## Spring 2017

1

1

2

2

3

4

4

4

5

6

7

### **INSIDE**:

Customer Testimonial
Vac-Con Territory Expands
New & Demo Trucks
Trucks On Order
Used Trucks
Used Trucks
2016 Year of Fine-Tuning
Featured Employee
New & Used Equipment
New & Used Equipment
Tradeshows
SWS Events
History of IBAK

# City of SeaTac Happy with SWS & IBAK

IBAK is the largest manufacturer of sewer inspection equipment, improving technology world-wide. Their products consist of modular TV inspection systems with features that are unique in terms of function and technology. Their variety of products range from miniature electronic circuit boards, housing machined from solid materials for camera systems, equipment for pipe cleaning and leak testing, special lens systems of their own

design and complex software for data analysis.



SWS has been a vendor of IBAK for the last four years. The City of SeaTac became a customer of SWS in 2016 when they started researching a solution for their sewer needs. The city is approximately 10 square miles located halfway between the cities of Seattle and Tacoma with a population of approximately 25,000 people. The city is responsible for maintenance, repair and replacement of storm water assets such as pipe, culverts, catch basins and manholes. Their existing infrastructure was aging and certain areas

ESYS

were already beyond designed life expectancy. The city wanted to transition from being reactive and repairing failing infrastructure to proactive and inspecting assets and scheduling repairs more economically. They were looking for a vendor that could provide assistance in purchasing the right equipment and then back it up with excellent customer service. Cost was a key factor in their decision process but they considered other factors as well. One important factor was finding a vendor who could provide training and support locally.

When asked why SWS and IBAK were their eventual choice, the city replied, "SWS has provided excellent customer service and support during the whole process of purchasing and implementing our new equipment. SWS has provided very in-depth, comprehensive training and has been very responsive when we had questions. I

would not hesitate to contact them for any of our inspection equipment needs".



When asking the city about their sales rep, they replied, "James Long has been a great sales representative. He has either handled any issues we might have had in a very timely and professional manner or put us in contact with those who could".

SWS and IBAK, working together with the City of SeaTac, have made this a positive experience for all concerned.

## **Vac-Con Territory Expands**

## SWS is proud to announce our territory for the Vac-Con line has expanded into northern Idaho and Northwestern Montana.

Located in Green Cove Springs, Florida, Vac-Con manufactures trucks for the sewer industry including combination machines, industrial vacuum loaders, hydro-excavators and hot shot jet rodders for the public and private markets worldwide. Vac-Con has been in business since 1986 and has manufactured over 7000 custom built, truck-mounted machines. They are known for having the highest quality vacuum trucks.





In 2008 SWS became a distributor of Vac-Con trucks.

Over the years we have created a great deal of awareness in the Northwest for the Vac-Con line. Customers have been thrilled with the operation and durability of the Vac- Con units. We are very excited for the opportunity to expand our Vac-Con success throughout the Northwest.



New & Demo Trucks On Order

2017 Volvo w/ AA24-200 Endless Chain Hoist - SWS160209 2017 Pete 567 w/ AA24-200 Endless Chain Hoist - SWS160210 2017 Pete 567 w/ AA24-200 Endless Chain Hoist - SWS170001 2017 Pete 337 w/ Stellar ECCR - SWS160206 2017 Pete 320 w/ Wittke Starlight 40yd Front loader (SWS-T) - SWS160201 2017 Pete 320 w/ Wittke Starlight 40yd Front loader (SWS-S) - SWS160202 2017 Pete ??? w/ Petersen TL-3 Lightning Loader - SWS160208





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### 2000 Volvo w/ McNeilus WXLL64



Used 25 Yard Rear loader equipped with Cummins 280HP engine, Automatic transmission, 73,020 GVWR and more. #160064



Used 12 Yard Side loader equipped with a 3116 CAT engine, Allison transmission, Dual Perkins car tippers and more. #140066

#### 1988 Volvo w/ Leach 2RII



Used 25 Yard Rear loader equipped with a Detroit engine, Allison transmission, Drum winch, Container dump bar, Full eject and more. #6578

#### 1988 Peterbilt 320 w/ Heil Formula 7000



Used 20Yard Automated Side Loader equipped with a Cummins L10 engine, Allison MT654 transmission, 41,200 GVWR and more. #160130

## **2016 A Year of Fine-Tuning**

2016 was an exciting year of growth and fine tuning. SWS reflects on what the past year has brought us and taught us, as well as everything that made us grateful. We realize we couldn't have done it without our customers who continue to stay loyal to us, and our many new customers who we look forward to serving for years to come. The success of our company is built on the efforts of our employees who put their hearts into their work in order to make our customers' experience the best. This past year



has been full of opportunities and new growth, a few examples, our expansion into Oregon; the escalation of our service capabilities throughout the Northwest; and the increasd development of our parts department. We would like to say thank you to our customers, employees and vendors for their dedication to SWS. We are truly grateful for the opportunity to work with each of you.

## **Featured Employee - Travis Mason**



Travis Mason has been with SWS for two years. He is a compactor technician at our Tacoma location. He comes to SWS with over 13 years' experience in climbing in and out of compactors and balers to make sure they are running perfectly. Because he enjoys the troubleshooting part

of his job, we always know Travis will get the job done. Travis came from a military family so has experienced living in many parts of the US. This is probably why he loves to travel whenever he gets the chance. Travis has been living in the Tacoma area for 13 years. During his spare time, Travis likes to hang out with his son and watch movies. SWS is fortunate to have such a dedicated, hardworking person on our team. When we asked Travis what he likes

about SWS, he replied "literally the best place I've worked because of the people being nice and helpful. SWS is like my second family".



# New & Used Equipment

### **New Balers**

Marathon V6030HD w/ Options (6 Available) Marathon V6030HD (1 Available)

### New Compactor - Stationary

Marathon RJ250HT Self-Contained 30 Yard #160169

### Used Compactor - Stationary

Used Cram-A-lot 2 Yard #140054 Used Cram-A-Lot 2 Yard #140067 Used 2 Yard #140073 Used Marathon TC220 #140126 Used Marathon TC225 #150005 Used Galbreath Stationary #150011 Used Marathon TC225 #150048 Used Quality Products #150006 Used Marathon TC2HD #140088 Used Marathon TC2 HD #150155 Used Galbreath PF6055 2.5 Yard #150160 Used Marathon TC-2HD #160019 Used Marathon TC-2HD #160020 Used Marathon TC-2HD #160023 Used Galbreath PF 6040 Packer Head #160054 Used Marathon TC<sub>3</sub>HD #150025 Used Marathon VIP6 #150079 Used Marathon VIP6 #150080 Used Marathon VIP6 #150081 Used Marathon VIP3 #160005 Used Marathon RJ1835 #160082 Used Marathon TC<sub>3</sub> #160084 Used Marathon VIP6 #160088 Used Marathon TC225 #160119 Used Cramalot Apt Compactor #160127 Used Marathon RJ225 #140129 Used Marathon RJ225HD #160163 Used Global JM160 #160176 Used Marathon TC220HDHF #170013





### **Used Balers**

Used Piqua Vertical Baler #140049 Used Piqua Vertical Baler #150053 Used WasteQuip Baler #150068 Used Kilkom 220 48" Baler #6810 Used WasteQuip Baler #150070 Used GPI M42BC Baler #150074 Used Galbreath VB2200 HD 60" Baler #150157 Used Marathon SE Baler #160021 Used Excel Below Ground Conveyor #140060 Used EX62 Horizontal Baler #140111 Used Marathon V4830 Vertical Baler #160093 Used GPI Harmony Baler #160137 Used Cramalot 72-DH-LU Baler #160191

### Used Compactor - Self Contained

Used Global E32 20 Yard HT #140006 Used Marathon RJ88SC 24 Yard #140010 Used Kilkom LP48 HT #140027 Used Summit SC2244 10 Yard #140030 Used Marathon MPT 6 Yard #140139 Used Marathon MPT<sub>4</sub> FL #150051 Used Marathon JP-16ROSC #150059 Used Kilkom A2/2008 20 Yard #140106 Used Marathon MPT 4 Yard FL #140128 Used Marathon MPT 4 Yard FL #150117 Used Marathon MPT 4 Yard FL #150130 Used Marathon MPT 4 Yard FL #150138 Used RJ140SC 20 Yard #150168 Used Marathon MPT 5 Yard FL #160018 Used Marathon RJ250HT 20 Yard #160080 Used Summit SC4060 25 Yard #160081 Used K-Pac #160089 Used Marathon MPT 4 Yard #160095 Used Summit25 Yard #160100 Used Marathon RJ250 30 Yard #160114 Used Marathon RJ100SC #160180 Used Kilkom LP60 25 Yd w/ 2 Yd Dumper #160205 Used WasteQuip WQ265X #170002 Used Kilkom LP60 20 Yard #170003 Used KPac 25 Yard #170026

# New & Used Equipment



Used 30 Yard Octagonal Container #140011 Used 30 Yard Octagonal Container #140012 Used 25 Yard Octagonal Container #140053 Used 30 Yard Octagonal Container #140110 Used 30 Yard Octagonal Container #150019 Used Marathon 30 Yard Octagonal Container #160026 Used 30 Yard Octagonal Container #160030 Used 40 Yard Octagonal Container #160040 Used Galbreath 33 Octagonal Container #160055 Used 30 Yard Octagonal Container #160067 Used 2 Yard Capital MiniMac Container #160083 Used 2 Yard Tow Carts #160132 Used REM 40 Yard Container #160145 Used 30 Yard Octagonal Container #160164 Used 40 Yard Octagonal Container #160175 Used 40 Yard Octagonal Container #170014



Used Bale Cart for stockroom baler #MBVCART Used Sonozaire 115A #5657 Used Marathon Ground-level Cart Dumper #6502 Used Marathon Integral Cart Dumper #6652 Used Complete Cascon Hoist (Hoist Only) #6748 Used Marathon Power Unit 3 Phase, 3 HP, 208 VAC #6751 Used 2 Yard Stationary Ground Mount Cart Tipper #140040 Used 2 Yard Stationary Ground Mount Cart Tipper #140039 Used Capital Tow Carts (Qty 13) #140137 Used Perkins Universal Tap in Kit #150045 Used Galbreath Dumper #140091 Used Cart Dumper (Custom Fabrication) #150063 Used REM TRC 18 48" Wide Above Ground Conveyor #150061 Used Mega Special Cart Dumper 68/95 Gallon #150109 Used Perkins Universal Tap in Kit #140117 Used Power Unit (Off Marathon RJ250SC) #160041 Used 2 Yard Packer Head #160039 Used Marathon Tipper #160056 Used Bridgestone 11R-22.5 RETREAD Tires (Qty 7) #160059 Used Galbreath 10HP Power Unit #160017 Used Marathon Power Unit #160076 Used Marathon Power Unit #160085 Used Galbreath Power Unit #160152 Used Marathon Power Unit w/ Dumper Controls #160153 Used Marathon Power Unit #160154 Used Marathon Power Unit w/ Dumper #160155 Used Nedland Power Unit #160156 Used Galbreath Power Unit #160157 Used Marathon 10 HP Power Unit #160099 Used Marathon RJ88 Power Unit #160162 Used Marathon 10 HP Power Unit #160168 Used Marathon 5HP Power Unit #160170 Used Marathon 5HP Power Unit #160173 Used Waste Caddy Heavy Duty #160179 Used 5HP Power Unit #170018 Used 5HP Power Unit #170027 Used Marathon Power Unit from RJ88 #150058 Used Galbreath Power Unit #150115 Used Galbreath Power Unit #150116 Used Marathon Power Unit from MPT<sub>4</sub> #160006 Used Marathon Power Unit from RJ250 #160046 Used Marathon Power Unit from RJ250 #160080 Used Galbreath 10HP Power Unit #160096 Used Cramalot Power Unit #160102 Used Marathon 10HP Power Unit #160109 Used Galbreath Power Unit #160140 Used Galbreath Power Unit #160141 Used Power Unit #160177



## **Upcoming Tradeshows**

Washington Operator Workshop - March 20 - 22, 2017 - Spokane, WA APWA Oregon Street Maintenance & Collection - March 28 - 30, 2017 - Redmond, OR APWA Oregon Chapter Spring Conference - April 11 - 12, 2017 - Seaside, OR APWA WA Chapter Spring Conference - April 25 - 28, 2017 - Tacoma, WA SWANA - April 25 - 27, 2017 - Tulip,WA MSWC - May 11 - 12, 2017 - Big Sky, MT

Idaho Water & Wastewater Operator Conference - May 21 - 24, 2017 - Moscow, ID



## What's Happening at SWS?

















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Take a look at our newly designed website: www.solidwastesystems.com





For more than 60 years, customers all over the world have benefited from IBAK products. The first sewer camera was invented by IBAK in 1957 in Germany. Since then they have been the leading innovator of sewer camera technology.

To create a product that is durable and easy

to maintain, all of IBAK's tractor bodies start from a solid piece of brass, carved to the shape needed. Over 85% of each product is manufactured from parts build inhouse. This gives IBAK an advantage over competitors. They have the in-house capabilities to monitor their products for quality and durability. IBAK offers a 10-year spare parts guarantee so you never have to worry about finding a part for your IBAK system. They are ahead of the market with their technology and function. IBAK makes it possible to be proactive when maintaining your sewers and pipes.

SWS has fully loaded IBAK vans available to demonstrate. Contact us for more information. Call 1-800-892-7831 or email at info@solidwastesystems.com







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