

Solutions for a Competitive Edge

## Jetstream Blasts into the Rental Business

When FSCertified Rental opens in Toledo, OH, in early 2007, it is going to change the game for contractors that need short-term rentals of Jetstream equipment.

"This is the first of a series of FSCertified Rental locations we plan to open around the country," says Industrial Sales and Marketing Director Tony Fuller. "Our 6,300-square-foot Toledo facility will carry rental equipment and parts, provide maintenance and 24/7 service, and offer training classes."

Most importantly, though, FSCertified Rental lets contractors rent equipment when they need it. Most companies experience seasonal peaks. Companies that help maintain power plants are busiest in the fall and spring, when utilities take shutdowns before power demand ramps up with hot or cold weather. Some firms work with manufacturing plants that schedule turnarounds in slow seasons. Others may receive contracts that have only a limited duration.

"Lots of people have short-term contractual obligations, and it doesn't make sense for them to invest in new waterblasters to meet them," says Fuller. "And just as important, if there's a job you can get, you don't have to first buy new equipment to go after it."

### Rentals

FSCertified Rental will rent a wide range of popular equipment. These include the 170-, 260-, 325-, and 500-horsepower units mostly commonly used for plant cleanup. The units are capable of pressure conversions to 10K, 20K, and 40K pressures.

Customers can pick up the units, or FSCertified Rental can deliver the equipment right to the jobsite. Locations will also stock parts and accessories to meet customer demands.

Rentals come with all the advantages Jetstream offers, Fuller explains. "They are easy

to use and maintain on the job," he says. "You can rent one unit and have multiple pressures. All you need to do is replace the fluid end, and you're good to go."

FSCertified Rental will also offer a rental purchase program. "If someone has limited access to cash but needs a machine, they can begin building equity in a machine by applying a por-

tion of the rental fees to the down payment," says Fuller.

"This is a great help for small companies

whose cash is often tied up in operations. It also helps large companies that have already spent their capital budget but still need another unit. They can rent a Jetstream as an expense, and then pay it off when they get a new capital budget. That way, they can still earn revenue from new work."

### Service

Trained Jetstream personnel go over each rental with the customer, taking them through the ins and outs of operation, and pointing out potential dangers.

"We also offer more intensive training classes for a fee," says Fuller. "Customers can develop a better understanding of pressure versus flows, review the math and science needed to calculate line run pressure drops, and find the best nozzles for different materials."

Equally important, says Fuller, Jetstream personnel are always ready to answer questions, help plan the most efficient setup for a job, or repair equipment. "We'll deliver all the knowledge we typically bring to our customers," says Fuller.

Eventually, FSCertified will have facilities around the nation, serving regions where seasonal demand strains everyone's capacity. "Our goal is to make sure our customers always have the equipment they need to grow and succeed," says Fuller.

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### INSIDE THIS ISSUE

Jetstream Blasts into the Rental Business . . . . 1

Winterize Your Equipment for Cold Weather . . . . . 2

Politics May Bring Changes . . . . . 3

New Jetstream Catalog Makes It Easy . . . . . 4



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# Winterize Your Equipment for Cold Weather

**W**ith Old Man Winter getting ready to drop temperatures, now is the time to review how to winterize your Guzzler and Jetstream equipment to ensure flawless operation in cold weather.

Before going into the details, consider cold weather public enemy number one: water. Everyone knows to drain sitting water before it freezes and turns to ice. Yet water in the form of humidity can also cause problems. Frigid temperatures cause water to condense out of the air and then turn to ice. When that happens inside equipment, it can cause all kinds of problems.

## Guzzlers

Guzzlers are designed to work under almost any imaginable conditions, but a few steps will ensure fast, reliable cold-weather performance, says Guzzler Service Manager Tracy Krebsbach.

**Chassis.** “Chassis are always a concern,” says Krebsbach. To keep them running smoothly, he recommends winter antifreeze. “The specifications for winter antifreeze vary from manufacturer to manufacturer, so you have to refer to the owner’s manual,” he says. “Different manufacturers and engines require different coolants, so if you’re running different types of machines, check the specifications.”

**Air systems.** Air (pneumatic) systems are used everywhere on Guzzlers. They shift the transfer case, disengaging the rear axle of truck and engaging the blower drive. Air solenoids activate the power takeoff (PTO). Air canons power the bag cleaning system.

“If moist air gets into the system, it has the potential to freeze any air-operated solenoid,” says Krebsbach. “This may not always cause permanent damage, but it can keep the transfer case from shifting into work mode or lead to other unit-down situations.

To avoid the problem, make sure you bleed the air tanks. “There are commercial deicing agents available for air systems. If you use them, you should review their compatibility with valve and component seals, since some of these products can cause system damage,” Krebsbach warns.

**Air driers.** Air driers are the best way to prevent icing in air systems. These relatively inexpensive options come in heated and unheated versions. Automatic heated driers installed on individual air tanks are the best options for winter. Some trucks have air driers whose granular filters collect moisture. “Just like any other filter in the truck, the media gets saturated and they stop working,” says Krebsbach. “My advice is to change them every six months or before every winter.”

**Hydraulic oil.** Guzzlers typically use AW46 hydraulic oil, but it may cause sluggish hydraulic



systems performance on startup in subzero temperatures. Operators should always let their hydraulics warm up prior to operation. “Companies working in very cold weather might want to switch to lighter oil like AW32 in the winter for better performance,” says Krebsbach. It is important to review your truck’s oil specifications first and never mix different hydraulic fluids, he adds.

## Jetstream

Jetstream waterblasters require daily maintenance to make sure water does not remain inside the unit overnight. If it is left full, water will freeze right inside the pump and crack the stuffing boxes or even the manifold itself.

“If they are frozen and you try to start them, as soon as you put them in gear, they can cause severe damage to the plungers, packing, gland nuts, and possibly even valves depending on the amount of ice in the pump,” says Jetstream Service Manager Tom Kelley. “That’s why when it comes to winter maintenance, you have to do it right every time.”

Doing it right starts with draining water from the unit’s supply tank (if you have one) and filter housing. “The filters crack faster than anything,” says Kelley. Then disconnect the high-pressure hose from the pump.

Pour a glycol antifreeze solution into the tank or suction line while jogging the motor until pure antifreeze flows out the discharge hose connection.

Disconnect the packing water lube lines from pump stuffing boxes and drain them. If you have a high-pressure hose between the pump and hydraulic throttle, disconnect and drain it.

Kelley offers an additional tip for maximum protection: “I would start with a 5-gallon bucket of antifreeze, add a couple of gallons to the tank, then

*continued on page 3*

“These few simple precautions will enable your Guzzlers and Jetstreams to work through the coldest winters as reliably as they do any other time of year.”

# Politics May Bring Changes

The dust has settled from the 2006 elections, but it is still hard to predict how the sweeping Democratic victory will affect industrial maintenance contractors in 2007 and beyond.

The reason? The Democrats hold only slim majorities in the House and Senate, yet George Bush remains president and can veto legislation. Democrats simply lack the muscle to push through universal health care coverage or other controversial reforms. If they spend political capital anywhere, it will be on the unpopular war in Iraq. To move forward on other issues, Congress and the president must compromise.

What Democrats do have now is the ability to help set the national agenda by popularizing issues. Some hearings will highlight Iraq, but others will focus on minimum wage, taxes, energy, immigration, and health care.

These are all vital issues for industrial contractors, but most are not likely to reach resolution in 2007 or 2008. Instead, they will help set the agenda for the presidential election in 2008. Here is what to watch for over the next two years:

**Wages.** Democrats made the ten-year-old, \$5.15/hour minimum wage a campaign issue. They want to raise it to \$7.25/hour, though they may phase it in over several years. The move is popular. This past November, six states voted to raise state minimum wages. They join 23 other states that already mandate higher wages. Some Republicans are likely to back the move.

**Health care.** The Democrats remember when they failed to establish universal health care system in 1994. This time, they will focus on less controversial programs. They support stem cell research and want to let Medicare negotiate lower prescription drug prices. They will also renew the popular State Children's Health Insurance Program (CHIP) and expand other programs to cover more uninsured.

**Immigration.** Many Republicans broke with President Bush on guest worker permits for immigrants. The president sees common ground with the Democrats. Yet many newly elected Democrats come from conservative areas and oppose liberalizing immi-

gration. Some African-American Democrats believe immigrants take entry-level jobs from their constituents. Immigration was not on the party's agenda following the election, so progress is uncertain unless the president finds more Republican support.

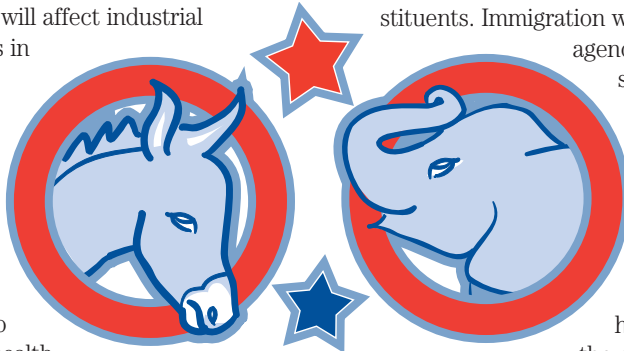
## Free trade.

Complaints about job losses to China and other low-wage nations helped the Democrats win the election. They get their chance to act in 2007, when President Bush's fast-track authority to push through trade agreements without amendments expires. This will slow future trade bills but it is unlikely to stop manufacturing jobs from flowing offshore.

**Taxes.** The alternative minimum tax (AMT), originally passed to ensure the wealthy pay their share of taxes, now affects millions of upper middle class taxpayers. Congress raised the amount of income exempt from AMT in 2006. Democrats are likely to do that again in 2007, but will need to find a way to raise the hole this leaves in the budget. Democrats are also unlikely to repeal the estate tax, though may increase the size of the estate exempted from the tax.

**Energy.** The Democrats favor energy independence and lower gas prices, but want to achieve it through biofuels rather than more drilling. In five years, they want 75 percent of all new cars to run on ethanol or gasoline, and for the nation to double its output of renewable fuels. They also want to ensure the survival of smaller, locally-owned ethanol plants, which means more facilities that need ongoing maintenance.

**Climate change.** Outgoing Senate Environment Committee Chair James Inhofe thinks global warming is a "hoax." Incoming Chair Barbara Boxer says it is her major issue. The Democrats say the same renewable technologies that make America energy-independent also reduce global warming. They will fight for strict limits on greenhouse gas emissions. This may lead to a wave of investments by power plants, always a good thing for cleaning contractors. Democrats will also pressure EPA to enforce regulations more strictly.



**What to watch for over the next two years.**

Wages

Health care

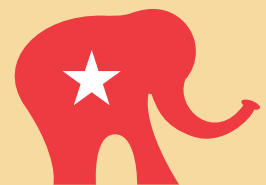
Immigration

Free trade

Taxes

Energy

Climate change



## Winterize Your Equipment for Cold Weather – continued

put the discharge hose in tank and run the unit for a few minutes to circulate antifreeze through everything. In the morning, I would just pump the antifreeze back into a drum. You should test the recirculated fluid with an antifreeze tester – you can

buy one at an auto parts store – before each use, but the bucket will probably last a week.”

These few simple precautions will enable your Guzzlers and Jetstreams to work through the coldest winters as reliably as they do any other time of year.

# New Jetstream Catalog Makes It Easy

Jetstream's new 15,000 psi product catalog is more than just a listing of waterblasters, parts, and accessories. Like the new 20,000 psi and 40,000 psi catalogs, it gives contractors the information they need to set up jobs profitably.

"It helps customers select the right product for the job by giving them the same data and specifications our experts see," says Parts Marketing Specialist Mike Bullard. "Its diagrams, information, and technical specifications help customers decide on the best part for a particular application."

Among the thousands of products in the catalog are hundreds of new or previously unadvertised products. Among them:

- C-Series Compact Diesel Waterblast Units introduced at the 2006 Pumper Cleaner Expo.
- Comprehensive performance specifications and replacement part drawings for 14 UNx™ fluid-end upgrades to convert worn or old pumps from other manufacturers to Jetstream's simple but powerful UNx design.
- Improved DuraSafe™ hand-control guns with triggers that cut engagement force in half.

- An even broader offering of standard and custom hoses and flex lances.
- New pipe-cleaning nozzles with replaceable flush-mount inserts.
- Wide selection of tube-cleaning nozzles.
- New fittings and adapters, including 3/4-inch and 1-inch pipe-threaded fittings specially engineered for reliable operation at 15,000 psi.
- Adapters for BSP, Type M, metric, and medium-pressure connections.
- An upgraded and expanded selection of personal protective equipment.

The catalog is a useful reference for all Jetstream users. "Of course, our experts are always available to help customers select the right products," says Bullard.

Want a copy of the new catalog? You can download a copy on the "Literature" page of the Jetstream Web site ([www.waterblast.com](http://www.waterblast.com)). Or contact Lisa Astrello at 1-800-231-8192 or [lastrello@waterblast.com](mailto:lastrello@waterblast.com).



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