



Summer  
2013



### City of St. Louis Gets Creative

**Key Equipment & Supply Co.** is working with the City of St. Louis to raise awareness of its Public Works Department. The Street Department has used creative graphics for a while, and now the Refuse Department is following suit. Most of their refuse trucks are from the Labrie Environment Group. **Key Equipment** recently delivered 4 more Sprinter models with Patriotic, Billikens, and Blues graphics to the Refuse Department.



### Sales Meeting

June saw the entire **Key Equipment & Supply Co.** sales force come together for a 3 day sales meeting event. The days were filled with training, brainstorming, and team building activities. With an outside sales team as geographically spread as ours, it is good to come together to share information, stories, and camaraderie.



Training was provided by factory reps from Elgin/Vactor with a focus on the impact of new emissions regulations on equipment availability and by Envirosight on the new JetScan skid mounted video pipeline inspection technology.

### Deffenbaugh Industries Selects Leach

If you were the largest refuse hauler in Nebraska, Kansas and Missouri and you wanted to improve productivity, increase payload and optimize equipment you already have what would you do? You would buy a Leach 2RIII body and have **Key Equipment** mount it for you on your existing chassis.



That is exactly what Bob Benoit, Fleet Maintenance Manager for Deffenbaugh Industries, did. He purchased the high compaction Leach 2RIII and asked **Key Equipment & Supply Co.** to remove the existing trough loaders and mount the 2RIII's to his existing chassis. The benefit: an immediate increase in productivity and reliability.

### SmartCover.....Smart Choice

#### City of Decatur gets an eye on Flow with SmartCover

The City of Decatur, Illinois recently installed Hadronex's SmartCover to monitor flow conditions within their collection system. Storm and Sanitary Engineer Mary Cave said the SmartCover provides real time flow level monitoring with alarm notification, two parameters they were looking for. The City has been pleased with the results to date. Initially, the City wanted to monitor grease build up in a collector in a remote area near a large apartment complex to optimize their cleaning regimen and to monitor surcharging lines in another area of the City. The SmartCover is portable and relocatable allowing the City to do this monitoring and the City plans to use this feature to help identify and mitigate Inflow & Infiltration in other areas.



Hadronex complimented Mary Cave and the City on the thoroughness of the information provided for the set up and web based map interface. The sensors are set based on the information we receive and the City did an excellent job of providing accurate information.

The SmartCover is user friendly, simple to maintain, and manufactured in the USA. They are designed and purpose built for the most extreme environments and can communicate from anywhere on earth. SmartCover is wireless, self-contained, attaches to existing manhole covers, has two way communication utilizing satellites, has its own power supply and is relocatable. SmartCover provides instant alarming for water level and intrusion, and alerts for system maintenance. Alarms are sent to mobile phones, pagers and emails. Real time and historical data is available on the Hadronex secure website as well as maintenance logs. Data can be exported for further analysis or used to create charts and/or graphs. In addition, multiple locations can be displayed on a single graph.





### Time to plan for Fall!

When it's hot outside it is difficult to believe that before we know it, fall will be here and with it we will see an overabundance of leaves coming down. Now is the time to plan for that occurrence and get your leaf vac's ready! Check your intake and discharge hoses, clutch adjustment, trailer bearings, and battery, or have **Key Equipment & Supply Co.** service your machinery for you.



**Key Equipment & Supply Co.** service your machinery for you.

**Call your Parts & Service Manager today!**

### Dealer Awards

**Key Equipment & Supply Co.** recently received the following awards at the Annual Elgin/Vactor Dealer Meeting:

- 2012 Central Region Dealer of the Year



- Appreciation Award for the NASCAR Track Sweeper Program
- 50 years in Business Award



**Congratulations to everyone for their hard work and dedication!**

### Fast Fact:

Did you know high-pressure sewer hose has three layers? The inner thermoplastic tube contains the water, the middle braided layer gives the hose strength and the outside ether-based polyurethane cover acts as a wear resistant. If you see ANY damage in the outside layer that exposes the inner braided layer, that area should be removed and/or new hose installed. **Key Equipment & Supply Co.** will be happy to perform these inspections and repairs for you. **Contact your Parts & Service Manager for more information.**



### A NEW Elgin Work Horse

Looking for a maneuverable, powerful, compact mechanical sweeper? The Broom Badger from the Elgin Sweeper Company is the work horse you've been waiting for! Especially convenient for small streets with tight turning radius', the Broom Badger is a dual engine mechanical sweeper with all of the power of a full size sweeper. And the best part? The Broom Badger does not require a CDL license to operate!

**NEW**



The Broom Badger is perfect for all applications from parking lots to small municipalities to highway contractors needing reliable, powerful cleaning without a full-size

sweeper.

Elgin Sweeper Co. 99 years of innovation  
**Contact your Territory Manager today!**

### JETSCAN:

#### No cleaning truck should be without one

The new Jetscan from Envirosight is a sled mounted camera system that attaches to any jetter machine and allows crews to see inside pipe and locate blockages, determine what tools are needed to clear blockages, and check effectiveness of cleaning with immediate viewing of camera footage.



Key features of the new Jetscan:

- Nozzle mounted camera attaches to any jetter
- Captures video on removable 32G SDHC memory card
- Video is immediately viewable on any tablet
- 8-24" pipe dimension ability
- Quick and easy set up

Envirosight will be rolling out this new camera just in time for fall, **so be sure to contact your Territory Manager to schedule a demo!**

