



Camel Chat

Sharing Super Solutions for the Sewer Cleaning Industry

WINTER 2011

SUPER PRODUCTS LLC

Superior tank design and construction eliminates the hassle of hauling fresh water and ensures long lasting life



Unlike steel or aluminum water tanks found on other combo units that are prone to damage and deterioration, Super Products' Camel® sewer and catch basin cleaners feature polyethylene water tanks that will not dent, corrode or rust.

Since the Camel tanks offer maximum durability you won't have to endure rusty cracked steel tanks, welding cracks and patching holes, or replacing light gauge aluminum tanks that just couldn't hold up out in the field. And the tanks will stand up in the most extreme weather conditions – from the searing heat of Arizona, to the bitter cold of Alaska, and all points in between.

Constructed of 3/8-inch thick non-cross linked polyethylene with ultraviolet stabilizer, our water tank modules uniformly surround the collector body and are comprised of 250-gallon sections with 4-inch interconnects for quick filling. Because of the individual 250-gallon capacity, our tanks are self-baffling, eliminating the sloshing found in single tank or larger cell type designs and providing a smooth and safe ride. Additionally, our light-weight water tanks are mounted just high enough to avoid low clearance issues, but low enough to offer an exceptionally low center of gravity.

RESEARCH RESULTS IN SUPER PRODUCTS OFFERING INDUSTRY'S MOST DURABLE WATER TANKS

Two decades ago Super Products engineers investigated a way to haul fresh water that would eliminate the problems inherent with steel or light gauge aluminum tanks. That led them to look at the rotationally-molded polyethylene water tanks that the U.S. Government used to transport fresh water in military M1 Battle tanks.

Considering the severe conditions military battle tanks encounter, it just made sense to adopt this technology for the fresh water tanks used on our Camel combination sewer cleaners. And we're so confident that the Camel's water tanks will virtually last forever and you'll find them trouble and maintenance free that Super Products backs them with a full 10-year warranty!

"LIVING UP TO OUR NAME"

More than just a tagline on our new promotions and advertising, "Living up to our name" is a philosophy every member of Super Products has adopted. After all, providing customers with "Super" products, service and support is what it's all about.

In our continuing effort to achieve this goal, we've made many recent improvements to our business including expanding our production facilities, customer support department, and aftermarket parts and service offering. We look forward to you experiencing all the ways we're living up to our name.

Thanks for being a loyal reader!

Daniel J. Koziczowski

Dan Koziczowski, Product Manager

800.837.9711 • dkoz@superproductscorp.com



POSITIVE DISPLACEMENT VACUUM

Maximum Air Flow Results in Camel's Proven Reliability and Performance

Why do some combination sewer and catch basin units vacuum better than others, have no maintenance issues, and continue to perform for years? It's the air flow through the system and the filtration.

Super Products was the first to introduce a positive displacement vacuum pump in a combination sewer and catch basin cleaning unit more than 35 years ago.

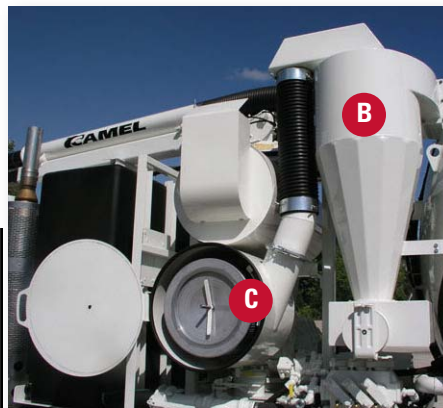
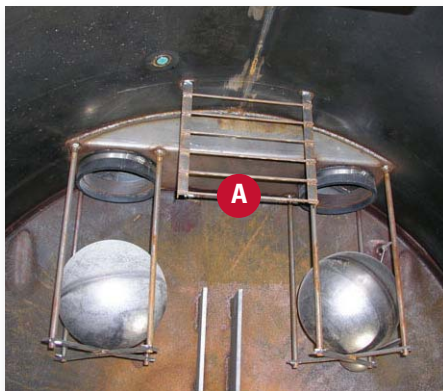
With its positive displacement vacuum system, the Camel® has a long history of providing reliable, outstanding performance and here is why:

DEBRIS BODY

In any vacuum truck, the optimal design places the point where the debris flies into the tank as far away as possible from where the air is sucked out. In the Camel's design these are placed at opposite ends of the debris body. This reduces the dreaded "carryover" that plugs filters and causes degradation of the vacuum pump.

A DUAL EXHAUST PORTING

Dual exhaust ports reduce the velocity of the air being evacuated from the debris tank and further reduce the dreaded "carryover".



B CYCLONE SEPARATOR

Our industrial-rated, tapered cyclone separator with collector box removes particles 50 microns and larger from the air stream.

C HX FILTER

This hydro excavation option further filters the air to 10 microns. Plus, the filter is washable and reusable.

D PLENUM CHAMBER

The plenum chamber is placed underneath the vacuum pump and is yet another area to reduce velocity of the air and allow any residual material to fall out of the air stream.

Visit www.cameleasy.com for quick, direct access to more information about the Camel's unique features and benefits!

Serving New England for more than half a century



As HP Fairfield LLC celebrates its 60-year anniversary, the company attributes its growth and success to its on-going commitment to meeting the unique needs of its customers throughout New England.

"In serving our municipal and governmental customers we recognize that providing the products, services and support that enables them to select the best application solution for their needs and help them meet their unique challenges is what builds customer confidence and loyalty," explains HP Fairfield's Executive Vice President Stewart Sevey.

"Since our goal is to meet each customer's unique needs, we not only need to have comprehensive knowledge of our products and their capabilities, but also an understanding of the challenges our customers face," Sevey further explains. "For example, when we are able to show customers how the Camel's ejector plate helps them save water, add capacity and reduce trips to the dump site, they know we understand their concerns and their business.

"Since there isn't a 'one size fits all' solution in the municipal sewer cleaning industry, our team relies on its experience, resources and creativity to provide customer with the equipment they need. We welcome those challenges and have a proven track record of meeting customer expectations."

Stewart Sevey, HP Fairfield LLC

According to Sevey, one key member of their team is Product Specialist Vin Stoddard. Stoddard works closely with manufacturers and sales staff to provide customers with the most effective equipment solutions.



Graphically decorated company vans are just one of the ways HP Fairfield promotes the product lines it represents including Camel sewer cleaners. The company also has a strong internet presence and will soon be debuting a new web site.

By asking questions and zeroing in on the specifics of an issue, Stoddard and other members of HP Fairfield's team have earned a reputation as effective problem solvers.

"In this business environment, that is the kind of value-added service customers rely on," says Sevey.

A Camel® distributor for the past seven years, HP Fairfield is New England's largest distributor and manufacturer of specialized municipal equipment.

With company locations in Maine, New Hampshire, Vermont, Massachusetts and Connecticut, HP Fairfield covers those states as well Rhode Island.

Visit HP Fairfield online to learn more about the company or to contact any one of its six locations.

www.hpfairfield.com

WELCOME NEW CAMEL DISTRIBUTORS

Super Products welcomes the following companies to its Distributor Network:

Beaver Valley Truck

800.487.8256 • www.bvtc-online.com
Serving Western Pennsylvania

The McLean Company

330.655.5900 • www.themcleancompany.com
Serving the entire state of Ohio

MEET THE TEAM



Mike Perkins, Inside Sales Manager

When Mike Perkins joined Super Products early last year, he brought with him nearly 20 years of solid customer service and technical support experience. And although he was new to the industry, Mike quickly became familiar with municipal sewer cleaning and our Camel® product line.

In his role as inside sales manager, Mike serves as a primary resource for helping distributors, customers and end-users leverage the capabilities of the Camel to achieve optimal sewer cleaning solutions.

“Super Products offers a feature-rich sewer cleaning combination truck that has the capability to substantially reduce the time and costs associated with debris removal,” Mike explains. “My goal is to provide the industry with deeper insight into the economic and productivity advantages that our Camel products offer.”

I believe that demonstrating the Camel’s value and reinforcing Super Products’ commitment to service is essential to earning customers’ loyalty.”

Based out of Super Products’ main facility in New Berlin, Mike can be reached by phone at 262.796.5927 or via email at mperkins@superproductscorp.com



TOUGH DAY AT WORK?



Super Products can make your job easier

Whatever challenges you encounter throughout the day, meeting them is easier with Super Products in your corner. In addition to offering the industry's most effective and easy-to-use equipment, the product support and training our experienced, responsive staff provides is second to none. And to help you reduce equipment downtime and keep your crews on the job, we offer an extensive inventory of parts, accessories and consumable items.

Living up to our name!

Super Products
TRUCK MOUNTED VACUUM EQUIPMENT
800.837.9711 • www.superproductscorp.com

Check out Super Products’ new advertisement. Appearing now in *Pumper, Cleaner and Municipal Sewer & Water* magazines.

“Catch a Camel”

PHOTO CONTEST

Readers encouraged to submit photos for a chance to win \$100!

That’s right. You could win \$100 just for sending us a photo of our popular Camel sewer and catch basin cleaner in action.

To enter this contest e-mail your photo, along with a brief description and your contact information, to: info@superproductscorp.com

Please note that any of the photos submitted may appear in a future issue of *Camel Chat* or other Super Products print or online promotions.

All photo entries for this issue’s “Catch a Camel” contest must be received by March 11th, 2011, and one lucky winner of \$100 will be randomly selected and announced in the Spring issue of *Camel Chat*.

Thanks in advance for participating, and we look forward to receiving your Camel photos!



Super Products LLC, 17000 W. Cleveland Ave., New Berlin, WI 53151 USA
800.837.9711 • www.superproductscorp.com • info@superproductscorp.com