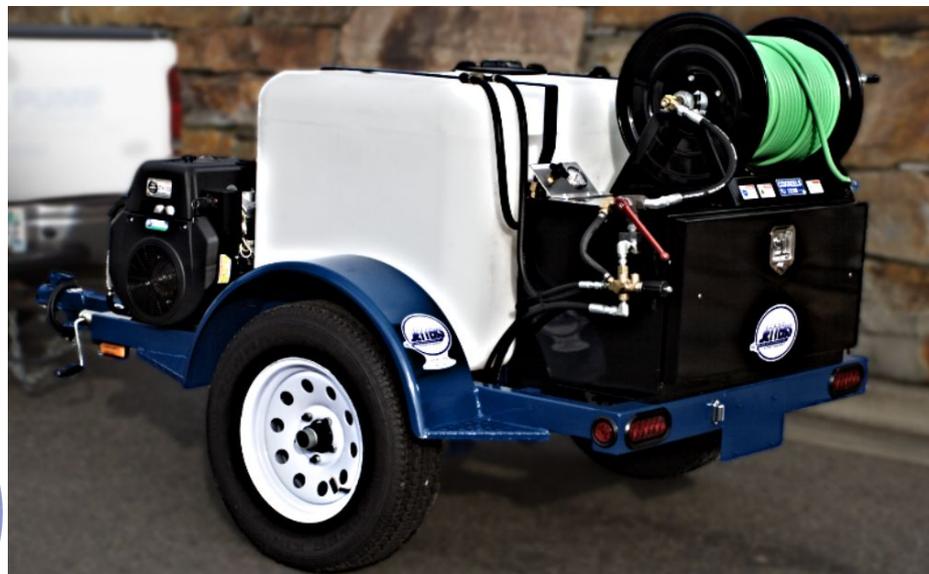


## **EAGLE 200 TRAILER JETTER**

**MID-SIZED TRAILER**

## **BRUTE 150 TRAILER JETTER**

**POWERFUL COMPACT**



# Brute Jetting System

9 GPM 4000 PSI OR 12 GPM 3000 PSI

PORTABLE

OR

MOUNTABLE SKID

YOU CHOOSE!



AVAILABLE WITH PROPANE ENGINE



# Portable Electric Jetter



# Case Study: Compact 12 GPM Jetter helps plumbing/sewer company overcome the hassle of City Parking



*"In high-density populated areas, most customers have 2-3 cars, so in the front of customer's homes there is limited street parking. **The Brute Jetting System** allows me to pull up with one vehicle and eliminates the need to disconnect a trailer and park the service van elsewhere...it's just plain easier."*

**-Bob Oates**

Bob Oates Plumbing, Sewer and Rooter, located in Seattle, Washington, is a locally owned and operated company specializing in residential and commercial Plumbing and Sewer Solutions. The company began using **The Brute Jetting System** in order to have a "flexible, plug-and-play alternative" to their current fleet of Trailer Jettors.

### **Restrictive Job Locations**

Bob Oates began looking into **The Brute Jetting System** for the "convenience of being mounted in a truck or van, with the power (12 GPM 3000 PSI) of a Trailer Jetter."

*"In high-density populated areas, most customers have 2-3 cars, so in the front of customer's homes there is limited street parking. **The Brute Jetting System** allows me to pull up with one vehicle and eliminates the need to disconnect a trailer and park the service van elsewhere." says Bob Oates, owner of Bob Oates Plumbing, Sewer and Rooter.*

### **Efficient Use of Time**

Bob Oates also likes the fact that "**The Brute Jetting System** is always onboard whether I need it or not...no more running back to the shop to grab the Trailer Jetter when the need arises."

Through the use of **The Brute Jetting System**, Bob Oates is now able to "save on the initial costs of the building of a custom skid-mounted Jetter and valuable time on the jobsite." Bob goes on to say that "**my employees argue over who gets the van with the jetter in it...it's just plain easier.**"

# Customer Testimonial: Saltzman Rolls Propane Jetter into Walmart!

As the Owner/Operator of First Response Drain Service, Jake Saltzman provided drain cleaning and emergency services to commercial and residential customers in the greater Chicago area, his company had also been featured in the Cleaner Magazine article “Hip to High-Tech” for Jake’s forward thinking and embracing of new technologies.

It was Jake’s vision in buying the revolutionary Propane Brute Jetting System by Jetters Northwest that landed him several Walmart stores.

“We had been trying to land the Walmart account for years and the Propane Brute Jetting System made it a reality!”

When Jake first saw the portable Propane Brute (first introduced to the industry by Jetters Northwest in 2009) he immediately saw it as a game-changer.

“We happened to be in Walmart one day doing some shopping and noticed chaos in the Bakery due to flooding,” Saltzman says. “I went to ask if they needed any assistance and let them know I was with First Response Drain Service...my Propane Brute happened to be onsite.”

The store manager was skeptical and stated their current jetting company would be there with a trailer jetter at some point. The store manager went on to say how much of a pain the whole jetting process was, due to the fact that they had to run the trailer jetter outside through two doors, which both needed safety personnel posted during jetter operations.

**Propane Fueled Portable BRUTE JETTING SYSTEM made the difference!!!**

Saltzman notes that he finally convinced the store manager to give his services a shot!

“I pulled the Propane Brute Jetting System just outside the main bakery entrance inside the main building and had the drain cleared within 10 minutes! The store manager was so impressed that he brought me back right away for a different issue.”

With the Propane fueled, 8.5 GPM 3500 PSI Portable Brute Jetting System, Saltzman ended up landing the account for over 20 Walmart stores in the greater Chicago area with many other large accounts to follow.

**Saltzman - Industry Expert**

Jake Saltzman understands the value of having the right Drain Cleaning Tools, so much in fact that he sold First Response Services and is now the Worldwide Technical Director for Picote Solutions Inc. (<http://www.picotesolutions.com>). But don’t worry, his Propane Jetter is still out in the field making its new owner money!

“If I decided to open my drain business again the first two things I would buy would be a Picote Maxi-Miller and a Jetters Northwest Brute Jetter”

The Walmart example is one of many instances where the Brute Jetting System’s flexibility and innovation has allowed Jetters Northwest customers to succeed and grow in a competitive industry!

Check out <http://www.jettersnorthwest.com> for more Jetters Northwest Customer Testimonials and Blogs.

Happy Jetting!!!



**“I pulled the Propane Brute Jetting System just outside the main bakery entrance inside the main building and had the drain cleared within 10 minutes! The store manager was so impressed that he brought me back right away for a different issue.”**

# A Story from Our Service Department

Our beginning in Jettters starts decades ago with providing repair services in our own shop here in Seattle. A couple years ago one of our service customers brought in a jetter built by one of the big name companies, it was not a bad choice. Like we suggest, this customer had the jetting experience and sales confidence to prove that he could justify spending 40K on his jetter. He had experienced techs in the field and was diligent about bringing his jetter in to us for maintenance. What went wrong? While on a large job with lots of jetting work for a large client, his tech called the office to have a driver run a can of diesel to the jobsite. The fuel can that was brought by the runner had some water in it...not sure from where but it was enough to stall the engine. After leaving the job unfinished, changing the fuel and filters it was discovered that the engine cylinders had been scored by the water and the high engine compression of the air-cooled diesel - and it was not worth fixing...it was 5-years old at the time. The replacement engine cost was over \$10,000 and took almost 2 weeks.

