

First let me start by saying "thank you" to ALL our customers. It has now been just over a year since we invested in what is now Owen Equipment. It seems like yesterday; however, like most things in life, time just flies by. The key is to make every day count and make improvements in everything we do to build a better tomorrow. I believe that our TEAM at Owen has been working hard these last thirteen months to make improvements to serve you a little better every day. We will always go above and beyond to make sure we resolve every issue that comes up. If you ever feel we have not treated you right and given you the service you deserve, I hope you will take the time to call me personally so we can resolve the issue and improve our process to avoid the problem in the future. Our Number One Goal remains the same: to EXCEED YOUR EXPECTATIONS, EVERY TIME!

So what's new at Owen Equipment? As you will see inside, we have added several new product lines to our expanding list of equipment available for sale and rent. When we look at new lines to represent, we follow several key decision-making factors. Is this a product our customer base can use? Is the product line the leader in their field (not necessarily the largest, but the BEST)? Does the manufacturer provide factory support at the level at which we expect to serve our customers? Is the company stable and do they have a strong history?

Many manufacturers have come to us asking us to represent their product lines; some companies would take products on simply to turn a quick dollar. My promise to our customers

is that when we introduce a new line you can rest assured we have done our homework. Your investment can be made with confidence that you are purchasing a top-of-the-line product and that Owen Equipment will there to back up the product with service and support for years to come.

We have in-stock demo units for most new products: feel free to call us to set up your no charge on-site demonstration for most everything we carry. We are not a company after the quick dollar since like most of you our TEAM has many years before retirement. All of our decisions are made with building long term relationships as the baseline.

We now have a rental fleet of new Vactors, Elgin Sweepers, Green Machines and PowerBoss. In the near future, we will be adding some US Jetting units as well. Since we started renting six months ago, our rental equipment inventory has grown to over \$2 million! When you call Owen you can count on getting new or almost new equipment, not someone else's ten year old trade-in. If you don't have room in your budget to purchase, and you need the machine now, NO PROBLEM, we can put together a Rental Purchase Option (RPO) program that will fit your budget today which will gain equity for you while you rent. Being a small company, we have flexible terms and conditions. We make all our decisions and have answers the same day! Our goal in the rental business is not to be one of the billion-dollar rental companies; rather, our focus is on offering the specialized products you need, serviced by factory-trained technicians providing the service and support you deserve.

We continue to invest in both our Oregon and Washington parts, service and supplies inventories, as well as in our TEAM with ongoing factory training. As our inventories grow, we focus every week on getting the right parts and supplies on our shelves. We will be working on this constantly to ensure we have the right parts and supplies when you need them.

Owen Equipment supports our states, counties and cities in which we do business. At times we may not be able to compete with the guy in his truck coming out of a different country to sell brushes, or with the company that has no local overhead in facilities or employees and that ships their product in from a different state thousands of miles away. However, you do have my word that we will do our best to compete for EVERY opportunity to serve you. You can also rest assured that when you invest with us your money is used in the local economy supporting your local and state governments, schools and our TEAM of local dedicated Owen employees. Everyone on our staff appreciates the opportunities you give us by choosing Owen Equipment and we will always do our best for you EVERY TIME!

Until next time, best wishes for a safe and great summer!

Thank you,  
Earl A Rose  
503-704-2151

PS. Just a quick update on Owen. He is now 16 months old finally started walking, has eight new teeth and personality plus!! For those of you that have kids, I am sure you all know what a joy they bring to life!



Call for a Free On-Site Demo!

Formerly  
**BEN-KO-MATIC**  
12831 NE Whitaker Way  
PO Box 30959  
Portland, OR 97294



### Owen Kent Has Moved

Come see our new location at 8721 S 218th Street in Kent. We're having an open house Thursday, September 6th - don't miss it!



### GET OUR NEWSLETTER BY EMAIL!

Sign up today and start receiving news and information tailored to your interests in street sweeping, sewer cleaning, parts and service or general company news.

We are collecting email addresses on a strictly opt-in basis and every email you receive will give you the opportunity to change your list preferences or to opt-out completely. To sign-up, simply visit our home page at [www.owenequipment.com](http://www.owenequipment.com), or send us an email with your details at [mailing@owenequipment.com](mailto:mailing@owenequipment.com)

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ENVIRONMENTAL SALES • SERVICE • SUPPLIES

**PORTLAND**  
(800) 992-3656  
(503) 255-9055  
Jim Brown - Equipment Sales  
Shaun Randall - Product Support  
Mike Silvey - Parts Desk  
Gary Sparkman - Service Manager  
Earl Rose - President

**KENT**  
(800) 422-2059  
(253) 852-5819  
Glenn Irwin - Equipment Sales  
Leon Haines - Parts Desk  
Kyle Clem - Service Manager

**SPOKANE**  
(509) 389-9529  
Derek Corbin - Equipment Sales



## Introducing Holder Tractors

Several patented technologies and features offer ultimate traction and maneuverability. A HOLDER tractor will get the job done, even on uneven terrain, and in adverse conditions.

The models offered provide the ideal choice that will best suit your needs. Whatever your preference, you will benefit from the superior design and unparalleled control and comfort that are HOLDER's legacy.

However, the attachments are what inspired Owen Equipment to bring on the Holder line... These attachments are what make it possible to have one main unit that will do nearly all of your regular maintenance tasks!

# HOLDER



## The New Elgin Pelican

In designing the new Pelican, Elgin focused heavily on improved operator comfort, visibility and ease of maintenance while maintaining machine durability and sweep performance.

**Sweep** – The brooms are now floated with the ground, maintaining consistent ground contact pressure as set in the cab at light, medium, heavy and maximum. This feature reduces the potential for broom coning and can prolong broom life depending upon sweep conditions (no more adjusting of chains or pin settings as brooms wear). Raise in reverse is now standard enabling the brooms to go right back to the previously set sweep position when the unit is propelled forward. A single sweep/transport switch is also standard.

**Convey** – The conveyor angle was maintained from the past Pelican design along with clearances in the tunnel. A new belt design with chevron angled cleats out at the edges reduce edge spill which can cause streaking. By increasing the height of the pipes, fine debris is conveyed into the hopper more efficiently. The new belt is also resistant to stretching but maintains the same puncture resistance as the old, reducing the frequency of adjustments required.

**Contain** – The hopper and water tank shapes changed enabling ground visibility at 7' in front of the machine compared to 13' for the old. These shape changes achieved a 220 gallon water tank capacity without the auxiliary water tank and the usable hopper capacity has increased to 3.3 cubic yd total.

**Transport** – The frame changed from uni-body to a welded tube and channel construction, fully sealing the cab and isolating it from the body. The cab is wider and is sound insulated. Air vents are ducted to vents arranged throughout the dash for a very effective mixing of the heated or A/C cooled air. Increased windshield area allows for an unobstructed, panoramic view for the operator. Simple, ergonomically positioned controls reduce operation complexity and allow the operator to sweep more efficiently. Automotive style gauges allow for a diagnostic interface with control systems. The park brake hand lever has been replaced by a finger operated knob for spring applied, hydraulically released parking brakes. Dual, opposing steer cylinders control the operation of a heavy duty sprung guide-wheel with a more robust axle, hubs and 10" wheels.

**Dump** – The bushings on the lift and dump arms are now Teflon impregnated, composite material that operate three times longer than the previous designs but never require grease. This allowed for reduction of lube points on the machine from 35 to 14. The crossover view mirrors raise with the hopper to reduce damage potential when dumping.

Owen Equipment has added the TRIPLE-L™ line to our family of products. These drop-deck trailers are the perfect solution for loading and hauling your smaller equipment.

## Save time and money versus ramp and tilt-bed systems

The TRIPLE-L™ trailers from JLG feature a Power Deck™ system that lowers completely to ground level. This eliminates the need to drive, pull, winch, or push your payload up or down a loading ramp. Equipment can be loaded onto the platform at ground level.

Demo units are coming soon to our Kent and Portland Locations. Until then, you can find more details on the web at [ownequipment.com](http://ownequipment.com) or give us a call for a free brochure.

# TRIPLE-L®



### The SAFEST Way to Load and Unload is at Ground Level!

- No driving or lifting payload up/down inclines
- No cumbersome ramp adjustments
- Efficient one-person operation
- Can accommodate multiple items
- No winches required



# OPEN HOUSE

**KENT**  
SEPT 6TH

**PORTLAND**  
SEPT 20TH

- Come to see our full demo fleet
- Attend nozzle and brush schools
- Have lunch on us.

More information will be available on our web site as the plans progress.

Be sure to sign up for our email newsletter so you don't miss a thing!

## Rentals

Our demo and rental fleet is now over \$2,000,000 and GROWING!

- Rental Purchase Options available (call for details)
- Long-term and short-term rentals
- All late model rental fleet!



# SUMMER SPECIALS

5% off all Shamrock Nozzle purchases on orders over \$500

**SHAMROCK**  
PIPE TOOLS, INC.®

# THE SOIL SURGEON

10% off on The Soil Surgeon

Call for a demo or see a video in the products section of our web site



Offers expire August 31st, 2007

## Service and Training Special for your Elgin and Vactor Equipment

We'll provide your operators and mechanics with SIX HOURS of ON-SITE training and service on your Elgin or Vactor unit, including:

- Basic maintenance and troubleshooting
- Training on safe and proper operation
- Flow testing on your Vactor unit

only **\$399<sup>00</sup>**

Bring your questions! Our highly trained and experienced Service Manager will give your staff the answers they need.

Call Gary Sparkman (Portland) - (503) 255-9055 or Kyle Clem (Kent) - (253) 852-5819

Offer expires September 30th, 2007

Travel charges will apply to locations outside 50 miles of our Kent or Portland Location.

## Get Ready for Fall Sweeping

Place your order for replacement brushes and brooms before SEPTEMBER 5th and

- Get FREE FREIGHT on all orders over \$1,000
- Get an ADDITIONAL 5% OFF on orders over \$2,500

All orders will be shipped by Sept. 21st, just in time for fall sweeping.

Your order must be received by Sept. 5th to be eligible for discounts! Call Now!

