

NewsBlast

StoneAge, Inc. P.O. Box 2907, Durango, CO 81302; Phone: (970) 259-2869; Fax: (970) 259-2868; www.stoneagetools.com

Oct. 2004

NEW Introducing BJV-H9 40 Kpsi

Introduced in 1986, the **BJV 2D** Self-Rotating Nozzle family keeps growing to meet the needs of today's waterblast contractors. Whether the reason is epoxy linings, hard deposits, or simply a need to conserve water; the BJV-H9 is ready to go to work at pressures up to 40,000 psi. It is available with or without extension nipples. All the popular **BJ Centralizers** are available with 40 Kpsi ratings as well.

BJV-H9 with Head and Sapphire Nozzle Tips



BJV-H9 with Head, Pulling Ring, Extension Nipples, and Sapphire Nozzle Tips



NEW

Warthog Website sewernozzles.com

Our new site presents the whole story on sewer jetting. See videos of the tools in action, success stories from proud users, understand the reasons why the Warthog is the most powerful sewer nozzle available. Download parts lists, assembly drawings, and operating manuals direct from the worldwide web. E-mail your questions or other inquiries to the StoneAge engineering department for a prompt answer. Request a quote, or find a local distributor. Or submit your own success story on-line!

A screenshot of the Warthog website. The page features a navigation menu with links for Home, Reference Center, Tool Index, Video Gallery, and Service & Support. The main content area displays a list of models: Model WG-1 (50 to 80 gpm), Model WH-1/2, 3/4 (10-40 gpm), Model WS-1/2 (8 to 20 gpm), and Model WT-3/8 (5 to 12 gpm). A large image shows a Warthog WH-1/2 or WH-3/4 nozzle in a pipe. Text below the image specifies: 6" to 18" Lines, 8,000 psi MAWP, 10 to 40 gpm. On the right, a section titled "Warthog" lists seven reasons why it is the best sewer cleaning tool in the business: Patented controlled rotation, Fewer jets = more powerful jets, 15° Angled penetrating jet, StoneAge Attack Tips, Durability and easy maintenance, Rotating back jets cut and flush, and Pump Adaptability. The footer includes Home, Reference Center, Tool Index, Contact Us, Video Gallery, and Service & Support.

New Gearbox for Lancing Systems

BRLM 300 Lancing Rail

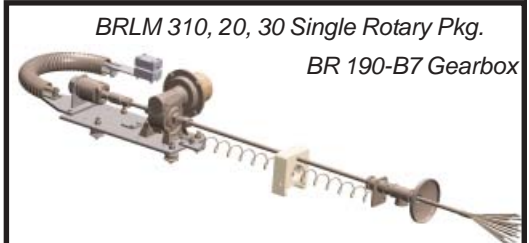
BR 170-B18 Gearbox



Due to supply problems we have changed manufacturer of gearboxes used for BRLM 300 Lancing Rails and Single Rotary Packages. The new models are both available and reliable. Original design replacement gearboxes are no longer available, but it's easy to fit the new ones. Some mounting holes need to be drilled. Call us for details.

BRLM 310, 20, 30 Single Rotary Pkg.

BR 190-B7 Gearbox



Warthog™ In Arizona

Darren Cook, Ancon Services, Phoenix, AZ says he's found the "Warthog™" to be the very best rotating nozzle on the market today, due to its controlled rotation, low down time, and ease of maintenance. From the single pass cleaning capability of the rotating head, polishing grease lines, to the root cutting abilities, the municipalities we are contracted with prefer the Warthog™ to other nozzles. We have used the Warthog™ not only for sanitary sewers, but to remove rock and debris, and even lime scale from process lines in Arizona's copper mining industry."

Ancon Services bought the Warthog™ from Larry Foster at Arizona Wastewater Industries, phone 623-764-1085.

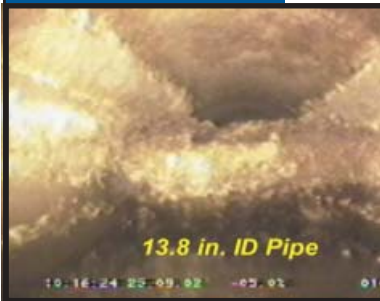


Darren Cook and Bill Dingee, Ancon Services

Warthog™ In Italy

StoneAge distributor Nuova ConTec, located just north of Venice, has sold Warthogs™ since 1999. Thanks to their understanding of waterjet power, Nuova ConTec customers in Italy, Slovenia, Croatia, Serbia, Montenegro, Hungary, Romania, and the Czech Republic all are benefitting from the Warthog™. We appreciate their success stories about root cutting, grease removal and hard scale removal. The photos are taken from videotapes that you can see on the new Warthog™ website - www.sewernozzles.com.

Danny Considine at Nuova ConTec can be reached by phone at 39-0427-799505, or by e-mail at danny@nuovacontec.com.



Grease removal from 13.8" line



Mineral scale removal



Root cutting



nuovaConTec www.nuovacontec.com

Ugelli TELECABRE ACCESSORI ATTUATORI RASARIMENTO

CATEGORIA **WARTHOG (ROTAZIONE CONTROLLATA)**

Logos Carvello

UGELLI ROTANTI A GETTO FRONTALE

Gli ugelli della serie Warthog garantiscono il massimo rendimento di pulizia. Grazie al getto frontale rotante su tutta la parete del tubo sono estremamente efficaci per la rimozione di grasso, radici, sabbie, sedimenti e detriti in genere.

	CODICE	Pressione massima (bar)	Attacco	Diametro di lavoro (mm)
Selezione	75000.53	275	3/8"	75-325
Selezione	75000.50	275	1/2"	100-210
Selezione	75000.55	550	3/4"	150-450
Selezione	75000.60	300	1"	400-900

Be sure to visit www.sewernozzles.com for videos of Warthogs in action, as well as links to local distributors' websites, like Nuova ConTec's - www.nuovacontec.com.



Factory Repairs at StoneAge

Even though many customers repair their own waterjet tools, repair services are available at our factory. Our first step is to disassemble the tool completely and inspect each part. We've learned to replace parts if there is any doubt about their longevity. If there are any obsolete parts in the tool, they are replaced with current design. Finally the tool is tested for leakage and functionality just like a new one, before being shipped back. Pricing is based on whatever parts are replaced, plus \$ 45/hour labor. Since our repair procedure is the same for every tool, labor runs about 1-1/2 hours for 2D tools, and 4-1/2 hours for 3D nozzles.

It's not necessary to call us before sending a tool for repair. But be sure to insert a business card or note so we know who to call about the repair. In almost all cases, customers ask us to call with a firm quote for the repair before proceeding. So we need contact info to do that. How fast it is returned depends on how quickly the repair is authorized, and how much you're willing to pay UPS to hurry the delivery.

There are a few pitfalls to avoid with repairs. Don't send us tools manufactured by anyone besides StoneAge. Don't send them to anybody's attention because if they are out of the office when it arrives, no repairs will get started until they get back. Just ship them to StoneAge, Inc. - Attention Repairs, 54 Girard Street, Durango, CO 81303.



Jeff DeCelles receives repairs with morning shipments



Jim Wancura rebuilds a Hurricane 3D



New parts - Looks like new - works like new

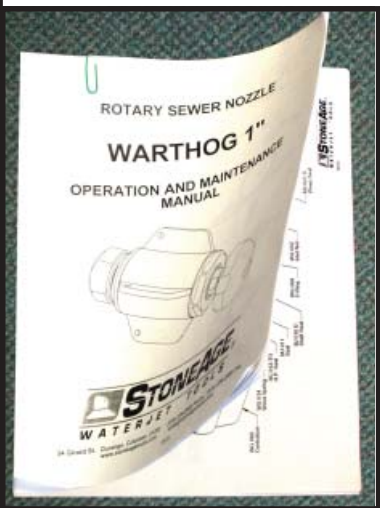


Billy Schultheiss prepares customer's quote

Op Manuals by E-Mail, CD, Etc.

All StoneAge tools eventually need maintenance parts, new seals, or jets. With the right Operator's Manual, it's easy to figure out what to do, what parts to buy, and how to go about the repair. Even though we send a manual with every new tool, contractors often can't find the document when they need it.

That's one reason we send the manuals on CD, so that the document can be saved on the computer at the contractor's office, and printed out whenever needed, as often as needed. We frequently are asked to FAX sections of manuals, or send paper copies. We can also e-mail the Op Manuals, which is quick, more reliable than FAX, and growing more popular every day. It's easy and quick for our salesperson to send the manual by e-mail, and it's there by the time the customer hangs up the phone! Most of these are 300 to 700 Kbytes. But a few are bigger, like Lancing Systems at 2.5 MB. So if you use a dial-up modem, you might ask for just certain sections of the manuals to reduce file size, and download time.



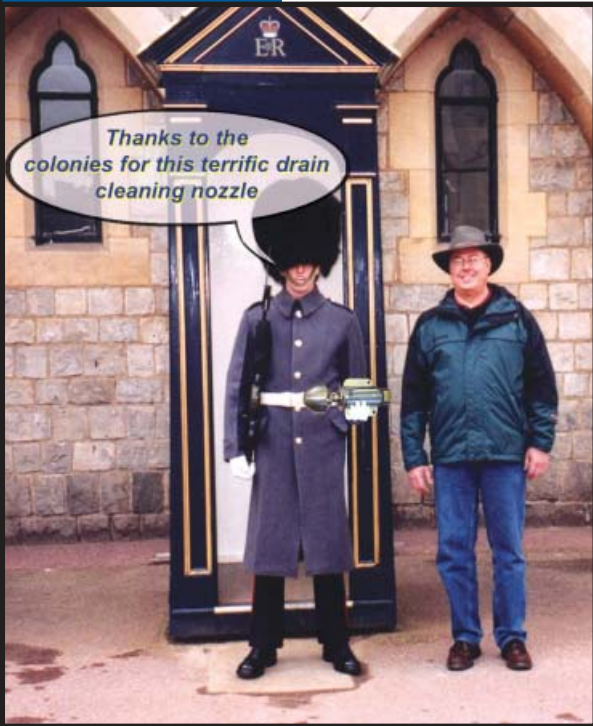
Warthog™ Cleans Impossible Drain for British Army

AquaPower, UK distributor for StoneAge tools, received a call at 5:00 pm on a Tuesday evening in June from a contractor in trouble! He was working on a Ministry of Defense site in the UK trying to clean a 6" drain from a boiler house. Nobody at the site remembered the drain ever being cleaned before, and it was reduced to about 3" diameter. The contractor had spent the last 2 days using all the tools he had, and thousands of gallons of water to try and unblock the drain to no avail.

AquaPower suggested the 3/4" **Warthog™** as the most powerful tool suitable for his 2,000 psi, 27 gpm jetting machine. AquaPower used the computer spreadsheet provided by StoneAge to calculate the size of the most efficient jets to fit the tool. The **Warthog™** was fitted with three **Attack Tips**, which are specifically designed by StoneAge to give the best jet quality with a flow straightener to correct power robbing turbulence that effects some jets. A 3/4" **Warthog™** was packed up and shipped out the same night for an early morning delivery to the contractor.

AquaPower received a phone call at lunchtime the next day from the contractor to say the job was done. The 34 meters of pipe were completely cleaned, right back to the clay walls after using only about 500 gallons of water. In fact the Ministry of Defense was so pleased with the results they paid the cost of the **Warthog™**. The contractor has been so pleased with the **Warthog™**, he added another to his fleet.

The **Warthog™** family of nozzles, from 3/8" to 1", are rapidly being recognized by contractors around the world as being one of the most powerful and effective tools for drain and sewer cleaning.



Mark House visits British defense ministry

Brenda Cundiff 20th Anniversary

Many customers know Brenda from handling orders, but she is really Human Resources and Financial Manager for StoneAge. She started her StoneAge career in 1984, drilling orifices, and has a wealth of experience in almost every function in the company. Thanks, Brenda!



Brenda Cundiff celebrates
20 years at StoneAge



The tool Brenda's holding in this mid-80's photo is the "Water Leg" a unique mining tool

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