



Camel Chat

Sharing Super Solutions for the Sewer Cleaning Industry

SPRING 2011

SUPER PRODUCTS LLC

Simply the Best Combo Sewer Truck

Camel® unmatched in providing outstanding performance and return on investment

While there's a variety of combination units available on the market today, Super Products' Camel sewer and catch basin cleaner is quite unique in its ability to provide optimal performance efficiency and cost-effective operation.

All combination units rely on a high pressure water jetting system along with a vacuum system to simultaneously flush material out of the sewer pipe and vacuum the material into the debris tank. However, the Camel® combines a drive system, vacuum system, water pump flow and pressure, and dumping method that set it apart from the competition.

Understanding how these four elements impact performance and financial results is the key to recognizing the advantages the Camel has over other combination units.

Drive and vacuum systems

With the continuous rise in fuel cost, the advantage of Camel's single engine design

over dual engine units is now greater and more important than ever. Offering a fuel cost savings as much as 30% over a dual engine setup as well as elimination of the need and related cost incurred of maintaining a second engine, the Camel's single engine design operates the vacuum system with a high-efficiency, variable speed synchronous final drive system that is simple to operate and maintain.

The Camel's water system uses a state-of-the-art, closed-loop hydrostatic drive system that gives the operator infinite variable power. This provides infinite control of water flow and pressure and results in exceptional fuel savings.

Another aspect that can translate into a combination unit's performance capability is its vacuum system. Two basic vacuum systems are offered on combination units today: centrifugal fan; and positive displacement vacuum systems.

Whereas the centrifugal fan-type vacuum system is limited to only offering air conveyance, the positive displacement vacuum system found on the Camel offers three modes of conveying material: air conveyance; pure vacuum; and a combination of air conveyance and pure vacuum utilizing a fluidizing tube.

In addition to its limitation of material conveyance method, the centrifugal fan can only operate at full RPM consuming maximum horsepower and fuel. By contrast, the positive displacement system only needs to run as fast as material is being moved. Thus potentially saving thousands of dollars per year.

Water pump flow and pressure

Cleaning efficiency depends on the proper water pump flow and pressure. If the combination of the pressure that breaks up the material and the flow that moves the material out of the pipe isn't right, it can decrease productivity or even worse cause damage to the sewer line.

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The Camel's exclusive ejector plate unloading and dewatering system results in compacted, dry loads; fewer required trips to dump site; fast, thorough debris removal and tank washdowns; and the ability to unload on unstable ground or where overhead obstructions may pose an issue with traditional dump body units.

Simply the Best Combo Sewer Truck

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For example, if the flow is too low the line will most likely have to be flushed two or three times. On the other hand, if the pressure is too high, damage to the sewer line can occur.

The efficiency and impact of pressure and flow on various pipe sizes and materials has been studied and resulted in setting the industry standard at 80GPM @ 2000PSI. This is the most efficient combination of pressure and flow to effectively clean and maintain today's sewer system network. And it's just the combination balance the Camel offers.

Dumping considerations

Assessing how the material is discharged from the debris body is another key consideration.

Many combination units rely on a dump unloading system that elevates the debris body to discharge material. However, there are limitations of this method including overhead obstructions, dumping on uneven surfaces and soft terrain, or removing stubborn material that just won't break free when the tank is raised.

Another big disadvantage of the tip to dump method is getting rid of excess liquid to take dry loads to the dump site.

Typically when the debris tank fills up, excess liquid is drained off through a rear tailgate-mounted drain. But once the height of the material is above the drain, the excess liquid cannot be discharged and the unit must go to the dump site.

Dump sites have become very critical on what type of material they will and will not accept. In most cases, material with any trace of liquid will not be accepted.

Camel Exclusive – Ejector Plate Technology

Super Products offers a unique alternative to the dump body with its ejector unloading system. This system not only discharges the material without raising the tank, it also offers exceptional dewatering capabilities.

The ejector plate holds solids on one side and allows the liquid to flow to the front section of the debris tank; the excess liquid is drained through a front mounted 6" gravity drain.

Coupled with the addition of Super Products' Super Pak feature, the ejector plate can be operated with the rear door closed to squeeze out additional liquid, which means increased productivity, drier loads and lower disposal costs.

Combination units are the most utilized method for the efficiency and effective-

ness of cleaning sewers worldwide today. Understanding the role of a unit's features and how critical they are to increasing productivity and lowering operating costs is essential to selecting an optimal sewer cleaning solution.

Super Products understands the importance both municipal workers and contractors place on their equipment, and the Camel has been specifically designed to provide cost-effective sewer cleaning without compromising efficiency.

The Evolution of Sewer Cleaning

While combination units are the preferred method of cleaning sewers today – and the Camel is the preferred combo unit – there have been a number of other methods that have been used since sewer cleaning first began in the 1800's.

Mechanical Rodding Machines

Mechanical rodding machines use an engine and drive unit with continuous or sectional rods to rotate blades and break up grease and loosen debris.

Bucket Machines

Bucket machines operate by a set of engine-powered winches placed at opposite manholes pulling a wire rope with a bucket attached through the sewer pipe. The bucket is in the form of an open cylinder in one direction and its bottom is closed when pulled the opposite direction. The material is collected and carried back out of the manhole and loaded into a truck or trailer.

Bailing

Bailing is a method that uses a threaded rubber cleaning ball that spins and scrubs the pipe interior as water flow increases behind the ball and forces it down the line removing large deposits of silt, sand, gravel and other types of waste.

Jetting

Jetting is done with a trailer or truck-mounted unit that uses high pressure water, sewer hose reel and hose along with a nozzle to flush material out of the sewer line. An effective method in certain applications, Super Products offers its version of a truck mounted jetter – The Camel Jet 1600



CONTAINER SYSTEMS & EQUIPMENT

Exceeding Customer Expectations Through Experience, Responsiveness and Equipment Offering

When Container Systems & Equipment joined the Camel distributor network a little more than a year ago, Super Products was teaming up with a company with a long history and solid experience in serving the equipment needs of municipalities.

Having served Florida's waste industry since 1965, Container Systems has earned the distinction of being one of the oldest and most experienced refuse equipment companies in the state.

Container Systems President Bill Young estimates the company works closely with more than 40 municipalities throughout Florida and that partnerships with many cities have extended decades.

"Quite a few of our municipal customers have been with us for more than 20 years," Young said. "I can't help but to attribute that kind of loyalty to our staff's dedication to consistently providing our customers with outstanding service and support."

In addition to having established partnerships, a solid understanding of the municipal equipment industry, and the ability to provide the best solutions for specific equipment needs, the team at Container Systems places much emphasis on being available for their customers even on the shortest of notice.

"Our entire staff is quite vigilant when it comes to providing our customers with friendly, fast service," Young said. "And our success is a direct result of that commitment to exceed customer expectations"

While providing quick, knowledgeable customer support on a consistent basis has been a key in making the company successful, Container Systems' product line offering of innovative, easy-to-use equipment has also played an important role in maintaining its "best-in-class" status. "Recognizing our customers' needs for efficient, cost-effective and environmentally friendly sewer cleaning equipment is really what led us to become a Camel distributor," Young said. "The Camel® offers many unique features that ensure an easy-to-use and easy-to-maintain sewer cleaning solution."

Young also said their partnership with Super Products has worked well since their team does a great job in providing the tools and support his team needs to be a successful Camel distributor.

"Equally as important to us as a distributor and our customers are the technical, training and application resources that Super Products provides on an ongoing basis," said Young. "It is this type of commitment from them that makes us happy to be a part of the Super Products' team and representing the industry best truck-mounted combo sewer cleaner, the Camel."



Municipal workers from the Miami area look on as team members from Container Systems demonstrate how the Camel's ejector plate and dewatering system can be easily operated and produce dry loads.

Located in Daytona Beach and serving most of Florida, Container Systems & Equipment can be contacted at 386.253.5555 or online at www.containersys.com

WELCOME NEW CAMEL DISTRIBUTORS

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

MacFarlands Truck & Utility

902.468.3788 • www.macfarlands.com

Serving Eastern Canada, Nova Scotia, New Brunswick
Prince Edward Island, and Newfoundland / Labrador.



Learn more about the Camel's Unique Features & Benefits!
800.837.9711 • www.cameleasy.com

Low Center of Gravity Reduces Camel's Risk of Tipping



Seeing is Believing

In a side-by-side comparison, it's clear the Camel's debris tank is mounted lower and the unit offers a better center of gravity than other combo trucks, especially when the debris tank is full.

To protect it from tipping when traveling to the dump site, the Camel's water and debris tank configuration has been designed so the unit has a much lower center of gravity than other sewer trucks on the market today.

Unlike other combo sewer cleaners that have their water tanks mounted below the debris tank, the Camel's water tanks are saddle around its debris tank. As a result of this design, the debris tank on the Camel® is able to be mounted several feet lower than other units.

Other manufacturers may claim their units offer a low center of gravity since their water tanks are mounted lower, however, this may only be a slight advantage when the units have a full water supply at the start of the work day.

As operations takes place throughout the day, water tanks begin to drain and their debris tanks fill. With the debris tanks full, the result of the full higher-mounted debris tanks is that the unit now has a higher center of gravity – and greater chance of tipping.

Tipping with a fully loaded debris tank would be much more hazardous, and the Camel's lower center of gravity to reduce that risk becomes even more valuable.

“Catch a Camel”

PHOTO CONTEST

Winter Winner Announced!

Thanks to everyone who entered last issue's "Catch a Camel" photo contest, and congratulations to the \$100 winner – Jim Utter of the City of Altoona, Iowa.

Jim submitted the photos shown of their Camel hydro excavating to uncover manholes with minimal damage to residential property. Once located, the manhole lids were brought to the surface for future use.

Entry is Simple

For your chance at \$100 and to share your Camel in action with readers, e-mail your photos, along with a brief description and your contact information, to info@superproductscorp.com by June 30th, 2011.

One winner will be randomly selected out of all submissions and announced in our next issue. As always, all photos submitted may appear in a future issue of *Camel Chat* or other Super Products print or online promotions.

Good Luck!



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