



# Camel Chat

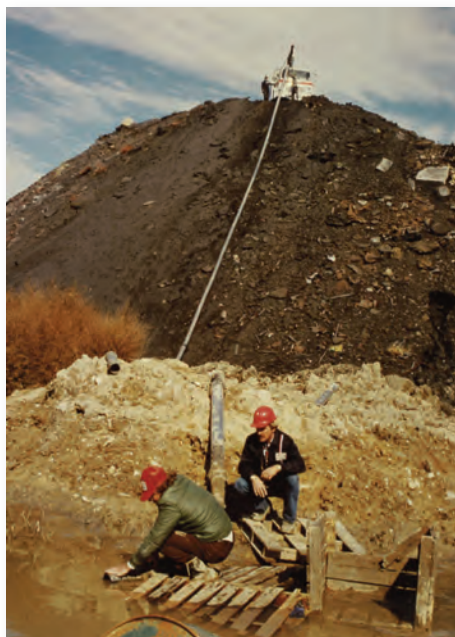
Sharing Super Solutions for the Sewer Cleaning Industry

FALL 2011

SUPER PRODUCTS LLC

## Camel Offers Unmatched Cleaning Performance Positive Displacement Vacuum System Far Superior to Centrifugal Fan

Since the Camel's introduction more than 35 years ago, customers world wide have come to rely on its positive displacement vacuum system for consistent, day-to-day cleaning of municipal sewers and catch basins. Many customers have also had the opportunity to see the Camel® successfully vacuum in even the most challenging of job site situations.



*Camel sewer cleaners have a long history and proven track record of adapting to extreme situations to complete even the toughest job.*

One person still amazed at the Camel's outstanding vacuum performance is Super Products' Product Manager Dan Koziczowski, whose career at the company has spanned more than three decades and who has often led onsite demonstrations.

Koziczowski recently cited several examples of when the Camel responded to extreme job site situations including one particular visit to a wastewater treatment plant to clean out a grit chamber.

"After sizing up the situation, we set the Camel up using 8" tubes, 60 feet down and working 16 feet below the water level. We then began the process of vacuuming, filling up the debris body and draining off the excess liquid using its ejector plate until the unit was filled to maximum capacity," said Koziczowski.

"After about two hours of continuous vacuuming we unloaded nine cubic yards of black sanitary sand from the debris tank. The pile was so impressive that it looked like one large load of dry sand that was straight out of a dump truck."

Another example of the Camel's unique ability to adapt to challenging situations occurred at a storm water lift station where there was no easy, straight-away access to the bottom of the station.

The crew had to run pipes and hoses through doorways, down flights of stairs and around bends until they were able to reach the bottom, a distance now of more than 120 feet away from the unit.

Once they reached the bottom of the lift station, the cleaning began as two laborers at the bottom worked the end of the hose to remove slurry, mud, rock, and sand.

### The Camel Advantage

**So why does the Camel clearly out perform other combination sewer cleaners that use a centrifugal fan?**

According to Koziczowski, it's in part a result of the Camel's positive displacement vacuum system that offers three modes of vacuum: (1) Air conveyance; (2) Pure vacuum; and (3) A combination of air conveyance and pure vacuum utilizing a fluidizing tube. And it's the positive displacement vacuum pump itself that also plays a role in the Camel's superiority over units with a centrifugal fan.

"Regardless of factors such as horizontal or vertical distance, above or below the water surface or material type, the positive displacement vacuum pump will positively displace a certain amount of air per revolution" explained Koziczowski. "In fact the Camel's pump actually vacuums harder the more resistance it encounters, whereas the more resistance a centrifugal fan encounters, the less material it will move."

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## Unmatched Performance

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In addition to offering great performance, Koziczkowski said that the Camel's positive displacement vacuum system costs 30 percent less to use and maintain than a centrifugal fan. No doubt this value will be appreciated by those municipalities and contractors looking to reduce operating expenses.



Super Products Product Manager,  
Dan Koziczkowski

## Play Ball!

One of the more memorable situations Koziczkowski said he witnessed took place next to a school where a sewer line was overflowing. It was quickly determined that something was plugging the line.

To address the situation, the Camel's jetter hose was run through the line while vacuuming under water. The line was surcharged with water to the top of the manhole, when all of a sudden the vacuum tube jumped abruptly, the truck shook and the water level began to drop. The plugged sewer line was now cleared. However whatever plugged the line was now inside the debris tank.

"After arriving at the dumpsite, the tank's back door was opened and out bounced a basketball," Koziczkowski said. "One of the city guys picked up the ball and held it up to the end of the vacuum boom for comparison. The entire crew was quite amazed since the fully inflated ball was larger than the tube."

Visit us online for more information on the Camel's vacuum system.

[www.cameleasy.com](http://www.cameleasy.com)

# Reduce Downtime and Repair Expense

**Camel® can protect itself from the destructive power of ice**

According to the Farmers' Almanac, the upcoming winter forecast calls for "clime and punishment." In other words, a season of unusually cold and stormy weather. And while for some parts of the country that may mean just a lot of rain or snow, for other parts it will be downright unbearably frigid.

If you're in an area that will be subjected to freezing temperatures and want to prevent equipment downtime and repair expense it's vital to take steps to eliminate the risk of ice damage that can result from water left in your sewer cleaning unit.

While water freezing up in your unit may not be a concern if it's parked in a heated structure, parking the unit outside exposed to the elements is a completely different story. Any water pump can be destroyed by cold weather; steel literally splits wide

open; crankshafts push out the pump casing; and plumbing systems can be completely destroyed.

## Winter Recirculation Package

To prevent vehicle destruction that can result from mixing water with freezing temperatures, Super Products offers a winter recirculation package on its Camel sewer cleaning units. By simply connecting the end of the sewer hose to a fitting and turning a ball valve, the water system can be operated while driving down the road. This keeps the water continuously moving throughout the entire system to prevent it from freezing. And, there are no limitations to road speed with the system.

## Air Purge System

Another way the Camel can combat the cold is with its air purge system. This feature is designed to completely blow out the water system utilizing the chassis air. Just plug the air purge valve into the connection on the water system and completely blow down the system. The average operator can complete this procedure in 20 minutes or less at the end of the day. The unit can then safely be stored outside in freezing temperatures.

Regardless of how accurate the Farmers' Almanac forecast for this winter, the Camel's winter recirculation package or air purge system offers you the peace of mind that your unit can be easily protected from the destructive power of ice.



## WELCOME NEW CAMEL DISTRIBUTOR

Super Products welcomes the following company  
to its world-wide distributor network:

**Reynolds-Warren Equipment Company**  
1945 Forest Parkway, Lake City, GA 30260  
800.875.5659 • [www.reynoldswarren.com](http://www.reynoldswarren.com)  
Serving the entire state of Georgia

# NORTH RIVER TRUCK & TRAILER

## Showcasing Camel's unique capabilities with working demonstrations throughout the state of Michigan

Since it was founded in 1968, North River Truck & Trailer, Inc. has consistently expanded its business by offering equipment to best meet the needs of municipalities throughout the state of Michigan. So when the opportunity arose several years back to become a Camel® distributor, North River's President David Schmuck was quite enthused to join the Super Products team.

"Since the Camel offers industry unique features such as ejector plate unloading and water recycling capability, we saw this as an ideal opportunity to provide a unit with distinct market advantages," said Schmuck. "And when we became a Super Products distributor in 2008, we knew that live working demonstrations were the best way to help customers recognize the dramatic difference between the Camel and other combination sewer cleaners on the market."

### According to Schmuck, you also never know what Camel feature may be the star of a demo.

During one of the demonstrations in a local municipality, the crew had the opportunity to respond to a water main break. Before the repair could begin, North River used the Camel to do some minor excavation and found a live gas line as well as power lines that had not been listed. This afforded the company the opportunity to showcase how the Camel's hydro excavation capabilities provide a safe, time-saving alternative to manual excavation as well as can prevent power outages and gas line explosions.

Of course, showing their customers first hand how they can save time and reduce fuel cost is a major part of any Camel demonstration. "Customers really take notice of the Camel's ejector plate technology and dewatering system since these features can reduce trips to the dump site because the debris is compacted and the water has been removed," said Schmuck. "Our ability to demonstrate that capability is helping customers understand that the Camel is simply the best sewer cleaning option available today."

North River's onsite Camel demonstrations have even enabled the company to earn the business of a customer that had formerly used the competitor's product for more than 30 years. And it's that kind of achievement that makes Super Products glad to have North River Truck and Trailer a member of its Camel distributor network.

**LOCATED NEAR DETROIT IN THE CITY OF MOUNT CLEMENS, MICHIGAN,  
NORTH RIVER TRUCK CAN BE CONTACTED AT 586.468.4586 OR INFO@NORTHRIVERTRUCK.NET**



**"Live working demonstrations effectively enable us to prove that the Camel can directly impact the users' productivity and profitability."**

*David Schmuck,  
North River Truck & Trailer*

*Several workers pose with the Camel unit that Super Products recently built and North River Truck delivered to the City of Dearborn, Michigan.*

# New Houston Rental Facility a Super Equipment Resource

Super Products LLC recently opened a Houston facility to meet the growing equipment rental, service and parts needs of customers throughout Texas and surrounding states.

Offering the newest fleet in the industry, the Houston location offers the company's Supersucker® industrial vacuum loaders, Mud Dog® hydro excavators, Camel® combination sewer cleaners and its latest addition, Durasucker® liquid vacuum trucks. Customers can rent equipment on a daily, weekly or monthly basis as well as take advantage of "rent-to-own" options.

According to Super Products' General Manager of Rental Operations Jeff Mueller, customers will also find the Houston facility to be another valuable resource for service and parts.

"Our new facility houses a dedicated service center for repairing and maintaining all makes and models of vacuum trucks," said Mueller. "We also have a wide assortment of commonly-used parts, consumables and accessories in stock and ready for pickup."

Of course having the right personnel is vital to ensure the best service is provided to customers regardless of their equipment needs. And Mueller feels the company has this accomplished.

"Not only is our staff experienced, they're committed to providing excellent service," Mueller said. "I can confidently say the

Houston team we have in place, coupled with a top-notch facility, allows Super Products to provide the equipment and support that is critical to ensuring our customers' productivity and profitability."

**SUPER PRODUCTS RENTAL – HOUSTON**  
10220 New Decade Dr., Pasadena, TX 77507  
Call us today at 281.204.1185



*Opened in early November, Super Products' new 12,500-square-foot Houston facility offers a new equipment rental fleet, service center and parts department.*

## Repurposing

### A CREATIVE ALTERNATIVE TO RECYCLING

With the ever-increasing emphasis on green initiatives, many organizations are looking for alternative ways to divert materials that have passed their useful life from landfills.

Repurposed Materials Inc. offers a creative alternative to recycling by repurposing products found on public works equipment like sewer jetter hoses, sweeper brooms, super sacks, and snowplow blade rubber bottoms.

For more information about Repurposed Materials Inc., go to:  
[www.repurposedmaterialsinc.com](http://www.repurposedmaterialsinc.com)



**VISIT SUPER PRODUCTS  
AT THE 2012 PUMPER EXPO!**

February 27th – March 1st, 2012  
Indianapolis, Indiana  
**Super Products Booth #1040**