



HydroExcavation: the way of the future

HydroExcavation is as old as erosion: using water to move Earth. Today's HydroExcavation is safe and ecologically friendly and is fast becoming the most accepted method of excavation available to contractors and municipalities.

Some of the benefits of HydroExcavation:

- It is precision digging
- Requires less manpower
- Lower landscape reconstruction costs
- No unsightly piles of dirt that can runoff and clog sewer lines



HydroExcavation has a wide variety of applications:

- Exposing underground utilities
- Trenching
- Cold weather digging with heated water to cut through frozen ground easily and safely
- Mapping of underground utilities
- Remote digging where traditional equipment cannot fit

Ring-O-Matic's 50 year commitment to quality and reliability is just one reason **Key Equipment & Supply Co.** represents the company.

The City of Warrenton recently added a trailer mounted 500 gallon Ring-O-Matic HydroExcavation unit to their fleet. They needed a second Hydro machine to focus on potholing, sign-posting, cleaning out valve boxes, and to reduce the need for use of the backhoe.



Customers demoing a Ring-O-Matic

Contact your Territory Manager for more information on Ring-O-Matic

Welcome New Employee

We are proud to introduce the newest member of our team; Rick Deppen. Rick will be working with our St. Louis based Parts Department in direct customer sales. In addition, Rick will be responsible for service work on sewer cameras. Rick comes with a strong background in installation and maintenance of high speed data, video and telephone networks. He has held progressively responsible positions in service, training and sales.



Rick Can be reached at 314-616-8056

Get your Vactor ready for spring

Springtime is the time to get back into the swing of things. The snow is finally thawing and spring rains are coming. It is time to get your Vactor combination machine ready for spring jetting and vacuuming. Here are 5 easy steps to help you get your machine in tip top operating shape:

- Completely roll off all of the hose and check, repair, replace any defects
- Make sure the high pressure water gauges are functioning properly
- Remove and inspect all of the nozzles thoroughly
- Remove inspection doors/plugs and inspect vacuum van if equipped
- Inspect all vacuum tubes, boom, and seals

Please contact our team of professionals should you wish to schedule a complimentary comprehensive unit inspection.



Now through April 30 receive 10% off all "wearables"

Contact your Parts & Service Manager for more information.

The Equalizer

There has been relatively little change in the sewer cleaning process in the last 40 years. Trying to avoid blown toilets has resulted in using decreased flow, decreased pressure, or both, resulting in ineffectual cleanings of the lines.

Until now. KEG nozzles has designed an "Equalizer." A nozzle that forms an inverted umbrella of water on the front end of the nozzle to prevent air from getting past it to the debris field and compressing. The radical angle of the forward jets provides a very aggressive cleaning pattern so that any cleaning is not sacrificed in the process of not blowing toilets. More cleaning, less fuel and water, no cleanup.



Schedule a demo with your Territory Manager today.



Pumper Show Recap

The Pumper Show is the largest annual tradeshow for environmental service professionals. It was held February 25-28, 2013 in Indianapolis, IN. **Key Equipment & Supply Co.** chartered a bus to take the sales team and customers to the event. This was a great opportunity to further relationships and share ideas.



The group took advantage of the many educational opportunities by participating in classes such as: HydroExcavation-the non-destructive solution and Social Media and web based promotion. With over 500 exhibitors at the tradeshow, it can become overwhelming to identify stand out products; however, without a doubt, there was one such exhibitor at this year's show:

Envirosight debuted 4 new innovative products at this show. The JetScan, the Rover X desktop command center, the Rover RX400, and the QV with LED lighting.



JetScan: a digital jetter camera. A quick, easy way to see what you are jetting. Whether you need to identify a blockage, determine which tool to use, or see what you are up against. JetScan is

your go to camera.

Rover X desktop command center is THE controller for all of the Rover family components so upgrading your capability has never been easier. The desktop command center puts every function at your fingertips so you can inspect with maximum productivity all from the comfort of your vehicle's control studio. With features like tiltable scan, full QWERTY keyboard for easy data entry with joysticks and thumbnails for



precision control.

Rover RX400: A new Rover designed with brute force to battle high flows, deep mud, and big obstacles. Rover RX 400 can inspect pipe from 8"-10'.



QV with LED: Standard and Haloptic versions of the QuickView are now available with an LED illumination option. For short- to mid-range work, this offers enhanced performance, durability and control with a greatly enhanced battery life.

Contact you Territory Manager to schedule a demo!

Training Days

The St. Louis and Kansas City Parts and Service groups recently spent 4 days in training at FS Depot. FS Depot is the parts and service platform used by both Elgin and Vactor. They toured the Elgin and Vactor Factories, and had classes on Inventory Management, Service, and Parts, as well as the new Electronic Parts Catalog. It was a great team

building
experience
for all!



Jim Bone, Northern Illinois Territory Manager for **Key Equipment & Supply Co.** led a class on pipeline cleaning and inspection at the Environmental Training Resource Center on the campus of SIUE. The ERTC provides certification to water and wastewater professionals. Nice job Jim for lending your expertise.



Top 5 Envirosight Dealer Nationwide

Key Equipment & Supply Co. was recently recognized as being a Top 5 Envirosight Dealer Nationwide.

Steve Hyink, President of **Key Equipment** has this to say about the award, "We are very proud to have been awarded a Top 5 dealer sales award from Envirosight for 2012. There are 30 top notch distributors across North America. We have been very focused on promoting and demonstrating the Envirosight push camera, QuickView pole camera and RoverX crawler camera. We plan to be back in the Top 5 in 2013!"



Ed Stallons from the St. Louis branch and Richey Kirkpatrick from the Oklahoma branch were both also recognized for their dedication to finding innovative solutions to their customer's sewer inspection needs.

Congratulations to the **Key Equipment** team !