

# Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

January 2008 www.pumper.com \$5.00 U.S.

## SPREADING the WORD

Michigan hauler  
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land application

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## On the Road Again

Texas pumper  
in it for  
long haul

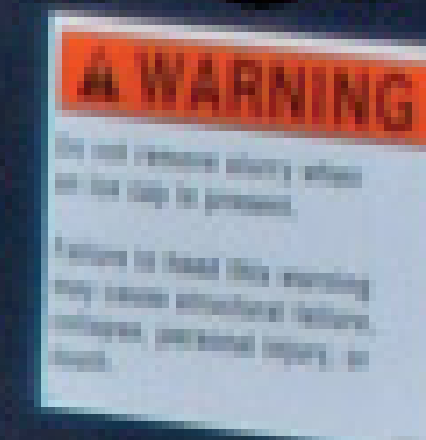
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look at industry's  
latest technology

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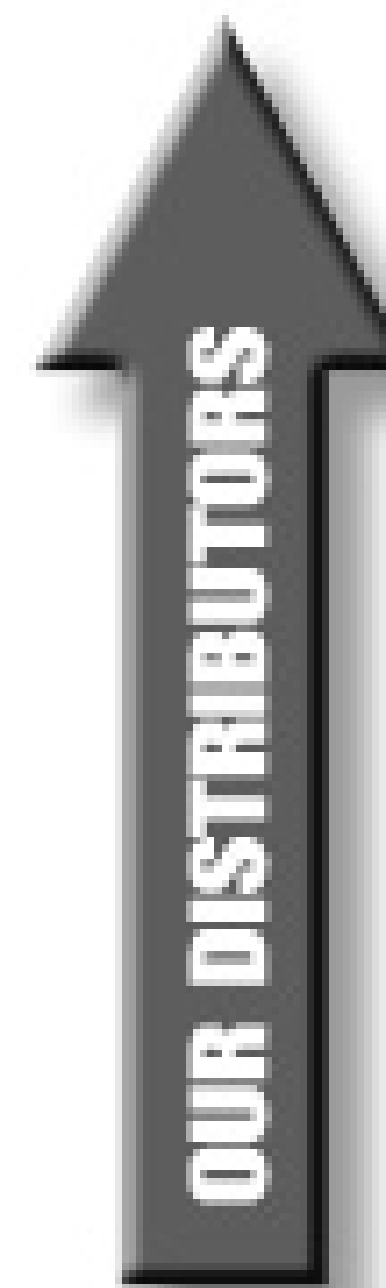


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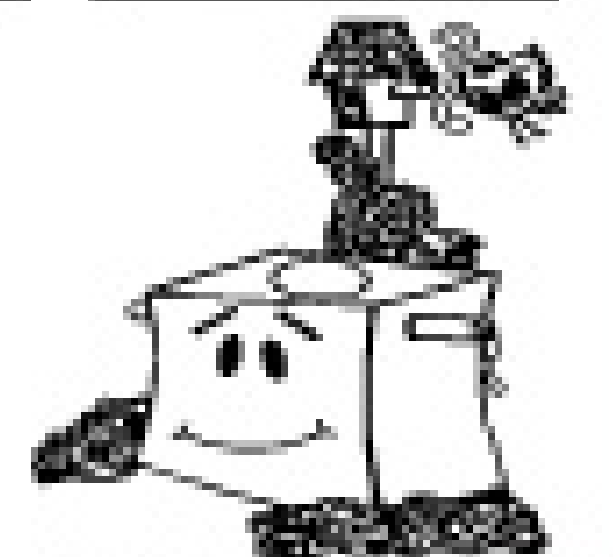
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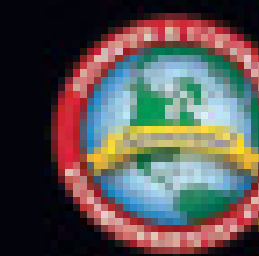
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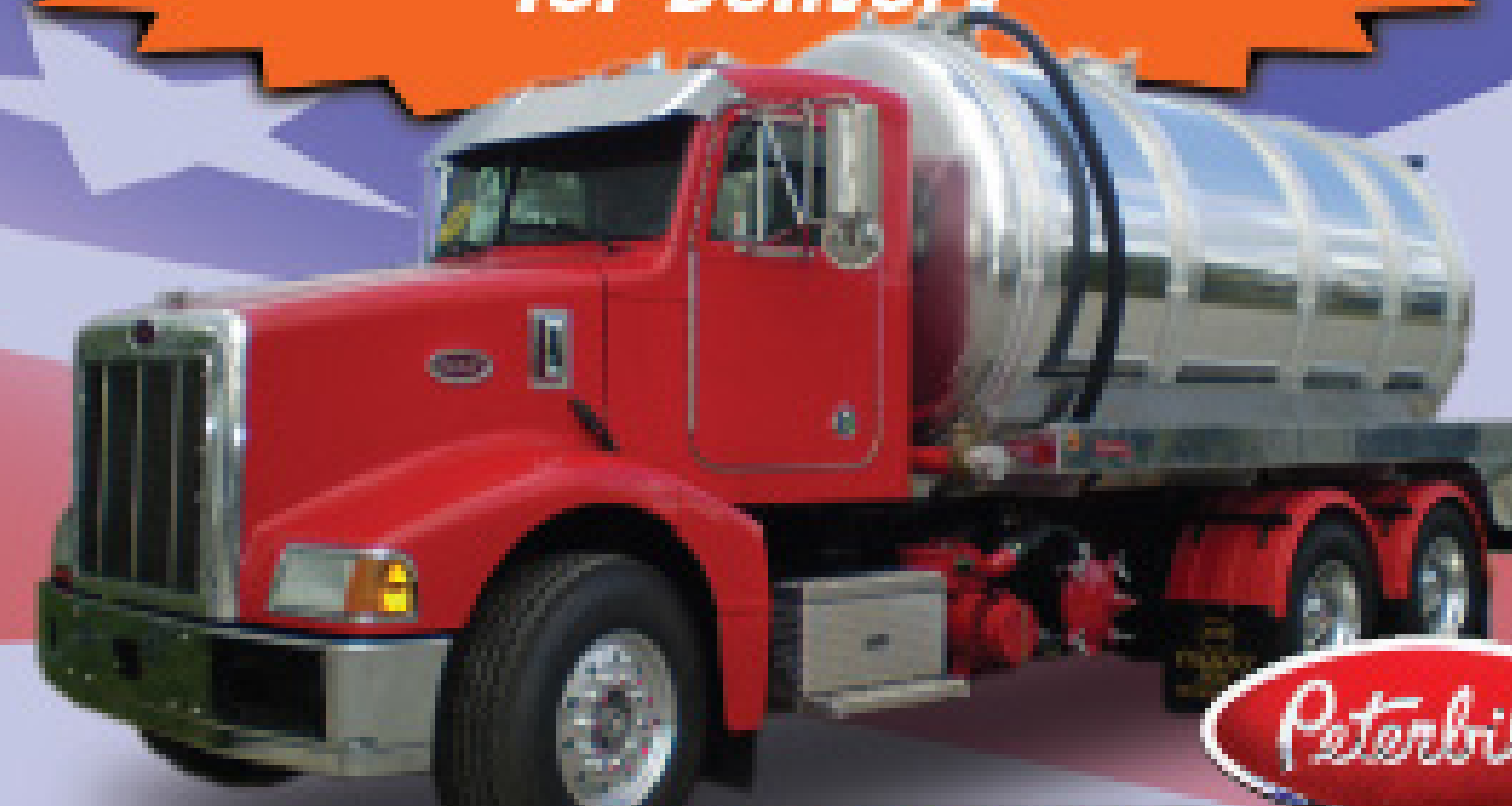
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## Coming in February

Special Issue: Pumper & Cleaner Environmental Expo Show Issue

- **Classy Truck of the Year:** Introducing the top truck from 2007
- **Contractor Profile:** Oregon couple lives their pumping dreams

# Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

[www.pumper.com](http://www.pumper.com)

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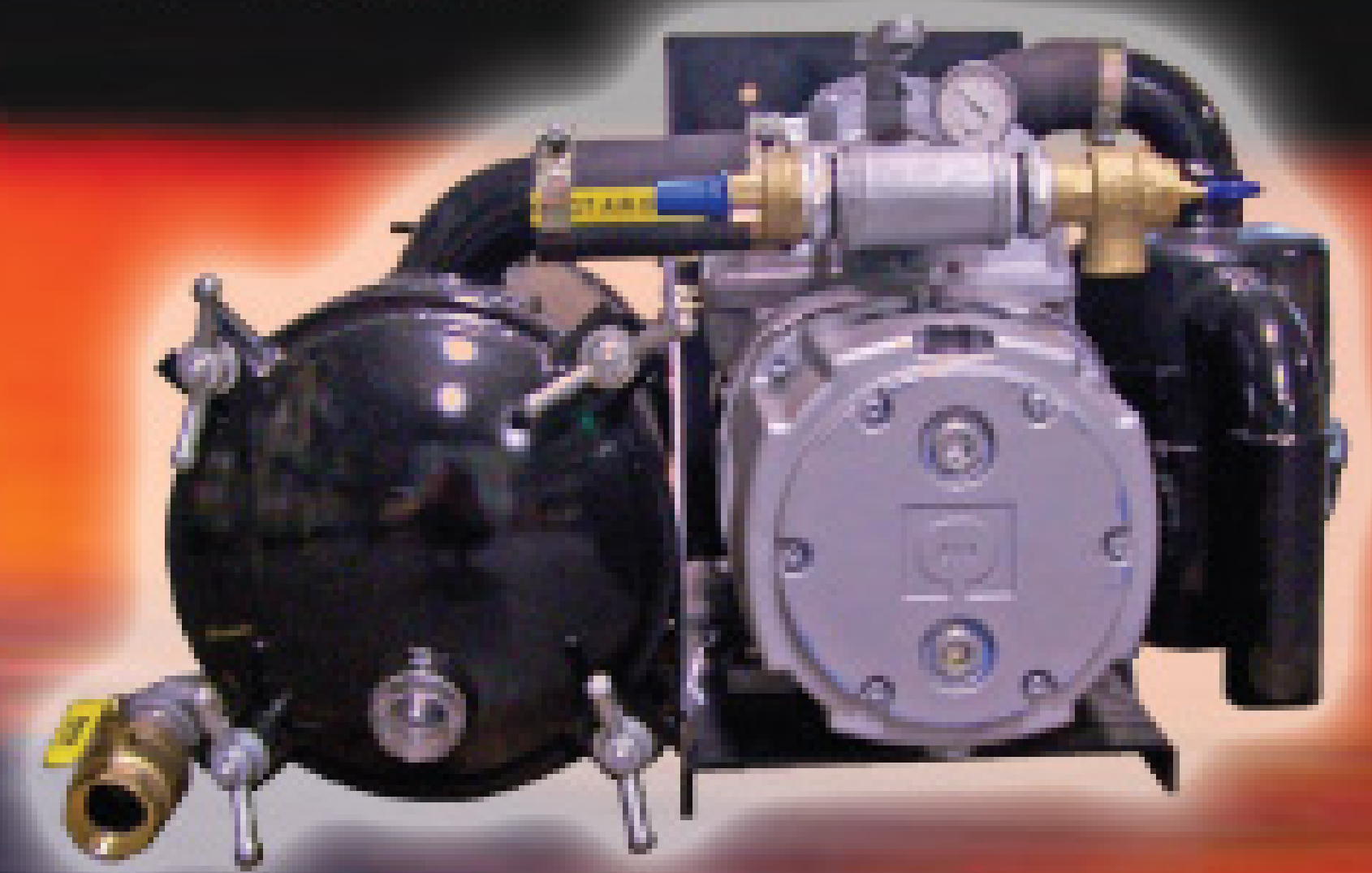


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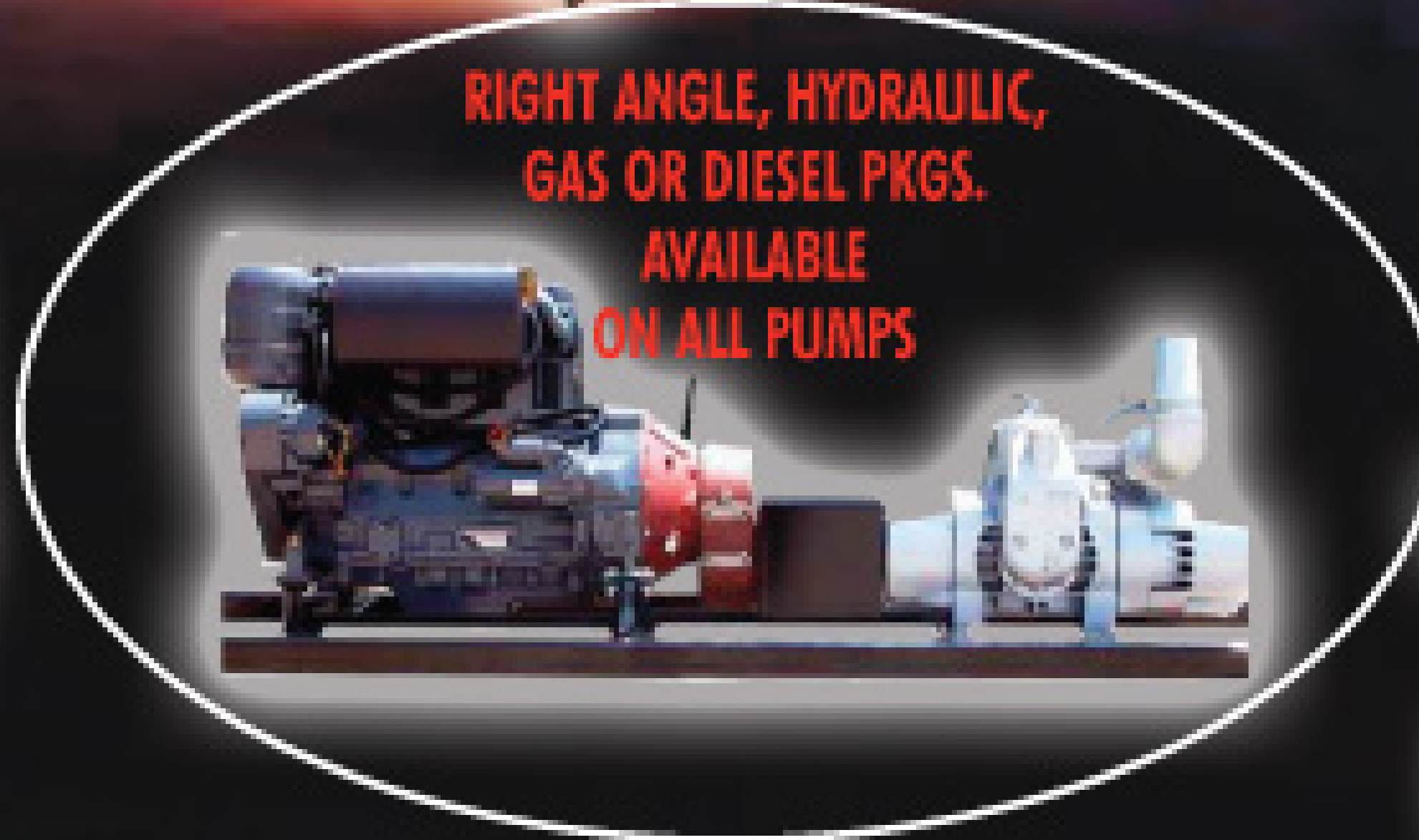
**PM80** 350 cfm



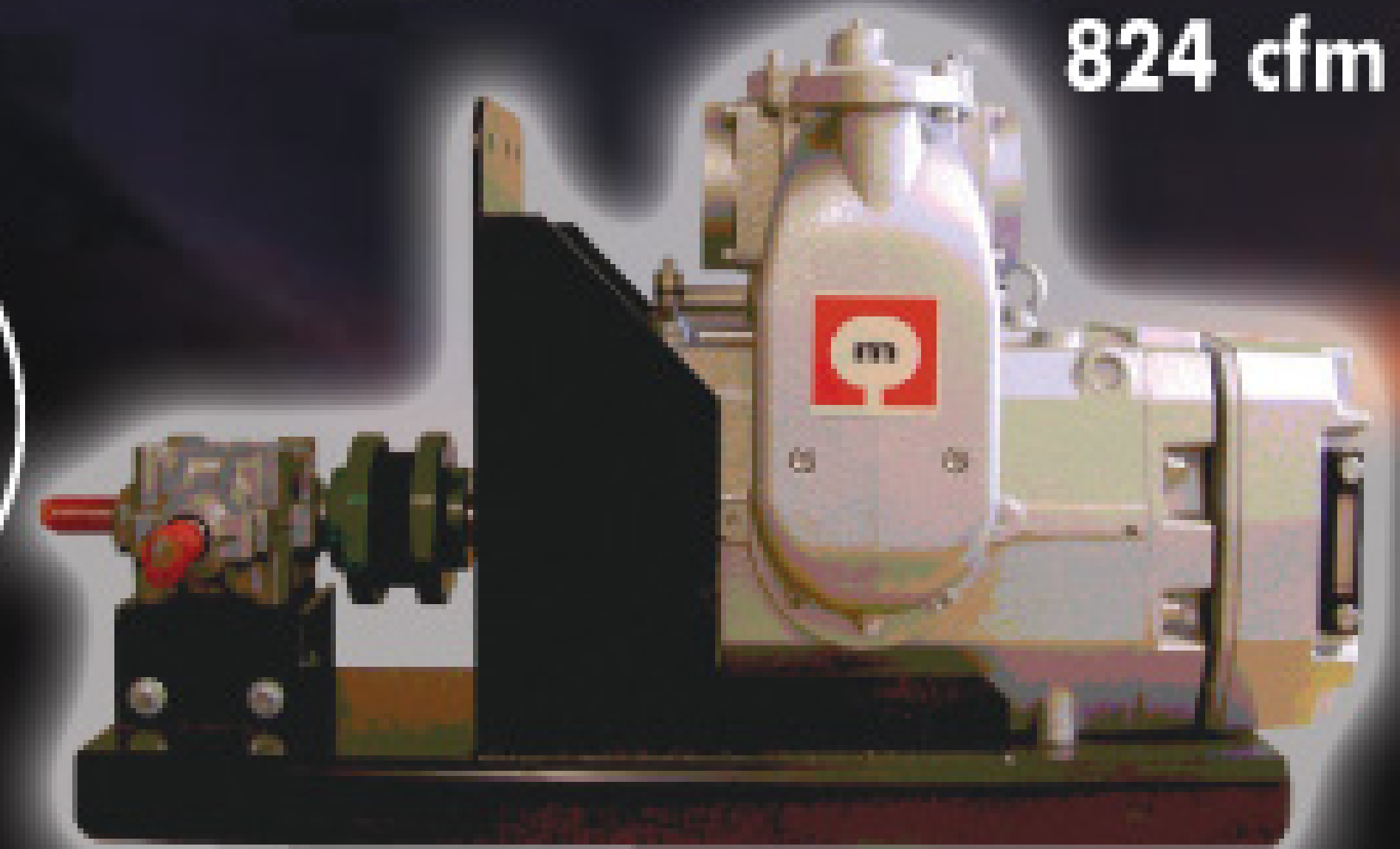
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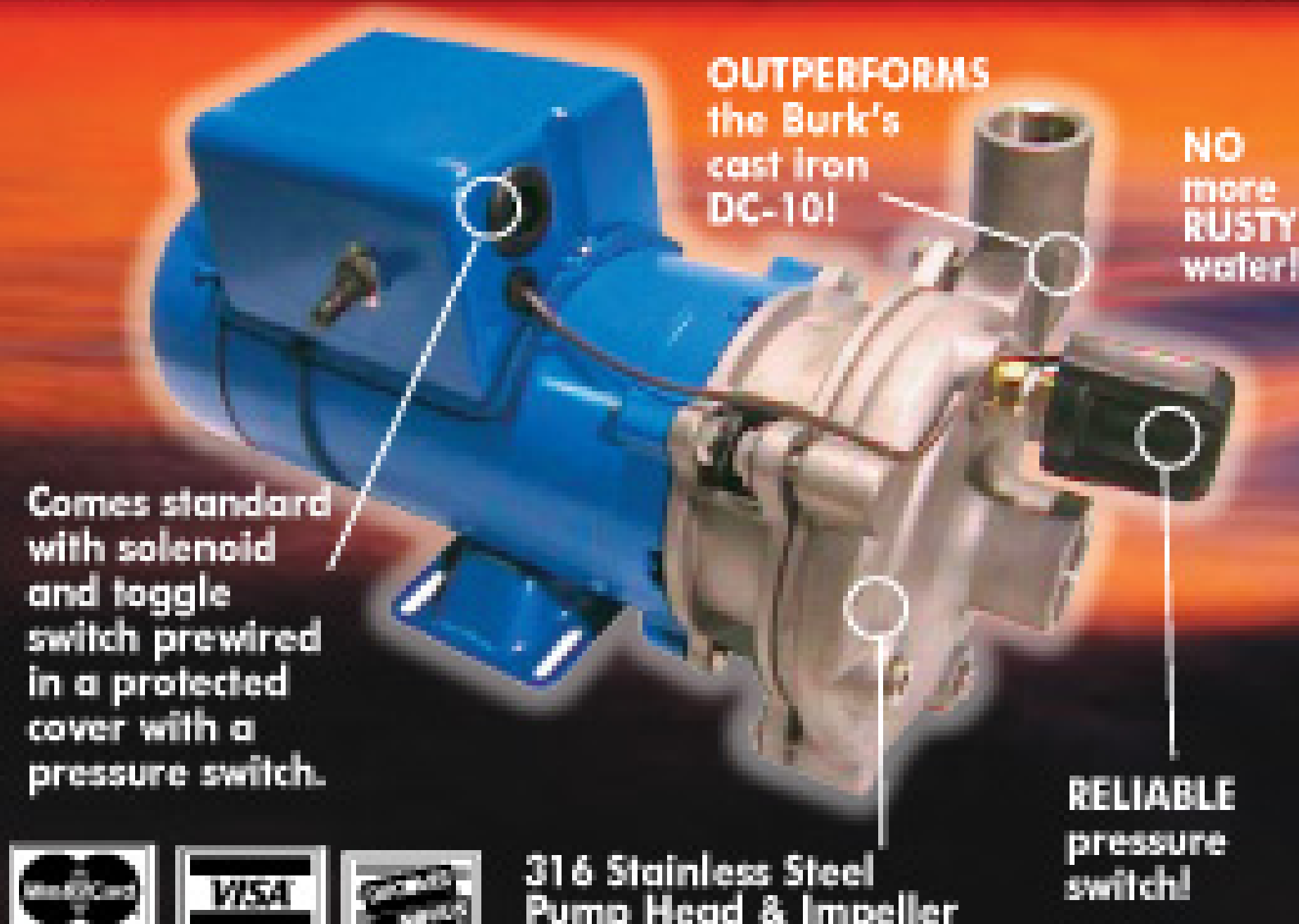


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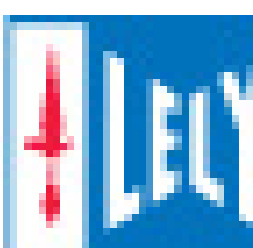
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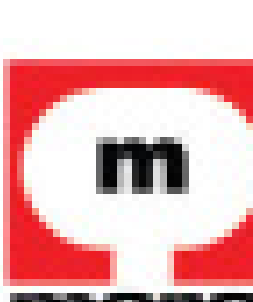
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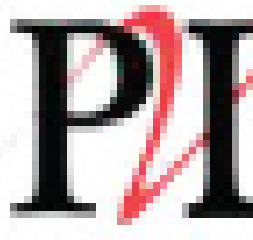
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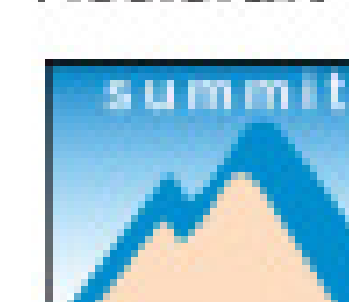


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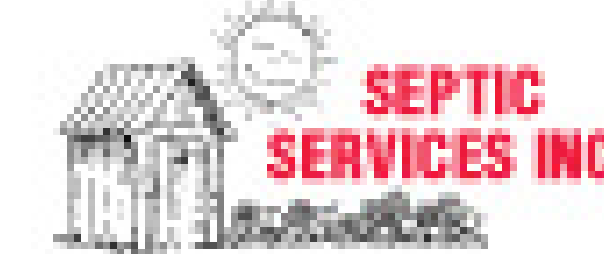
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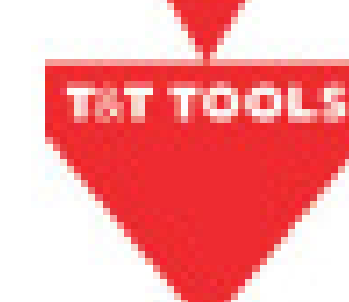
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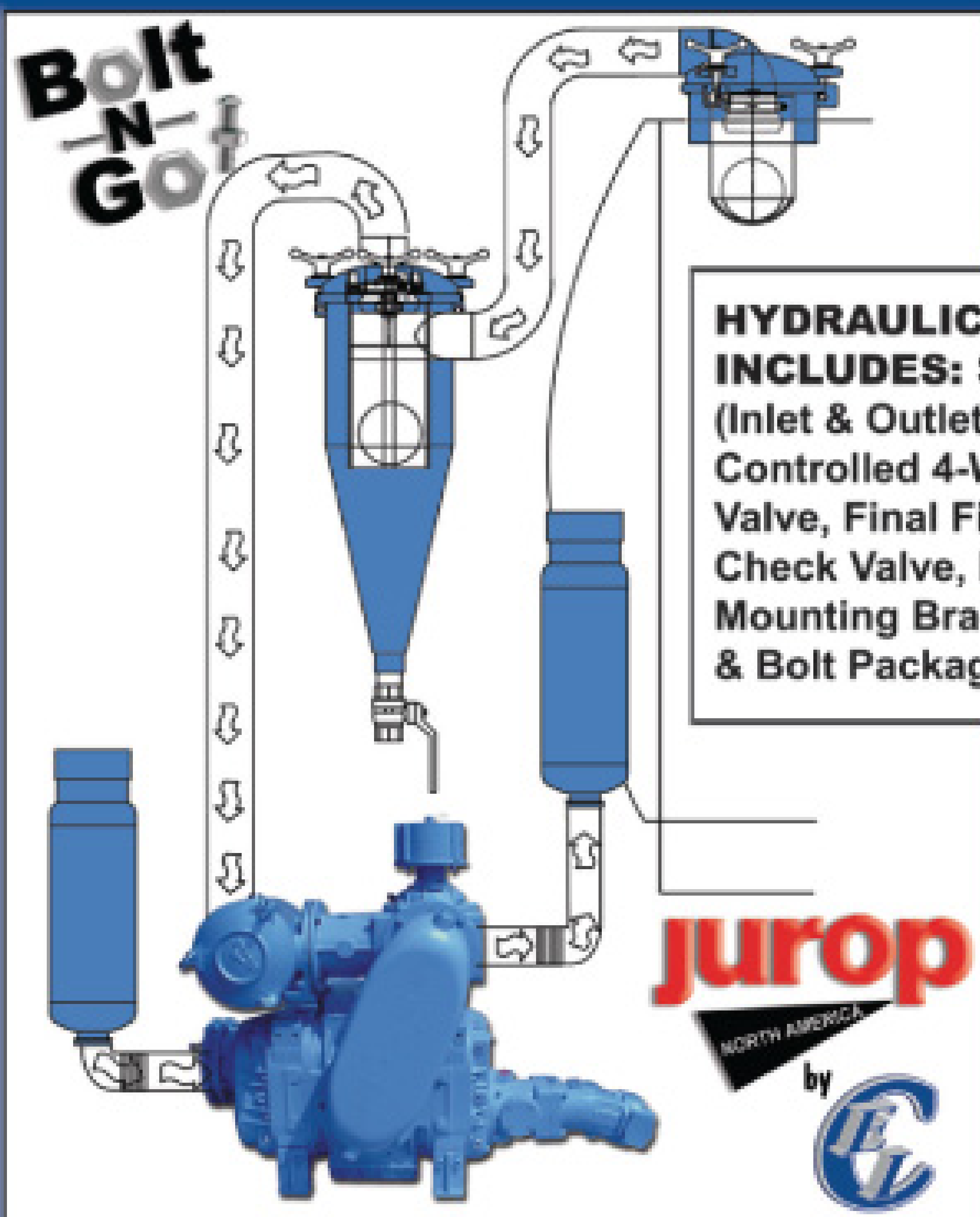


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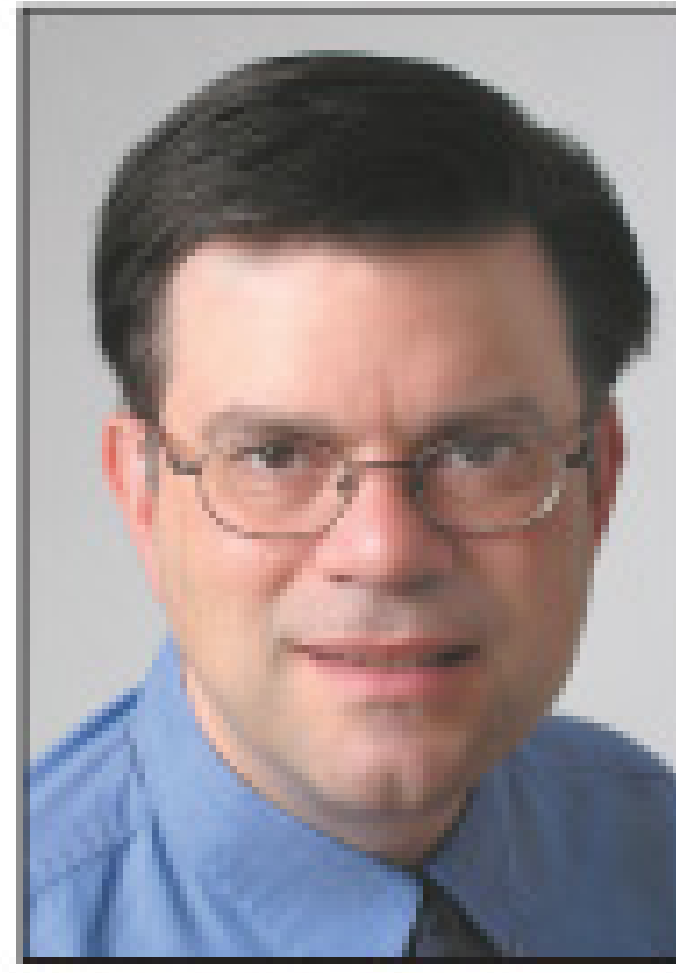
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# Be Safe Out There

By Jim Kneiszel, Editor



Your list of New Year's resolutions might include losing a few pounds, taking a dream vacation or reading a book a week. While these resolutions might change from year to year, there's one goal you should set every January and work to attain throughout the year: improve safety at work.

Every year we hear about a handful of horrifying industrial accidents that either seriously injure or kill someone working in one of our related fields. Your response to those chilling stories may be: "But for the grace of God, that could be me."

Late last fall, another one of those tales surfaced in northern Wisconsin. One of the owners of a landfill descended into a pit where accumulated drainage entered the sewer system. He was planning to fix a malfunctioning pump. The worker's brother looked down and noticed he was gasping for breath, so he followed him through the manhole. Two more men followed into the pit and all four were overcome by hydrogen sulfide fumes and died.

Where was the awareness of confined space rules? How could several men working at the landfill not be aware of the potential danger of this situation? If they had received ample safety training, proper equipment and constant reminders of dangers at the workplace, they'd have had a better chance of being around for their families today.

Some of the larger waste-pumping companies employ a safety manager who is responsible for regular training including confined space procedures to be followed. Smaller companies often hold daily tailgate safety sessions before going to a jobsite. Other companies send their workers to regional training sessions sponsored by a state or national trade association.

Whatever path you take, please make it a point to continually address safety at work during 2008. If the greater awareness of dangers of the job prevents even one of these terrible incidents this year, the effort will be worthwhile.

### DANGERS OF EXTREME SUCTION

The *Pumper Interview* story this month illustrates the importance of working safely. In it, Tom Lewis, the owner of Resource Geoscience Inc. in Colorado, explains what happened the day his arm was sucked into a whip hose while he was vacuum loading debris on the roof of a car wash.

His vision obscured by perspiration on his face shield, Lewis' hand got too close to the end of the hose that was pulling 3,700 cfm of pressure, and the hose pulled off a glove. Instinctively, he reached for the glove and the hose quickly covered his arm.

"I calculated the force exerted on my arm to be about 300 pounds," Lewis told writer Scottie Dayton. "I don't care how strong you are, once a vacuum hose seals on you, you're not going to pry it off."

Luckily, Lewis had conducted a safety review before the job that day and had a spotter standing beside him to signal another worker to relieve the vacuum at the truck. Lewis was hurt, but he recovered. Now he generously shares some advice about safety with *Pumper* readers. ■

**Contact us:** *Pumper strives to serve the liquid waste industry with interesting and helpful stories. We welcome your comments, questions and column suggestions and promise a prompt reply to all reader contacts. Call 800/257-7222; fax 715/546-3786; e-mail Pumper editor Jim Kneiszel at editor@pumper.com.*

## Letter to the Editor

### Writer Elaborates on Community Collection Systems

Dear Editor:

In the April 2007 issue of *Pumper*, editor Jim Kneiszel wrote about a tragedy in Montana where a 3-year-old boy fell through a broken septic tank lid riser and perished. In the article, the author raised a question that must be answered. He describes the fact that the particular septic tank in which the boy perished was part of a community system in which septic tanks were installed, or left in place, at homes that were part of a community collection system. He then raised the question: "Why does a public utility connect homes to a sewer line, but allow septic systems to remain in the pipeline?" Actually, they did not leave "septic systems," only septic tanks. This statement appears to indicate a need for information on the many benefits of effluent collection systems.

Effluent collection systems are systems where septic tanks are used at each connection but the effluent is conveyed away either by pumps (STEP systems) or by gravity flow (STEG systems). Effluent collection systems have many advantages for a community, particularly for an existing community that currently has septic systems but decides it needs to install a collection system. Having septic tanks at each home or connection has the following advantages:

- All solids are removed and the collection system only needs to be capable of carrying water, greatly simplifying the system.
- Small diameter collection lines (as small as 1 inch and mostly less than 4 inches) that are absolutely water tight can be used instead of minimum 4-inch or 6-inch lines that typically have leaky joints.
- Collection lines do not have to be on any particular grade since they do not have to move solids.
- Costly lift stations and manholes are unnecessary.
- Elimination of manholes and use of water-tight pipes eliminates environmental contamination along the lines and problems created by infiltration and inflow during wet weather.
- Lines can even run uphill for short reaches so long as the general trend is downhill. If all connections have pumps and proper backflow prevention, there are no grade requirements.
- Installation of small diameter lines is much less disruptive to the community and can be installed by directional boring techniques meaning that only a few excavations are needed.
- Over 50 percent of the energy demand for treatment (i.e. the BOD) is left in the septic tanks to digest anaerobically without any energy input, thus greatly reducing the cost for treatment as well as for conveyance.

Usually, as in the case of the article referenced, the septic tanks at each connection are put under the management of the local sewer authority so that the authority can be sure that they are properly maintained. Effluent collection systems are widely used in many parts of the country for both existing and new development. This type of system is actually easier and much cheaper to maintain than a conventional gravity collection system. So, in answer to Kneiszel's question, septic tanks are often left at individual homes for very good reasons. Certainly they need to be properly designed, constructed and maintained to be secure so that they do not become a hazard. Perhaps in the case of the Montana community, the problem was not that septic tanks were left at individual homes, but that materials of inadequate strength, durability, and security were used for the lids and risers by the designer and/or the installation contractor.

Ted Loudon, Professor Emeritus, Michigan State University

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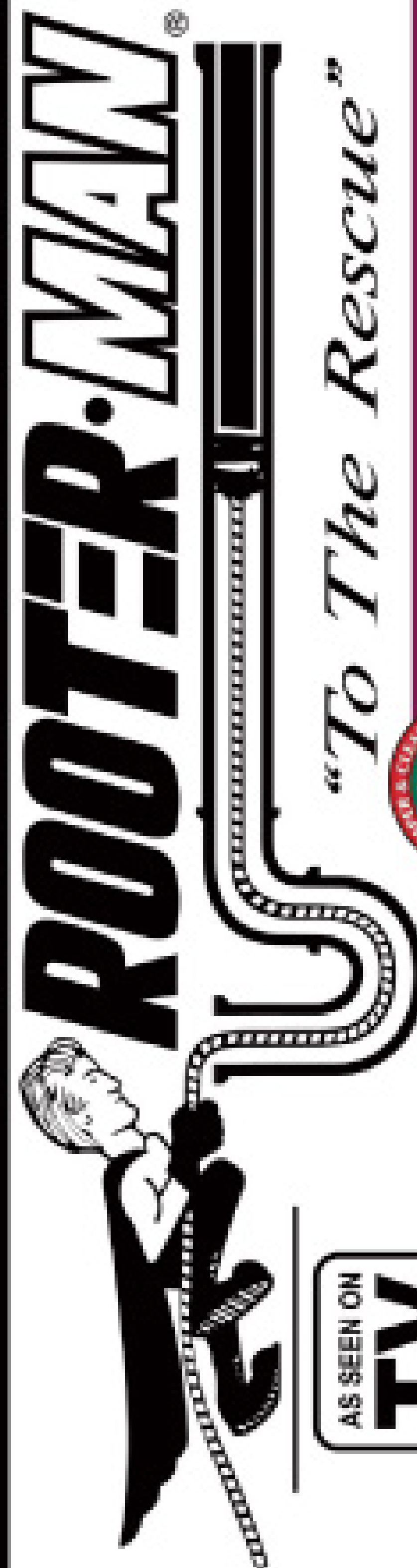
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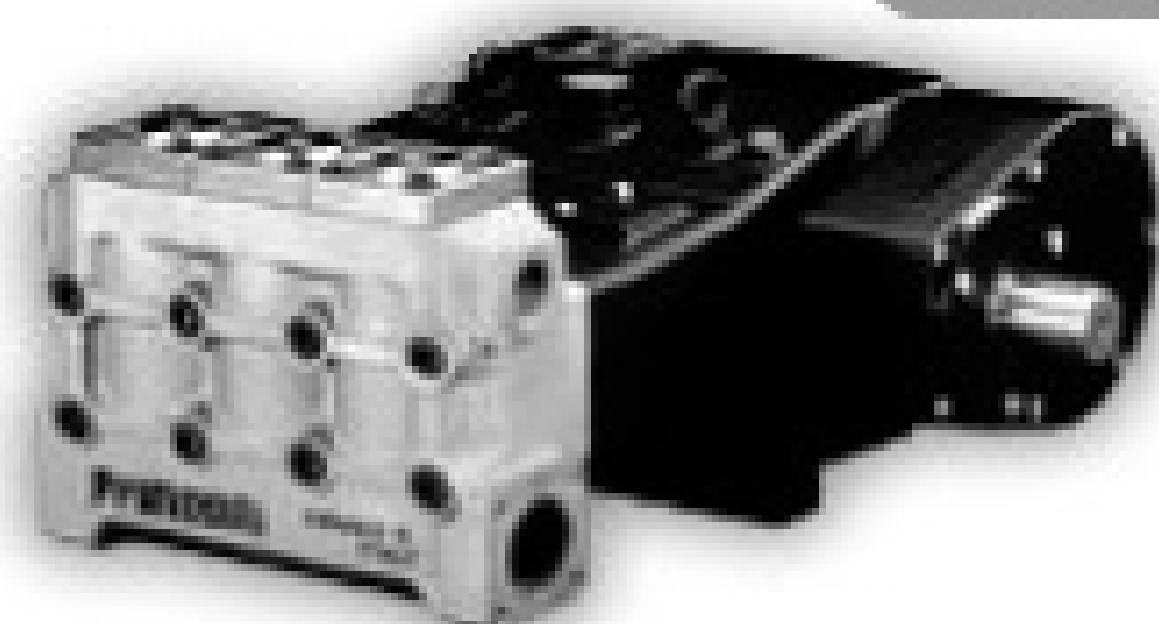
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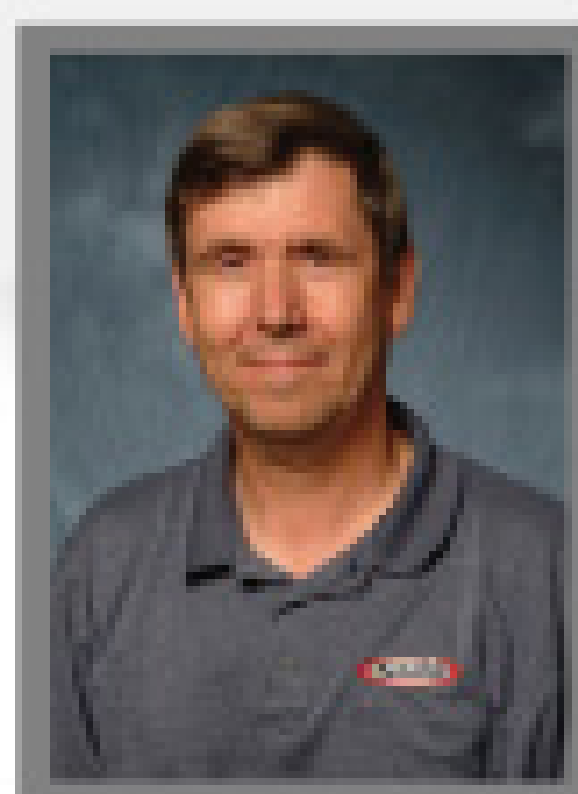


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# Failure Often Leads to Success

If you're afraid to stumble and fall with a business initiative, you may never reach your potential for success

By Gary Bradt

It took Thomas Edison more than a thousand tries to get the light bulb right. Yet how many of us give up if we don't nail something perfectly the first time out? The best baseball hitters in the game fail two out of three times at the plate. Still, how many of us won't step up and try something new unless we can be assured of success first?

The problem is how we think about ourselves in relation to failure and its consequences. We must change the way we think about failure, and in the process, change the way we think about ourselves.

Failure can be the fast track to success if you recognize and use it the right way. It's all in how you choose to size it up. Following are five ways to handle the disappointment of failure and use the experiences to your advantage, both in business and in life:

## DEFINE FAILURE AS LEARNING

When toddlers fall down, do we say, "Man, they really messed up!" or "Wonderful, they're learning to walk!" Yet when we fall down at work, we often say, "I failed." Worse yet, we may define ourselves as failures. Better to view failure as a temporary and necessary step on the way to where you want to be.

Just like falling down is a predictable and inevitable process for the toddler learning to walk, so too are occasional failures along the way to success in whatever you attempt. In fact, it's hard to improve if you don't fail, because failure delineates clearly where the opportunities for improvement lie.

When you do fall down, don't

label yourself a failure. Instead, recover quickly from the temporary disappointment by asking, "What can I learn from this? What worked and what didn't? How can I do it better next time?" Then, follow the toddler's example: get up with a smile on your face and try again, knowing you are better for the experience.

## MANAGE EXPECTATIONS: YOURS AND THEIRS

Sometimes the problem with failure lies in unrealistic expectations when trying something new. We expect everyone to embrace the new strategy after a single meeting. We expect the new model-year car to perform as well as the old one. We assume customers will flock to our latest and greatest product immediately.

Rarely, however, are such scenarios the case. Newly revised product lines often have bugs, and wary customers often have to be convinced over time that what we offer meets their needs and interests.

Perception about failure on the back end can be reduced or eliminated by managing expectations on the front end. Begin new ventures with optimism tempered by realism, and help your colleagues and customer do the same. Anticipate there will be problems, and let everyone know you will be ready to solve them. That way, when problems do arise, they will help reinforce your credibility versus damage it. And, problems won't lead you and others to assume you've failed. Rather, problems will be viewed for what they are — road signs pointing the way to progress.

## STOP TRYING TO BE PERFECT

Trying to be perfect can keep you from trying new and untested methods for reaching your goals. The valuable experiments that ultimately lead to success will never happen if you are afraid to attempt them in the first place. In a vain attempt at perfection, we might freeze up and keep whatever natural talent we have from taking over.

Rather than strive for perfection, strive for action; bold, resolute action in the direction of your goals. You can make mid-course corrections as you go, but you'll never have the chance if you never get started. Aiming for perfection is fine; expecting it, however, is unrealistic.

## MANAGE FEAR BEFORE IT MANAGES YOU

Perhaps nothing holds us back as much as fear. Fear is our natural protection against threats to our physical survival. Too often, however, fear gets triggered when physical survival is not an issue.

Physical harm won't follow if your idea gets shot down at a meeting. You won't lose an appendage if you return from your sales call empty-handed. Just because fear often gets triggered in these situations doesn't mean you have to succumb to it.

Gather yourself, take a deep breath, tell yourself you're OK, and go about taking your next step forward. Learn to control your fear or it will end up controlling you.

## STAY IN THE MOMENT

"What if?" can be a very useful question for anticipating scenar-

Gary Bradt is author of the book, *The Ring In the Rubble: Dig Through Change and Find Your Next Golden*



Opportunity. He can be reached at [www.ringintherubble.com](http://www.ringintherubble.com).

ios and stirring creativity. "What if we doubled market share next quarter? What if we could take the best aspects of our competitor's products and roll them into ours? What if we could use our expertise to aid the less fortunate in our community?" Good questions all.

Unfortunately, too often our internal dialogue goes more like this: "What if I say something dumb at the meeting and everyone laughs and decides I'm stupid? What if the economy takes a turn for the worse? What if we get bought out and I lose my job?" We begin to imagine negative "what if" scenarios and put so much mental energy into them that we have little left over for more positive endeavors, and failures mount.

To counter this trend, notice when you are becoming anxious. Then, notice your thoughts. Likely, you have mentally raced ahead to some scary place that doesn't exist. Bring yourself back to the here and now. Ask yourself, "What's going on right here, right now?" It's likely not nearly as bad as what you were imagining. Dealing with the realities of the moment will help you avoid creating unnecessary failures in the future.

## A FINAL WORD

If fear of failure is holding you back from pursuing dreams or accomplishing goals, challenge yourself to think again. Reconsider how you think about failure. Often, failure is the first and necessary step toward discovering our fortune; it points the way to success. Perhaps Henry Ford put it best: "Failure is simply the opportunity to begin again, this time more intelligently." ■





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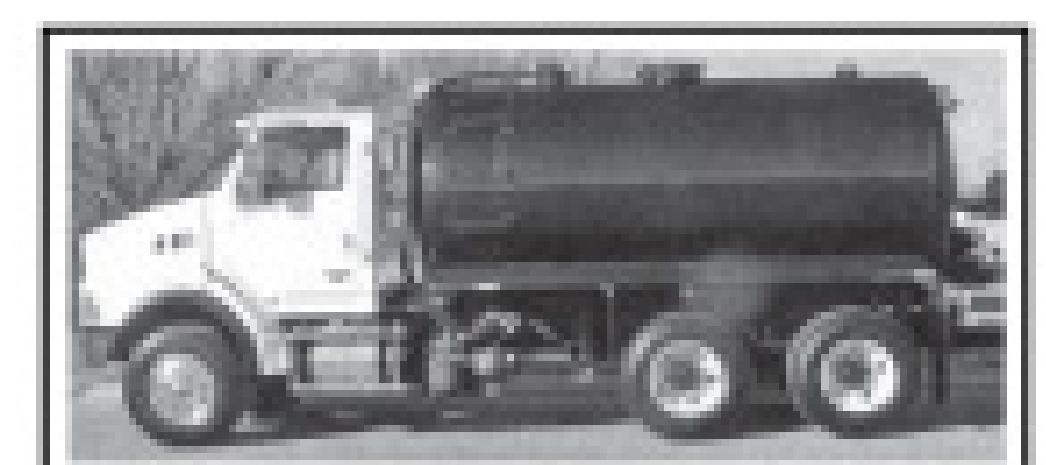
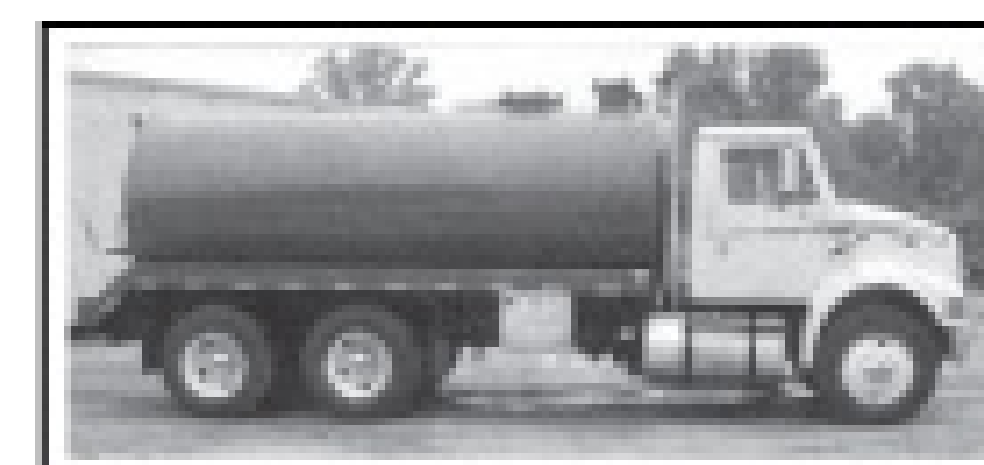
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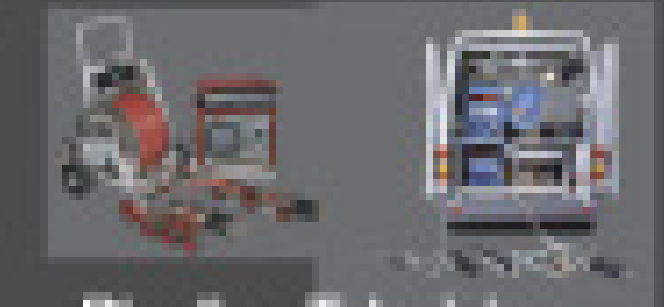
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# Texas Relaxes Onsite Inspection Rules

By **Scottie Dayton**

Last September, a new Texas statute went into effect that relaxes onsite inspection requirements. It states that rural residents may maintain the systems instead of relying on service companies to inspect them three times a year. Furthermore, residents are no longer required to file periodic county reports to prove systems are working properly.

Collin County commissioners are debating whether to pass an ordinance requiring rural homeowners to be trained in how to maintain onsite systems and report test results to the county. Some North Texas counties, including Dallas, Denton and Ellis, already have passed local rules that override the state

guidelines. Collin County has more than 12,000 onsite systems, while Dallas County has about 700 systems.

The new law resulted from homeowners complaining to legislators that some service companies did shoddy work. Others complained about the \$200-a-year maintenance fee. The Texas Commission on Environmental Quality is not making a recommendation on whether counties should enact local inspection requirements.

## WISCONSIN

A bill introduced in the State Senate will prevent county regulators and other government employees with duties related to onsite systems from installing,

maintaining, repairing, selling, or designing systems and performing soil tests. The goal is to prevent these employees from competing against the people they regulate.

As of Jan. 1, a tracer wire or an equivalent means of locating is required when installing all non-metallic sanitary, storm, and water laterals that connect to municipal mains. The suggested installation method is to bury at least 12-gauge, plastic-coated copper wire within 6 inches and directly above the top of the pipe. The wire should be brought to the surface every 400 feet and protected at those access points.

Tracer wire for sanitary sewer is green, storm sewer is brown, potable water is blue, and reuse water is purple. Installers should check with municipalities for local ordinances concerning tracer wire installation.

The state's new budget continues the Private Sewage System Repair and Replacement Grant Program that allocates \$3 million annually to low-income residents.

The budget also increases vehicle registration fees for heavy trucks (more than 4 tons) by 30 percent. Before Gov. Jim Doyle signed the budget, Wisconsin Onsite Wastewater Recycling Association executive director Patrick Essie spoke with the governor's staff about how the increases would affect the industry. Current fees of \$119.50 (5 tons) to \$1,969.50 (40 tons) increased to \$155 to \$2,560.

## OHIO

The Household Sewage Treatment Study Group, created in an Ohio House bill that suspended the state's current onsite

*"Rules and Regs" is a monthly feature in Pumper. We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to editor@pumper.com.*

**"There are more than 1,000 cases where onsite rules are causing an economic hardship to landowners. In some cases, new systems cost more than the houses they will serve, making people leery to build homes."**

Tim Grendell

rules until July 2009, is rewriting legislation mandating sophisticated and costly onsite systems. Advocates are seeking new rules that protect the environment without causing a financial burden to property owners.

The group will examine the situation throughout 2008, then deliver a report to state leaders at the end of the year. Until then, counties will follow onsite regulations in effect before January 2007, when the more stringent rules took effect.

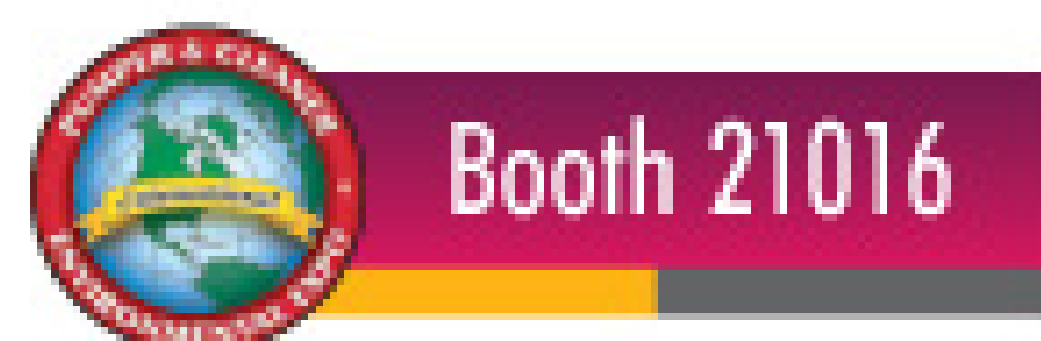
"There are more than 1,000 cases where onsite rules are causing an economic hardship to landowners," says Tim Grendell, who represents Ohio's 18th State Senate District. "In some cases, new systems cost more than the houses they will serve, making people leery to build homes." Ray Saporito, Ashtabula County health commissioner, said he is certain some building permits in the county were not pulled because of uncertainty over septic system regulations. ■



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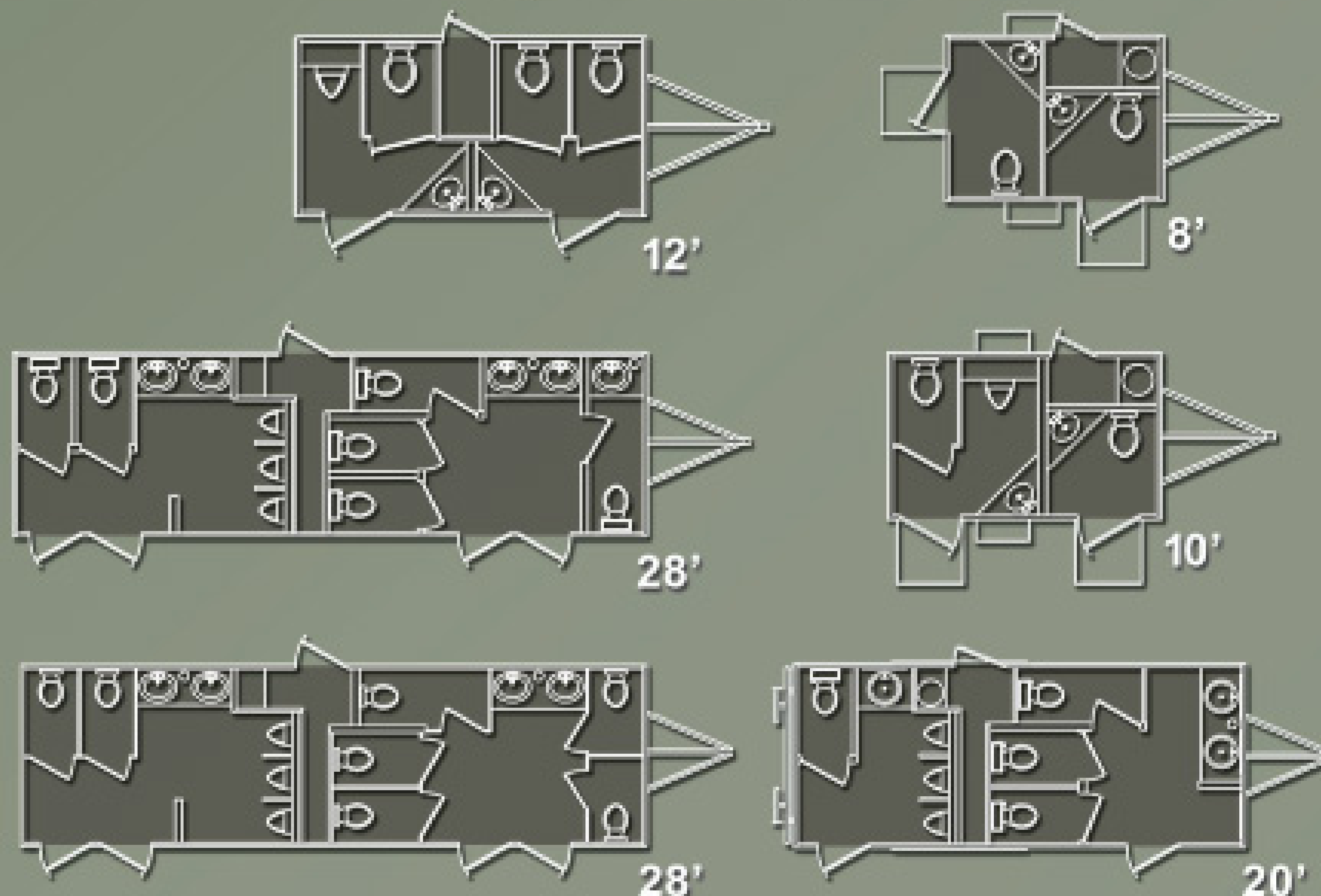
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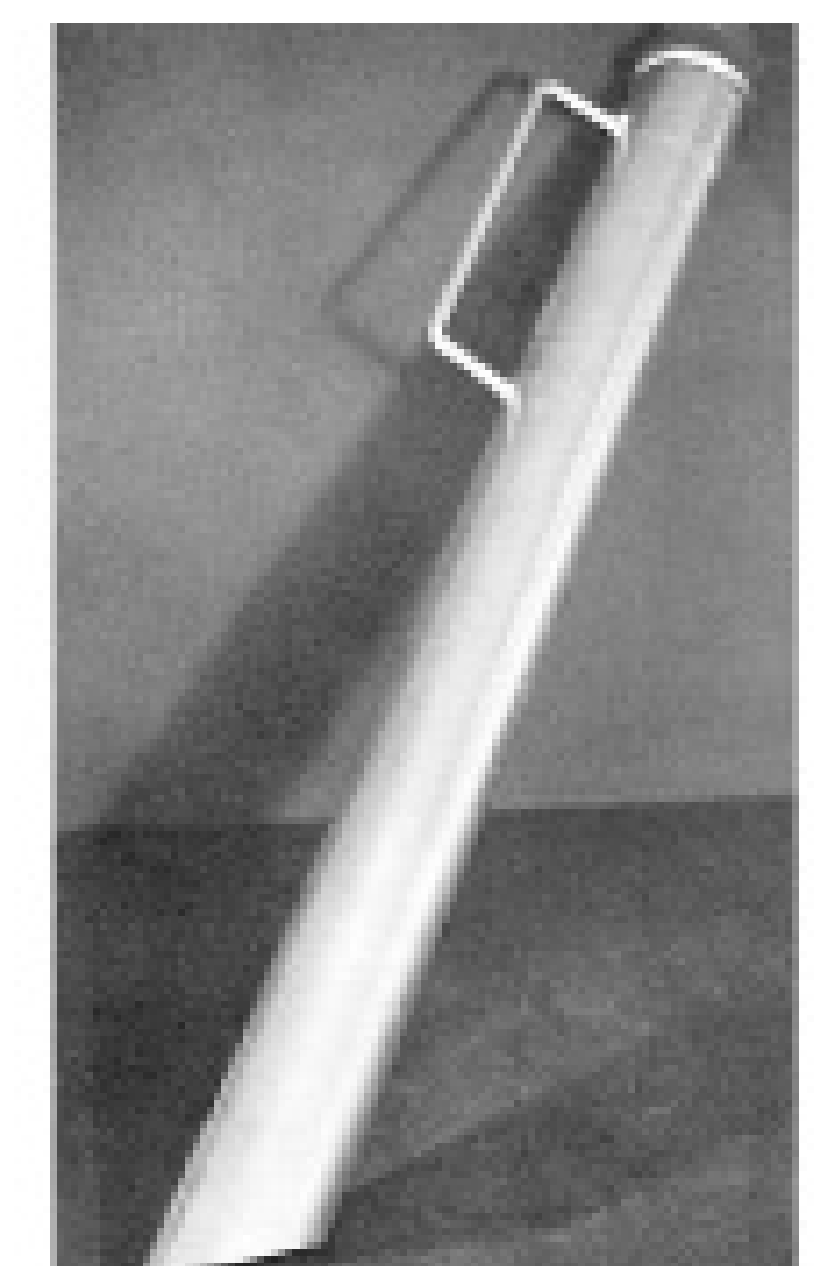


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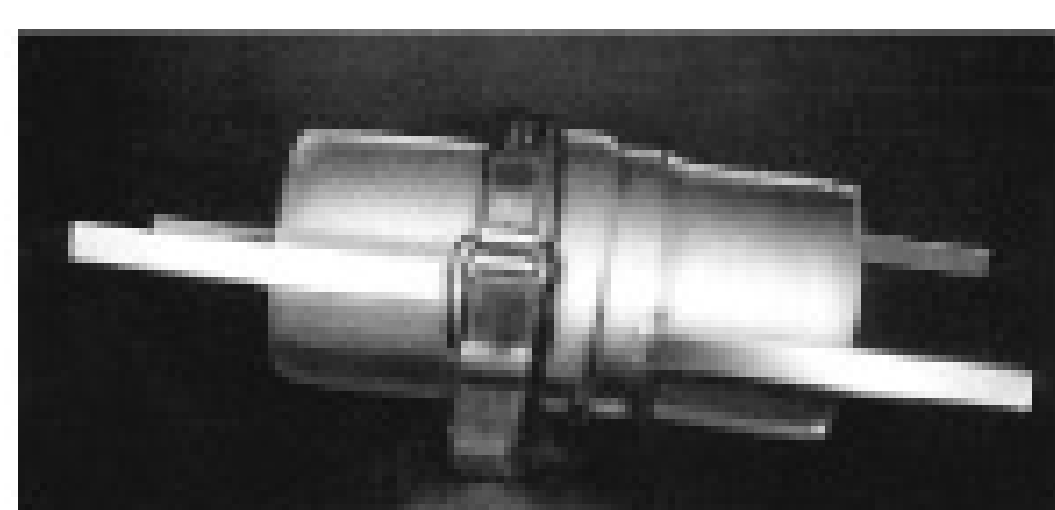
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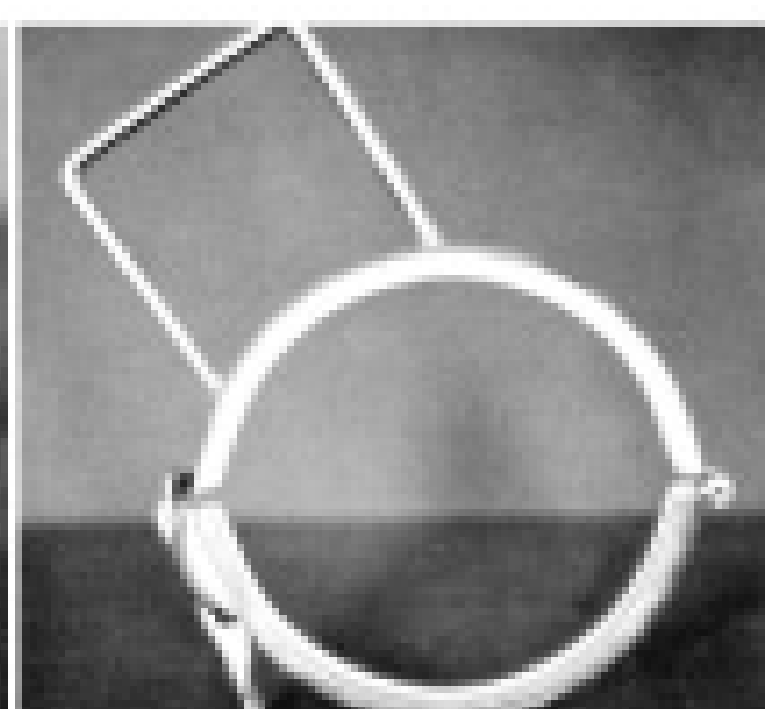
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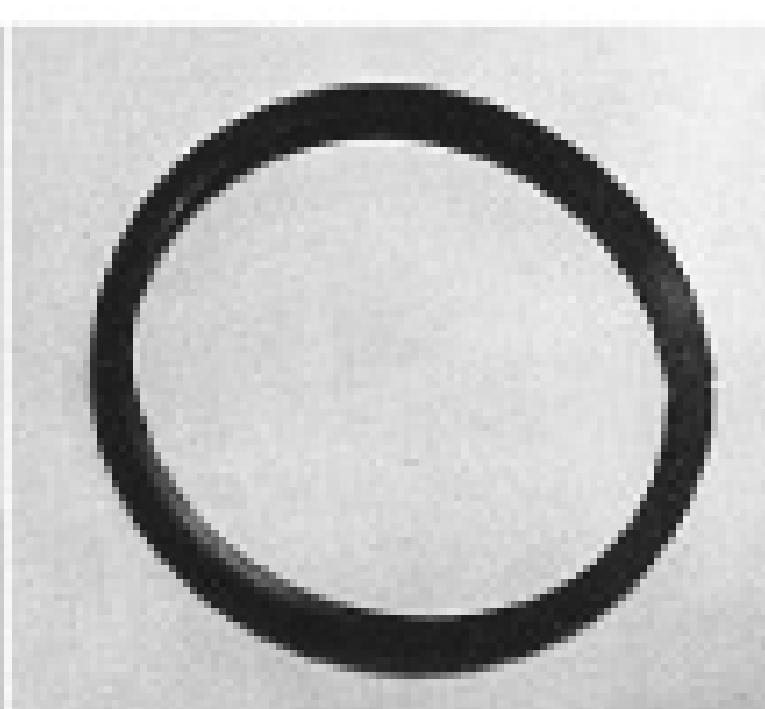
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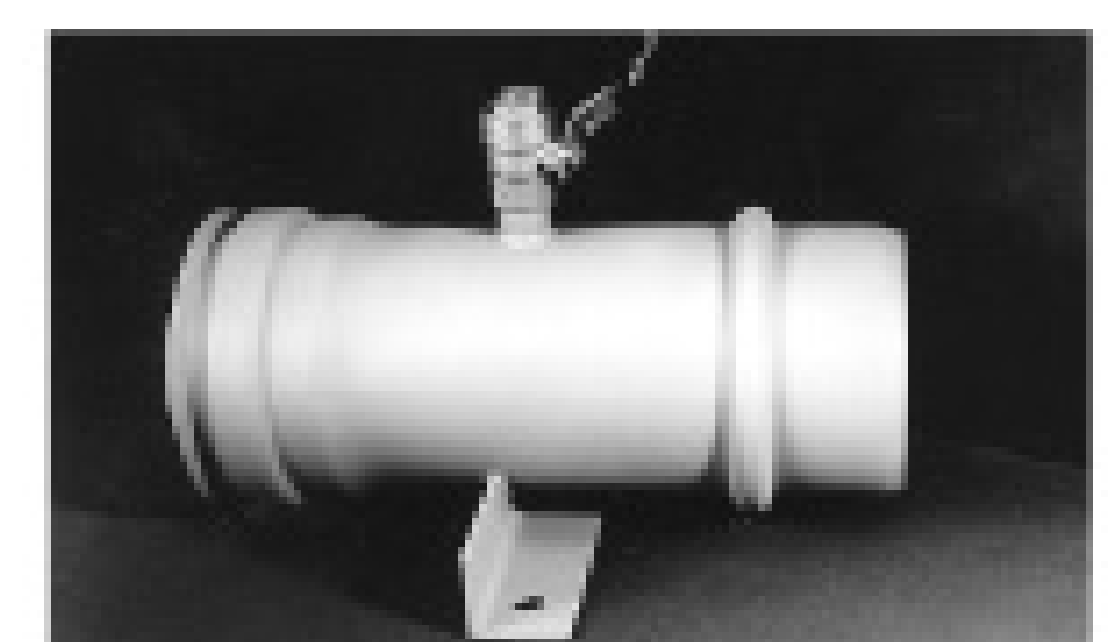
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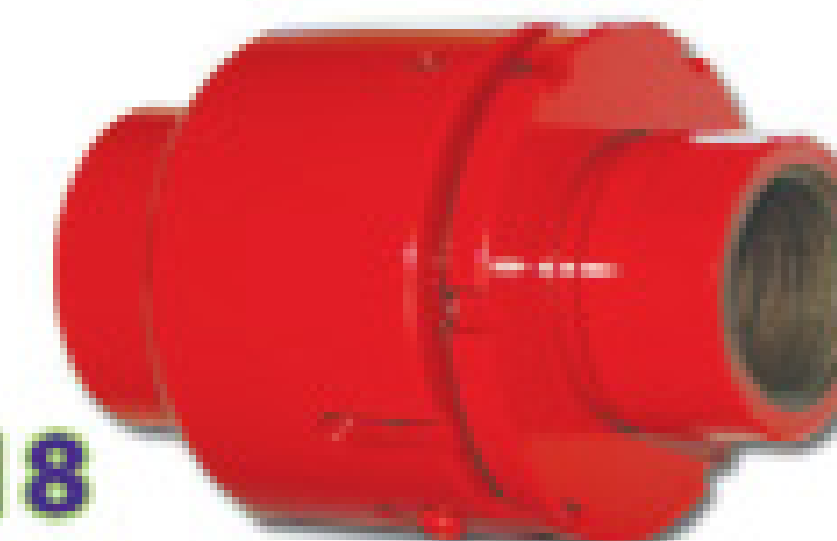
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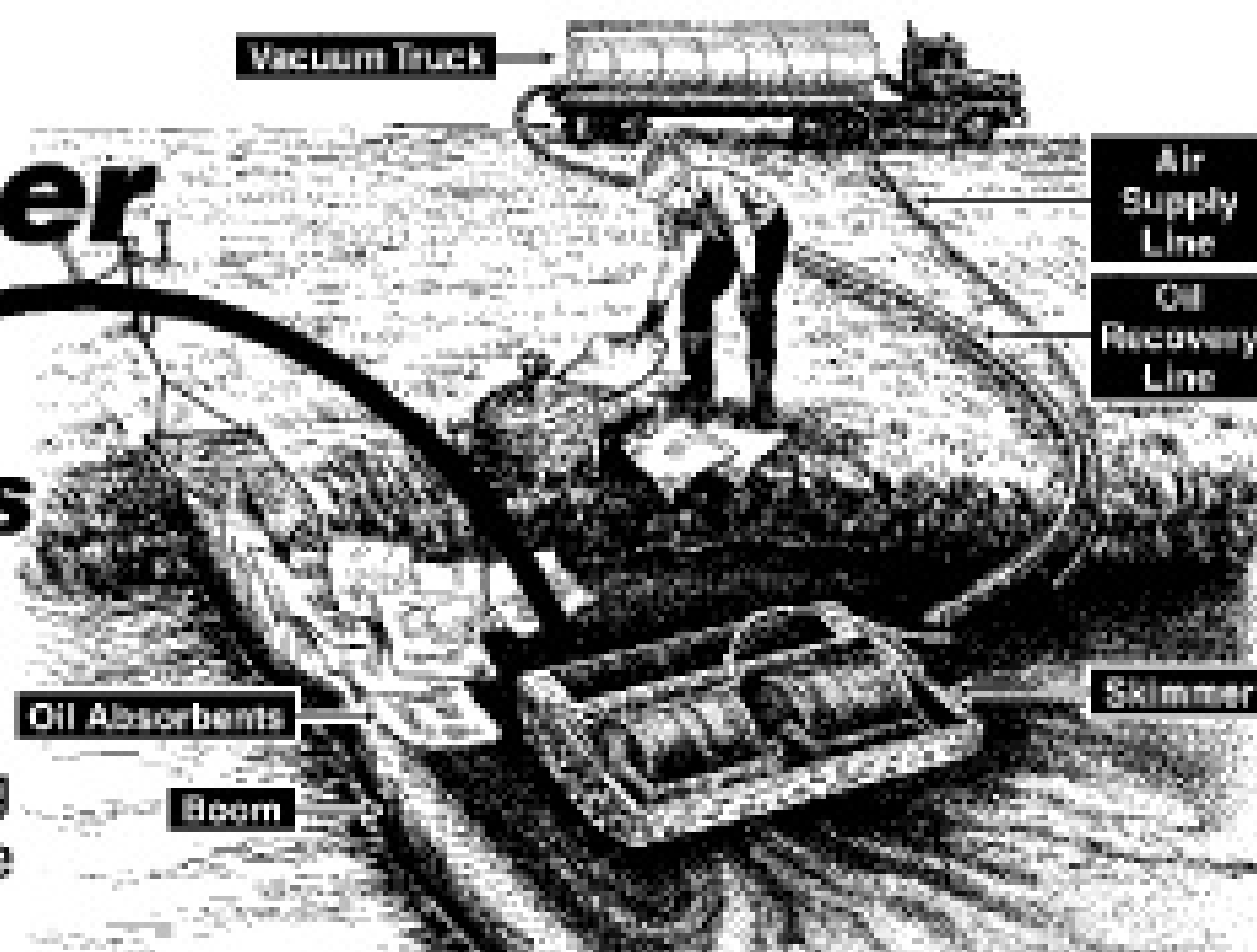
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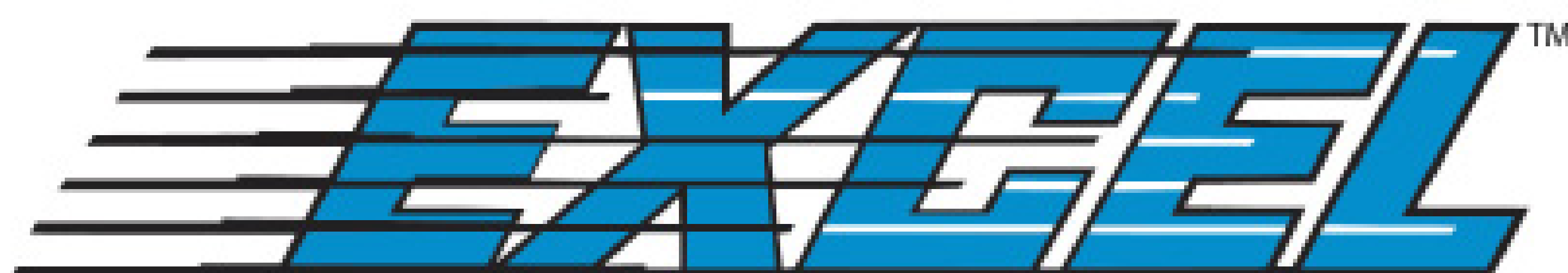
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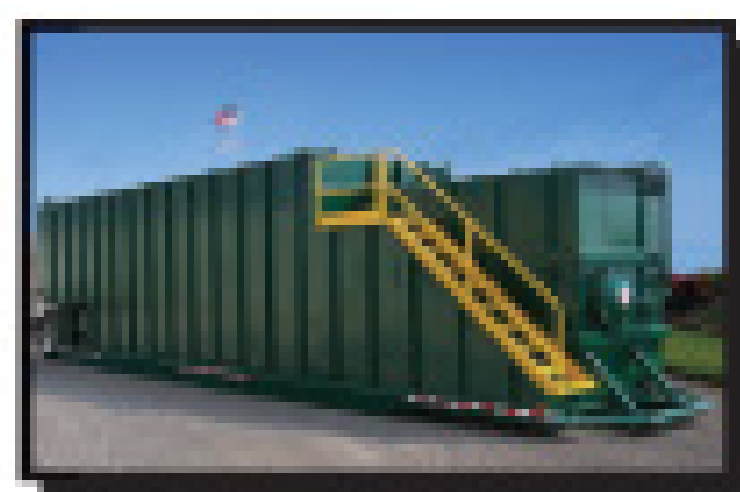
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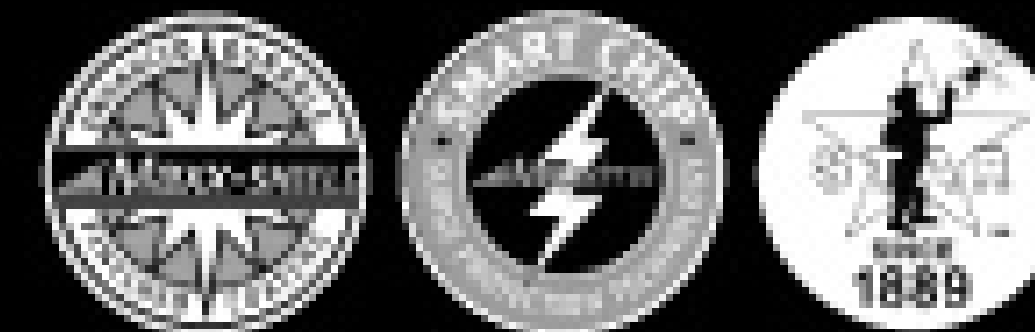


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Profile

**Alpena Septic Service  
Spruce, Mich.**

**Owners:** Lynn and Richard Gillespie  
**Founded:** 1997  
**Employees:** 2  
**Service area:** 50-mile radius  
**Specialties:** Pumping, portable restrooms, and troubleshooting systems  
**Associations:** National Association of Wastewater Transporters Inc., Michigan Septic Tank Association



# Spreading the Word

**As Michigan pumpers adapt to major regulation changes, Alpena Septic Service works to build a favorable image for land application of septage**

*By Scottie Dayton*

**F**armers in northeast Lower Michigan watched Richard Gillespie of Alpena Septic Service grow corn and alfalfa on mediocre sandy loam soils after land-applying the wastewater he pumped. They couldn't raise those crops without using tons of costly nitrogen fertilizer and wanted to substitute some septage, but Gillespie turned them down. The demand far outstripped his supply.

Richard and Lynn Gillespie are pumpers who elected to stay on the land by building a septage storage facility that meets 2004 Michigan Department of Environmental Quality, or MDEQ, regulations. They joined the Michigan Septic Tank Association to have a voice in future septage regulations. Richard Gillespie is on the association's board of directors. "We want state legislators to understand that recycling wastewater benefits farmers and

lowers pumping prices for consumers," says Gillespie.

To emphasize his professional commitment, Gillespie became a NAWT-certified inspector and installer. Faced with a sluggish economy in the area, the couple found ways to grow their business through diversified services. Although Michigan's pumping industry is in transition, Richard and Lynn Gillespie are leading by example and ready for any challenges ahead.

**PIVOTAL YEAR**

Lynn Gillespie, who pumped septic tanks and portable restrooms for her father, opened her own business in October 1997 after she and Richard married and had customers before she owned a truck. They spent their honeymoon driving to New Jersey to buy a 1981 International vacuum truck with 2,800-gallon steel tank.

Believing portable restrooms could be profitable, they purchased 10 units in 2000. Richard



Richard Gillespie of Alpena Septic Service screens and stabilizes septic waste before taking it for land application. Inset, Lynn and Richard Gillespie with their Chevrolet 3500 and Mack Vision Series trucks. (Photos by Amy Lisenbe)



**"I TOOK THE NAWT INSTALLER CERTIFICATION TEST IN 2006, BUT THAT PIECE OF PAPER MEANS NOTHING HERE BECAUSE THE STATE DOESN'T REQUIRE ANY CERTIFICATION."**

**Richard Gillespie**



Lynn Gillespie (above) spools vacuum hose on her portable restroom service truck after cleaning a unit. At right, Roxanne Golder, who assists in portable restroom service, cleans a hand-wash station.



apply it, so we don't pump grease traps."

The rules also state that septage pumped within 15 radial miles of a DEQ-approved receiving facility must be discharged there. Beginning in the winter of 2007-08, it became illegal to apply septage during a winter period set by the state. No state allows farmers and haulers to apply septage or liquid manure if the soil is frozen, but Gillespie argues that

Gillespie built a folding hydraulic platform on the back of the vacuum pumper to transport them. He coupled a 2-inch hose to the 3-inch sewage hose so his wife could reach and clean the restrooms.

While Gillespie built homes and did excavating, she pumped tanks and portable restrooms in a 50-mile that included Alpena, Alcona, Montmorency and Oscoda counties. In 2004, he joined the business, becoming a NAWT-certified pumper. His ability to troubleshoot systems soon earned him the nickname Septic Doctor.

The couple began enlarging their portable restroom inventory in January 2004. Lynn Gillespie spent months calling special event organizers, township park departments, and building contractors. "That spring, we had more business than potties," she says. They

purchased 20 Aspen units from Five Peaks Technology and 80 Taurus and eight World Care handicap units from Synergy World. Lynn Gillespie's sister, Roxanne Golder, helps her service them.

#### **DISPOSAL CHALLENGES**

Alpena Septic's pumping accounts are 85 percent residential and 15 percent commercial. The latter are all restaurants, mostly with commingled septic systems. The area has primarily cottage industries with many seasonal dwellings near Lake Huron.

"Everything changed when the MDEQ revised septage disposal regulations became law in 2004," says Richard Gillespie. "They greatly restrict what haulers can do. For example, we can't pump car washes unless we have an industrial waste-hauling license. We must commingle two-thirds septage with one-third grease trap waste to land-

soil is often insulated by snow cover in the winter, preserving favorable conditions for injecting septage.

"With the soil often well above freezing, it's radiating heat and melting the snow," says Gillespie. "Injecting septage prevents runoff and erosion. The liquid still seeps down and the soil treats it. Injecting also builds up organic matter and creates structure, which further reduces runoff and erosion. Our association is trying to help the MDEQ understand those scientific principles."

Haulers without storage facilities had to stop pumping or discharge at municipal plants, forfeiting their land sites in the process.

#### **ROLLING THE DICE**

In 2007, the couple made a financial commitment and purchased a glass-lined, 100,000-gallon steel storage tank from Slurry Store Co. It can be expanded to 300,000 gallons by building up the sides. A mandatory bar screen with 3/8-inch gaps separates debris from the septage.



Richard Gillespie applies septage on one of the company's sites (above). At right, Gillespie checks a valve on the company's new 100,000-gallon Slurry Store Co. steel storage tank in Spruce, Mich.







Above, Lynn Gillespie services a handicap restroom at a park in Alpena while Roxanne Golder stows service accessories. Alpena Septic services many city parks during the busy summer season. At right, Gillespie pumps a unit.



A time limit made the venture risky. As long as their storage facility or plans to build it were approved before the municipal plant in the area was ready to accept septage, the couple could land-apply until 2025. "We began planning our facility in 2004, had the plans approved at the local level in 2005, then waited to see what happened," says Gillespie.

The nearest treatment plant in Oscoda, 32 miles away, didn't accept septage until 2006. The City of Alpena's updated treatment plant will come online sometime in 2008, but officials aren't stating the discharge fee.

In 2006, before the Oscoda plant began

accepting septage, the MDEQ approved the plans for Alpena Septic Service's storage facility. The Gillespies built the facility themselves.

As soon as haulers gave up their land sites, the plant south of Alpena raised its discharge fee from \$55 per 1,000 gallons to \$80 in 2007. It increased to \$110 per thousand early this year. "Treatment plants have realized the revenue that's out

there and are increasing their rates so they will have ample money to modify their facilities to accept septage," says Gillespie.

Haulers are passing those rate hikes onto customers. Gillespie estimates that it costs him less than \$35 a thousand to dispose of his septic waste. This price discrepancy has created cutthroat competition for the region's meager customer base.

## RISING FEES

Because the area is economically depressed, analyzing competition is based on population. Alpena County, with 30,000 people, has four haulers. Alcona County, with 10,000 people, has three haulers, two of which discharge at municipalities. Alpena Septic Service is probably the second largest company in the region.

The couple land-apply on a 130-acre site and a 40-acre site. Gillespie would like to accommodate more farmers, but can't afford the \$500 permit fee per site. "My hauler's license increased from \$125 a year to \$1,600 in 2006," Gillespie says. "The state charges more per vehicle if you land-apply."

The law states that haulers are responsible for what happens to the septage, and that it must be incorporated within six hours of being applied unless it is lime stabilized. Rather than rely on a farmer, the couple bought a disk, springtooth harrow, and John Deere tractor to incorporate the slurry. Gillespie adds lime to the storage tank to stabilize the slurry, enabling greater surface application on alfalfa fields. He pays a man to plant his corn. Controlling farm operations has proven very time consuming for Gillespie.

## OUT IN FRONT

One investment that is paying off is the 2002 Mack Vision Series vacuum truck they bought in 2006 from 27th Trucks Inc. The couple can transport more waste and the fuel economy is better than on the smaller International. The Mack sports a 460-cubic inch E/7 engine coupled with a 10-speed Eaton-Fuller transmission. It has a 4,200-gallon steel tank and Jurop 150 water-cooled pump. A drop axle allows hauling a minimum of 1,500

Lynn Gillespie uses a Caterpillar loader at one of two Alpena Septic disposal sites.



Richard and Lynn Gillespie load vacuum hoses back onto their Mack Vision Series truck after pumping a residential tank in Spruce, Mich.



gallons when spring weight limits are enforced. As an advertising vehicle, the truck is helping increase their customer base. "Everything we own is painted metallic forest green and white," says Lynn Gillespie. "People identify the company by those colors." Answering calls on weekends and word-of-mouth references are other ways they compete for business.

Providing quality service — doing things other pumpers don't do — is another way the couple is expanding their customer base. As a NAWT-certified inspector, Richard Gillespie is trained to look for many different things. "I often won't pump the tank if other issues are causing the problem," he says. "I alert the homeowner and fix what is wrong. Although the process is slow, these people do become my customers."

Besides troubleshooting, Gillespie also replaces lines and installs risers and effluent filters. He has time to install only 20 onsite systems a year. Inspecting systems accounts for 10 percent of the company's profit.

Another way the couple increases its customer base is by educating homeowners on how to maintain septic systems. Besides golden backyard opportunities, they rent a booth at an annual home show, where Richard Gillespie presents a program on operation and maintenance.

"People are starving for the information. After Richard's session, many in the audience follow him back to our booth. Most become our customers," says Lynn Gillespie. The couple ordered educational videos from the Pennsylvania Septage Management Association and shows them at the booth. "People actually sit and watch them," she says.

### STANDARDIZING THE CODE

Richard Gillespie says that the biggest challenge facing haulers is establishing a standardized septic code. "We have about 80 different sets of rules throughout the state," he says.

Developing a state certi-

fication program is the next hurdle. "I took the NAWT installer certification test in 2006, but that piece of paper means nothing here because the state doesn't require any certification," Gillespie continues.

The Gillespies remain committed to staying on the land, recycling waste responsibly, and working to make legislation more amenable to haulers. The next phase of their growth plan is to hire a full-time employee. "Taking some time off after years of working around the clock will make a huge difference in our lives," says Gillespie. "We'll finally be able to enjoy the fruits of our labors." ■

## Just call him the Septic Doctor

Richard Gillespie of Alpena Septic Service in Spruce, Mich., knows so much about troubleshooting onsite system problems, septic customers now refer to him as the Septic Doctor. The National Association of Wastewater Transporters Inc. certified inspector has run into some interesting case studies in recent years.

His most bizarre case involved a homeowner who had his septic tank pumped every two years, yet one day it backed up. The man showed Gillespie a 6-inch cleanout port in the garage floor, but the liquid he examined was effluent water. "We have a lot of dry wells in the area, and this is what the hauler had been pumping," he says.

Gillespie couldn't use his electronic locator to find the septic tank because the lateral was plugged and the house had no cleanouts. He and his wife, Lynn, a septic hauler, excavated beside the two-car garage and used long probes to calculate measurements. They chalked the tank's projected location on the garage floor, then sawed out a 24-inch-square concrete slab.

"To our amazement, we hit the cover," says Gillespie. "We were off center by 3 inches, but were able to remove the lid and pump the tank for the first time in 13 years." Gillespie installed a riser and replaced the slab. Since the system wasn't up to that health district's code, the homeowner was told to replace it.

A recent episode involved a lake home with a wrap-around deck. An inspector had passed the onsite system two years ago when the property was sold. Now sewage was backing up. When Gillespie arrived to pump the tank, he couldn't find it. "The soil is glacial till — boulders, stone, and clay — and it's impossible to stick a probe in the ground," he says. "It's hard to dig even with a backhoe."

Gillespie sent his sonde down the toilet and found the tank buried beneath the deck. "It was quite a battle to uncover it, because the deck's structural supports were over the lid," he says. "No one had pumped that tank in years. The inspector had charged the homeowner for pumping what he stated was the required two-compartment, 500-gallon tank. Gillespie pumped the tank and estimated its capacity at 300 gallons.

When he flushed the toilet, water flowed into the tank, but nothing happened when he flushed the second toilet. Sending down the sonde, he found another 300-gallon tank 60 feet away on the opposite side of the house. The deck's structural supports were over that lid, too.

"Nothing in this system would have passed the local health district's sanitary code," he says. "Sadly, such inspections are common in Michigan." The homeowner spent \$5,000 bringing his "passed" system up to code.



Richard Gillespie makes sure the dosing valves are sequencing correctly at a municipal system. The electrical panel is solar powered.



Gillespie places a temporary filter at a municipal onsite system as he prepares to clean the system's permanent Zabel effluent filter. Richard Somers, Lincoln Village street supervisor, looks on.

### MORE INFO:

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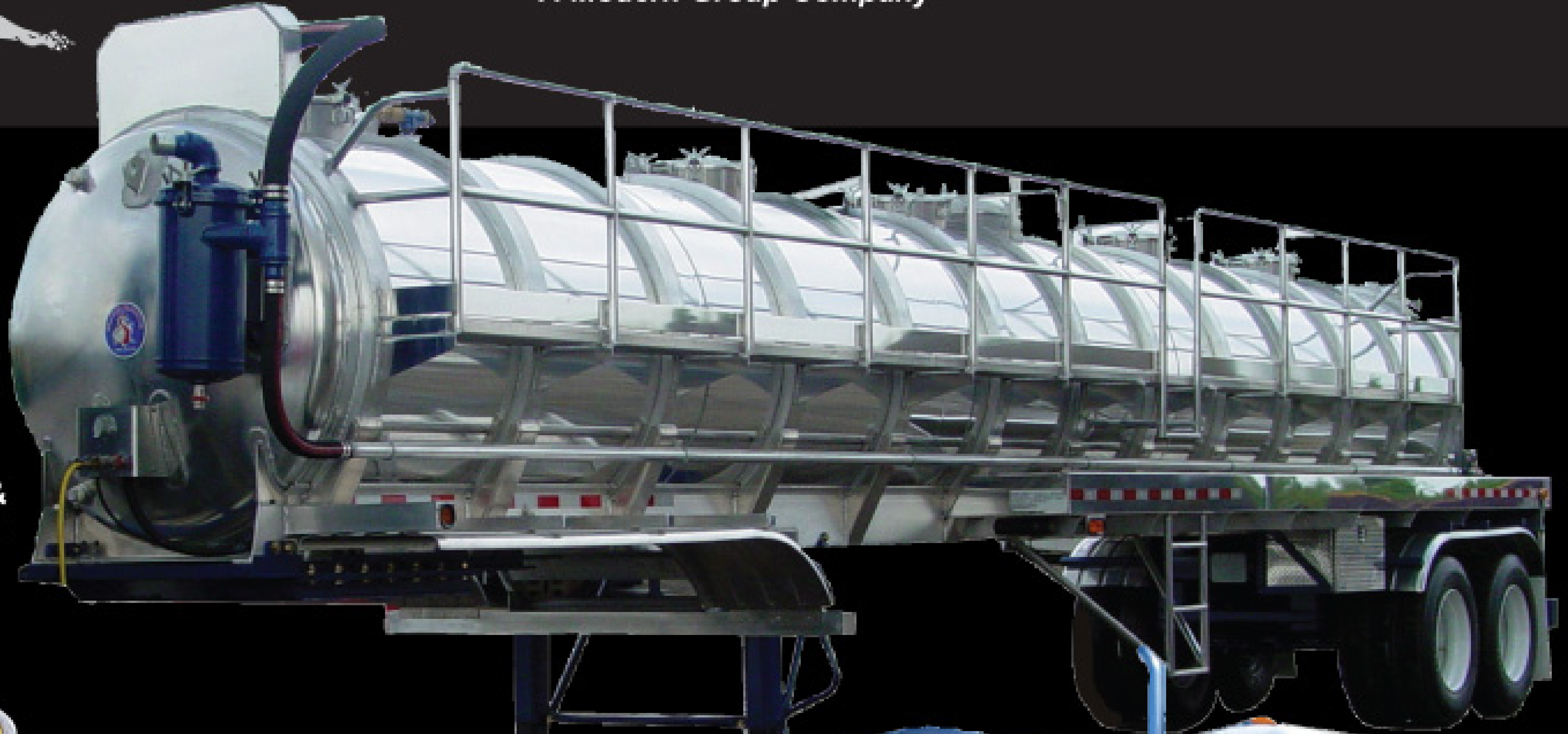
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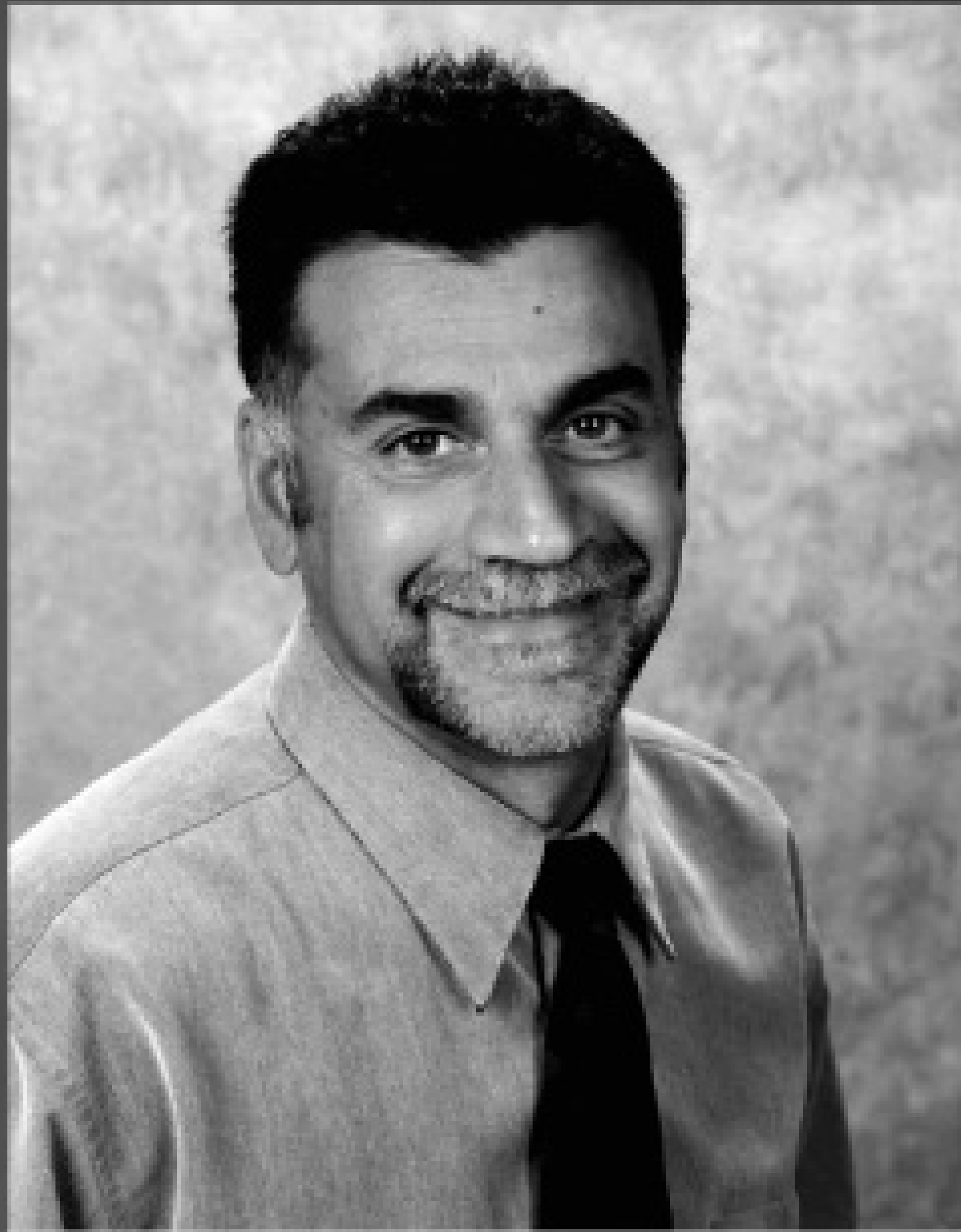
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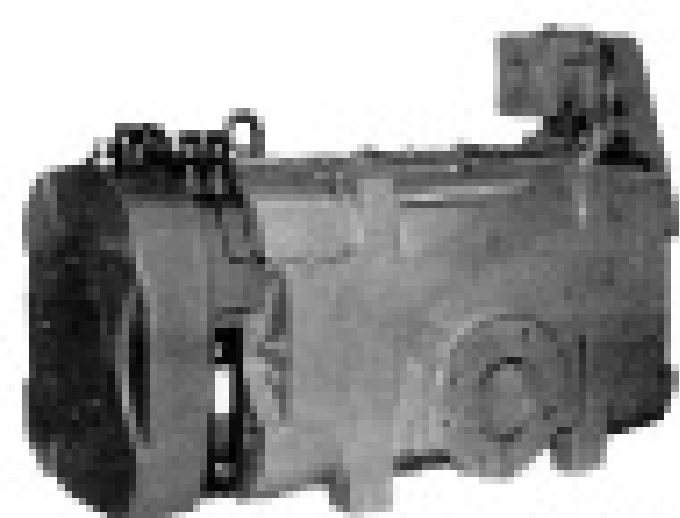
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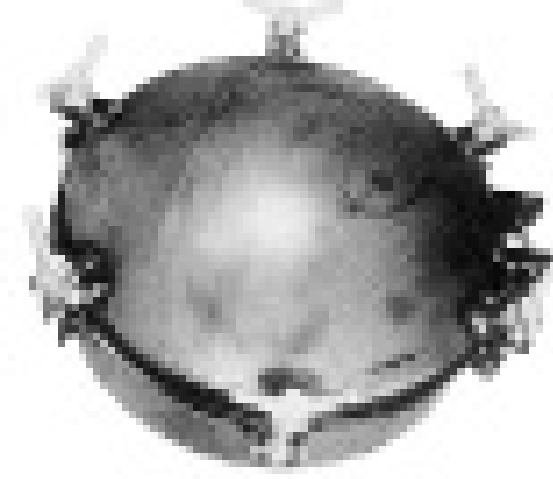
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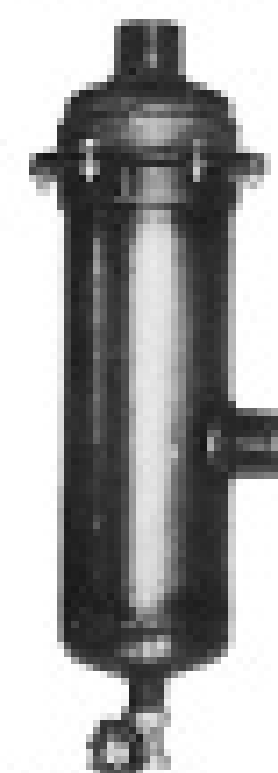
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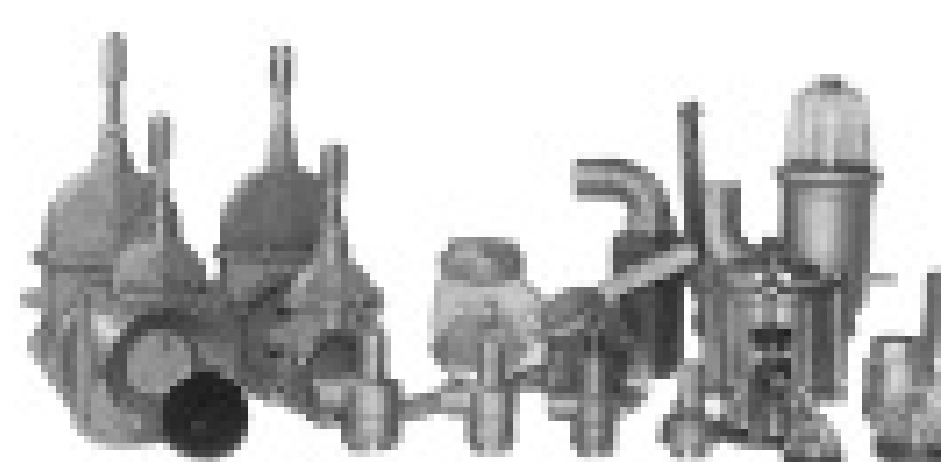


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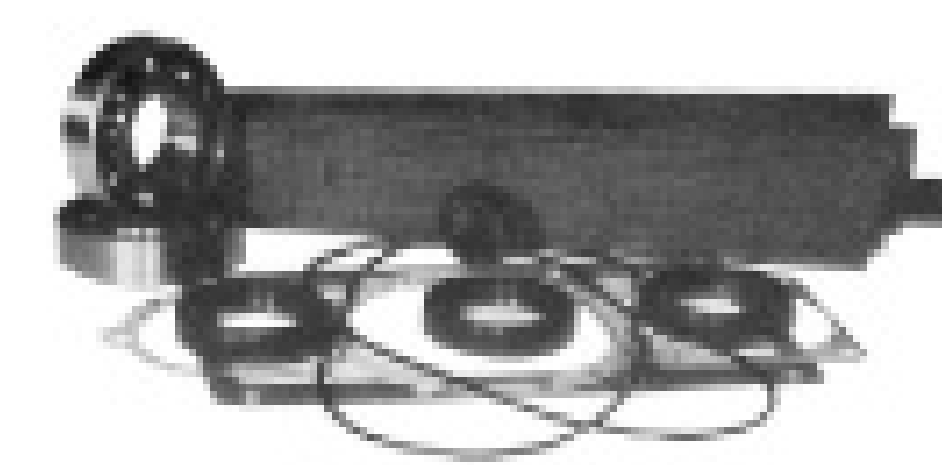
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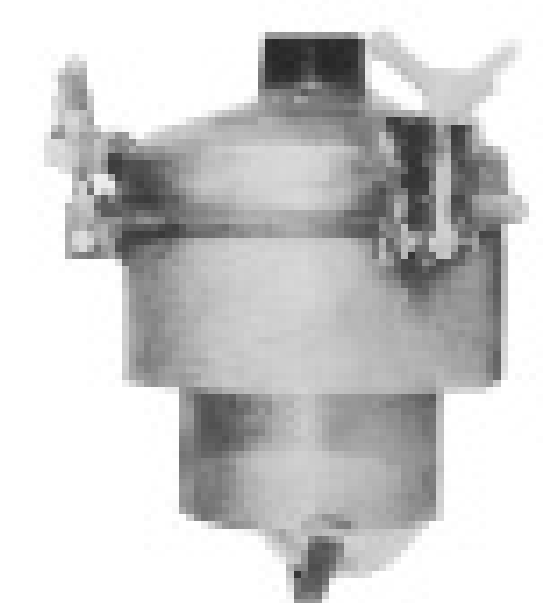
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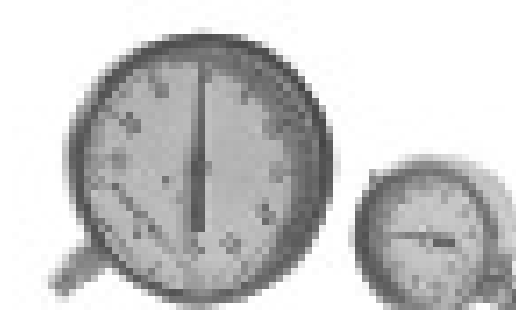
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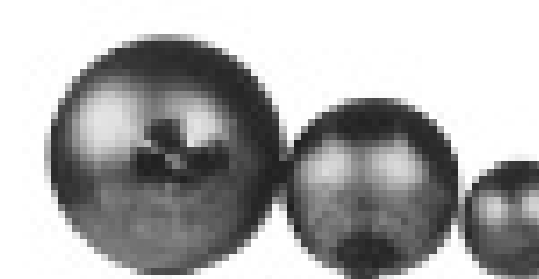
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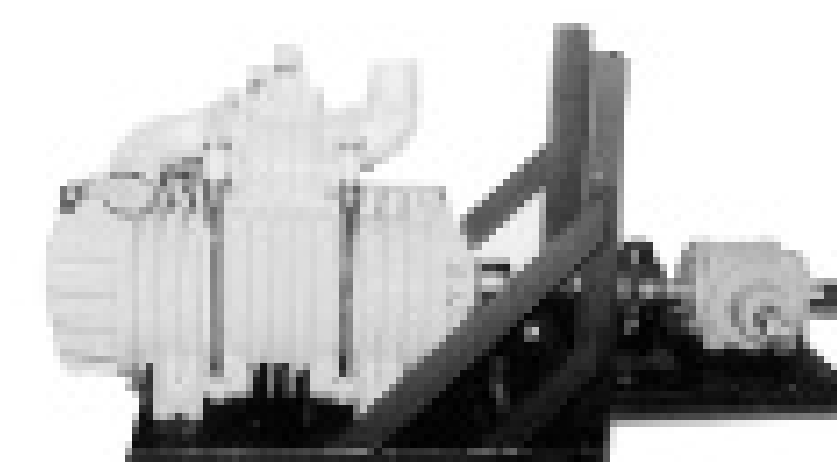
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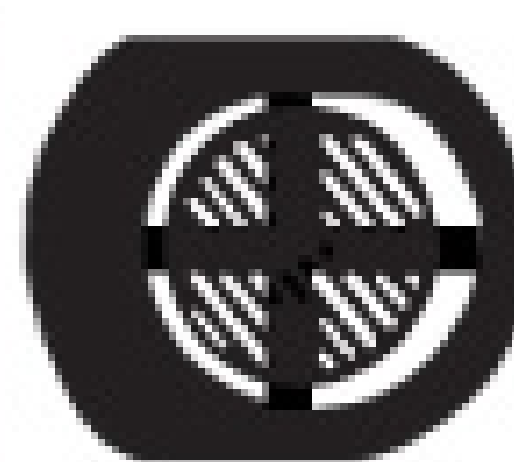
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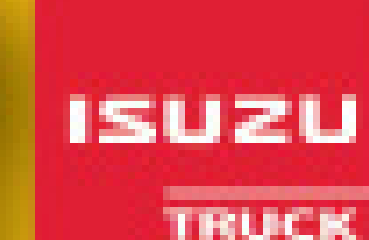
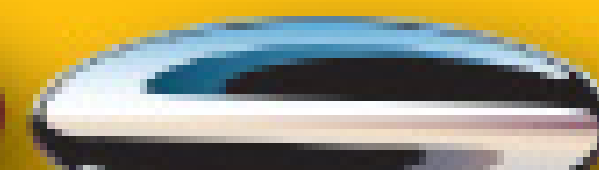
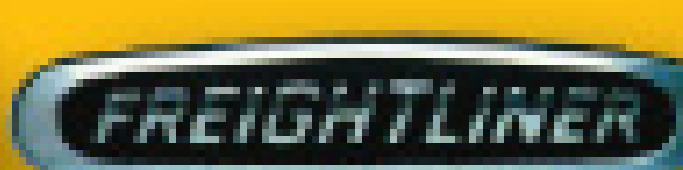


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# A Suction Scare

**“I don’t care how strong you are, once a vacuum hose seals on you, you’re not going to pry it off.”**

**R**esource Geoscience Inc. in Colorado Springs, Colo., specializes in environmental assessment, compliance, and remediation services. One contract involves cleaning guano, half-dead pigeons, and maggots from the roofs of car washes and service stations before the debris clogs gutters. Besides harnesses and hard hats, the men wear full Tyvek suits and full face respirators because of the health hazards associated with pigeons. Suit sleeves are duct-taped around surgical-type gloves, followed by removable rubber.

it. In a millisecond, the flexible hose engulfed his entire arm, which immediately began to hurt. The terrible sound of silence followed as the hose sealed itself around his arm and chest.



**MY BODY RESPONDED FASTER THAN MY BRAIN ... EVEN THOUGH WE WORKED SHORT SHIFTS, THE HEAT COULD HAVE AFFECTED MY THINKING ... I PROBABLY COULD VACUUM PIGEON DEBRIS ANOTHER THOUSAND TIMES WITHOUT INCIDENT, BUT THIS TIME A LINK BROKE IN THE SAFETY CHAIN.**

**Tom Lewis**

**Pumper:** What makes the whip hose different from other vacuum hoses?

**Lewis:** It’s a plastic, flexible, corrugated hose used around French drains, houses, or downspouts. It wears quickly if you’re vacuuming metal or rock, but we just replace it because it’s cheap. It’s super light so it moves easily. The bad thing about the whip hose is once it goes under full vacuum, it collapses and shortens, whereas most vacuum hoses don’t collapse. Our normal 6-inch hose is so big and heavy that we can’t move it.

**Pumper:** What procedures did your employees follow in this emergency?

**Lewis:** The spotter standing beside me saw that I was in trouble and signaled to the operator by line of sight to shut off the truck. It probably took 10 to 15 seconds from the hose grabbing me to the vacuum releasing, but it felt like an eternity.

The pain was incredible.

When my guys ripped open the suit, we didn’t see any blood, just my horribly swollen arm. They immediately wanted to take me to the hospital, but I didn’t think I was hurt that badly and refused to listen. I then realized that, as owner, setting a good example was my responsibility. If someone has an accident, big or small, he should see a doctor. It’s important. The emergency room staff told me that their concern was possible blood clots.

For two hours after the accident, the pain was incredible due to the swelling. Weeks later, it was still hard to sleep because of the pain.

I was just lucky. I calculated the force exerted on my arm to be about 300 pounds. I

don’t care how strong you are, once a vacuum hose seals on you, you’re not going to pry it off. The accident reinforced the importance of having a spotter whose only job is to watch what’s going on and be ready to react.

**Pumper:** Are you an experienced vacuum truck operator?

**Lewis:** I’ve been out on these vac trucks for years, but am not a primary operator. I’m an engineer, so I tend to be a helper. I like switching between paperwork and providing service. We handle a lot of emergency response and industrial vacuum projects. Some big efforts require putting everyone in the field. However, Resource Geoscience has only 12 employees, six of whom are full-time field crew, so all office personnel except the draftsman and secretary are 40-hour OSHA (Occupational Safety and Health Administration) trained, too.

**Pumper:** How does your safety program function?

**Lewis:** I’m the one who normally gives safety training on the projects I manage. We have a specific health and safety plan for each site that includes the location of the nearest hospital and the hazards. Everyone goes through refresher courses each year. We’ve had hundreds and hundreds of hours using the whip hose, even inside tanks in the dark, without incident. This is the closest we’ve come to a big disaster.

**Pumper:** Did you become complacent to the danger?

**Lewis:** I think that’s what happened, and trying to catch the glove was an instinctive reaction. My body responded faster than my brain. It was hot; I couldn’t see. Even though we worked short shifts, the heat could have affected my thinking. All that safety gear restricted my mobility, too. I probably could vacuum pigeon debris another thousand

## Pumper Interview

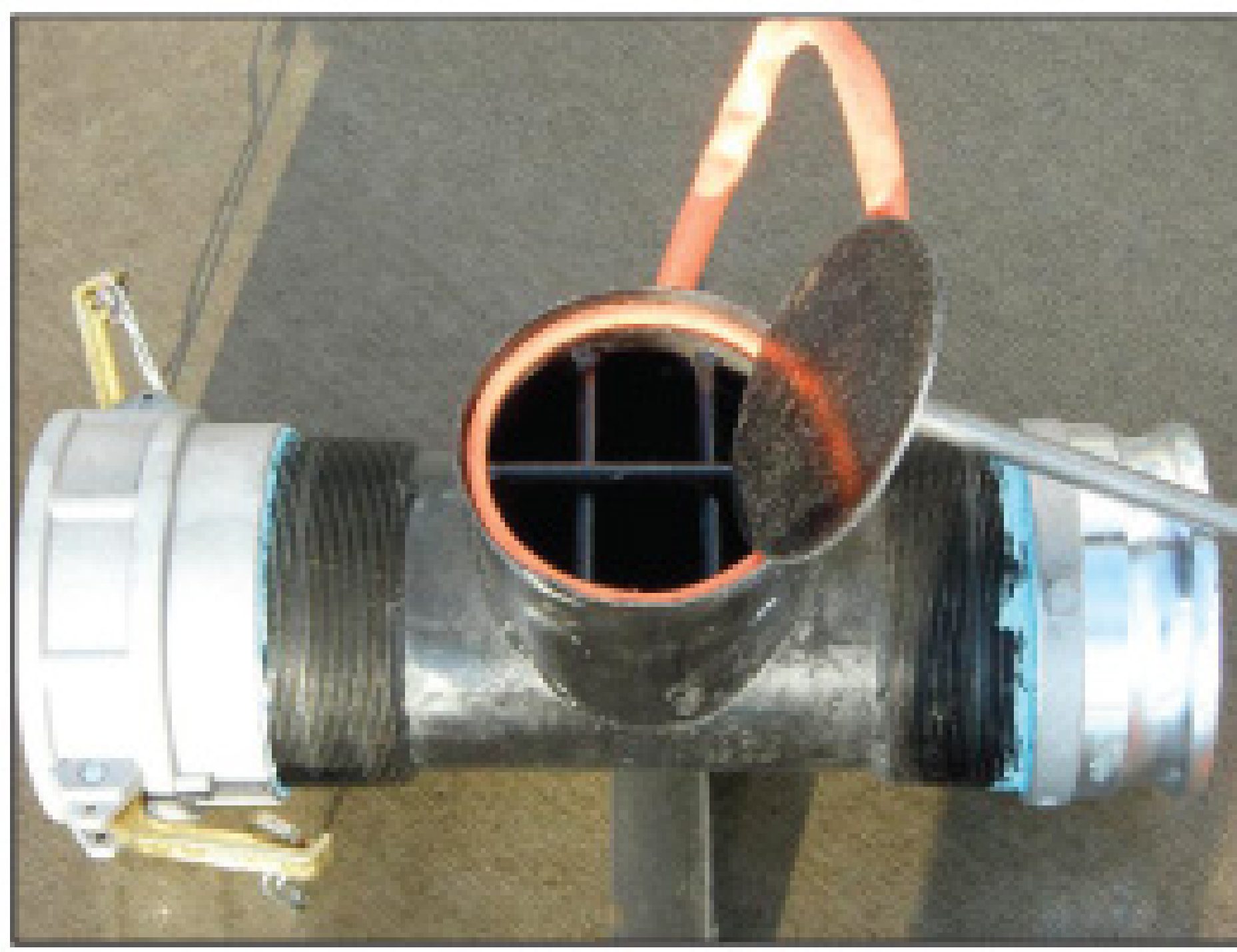
By **Scottie Dayton**



Tom Lewis (left) holds an on location safety meeting with his crew, (from left) Al Comer, Darrell Robbins and David Comer. The truck in the photo is the King Vac from Keith Huber Inc. that was in use when Lewis was injured. (Photos courtesy of Tom Lewis)

Owner Tom Lewis and crew were cleaning guano one 80-degree day using a King Vac industrial vacuum loader from Keith Huber Inc. At that altitude, the machine produces 3,700 cfm with 22 inches mercury instead of the standard 27 inches. Lewis, who stands 6-foot, 1-inch tall, weighs 185 pounds, is 47 years old, climbs mountains like Everest and Kilimanjaro, and works out daily in the gym, was handling the 6-inch diameter whip hose.

Perspiration streamed down Lewis’ face shield, impairing his vision. As he reached down to move the hose to another pile of debris, the vacuum began sucking off his left-hand glove. Instinctively, Lewis made a fist and moved his hand toward the glove to catch



This is the safety tee Lewis purchased for the King Vac truck after the near-miss injury incident. He ordered it from Environmental Products & Accessories, Hixson, Tenn.

times without incident, but this time a link broke in the safety chain.

**Pumper:** Did you consider it an unusually difficult job?

**Lewis:** It was difficult. A different crew had been on the project three days, then we were called in to relieve them. We had plenty of time and didn't feel rushed, but wanted to finish the job because it's so hard.

I started out refreshed, but after 10 minutes working in that heat all suited up, I began to feel it. However, I believe complacency

more than fatigue caused the accident. Thankfully, our safety procedure worked properly. Without a spotter, I would have been in big trouble. The accident wasn't a recordable incident or a lost time injury. It was a near miss.

**Pumper:** How has the near miss affected your safety program?

**Lewis:** Our safety program will remain the same, but we'll focus on how to prevent a repeat of the accident. We will look closer at what we learned five or 10 years ago and maybe forgot. Besides our mandated annual refresher training courses, we go through eight-hour refreshers every year, and each job has a Toolbox safety meeting.

**Pumper:** What did the Toolbox meeting cover for the pigeon debris job?

**Lewis:** We talked heat, different shifts, do we have cell phone reception in case of an emergency, where is the nearest hospital, what vehicles are available if we have to transport, or do we call an ambulance. We discussed health hazards: is it respiratory, where is our line of sight, do we have traffic control issues, pedestrians, overhead hazards, slip-trip-fall hazards? Each worker signs and dates the site-specific health and safety plan for that

day. If we return to the project tomorrow, we do it all over again.

Everyone is medically monitored. We try to follow every OSHA procedure we possibly can. We're in a hazardous business. I should add that because our work is so diversified, we don't use the King Vac daily. We really need to revisit some things we learned about it when the machine arrived, because we probably have forgotten them. Everyone must understand the nuances of that truck.

**Pumper:** Did learning of your near miss have any negative effects on your employees?

**Lewis:** Actually, it's been a good thing in that it's created discussion. Almost every day we're getting together and asking, "What can we do to work safer? What other hazards are we not seeing?" The near miss raised everyone's awareness and made us more vigilant. We're trying to be super careful that such an accident never happens again.

**Editor's Note:** Lewis has since ordered and installed safety tees on his vacuum loading hoses. The operator can pull it to quickly release the vacuum. Another safety device, the Tip Top relief valve from Bandlock Corp., enables a rescuer to immediately release the vacuum when he hears the spotter's warning. ■



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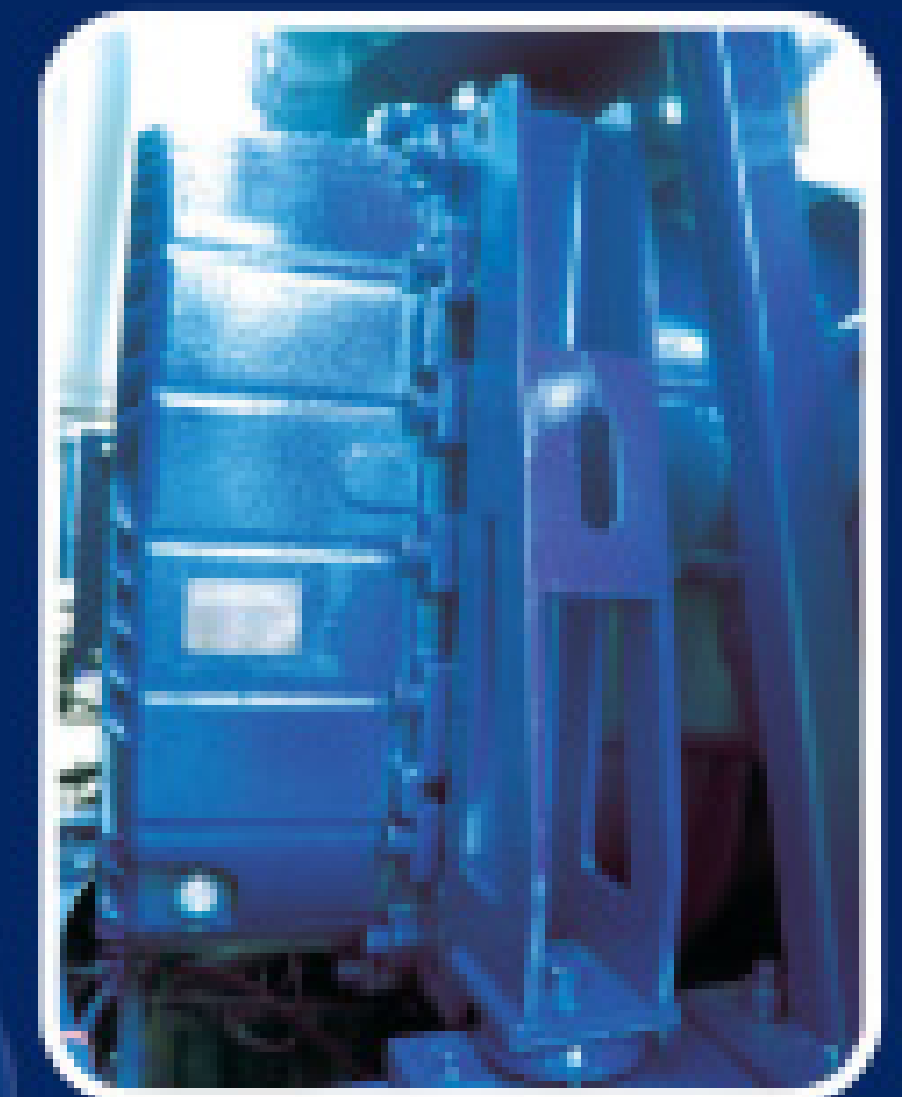
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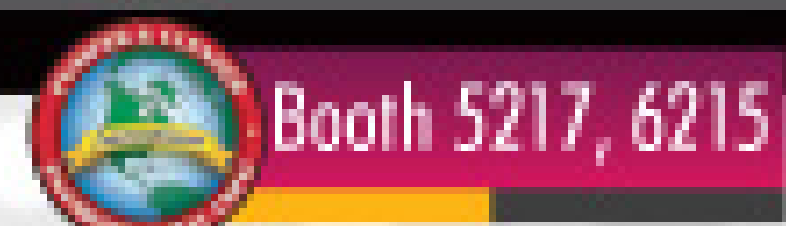
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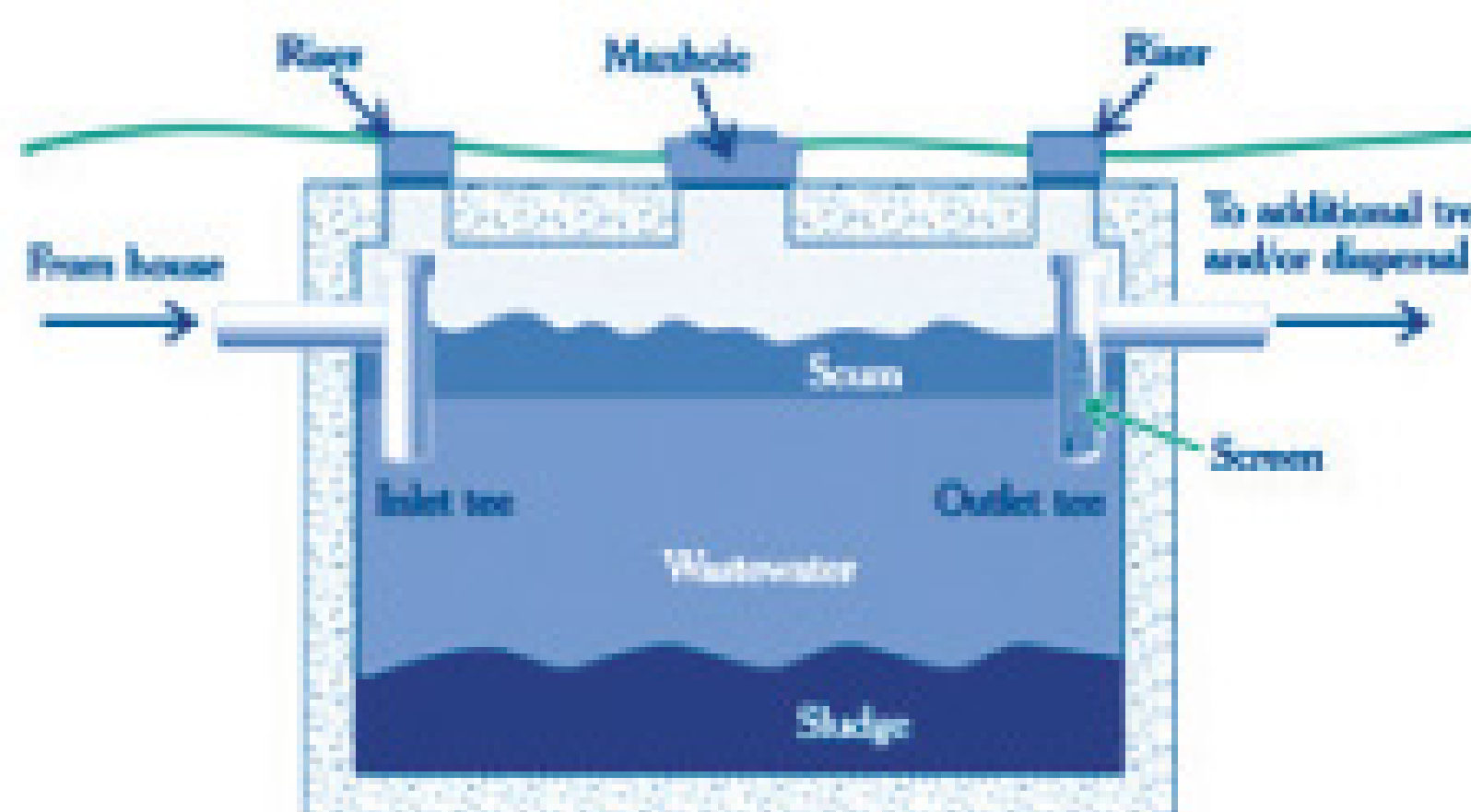
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### FROM WEBSTER'S DICTIONARY

**Septic Tank:** "an underground tank in which waste matter is decomposed through bacterial action."

If there is too much solid material in your septic tank, the "bacterial action" is not taking place properly. Why? Not enough bacteria. Why? Let's look at the labels of some typical home-care products and see what Webster's says about them:



### WHAT'S UNDER YOUR SINK?

**Disinfectant:** "a means for destroying bacteria."

**Germicidal:** "an agent for killing bacteria."

**Antibiotic:** "having the capacity to inhibit the growth of or destroy bacteria."

**Sanitize:** "to free from germs by cleansing or sterilizing."

**Sterilize:** "to cleanse by destroying bacteria."

Have you noticed the recent rise in the use of anti-bacterial soaps?

**Anti-bacterial:** "destructive to or inhibiting the growth of bacteria."

Do you think of what anti-septic means as you flush mouthwash down the drain?

**Anti-septic:** "any substance that inhibits the action of bacteria."

These bacteria-killers are in products that we all use every day. Toilet disinfectants that get dispensed with every flush kill bacteria before they even get to the septic tank. Garbage disposals and water softeners also challenge the bacteria needed for proper septic tank operation. It's no wonder there are so many failing septic systems! Is there any word to look for that won't kill bacteria? Sure:

**Biodegradable:** "capable of being readily decomposed by bacterial action."

### THE CLEANER THE HOME, THE DEADER THE TANK

So are we saying to stop cleaning and disinfecting the house? Of course not. What we're saying is if you're going to regularly kill bacteria needed for proper septic tank operation, you need to regularly replace those bacteria with a monthly dosage of **CCLS**, "The Original" bacterial additive.

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-Rick Howe, President

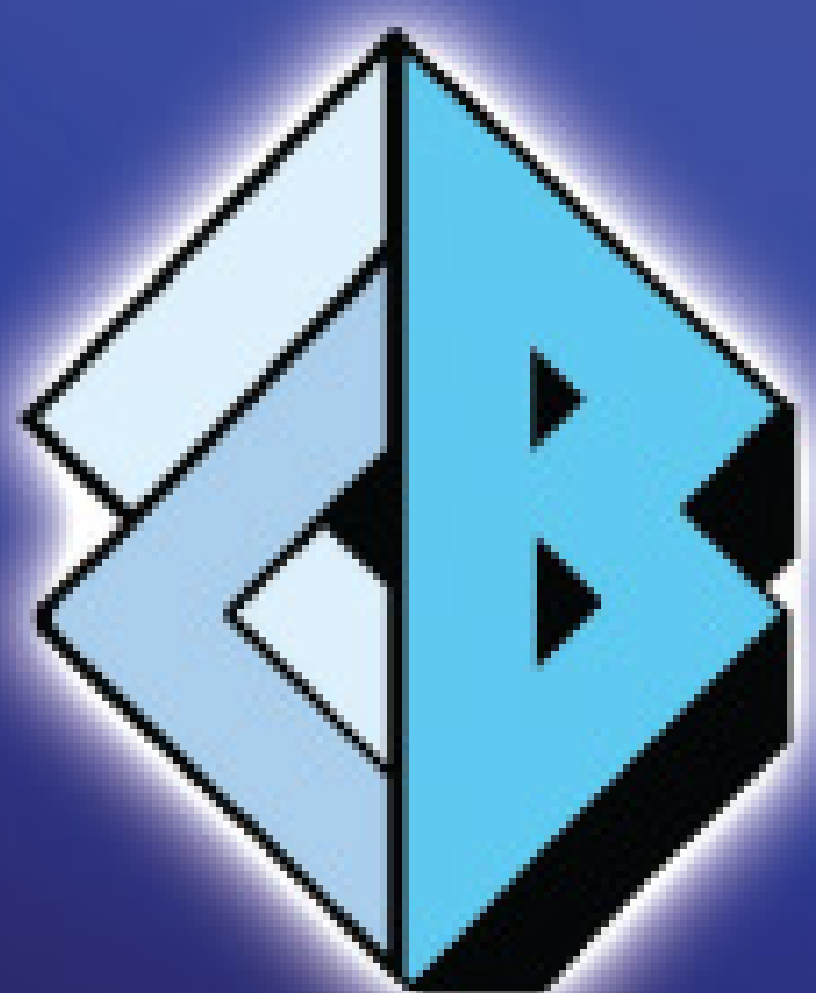
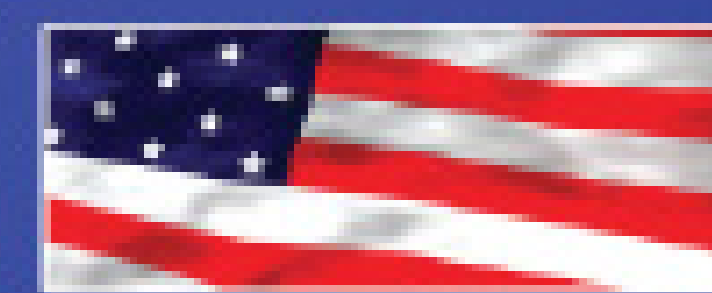


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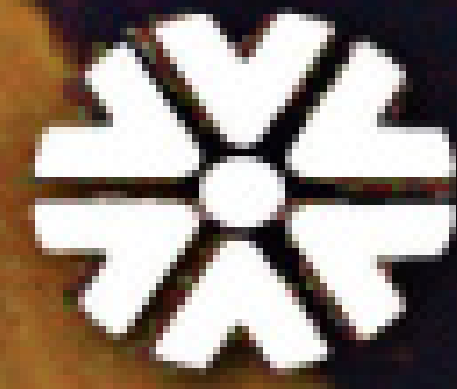


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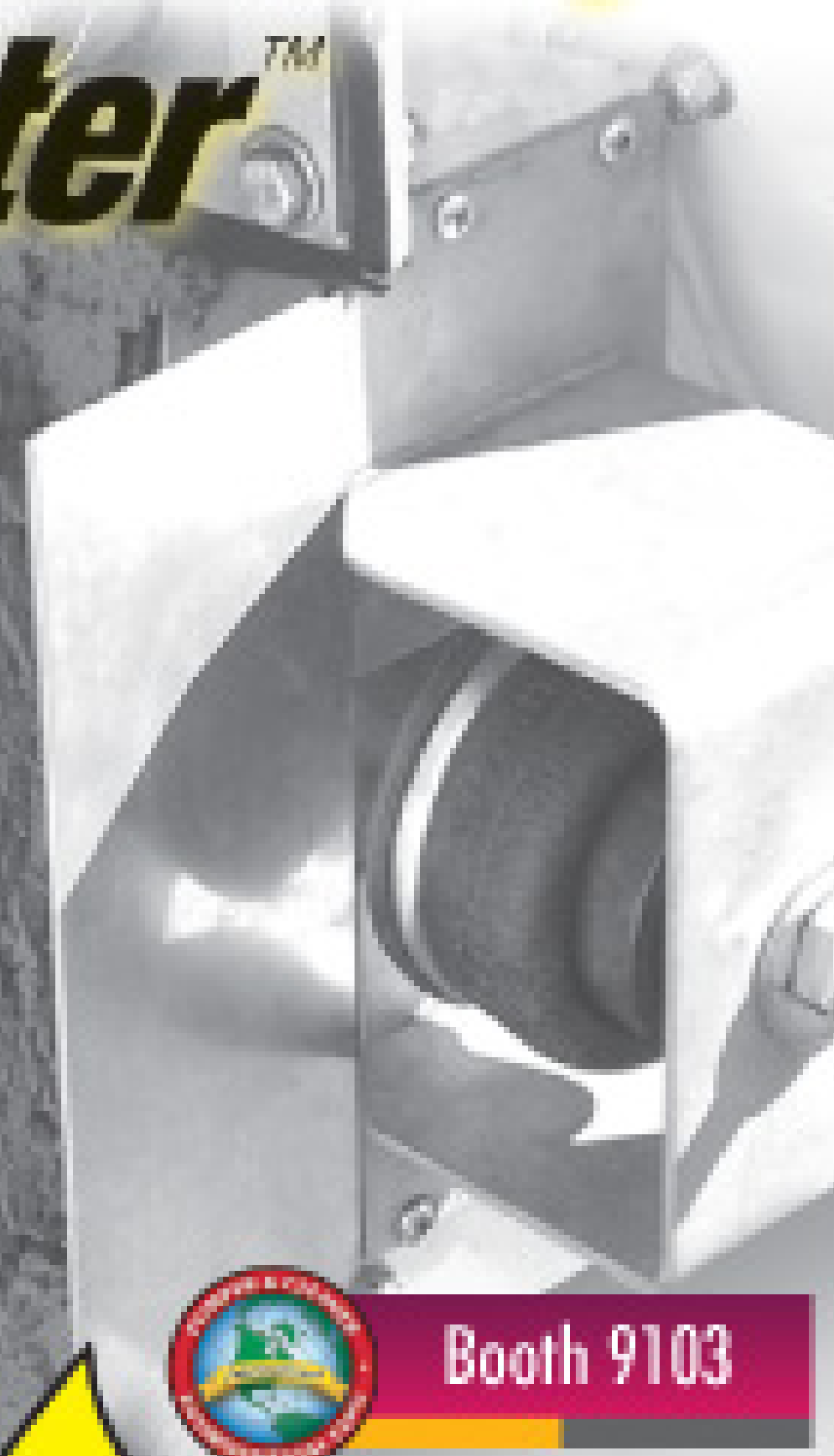
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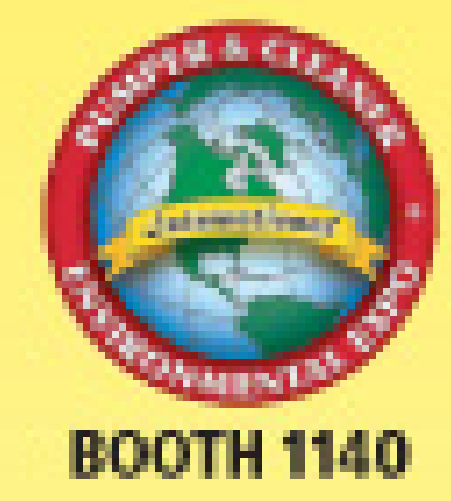
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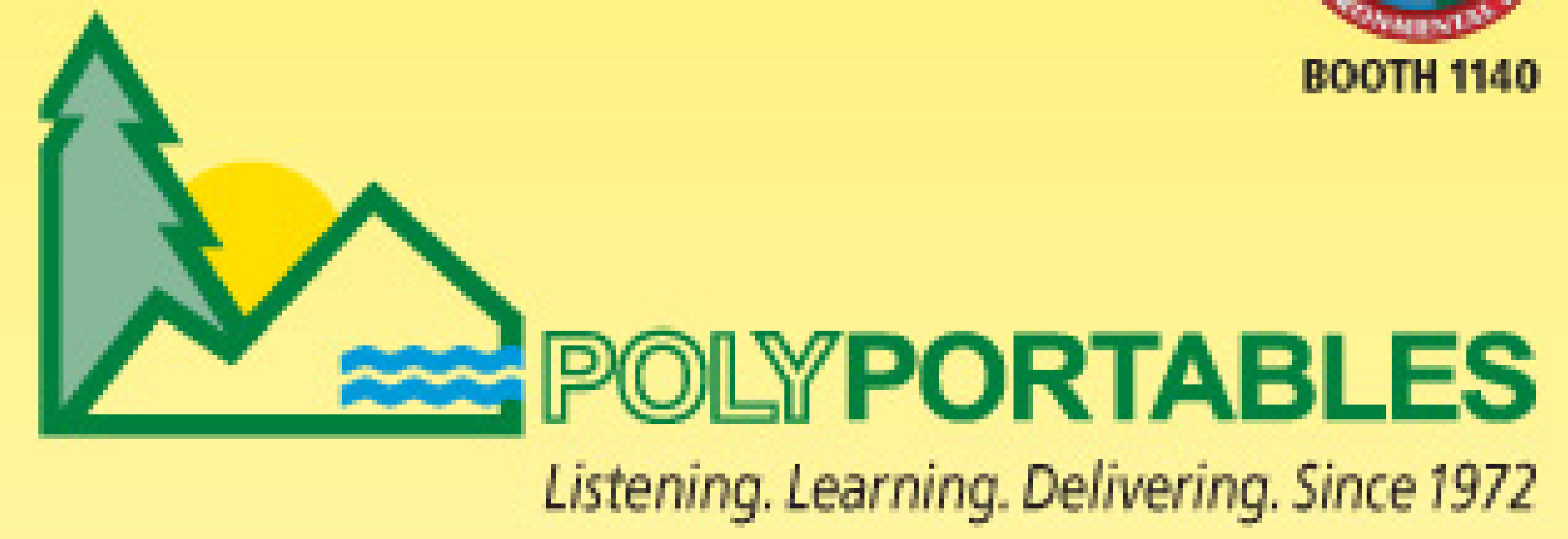
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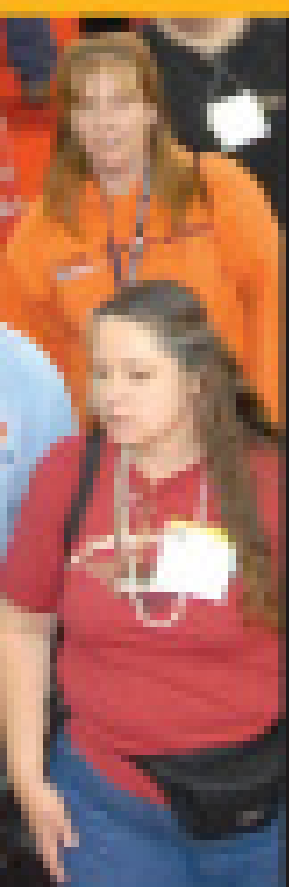
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## It's all here

Exhibitors provide hands-on look at industry's latest technology.

By Ed Wodalski

A new year. A new location. New vendors and thousands of new products promise to make the 2008 Pumper & Cleaner Environmental Expo International in Louisville, Ky., the best ever. And seeing this is the Expo's 28th year – that's saying something. Although with three big days of educational seminars, nationally known entertainer Jeff Foxworthy, chart-topping Big & Rich, and nearly a million-square-feet of exhibition space you might not need much convincing. Still, we realize the one reason you come to the Expo is to get a hands-on look at the industry's latest technology. To help you plan your visit, here is a look at some of the many products you'll want to see.



## Safety Devices

### Ace Supply Co.

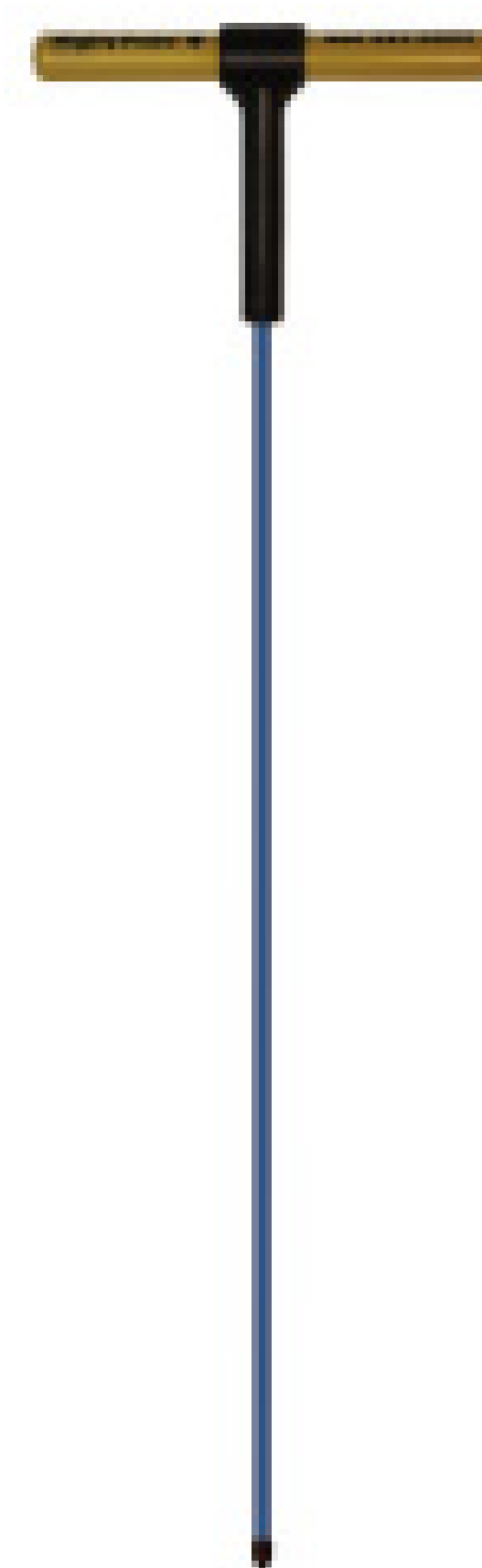
The Kwikk-Lokk Manway-SAFE-T vacuum interrupter provides vacuum truck operators with an extra margin of safety when



working with high-suction hoses. Designed to quickly break vacuum in case of an emergency, the device is available with optional Manhole Manager. [814/899-3644](tel:8148993644); [www.kwikk-lokk.com](http://www.kwikk-lokk.com); Expo booth 7146.

### T&T Tools Inc.

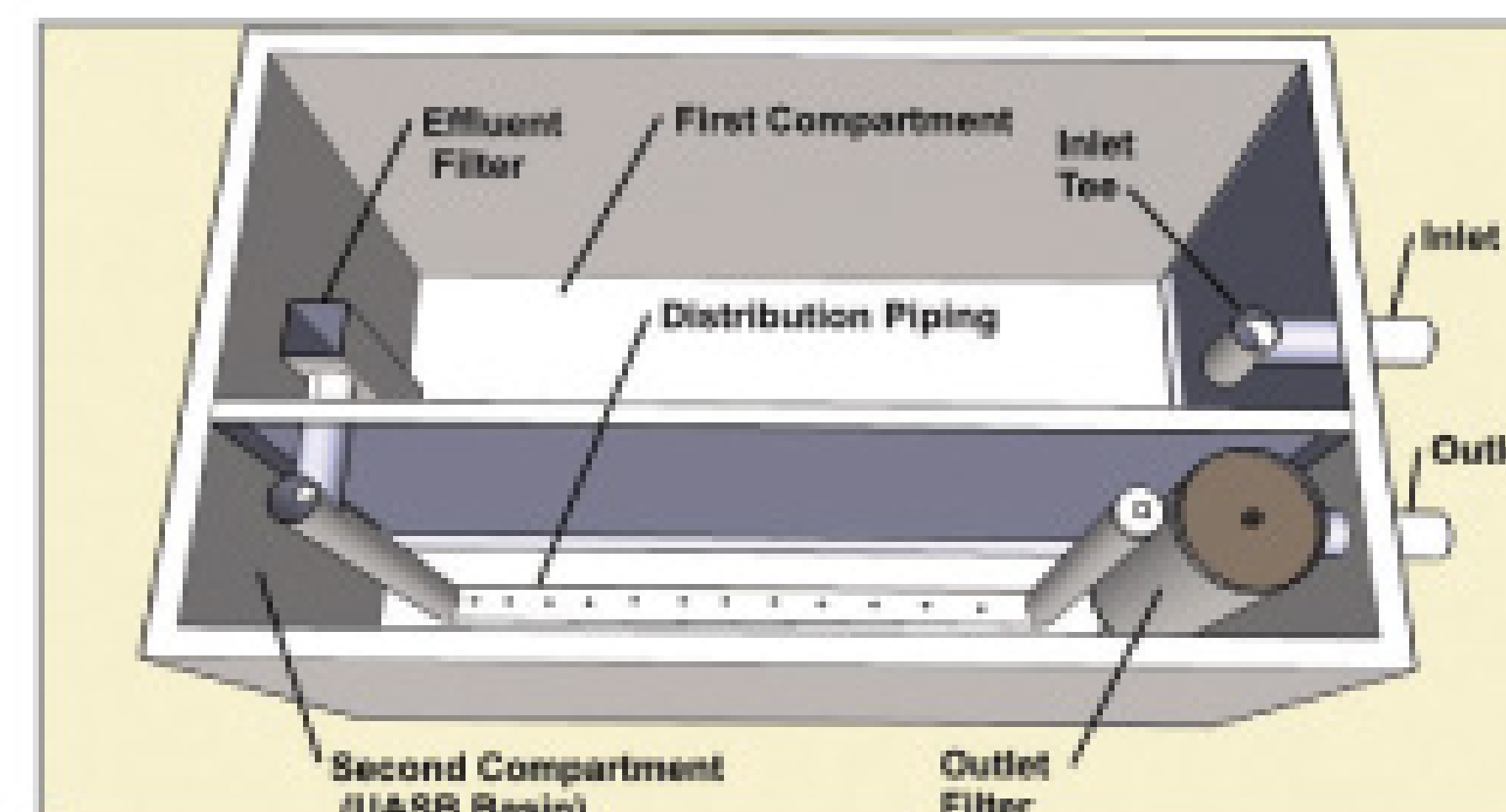
The insulated Mighty Probe provides protection against electrical shocks (up to 50,000 volts). The optional Slide Adapter enables the probe to be driven into hard ground. The probes feature a steel shaft with replaceable tip and are available in lengths from 3 to 6 feet in 6-inch increments. [800/521-6893](tel:8005216893), [www.tandttools.com](http://www.tandttools.com); Expo booth 3099.



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treatment basin in the second compartment, which acts as an upflow anaerobic sludge blanket. The treated water then passes through a proprietary foam filter, removing any remaining solids. [812/926-4282](tel:8129264282); [www.superseptic tanks.com](http://www.superseptic tanks.com); Expo booth 3009.

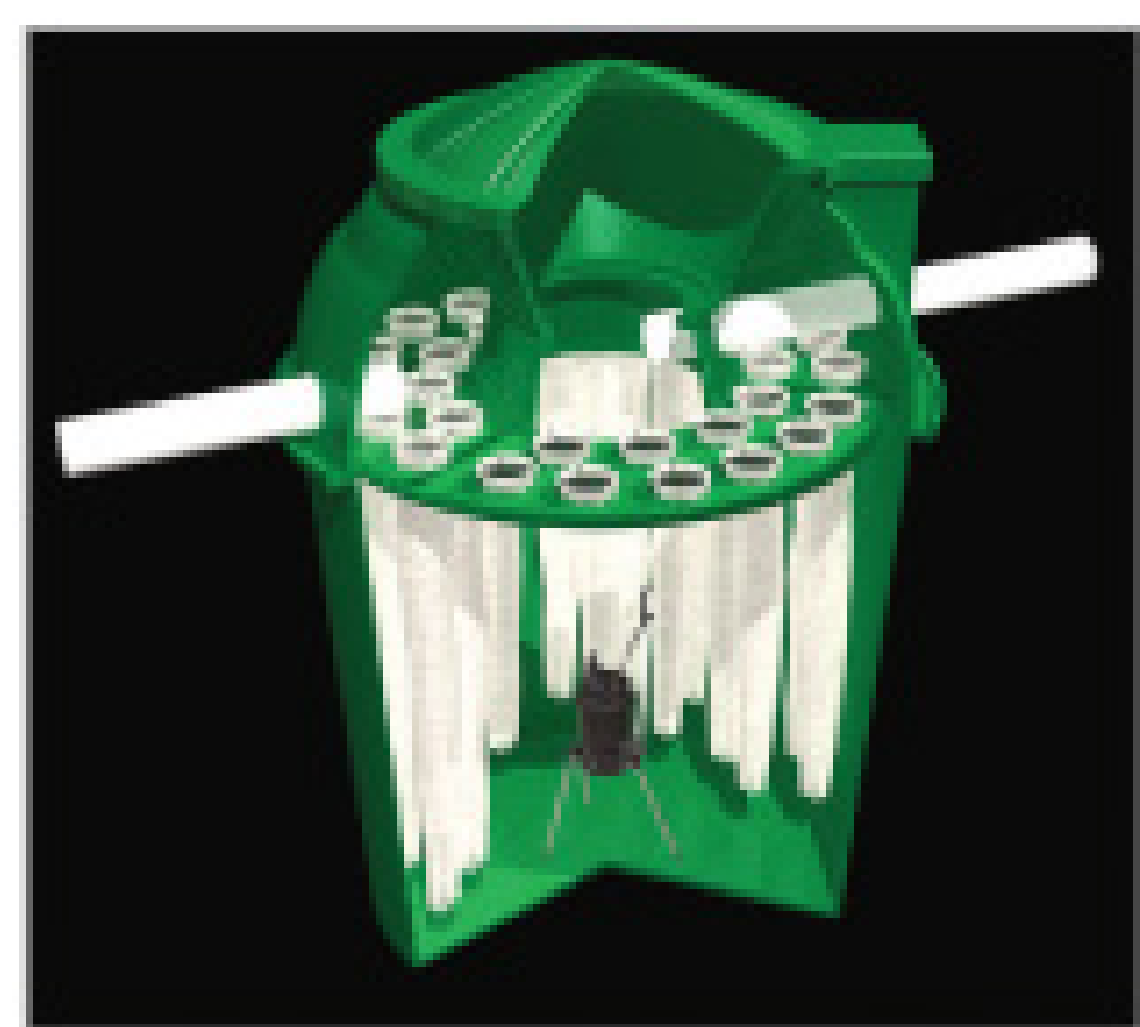
### Infiltrator Systems Inc.

The Aquaworx Remediator restoration system is designed to rejuvenate malfunctioning septic systems with minimal landscape disruption. Inserted into an existing tank, the device utilizes a permanent non-invasive process that promises to restore function in about two weeks. [800/718-2754](tel:8007182754), [www.infiltratorsystems.com](http://www.infiltratorsystems.com); Expo booth 4081.



## Consolidated Treatment Systems Inc.

Multi-Flo is a compact, environmentally friendly wastewater treatment system designed to provide the highest level of treatment and disposal through fixed film



and growth digestion. Because of its no-bypass, positive-filtration design, the system promises clear, odorless effluent more than 95 percent

containment-free. It can be retrofitted to replace failing conventional systems and prevent drainfield damage and costly repairs. The unit features 132-square-feet of fixed-film internal media and an effluent submersible aerator. 937/746-2727, [www.consolidatedtreatment.com](http://www.consolidatedtreatment.com); Expo booth 9306.

## Premier Tech Environment

The Ecoflo biofilter treatment system is designed for the sanitary drainage of decentralized dwellings. Preceded by a septic tank, the chain of treatment includes a biofiltration unit and polishing field. The system promises to produce effluent with concentrations

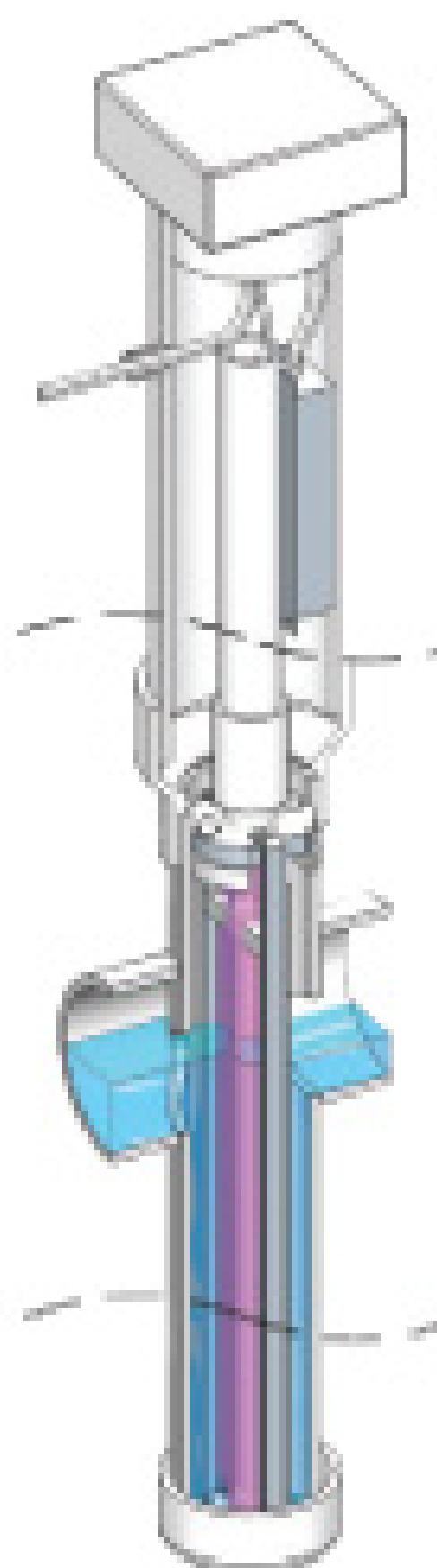
lower than 15 mg/L in TSS and BODs, and 50,000 FCU/100 mL in fecal coliforms.



Combined with a 12-inch layer of native soil, the system ensures a reduction of nutrients and pathogens to groundwater and surface water. The organic filter is engineered to capture the majority of suspended solids and other pollutants, helping to avoid clogging of soil. 800/632-6356, [www.premiertechenv.com](http://www.premiertechenv.com); Expo booth 4164.

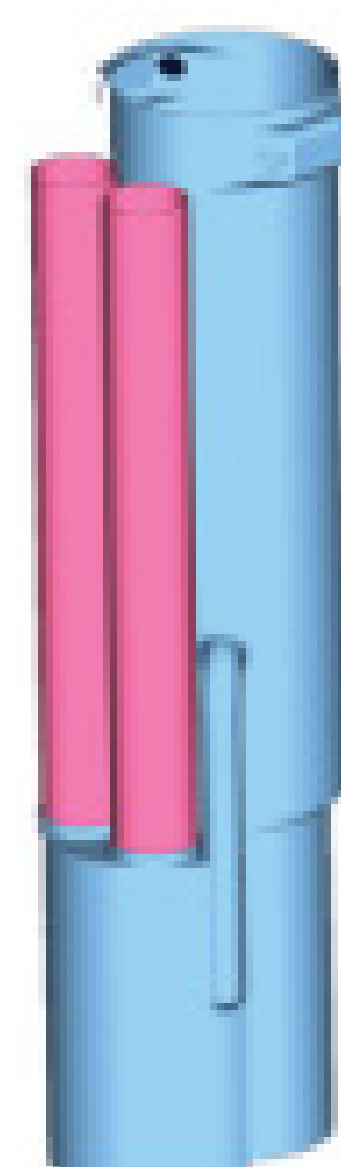
## Salcor Inc.

The Model 3G ultraviolet disinfection unit is designed to reduce fecal coliform bacteria levels by 99.9 percent, according to third-party NSF testing. It is rated for 4,320 gpd with TSS less than 30 mg/L, or up to 8,640 gpd if TSS and BOD are less than 10 mg/L. The unit operates on 120-volt, AC power and can be installed in less than 30 minutes. The disinfection chamber is made of UV-resistant plastic and is permanently installed below grade. When the chamber is full, the UV light operates continuously at a temperature range of 105 to 120 degrees F for optimal disinfection. 760/731-0745; Expo booth 13063.



## Sim/Tech Filter Inc.

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## Concentric Enviro Inc.

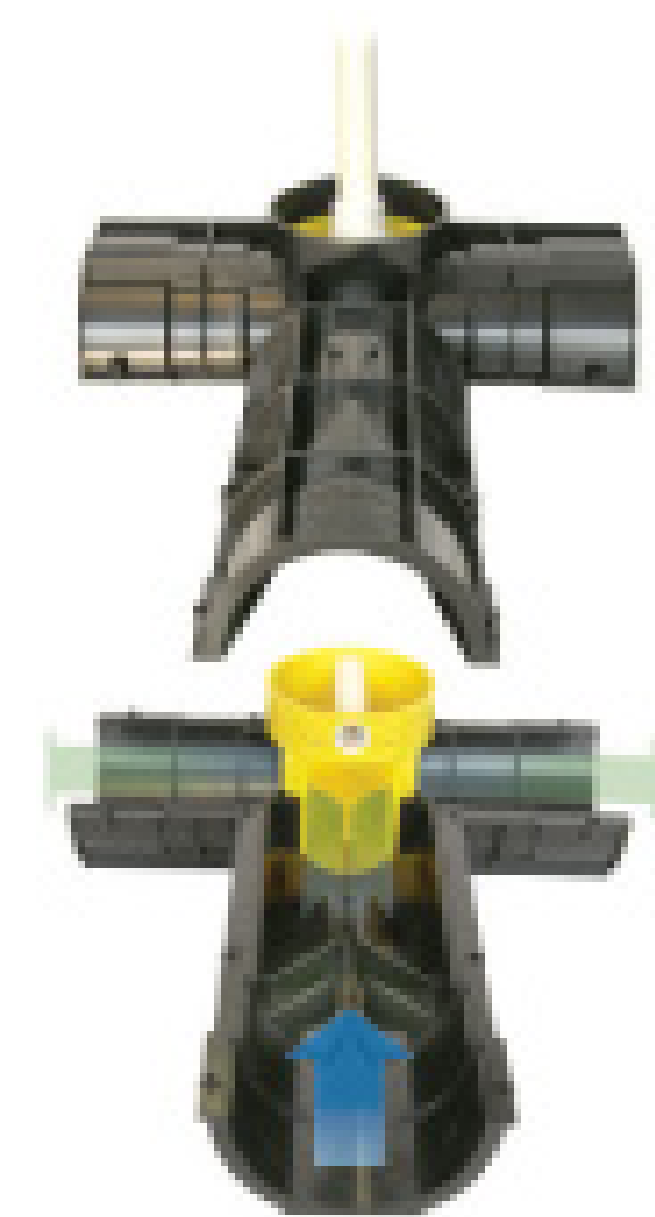
The 12-inch diameter BioPlex pump filter is available in lengths of 48, 57 and 68 inches; other sizes are optional. Filtration is available in either 1/16 or 1/8 of an inch. The filter cartridge features a large surface area for extended service. Hanging bar handles and float trees with mount are

included. Full STEP systems with risers, lids, splice boxes, float assemblies, control and alarm panels, pumps, grommets and discharge assemblies are available.

406/227-6792; Expo booth 18030.

## Polylok Inc.

The Flow Controller is a combination flow divider and director that attaches directly to Schedule 40 or Schedule 35 pipe. Engineered for alternating or dividing flows between two separate fields, it can equally split the waste stream or direct all flow to the right or left. 888/765-9565, [www.polylok.com](http://www.polylok.com); Expo booth 3115.



## RotoSolutions

Roto-molded septic tank and grease interceptor lids are made of durable, lightweight polymers for easy handling and transportation.

Sold as complete kits, including stainless-steel hardware components, the lids are designed to fit 18-inch or 24-inch I.D. corrugated pipe and can be used with or without the sand-filled option. 800/868-0973, [www.rotosolutions.com](http://www.rotosolutions.com); Expo booth 63.



## Septic Services Inc.

The Flagg-Air 340 aeration unit features a fully enclosed, continuous duty, double-insulated motor with protective cap. The 1/4-hp motor runs at 3,450 rpm. The high-impact, tapered aspirator and suds restrictor are mounted on a 5/8-inch, stainless-steel shaft with corrosion-resistant counter shaft. Galvanized steel brackets with rubber vibration restrictors are designed to reduce noise. The unit has oversized and pre-lubricated bearings. It can replace most other aerators, has a 2-year limited warranty, but does not carry the NSF seal. 800/536-5564, [www.septicserv.com](http://www.septicserv.com); Expo booth 6097.







### Pro-Sept

The septic system warranty program is designed for both new and existing septic systems, and promises up to \$25,000 toward repair or replacement costs resulting from system malfunction. The initial 3-year plan can be renewed following a tank pump-out, visual inspection and preventive maintenance, if required. [888/354-0677](tel:8883540677), [www.powderhornagency.com](http://www.powderhornagency.com); Expo booth 10053.

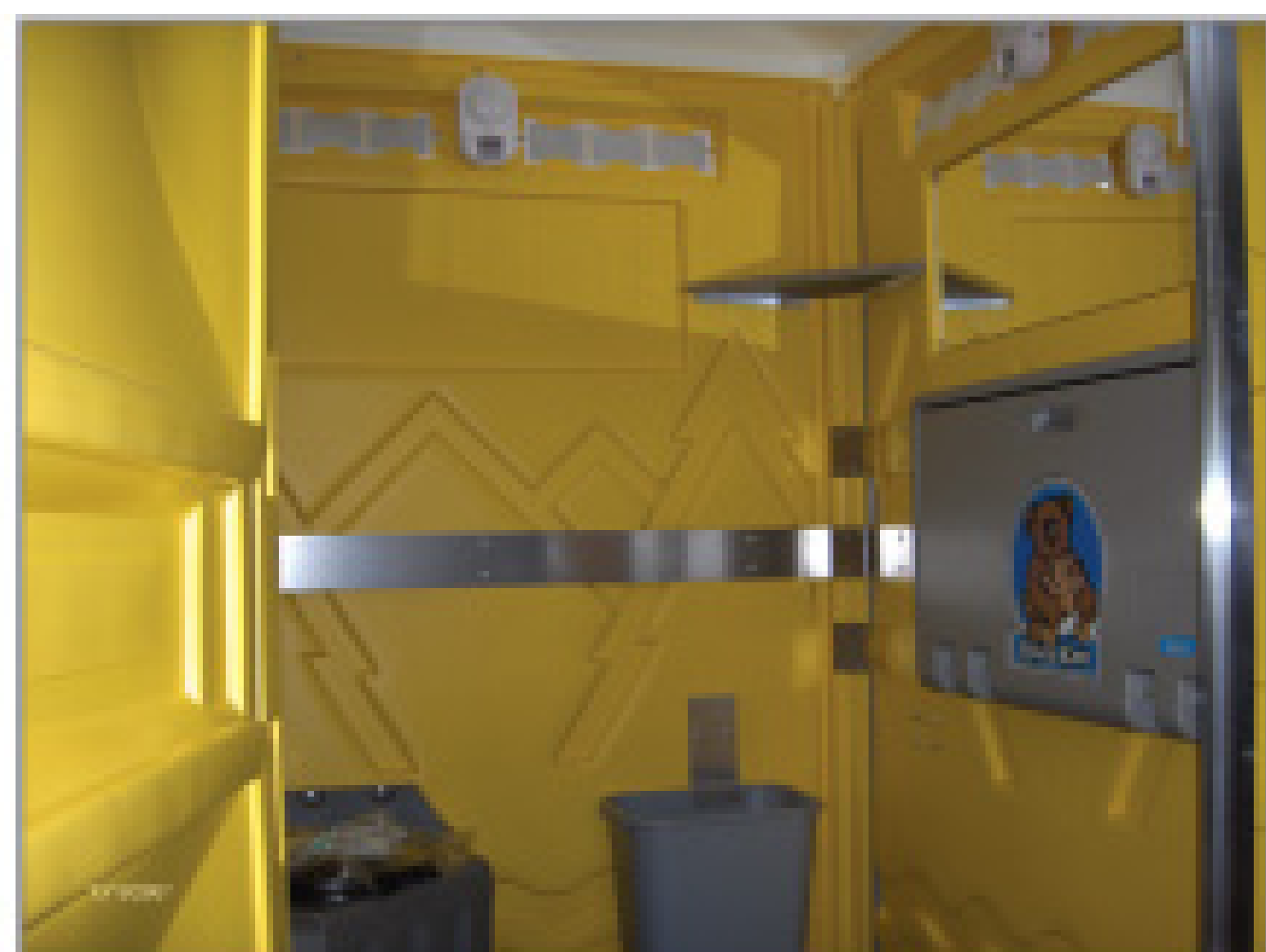
## Restrooms and Accessories

### Armal Inc.

The Scent Box portable restroom features an integrated scent for a pleasant, lasting fragrance. Available in Apple Blossom, Pinewood Trail, Rose Sensation, Strawberry Field, and Vanilla Balm, each unit also has a decorative permanent design on the walls, corresponding to the scent of the unit. [866/873-7796](tel:8668737796), [www.armal.biz](http://www.armal.biz); Expo booth 7069.



**PolyPortables Inc.** The Family Room portable restroom features a Koala baby-changing station, as well as a choice of a 40- or 60-gallon corner tank, Bactisan hand-sanitizer, motion-activated lighting, shelves, coat hooks and trash can. [800/241-7951](tel:8002417951), [www.polyportables.com](http://www.polyportables.com); Expo booth 1140.



### Ameri-Can Engineering

The 828 Oasis ADA events-quality restroom trailer is designed for large groups, while providing easy handicapped access. Featuring an 8-foot by 28-foot steel unibody frame, the unit has 6,900-pound Dexter TorFlex axles, 800-gallon waste holding tank and 30,000 Btu air conditioner. Standard equipment includes electric brakes on each wheel, 2 5/16-inch adjustable hitch, 16-inch on center steel floor joists, and city sewer and water hookups. Both the women's and men's units feature flushing, water-saving stools and stainless steel sinks. The Oasis interior features marble countertops, Formica cabinets, wider partitions and oak trim. [574/892-5151](tel:5748925151), [www.ameri-can.com](http://www.ameri-can.com); Expo booth 5053.

### JAG Mobile Solutions

Porta-Lisa Plus is a compact 12-foot by 7-foot restroom trailer, featuring three private rooms, air conditioning, flushing toilets, 156 gallons of onboard running water and a 470-gallon capacity waste tank. The "Super Chute" function allows trash to accumulate in the service area containers rather than collecting inside the trailer. A solar panel option enables the trailer to be powered all day without recharge. The trailer is available as an economical or durable Industrial unit, streamlined simplicity as a Functional unit or stylish elegance as a Fantastic unit. [800/815-2557](tel:8008152557), [www.jagmobilesolutions.com](http://www.jagmobilesolutions.com); Expo booth 7131.



### Alpha Mobile Solutions

The Century X public restroom trailer features windows in entry and exit doors, LED entry and exit lights, upgraded wheel package, key-lock door knobs, scissor-jack levelers and roof-mount air conditioning with heat strip. Other standard features include connections for 100-volt electricity, water hose, 740-gallon waste and 200-gallon freshwater tank, self-flushing porcelain urinals and porcelain toilets. The unit also has vanity cabinets for storage with locking doors, stainless steel sinks with auto shutoff faucets, fluorescent lighting, shatterproof mirrors, button-grip rubberized one-piece floor, LED waste tank monitor and LED freshwater tank monitor. [877/789-1213](tel:8777891213), [www.alphamobilesolutions.com](http://www.alphamobilesolutions.com); Expo booths 11060-61, 11063.



### PolyJohn Enterprises Corp.

The SaniStand towelette and foam dispenser kills 99 percent of germs on hands, including E. coli and salmonella. The dispenser holds 1,320 moist, sanitary, antiseptic wipes that clean hands with moisturizing aloe vera formula. Designed to be used with Sani-Hands II wipes from Rid It, the four-unit foam dispenser holds enough cleaner to sanitize the hands of over 5,300 individuals. [800/292-1305](tel:8002921305), [www.polyjohn.com](http://www.polyjohn.com); Expo booth 4031.



### Poly-Klyn

The portable and multiple Inox sink folds or unfolds at the press of a button in approximately 10 seconds. Made from stainless steel 304, it measures 89.4 by 37 by 7.7 inches (folded) and 43 inches (unfolded).





Weighing 154 pounds, the sink has two water drains and eight taps with press-timing device. [902/107-307](tel:902107307), [www.poly-klyn.com](http://www.poly-klyn.com); Expo booth 18015.

### AllGreen Manufacturing LLC

The portable Indoor/Outdoor sink with hot water is fully self-contained and designed to run on bottled water. It features a 2 1/2-



gallon water heater, water pump to fit any 5-gallon water bottle, trapped drain connected to a 6-gallon waste tank, 15-by-15 stain-

less-steel sink, GFI cord, and soap dispenser. A 12-volt system with propane water heater is available. [401/434-1468](tel:4014341468), [www.allgreenmanufacturing.com](http://www.allgreenmanufacturing.com); Expo booth 20037.

### Satellite Industries Inc.

The High Tech II Deluxe Flush transport features a heavy-duty drop-axel trailer fitted with two High Tech II portable restrooms. Onsite, the restrooms sit 2 inches off the ground for easy access. Inside amenities include an industrial grade flushing system and clean-water hand-wash. [800/883-1123](tel:8008831123), [www.portabletoilet.net](http://www.portabletoilet.net); Expo booth 1122.



### Deal Associates

The Super Mongo Mover takes the strain out of portable restrooms setups, including ADA handicap models. Its lightweight aluminum frame and multiple wheels enable it to cross the softest ground, including beach sand and muddy construction sites. The mover also has no folding joints that can become clogged with dirt and rocks. [866/599-3325](tel:8665993325), [www.dealassoc.com](http://www.dealassoc.com); Expo booth 6059.



### McKee Technologies

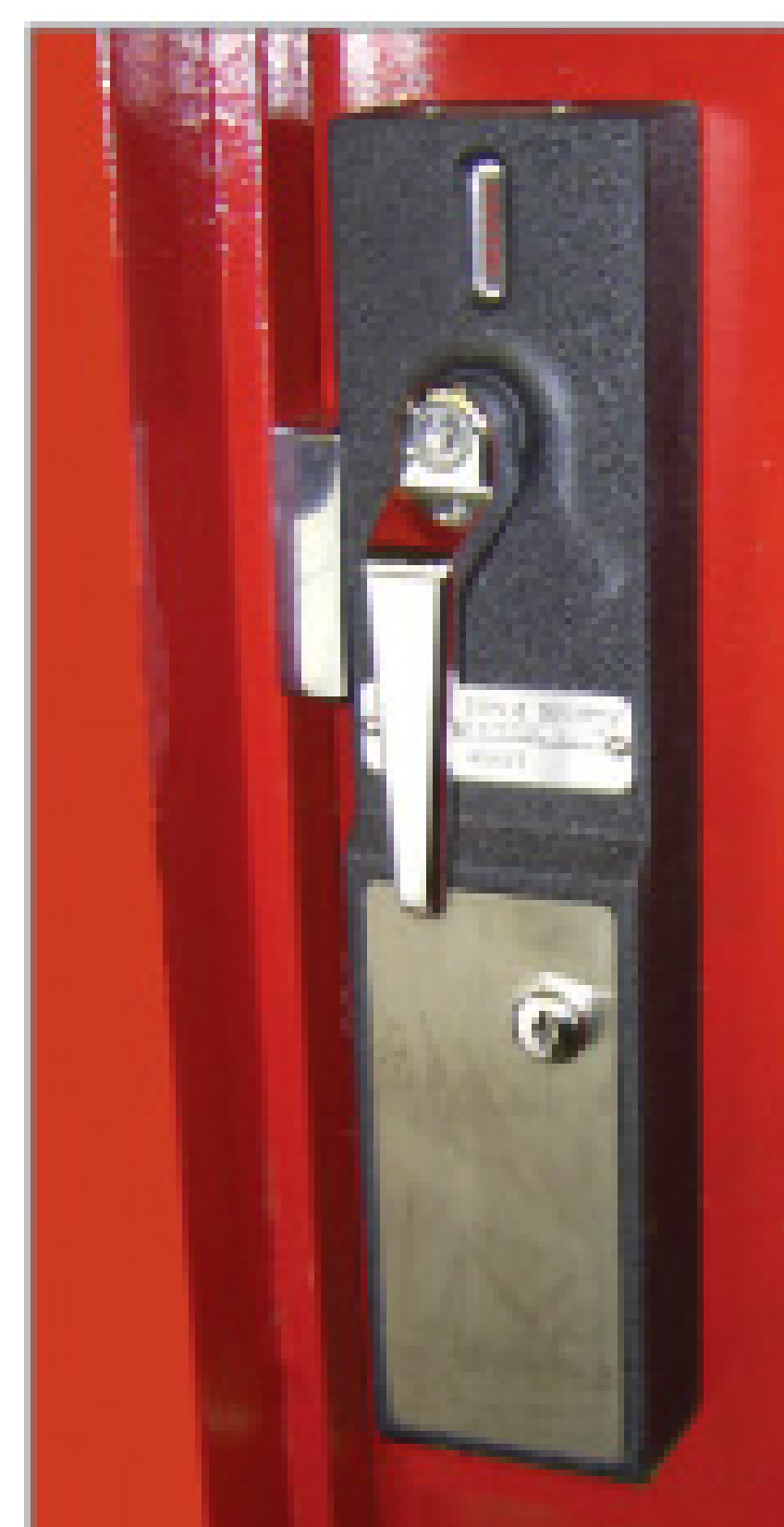
The lightweight Explorer restroom trailer is available in a wide range of sizes. Its low-profile deck enables one person to load and unload units, while the strap-and-winch



system quickly secures them to the trailer. Galvanized carrier rails help eliminate maintenance costs. [866/457-5425](tel:8664575425), [www.mckeetechnologies.com](http://www.mckeetechnologies.com); Expo booth 7046.

### Monarch Coin & Security Inc.

The token/coin operated restroom lock is a simple mechanical device that has been around for many years, but has seen a renewed interest with the demand for access control. Specific uses include jobsites where it can allow workers in but keep transients out. [800/462-9460](tel:8004629460), [www.monarchcoin.com](http://www.monarchcoin.com); Expo booth 9207.



## Data Systems

### Clear Computing and Insight USA

The TACTrackerPRO wireless, lightweight scanner provides real-time restroom inventory tracking and reporting. The device enables the route driver to scan a bar code or RFID chip, sending the exact location, date and time of service back to the office, where it can be displayed and tracked on a



color-coded service map. Scanned data is automatically updated. Where bar codes are missing, the driver can scan the coded route sheet. [888/332-5327](tel:8883325327); [www.clearcomputing.com](http://www.clearcomputing.com); Expo booth 3173.

### Ritam Technologies

The ERIT electronic routing and inventory tracking subsystem is designed to track field servicing of portable restrooms and other repetitive services, such as grease traps. For proof of service, simply touch the reader to the button. Reporting functions alert management to areas that require attention: excessive driving time or stops between services, lengthy service times, or missed services. [800/662-8471](tel:8006628471), [www.ritam.com](http://www.ritam.com); Expo booth 118.





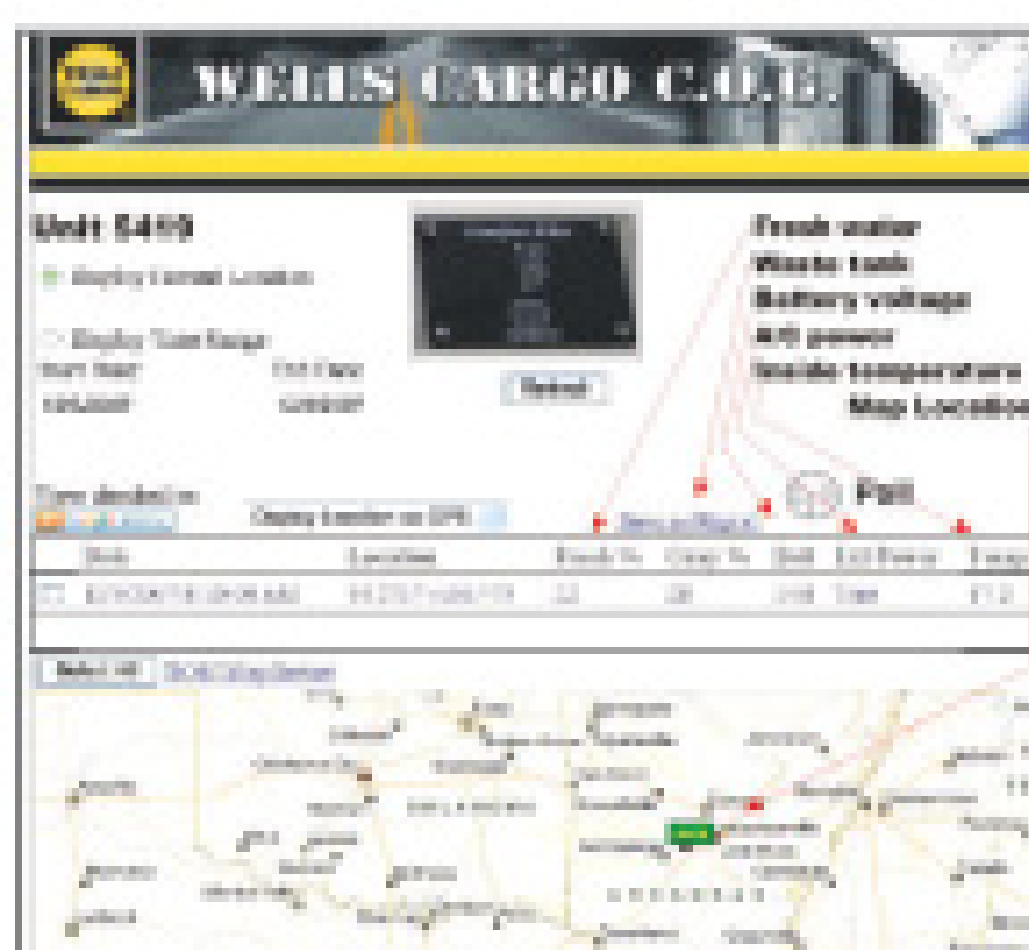


### Tracker Solutions

The menu-driven Septic Tracker is designed to track septic pumping services, including customer transactions, payment history, disposal site usage and holding tanks. The software also can be used to schedule work orders, set up reminders for future service, create vehicle service reports, and other functions. [888/308-0651](http://888/308-0651), [www.septictracker.com](http://www.septictracker.com); Expo booth 66.

### Wells Cargo C.O.G.

The GPS monitoring system utilizes wireless Web technology to track restroom trailers, and monitor freshwater and wastewater tank levels, interior temperatures and electrical flow from a laptop or cell phone. Alarms can be set to activate cell phones, warning of potential problems. [888/574-4222](http://888/574-4222), [www.wellscargocog.com](http://www.wellscargocog.com); Expo booths 4211-13; 4217, 4219.



### Famhost

The Linkwriter wireless pen enables drivers to transmit paperwork from the jobsite to the office in seconds. Using a digital pen and regular paper printed with a special background, a tiny camera registers the pen's movement. When the user checks "send," data is transmitted through a Bluetooth-enabled phone, wireless laptop, tablet PC or desktop for viewing. Data is



stored as both an image and text, enabling inventory to be updated in real-time. [800/658-1676](http://800/658-1676), [www.linkwriter.com](http://www.linkwriter.com); Expo booth 4140.

## Pumps

### Liberty Pumps

The Omnivore 2-hp grinder pump with V-Slice Cutter Technology provides 367,000 cuts per minute for superior shredding performance in demanding sewage applications. An open volute design eliminates the cutwater - improving solids flow and reducing potential jamming. Other features include a one-piece cast iron body, quick-disconnect power cord, stainless steel impeller and dual shaft seals. Complete pre-assembled systems are available. [800/543-2550](http://800/543-2550), [www.libertypumps.com](http://www.libertypumps.com); Expo booth 9215.



### Thompson Pump & Manufacturing Inc.

The compressor-assisted, dry-prime TSC series trash pumps are designed for flows to 1,750 gpm, heads to 172 feet and spherical solids to 3 inches. Ranging from 4 to 6 inches in size, the pumps are made for



sewage bypass or general dewatering and feature the environmentally friendly ENVIROPRIME system, designed to prevent fluids, such as sewage and containments, from entering the venturi and spilling on the ground. The weather-resistant, sound-attenuated Silent Knight canopy enables the

pumps to operate at 70 dBA or lower for use in residential areas or near schools or hospitals. [800/767-7310](http://800/767-7310), [www.thompsonpump.com](http://www.thompsonpump.com); Expo booth 8025.

### Orenco Systems Inc.

The ProSTEP pumping package is designed to pump effluent from a septic tank, to a drainfield, secondary treatment or effluent sewer. The package includes the PVU Pump Vault, a PF high-head effluent pump, Biotube effluent filter, float switches, control panel and discharge assembly. The vault can accommodate one or two pumps. Options include electro-mechanical or programmable logic control panels, telemetry, 50-gpm pumps, simplex or duplex pumping systems and various float arrangements and discharge components. [800/343-9843](http://800/343-9843), [www.orencosystems.com](http://www.orencosystems.com); Expo booth 6115.



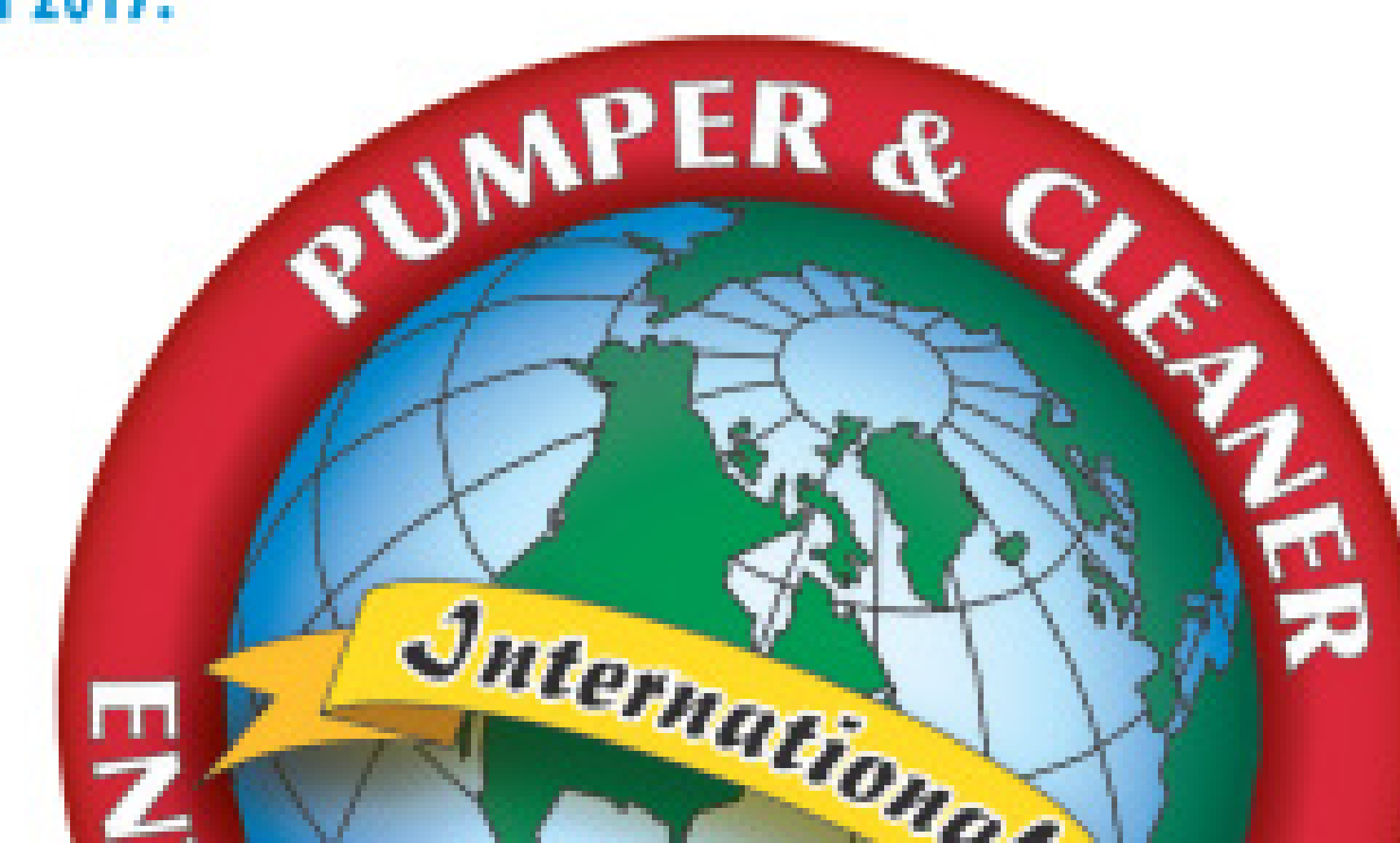
## Pressure Washers

### Durand-Wayland Inc.

The John Bean SewerJet 700 pressure washer is designed to handle serious emergencies as well as routine, preventive maintenance, such as cleaning grease from the sides of manholes. The unit can be operated by one person, tows easily and doubles as a cleaner of power equipment, including dozers, graders, mowers and trucks.



[800/241-2308](http://800/241-2308), [www.johnbeansprayers.com](http://www.johnbeansprayers.com); Expo booth 2017.



## Monitoring Systems

### Moro USA East

The Accu-Level liquid waste indicator has no internal tank components, so there's nothing to clog. Factor calibrated, the indicator measures from 0-100 percent of tank volume in gallons, and features an additional channel for measuring two-compartment tanks, when used with the complementary pickup unit. [800/383-6304](http://800/383-6304), [www.morousaeast.com](http://www.morousaeast.com); Expo booth 6101.



### Septronics

The TS150 and TM2 liquid level alarms are designed for applications that require two inputs for dual monitoring. Alarm applications include sump and sewage, filter and pump, high level and low level, or one



alarm for two units, as in duplex housing. Standard features include automatic alarm reset, green power-on LED, red LED and yellow LED alarms, horn silence, test alarm, and touch-pad operation. [888/565-8908](http://888/565-8908), [www.septronicsinc.com](http://www.septronicsinc.com); Expo booth 59.

## Educational, Marketing, Financing

### Leaders Resource Network

Services include training and educational workshops, business planning, new business development, customer retention, research survey and collections services, consulting, coaching and peer-to-peer advising along

with product and services marketing, strategic plans, brand identity, Web site development, brochures, direct mail, newsletters and more. [574/276-0217](http://574/276-0217), [www.leadersresourcenetwork.com](http://www.leadersresourcenetwork.com); Expo booth 20009.

### Cape Cod Biochemical Co.

What Everyone Should Know About Septic Tank Systems is a condensed version of the Cape Cod Biochemical Co.'s industry-standard brochure that explains - in easily understood terms - how proper septic tank operation is upset by many of the home-care products used every day. [800/343-8007](http://800/343-8007), [www.septiconline.com](http://www.septiconline.com); Expo booth 149.



### Stamp Works

Magnets of various sizes and thickness can be made in the shape of pump trucks, vans, roll-off trucks, portable rest-rooms and more - each featuring company name, phone number a brief description of services offered. [800/758-2743](http://800/758-2743); Expo booth 51.



### Capital Partners LLC

The New Business Advantage can assist liquid waste haulers with up to \$50,000 in financing as part of its \$2 million line of credit, reserved exclusively for liquid waste startup companies. [866/769-2345](http://866/769-2345), [www.yourcapitalpartnec.com](http://www.yourcapitalpartnec.com); Expo booth 7070.

## Hydro-Excavators, Trucks, Accessories

### Ring-O-Matic Mfg.

The 550 hydro-excavator features a 50-hp Cat diesel engine, 850-cfm lobe-type blower and high-pressure Cat water pump, producing 5.5 gpm at 3,500 psi. The unit also has a 200-gallon water and 550-gallon spoils



tank, hydraulic remote-control boom, pressurized offload, full-opening hydraulic door and low tongue weight for towing safety. [641/780-4099](http://641/780-4099), [www.ring-o-matic.com](http://www.ring-o-matic.com); Expo booths 7042-43.

### SuperVac 2000

The Hydro-Excavator SVHT-6400 features an 840,000 Btu, 6,000-psi boiler and 6,000-psi, 10-gpm water pump with 3,000-gallon debris tank, double-wall insulated



1,200-gallon co-polymer/polypropylene water tank, 6,400-cfm, 27 Hg vacuum pump, two cyclones and cartridge filter. Other features include hydraulic door locks, insulated enclosure (less than 83 dBA) and a 100-foot hose reel. [866/839-5702](http://866/839-5702), [www.supervac2000.com](http://www.supervac2000.com); Expo booth 7031.

### GapVax Inc.

The HV Series of vacuum trucks feature a highly efficient filtration system, low filter baghouse maintenance and long filter bag service. The long tank measures 11 feet, 6 inches from inlet to outlet for more drop out before filtration. Seven cyclone separators are designed to remove 75 to 85 percent of dry carryover and 100 percent wet carryover, while the baghouse features 46 standard polyester filter bags. The microscreen filter is engineered to provide final fail-safe protection for the blower and filters to 600 microns. More efficient loading can also reduce fuel consumption. [814/575-6766](http://814/575-6766), [www.gapvax.com](http://www.gapvax.com); Expo booth 1022.







### Capital Rubber Corp.

The Power Booster by Pressure Lift attaches to a WeatherFlex or other vacuum hose line, providing greater vertical lift and distance. Powered by compressed air



or water, the unit also breaks up solids, reducing stress on the vacuum pump and decreasing pump times. 800/258-3000, [www.capitalrubbercorp.com](http://www.capitalrubbercorp.com); Expo booth 3093.

### Cougar Industries Inc.

Completely sealed against dust and water, the Model NHD-110 hydraulic vibrator promotes the flow of material out of the pump truck, ensuring that material is not hauled back to the job-site. The unit also helps eliminate premature wear and tear on equipment, specifically hydraulic cylinders, brakes, clutch and transmission. Operated from inside the cab, it also reduces the risk of lost time and a potential workman's compensation claim. 800/262-2106, [www.cougarindustries.com](http://www.cougarindustries.com); Expo booth 3051.



### Kroy Industries

The 6-inch and 8-inch Kroy Vac couplers offer an O-ring seal for vacuum or pressure usage. Designed for the vacuum industry, the inside bore of the coupler is smooth to prevent against wear from abrasives and eliminate turbulence. 888/477-5769, [www.kroyind.com](http://www.kroyind.com); Expo booth 8161.



### Kuriyama of America Inc.

Tiger high-pressure discharge and suction hoses feature flexible EPDM/polyethylene construction for chemical resistance and durability. Designed to be flexible even in cold weather, the hoses have a UV and weather-resistant exterior and synthetic yarn reinforcement to resist kinks in tight bends. 847/755-0360, [www.kuriyama.com](http://www.kuriyama.com); Expo booth 32.



### Del Zotto Products

The Hydra-Brute unloader is designed for mounting on single, tandem or tri-axle trucks with bed lengths from 16 to 24 feet. Available in either 14,000- or 20,000-pound capacity, features include wood or "Rumber" decking, double-action hydraulic outriggers with safety load locks, monorail boom and protected DOT-approved lighting. The unit also has hydraulic planetary-powered in-and-out drive with auto shutoff, 20-inch, 3-way remote control, 3-spool multi-pak solenoid valve and hydraulic oil reservoir, including oil level gauge, suction strainer and inline filter. Options include side toolbox, slide rails with ratchets, swing-out design for up to 10-foot wide loads, pintle hitch, electric and air hookups. 218/384-3066; [www.delzotto.com](http://www.delzotto.com); Expo booths 5025, 6025.



### SVE Portable Roadway Systems Inc.

The TrakMats ground cover system is engineered to move work vehicles across lawns, golf courses, wet ground, and other soft surfaces without getting stuck or damaging the surface. Made from 100 percent recycled HD polyethylene plastic, the mat's light color stays cooler in summer. Black mats



are available when grass protection is not a concern. Mats are manufactured with power cylinders for traction and hand cut-out for easy handling. A variety of sizes are available. 800-762-8267, [www.trakmats.com](http://www.trakmats.com); Expo booth 3031.

## Grease Interceptors

### Ashland Trap Distribution Co.

The APGI Series grease interceptor is designed to separate grease, oil, fats and other sediment from large commercial and industrial sources. Made of high density polyethylene, the unit is corrosion and acid resistant, has a non-skid 3/4-inch cover, can be installed above or below ground, and is available with steel or aluminum non-skid thread plates. 800/541-8004; Expo booth 3011.



## Chemicals and Deodorizers

### Custom Biologicals Inc.

Mop 'n Treat is a biological mop water treatment for restaurants and taverns. Designed to degrade organic material in cracks, crevices and drain lines, the treatment



disrupts the habitat that flies require for production, and removes food sources for other insects, including roaches.

The once-a-day treatment is compatible with other floor cleaners. One tablet per mop bucket dosing eliminates waste from spillage. 561/998-1699; [www.custombio.com](http://www.custombio.com); Expo booth 7004.



### Earth Friendly Chemicals Inc.

QuikCharge SDC is a Category IV disinfectant that Utilizes molecular technology to provide 24-hour residual protection against standard and resistant bacteria, including MRSA. The active disinfectant ingredient does not promote bacterial resistance and

is non-toxic, odorless, colorless, non-corrosive, non-flammable and compatible with other disinfecting and cleaning chemicals. 757/226-2750, [www.efchem.com](http://www.efchem.com); Expo booth 5047A.

### J&J Chemical Co.

ART Blaster is a biodegradable, environmentally friendly graffiti remover that cleans paint, pen, crayon, tar, soap scum, grease, calcium buildup and many more substances from portable restrooms. Even pencil wipes off. The spray also leaves a protective sheen to guard against new graffiti. 800/345-3303, [www.jjchem.com](http://www.jjchem.com); Expo booth 2009.



### OMI Industries

Ecosorb odor neutralizer promises to remove a full spectrum of organic and inorganic odors, rather than masking them with perfumes or chemicals. The molecular formula is designed to break down odors, and requires no water when used with Vapor Phase equipment. 800/662-6367, [www.omi-industries.com](http://www.omi-industries.com); Expo booth 18038.

### Worldwide Organics

The Purple Magic Toss-N-Go Pac restroom deodorant is designed for long-lasting odor control and fragrance. The environmentally friendly purple dye contains all natural ingredients. Each packet is portion controlled. 866/683-7565, [www.naturessolution.com](http://www.naturessolution.com); Expo booth 20033.



### Safe-T-Fresh Deodorizers

Bio-Quickscent uses the enzymatic action of several anaerobic and facultative bacterial strains to break down waste and paper tissue in portable restrooms. The deodorizer is environmentally safe and contains no harsh chemicals. 877/764-7297, <http://safetyfresh.com>; Expo booth 8125.



### Lenzyme Inc.

Septic Scrub is a bacterial formulation that attacks biomat buildup in drainfields. The product consists of sodium carbonate peroxyhydrate and a blend of bacteria designed

to re-establish lost bacteria. The blended bacteria also help to break down paper fibers, grease, pectins and other organic substances that may be left in the field. The material is applied to laterals by pouring the powder in and adding water to flush it into the field lines. The material reacts with the biomat and sulfides that build up on the top of the soil bed. This mild reaction causes the biomat to break apart and restore percolation to the soil bed. 800/223-3083; Expo booth 6151.



### Roebic Laboratories Inc.

Grease Trap treatment is a liquid bacteria, designed to degrade fats, oils and grease in food processing/preparation wastewater systems by controlling grease build-up and odors, when used regularly. The formula contains 10 strains of high enzyme-producing Bacillus bacteria and no free enzymes, caustics, acids or other harsh chemicals. The product is available in 1- and 5-gallon containers. 203/795-1283, [www.roebic.com](http://www.roebic.com); Expo booth 9233.







## Service Vehicles

### FMI Truck Sales & Service

The Electra-Vac hybrid portable restroom service truck is designed to provide vacuum without the truck engine running. Initial testing, based on an average 40-stop service route, has shown fuel savings of between



\$4,500 and \$6,000 per year. The self-contained, high-output charging system allows the PTO drive batteries to recharge between stops. The system does not require outside charging support and substantially reduces noise levels while pumping. [800/927-8750](tel:8009278750); [www.fmitrucks.com](http://www.fmitrucks.com); Expo booth 2209.

### Marsh Industrial

Mounted on a two-wheel-drive Ford F-550 chassis, the 950-gallon portable restroom service unit features a 650-gallon



waste/300-gallon freshwater tank with 12V wash down pump and 50 feet of 5/8-inch garden hose. The unit also has 2-inch bucket fill lines on both sides, aluminum toolboxes with shelves mounted at the front of the full-length fenders and a folding portable restroom rack at the rear. The unit is equipped with a 194-cfm pumping system with 4-way valve for vacuum and pressure offloading, 2-inch suction and 3-inch discharge line. [800/952-1537](tel:8009521537), [www.marshind.com](http://www.marshind.com); Expo booths 5217, 6215.

### Bosserman Tank & Truck Equipment LLC

The VT1000-FB-2 service truck has 750-gallon waste and 250-gallon freshwater stor-



age capacity in its Amthor aluminum, two-compartment flat-bed tank. The truck can carry eight units, or up to 10 with the included rear-lift platform. Mounted on a Ford LCF chassis, the service unit includes a Masport HXL3V vacuum system, 2-inch suction hose with Greenleaf ball valve wand and a 3-inch discharge with a Greenleaf ball valve on the passenger side. [419/396-1570](tel:4193961570), [www.bossermantankandtruck.com](http://www.bossermantankandtruck.com); Expo booths 5003, 6003.

### Tank Technologies & Supply Company LLC

The Kenworth T300 portable restroom service truck features a 1,700-gallon Progress Tank mounted on a non-CDL, 22,000 GVW chassis with 19.5-inch tires and hydraulic brake. The truck is among many custom-built



vehicles available in a variety of chassis and tank sizes, ranging from 300- to 550-gallon slide-in units, 800- to 2,200-gallon restroom service trucks and 1,000- to 6,000-gallon vacuum trucks. [888/428-6422](tel:8884286422), [www.tanktec.biz](http://www.tanktec.biz); Expo booth 4133.

## Drain Cleaners

### Duracable Mfg.

The Esquire model DM138 drain cleaner is designed for indoor lines from 1.25 up to 3 inches in diameter, and can be quickly broken down into two, easy-to-carry components. The cleaner features a 1/4-hp motor, foot pedal, drain hole in the reel, switch guard, detachable handle, non-marring rubber pads, heavy-duty 20-amp switch, self-adjusting head bearing, horizontal running legs, and a complete welded frame. It runs at 230 rpm and comes with a 3/8-inch by 90-foot cable on a 14-inch reel. [866/587-1597](tel:8665871597), [www.duracable.com](http://www.duracable.com); Expo booth 3165.



## Dewatering and Dredges

### Prime Solution Inc.

The Rotary Fan Press biosolids dewatering system and Inline Rotary Thickener are totally enclosed to eliminate odors, and feature few mechanical parts for low energy consumption and maintenance. The compact units are designed to operate with minimal supervision. [269/673-9559](tel:2696739559), [www.primesolution1st.com](http://www.primesolution1st.com); Expo booth 9103.





## Aqua-Zyme Disposal Systems Inc.

The 30-cubic-yard ADS Dewatering Unit can be filled with 25,000 gallons of sludge or grease trap waste at 1 1/2- to 2-percent solids in about two hours and can pass the paint filter test within 24 hours. The unit is designed to dump clean and is completely shop assembled. [979/245-5656](tel:9792455656), [www.aqua-zyme.com](http://www.aqua-zyme.com); Expo booth 163.

## Liquid Waste Technology

The Pit Hog PH10-40 remote-control electric dredge has a working depth of 15 feet, weighs approximately 5,900 pounds and measures 23 feet, 1 inch long, 7 feet, 6 inches wide and 6 feet, 10 inches high. Powered by a 460-volt, 60 Hz motor, the unit has a 40-hp submersible pump. Made of structural steel, the dredge is designed for manned or unmanned operation with computer or manual controls. The wireless remote features slurry pump on/off, auger



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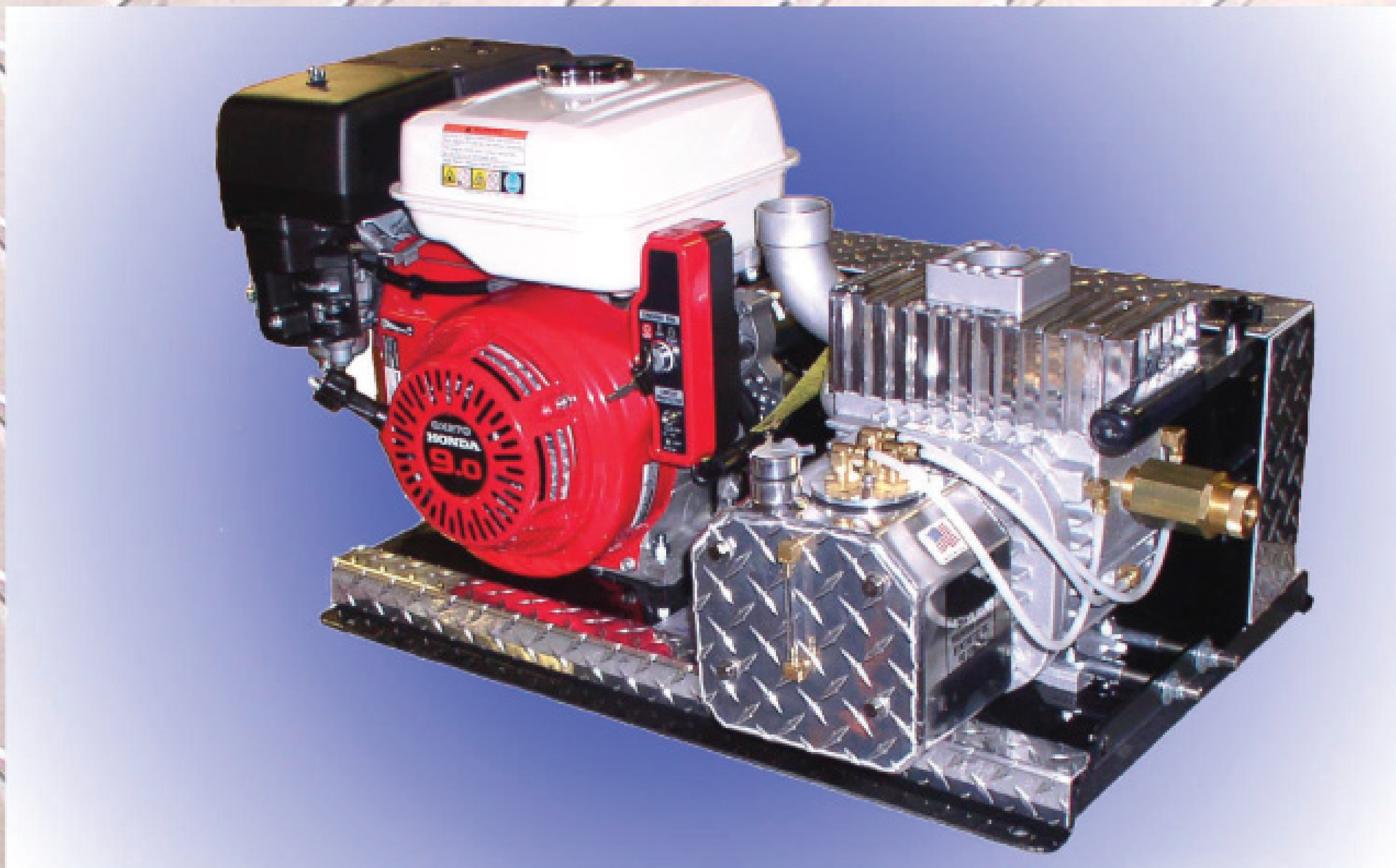


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# On the Road Again

**East Texas pumper LASSO kicks up some dust and wears through a lot of tires serving customers in an expansive territory**

*By Richard Ryman*



The fleet at Lake Area Septic & Sludge Operations (above) racks up plenty of miles roaming East Texas to serve customers. Inset, owner Jeff Martindale checks the oil on one of the vehicles. (Photos by Sharon Brooks)

**J**eff Martindale is a Texan. It comes as no surprise, then, that his septic and portable restroom company serves a large area, or that he has large ambitions.

A self-described workaholic, Martindale, 52, runs a five-man septic and portable restroom operation in East Texas, northeast of Houston and just west of the Louisiana border. His seven-county service area — at 5,899 square miles — is larger than Connecticut, Delaware or Rhode Island.

“I don’t care how big I get. There is no limit,”

says the owner of Lake Area Septic & Sludge Operations, also known as LASSO, of Jasper, Texas. “We are going to grow this business and we are going to take care of it and we are going to keep it. It isn’t going away as long as we are here.”

### HALF SEPTIC, HALF PORTABLES

LASSO’s business is about evenly split between septic and portable restroom operations. The company supplies portable restrooms for oil businesses and festivals, rushes trailer-loads of portable restrooms to natural-disaster sites and hopes to increase its septic business by collecting sludge from municipal waste-treatment plants.

“I think the toilets will probably outgrow septic, but it’s not going to be right now. I can’t pick one over the other. They complement each other,” he says.

Martindale began the

portable restroom business while getting his land application site operational. He disposes of septic waste on a 30-acre field, while portable restroom waste must go to a wastewater treatment plant.

Martindale is working to get an additional 25 acres certified for application so he can begin collecting sludge from municipal treatment plants. He says there are a number of plants within 20 miles of his business that are looking for a place to dispose of their sludge. Two have committed to him and a third is considering it.

“They are having to ship it so far. It costs,” he says.

Martindale is increasing his disposal area because he expects there will be more metals, such as lead, mercury and chromium, in the waste.

“Your metals will get up on you if you have a small site and go to dumping all that on it,” he says. “You can’t just keep pounding them in there. They don’t go away.”

## Profile

### Lake Area Septic & Sludge Operations (LASSO)

Jasper, Texas

**Owner:** Jeff Martindale  
**Founded:** 1998  
**Employees:** 4  
**Services:** Residential and commercial pumping, portable sanitation  
**Service area:** Jasper, Newton, Hardin, Orange, Polk, Tyler and Angelina counties; wherever needed for disaster services







Jeff Martindale (left) checks with technicians Mike Dickerson and Thomas Ward as they pump a residential septic system. Martindale is often on the road, and flies his own plane to save travel time between appointments.

Martindale says he will have enough certified acres for now, but he expects to need more. Fortunately, he owns about 300 acres, so expansion is possible.

But getting permits in East Texas is difficult.

"You can get one in West Texas; they don't have any water," he says. "We have a lot of freshwater."

He is only eight miles from the 114,500-acre Sam Rayburn Reservoir and has a monitoring

well on his site.

Texas law prohibits growing anything for human consumption on the land within 18 months of application. Martindale grows hay. Some he feeds to his cattle and some he sells.

#### MILES AND MILES OF TEXAS

Texas being Texas — that is large — quick transportation is problematic.

Martindale is a pilot and uses a Piper Super Cub that he keeps in a pasture at his home for

**"CUSTOMER SERVICE IS ALL I'VE GOT TO SELL. IF I DON'T DO WHAT I'M SUPPOSED TO DO, YOU WON'T CALL ME BACK."**

**Jeff Martindale**

some business. For example, when he needs to take a truck to the dealership, which is three hours away by road, he'll fly down and pick up his driver and bring him home.

"It saves you time and it's not as boring as driving," he says of flying.

But the airplane doesn't help when it comes to running routes and making deliveries and pickups.

"I just came off a 47.9-mile carry-to," he said the day of this interview. "I'm on the road all the time. I did 295 miles the other day. That was just me (not counting his other drivers)."

As much as possible, he tries to do restroom service on weekends and septic work on weekdays.

Distance and state regulations are factors in routing and starting times. Because waste can't be mixed, portable restroom service routes that cannot wait until the weekend start early in the morning, between 1 and 4 a.m.

"Starting with toilets that early, there's nobody using them, no traffic, no school buses, nobody parked in front of them," he says.

The drivers will return before noon, at which point they begin septic routes, the most frequent of which he tries to keep on a regular rotation. Martindale says he works 13 to 14 hours a day. His employees "may work 12 hours a couple of days a week. I work more than any of them."

Martindale keeps three trucks on the road, including a 2001 International 4300 with 2,000-gallon aluminum tank, a 2004 International 4300 with 2,500-gallon aluminum tank built by Keith Huber Inc., a 2007 Kenworth T300 with 2,000-gallon stainless steel tank built by Best Enterprises Inc., and a 1998 Ford F-450 with a steel slide-in unit from Lely Manufacturing Inc.



Dickerson (far left) works on a grease trap in Jasper, Texas. At left, Ward and Dickerson pump a residential septic system.





Land application is in progress. In Texas, food crops can't be planted on land where seepage has been spread for 18 months.

### THE RIGHT STUFF FOR SERVICE

He says the septic work increases in winter. Texas roads are good, but getting off the road that time of year or in rainy weather can be a problem.

"My trucks are good enough and of a quality we can pump 125 feet. We don't like to pull that far, but I'm not going to drive 75 miles and not do it. It ain't fast, but it's better than going home with nothing," he says. "If it's wet, you've got to do it. You don't want to wreck the yard."

He also has a cargo trailer and three restroom transport trailers, two of which can carry 12 units and one that carries 20 restrooms or 30 hand-wash stations.

He has a 400-gallon waste/200-gallon freshwater slide-in unit by Lely Manufacturing Inc., 400 portable restrooms (8 handicap units) from PolyJohn Enterprises, Polyportables Inc. and Hampel Corp., and 30 portable hand-wash stations from PolyJohn.

Martindale decided to go into the portable restroom business after he determined another company providing services to the area could use some competition. At the time he was operating Martindale Tree Service, a right-of-way-clearing business that he has since sold to his son.

"I'm a workaholic. You probably don't know any as bad as I am," he says.

Martindale says it took about three years before the pumping businesses were running smoothly. He bought new portable restrooms as he could afford them, gradually expanding his reach.

### KEEPING THE CREW HAPPY

Martindale says his is a pretty big operation for the area. It's a competitive

**"I DON'T HAVE TURNOVER. ANY. NONE. I WORK. NONE OF MY PEOPLE WORK MORE THAN I DO. I TRY TO DO THE WEEKENDS AND TRY NOT TO LET THEM DO THAT."**

**Jeff Martindale**

business, but he says he's got a good crew that knows the business and some part-time help available when he needs it.

"I don't have turnover. Any. None. I work. None of my people work more than I do. I try to do the weekends and try not to let them do that," he says.

Other than a Commercial Drivers License, no special

training is required by the county or state. He teaches workers how to do their job, and his wife, Nadia, who is a nursing instructor, takes care of health-safety training.

"They go and they learn. We do that for some time. I want them to know how I do it, and that's how I want it done," he says.

High oil prices have meant more work for

LASSO. Drilling is active in East Texas and the need for portable restrooms is high. The payout is good, but it's a segment of the business that requires more work than most.

"They may use them a week; they may use them a month; they may use them a year," Martindale says. "They are always moving and they are not good roads, either."

He says he had probably 80 units in oil fields last spring, and he charges daily rates because the roads are so marginal.

"I charge mileage, too, because you have to," he says. "They are not on a paved road and they want them now. It's demanding and they just are everywhere. You've got truck traffic and it doesn't ever quit in the oil field."

Martindale said daily rate totals drive his monthly bill per restroom to about four times his standard monthly service fee.

"You have to keep up with exactly what day you put them out. They'll move from field to field or rig to rig regularly."

For all that, he says, it's worthwhile business.



Above, Martindale's restrooms are kept inside a warehouse, enabling them to stay cleaner and last longer. At left, technician Mike Dickerson gets ready to spray down a portable restroom.





Jeff Martindale discusses the day's work with administrative assistant Debbie Jones, while Martindale's daughter Ericka Stewart (with her daughter Emma Kate Stewart) works in the background.

### DOING A GOOD DEED

Martindale does other things that keep people thinking of him. He says a couple of years ago there was a large church fire. He loaded up some portable restrooms and dropped them off for the guys fighting the blaze.

"They don't pay for that. I left them out until they got through with them," he says.

Otherwise, festivals and fishing tournaments account for a lot of his business, and he's always looking for new events and new areas to work. He likes to start with portable restrooms in a new area. That leads to septic work.

"People are going to call. They say 'we see your trucks everywhere,'" he says.

He recently serviced the Tyler County Dogwood Festival in Woodville. Again, he got the business because he was willing to provide the requested services. One of the festival's concerns was that the company that did the job before left restrooms sitting around the courthouse square for several days after the event.

"They called me and asked me what I'd do it for. It cost them a little more, but when they get done with (the restrooms), I go get them," he says. "When you build a company and are doing it yourself, you can say 'yes' and it's 'yes,' and you can say 'no' and it's 'no.' You don't have to have a meeting.

"Customer service is all I've got to sell. If I don't do what I'm supposed to do, you won't call me back." ■

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## LASSO Answers the Call for Emergency Service

The explosion of the space shuttle Columbia over Texas and Louisiana in February 2003 required fast action for state and federal search and investigation teams. That meant services had to be found just as quickly.

"They needed it now and I happened to have a buddy on the emergency management team here," says Jeff Martindale of Lakes Area Septic & Sludge Operation, explaining how his company became a go-to provider of portable restrooms for the U.S. Forest Service and the Federal Emergency Management Agency.

The feds established a camp at Hemphill, 35 miles from Martindale's office in Jasper, for its disaster workers. Martindale brought in 102 portable restrooms and 20 hand-wash stations, set up a tent and went to work. Restrooms were serviced several times a day for 79 days, complete with pumping, washing, scrubbing and drying.

It was a lot of work, he says, but that's why he was there.

"They are paying me to do what they want. I want to go back. I don't want your money this time. I want it every time," he says.

Martindale and two employees lived in the camp with everyone else, sleeping in small, one-man tents. They were only about 35 miles from home, but Martindale says they might as well have been 1,000 miles away, because they worked around the clock, with never enough time to go anywhere.

Martindale says he received a letter of commendation from the U.S. Forest Service and two years later, when Hurricane Katrina hit Louisiana and Mississippi, he got the call.

This time he set up at Camp Shelby, 71 miles north of Biloxi, Miss., with 140 portable restrooms and 30 hand-wash stations. They arrived two days after the hurricane and stayed for 62.

"They called me Friday night and wanted me to be there Sunday, and I left," he says.

The hardest part, he says, is getting there and back. He can move 52 portable restrooms and 30 hand-wash stations at a time using multiple trucks. He says if he can't haul enough units to the site, he'll buy new ones locally.

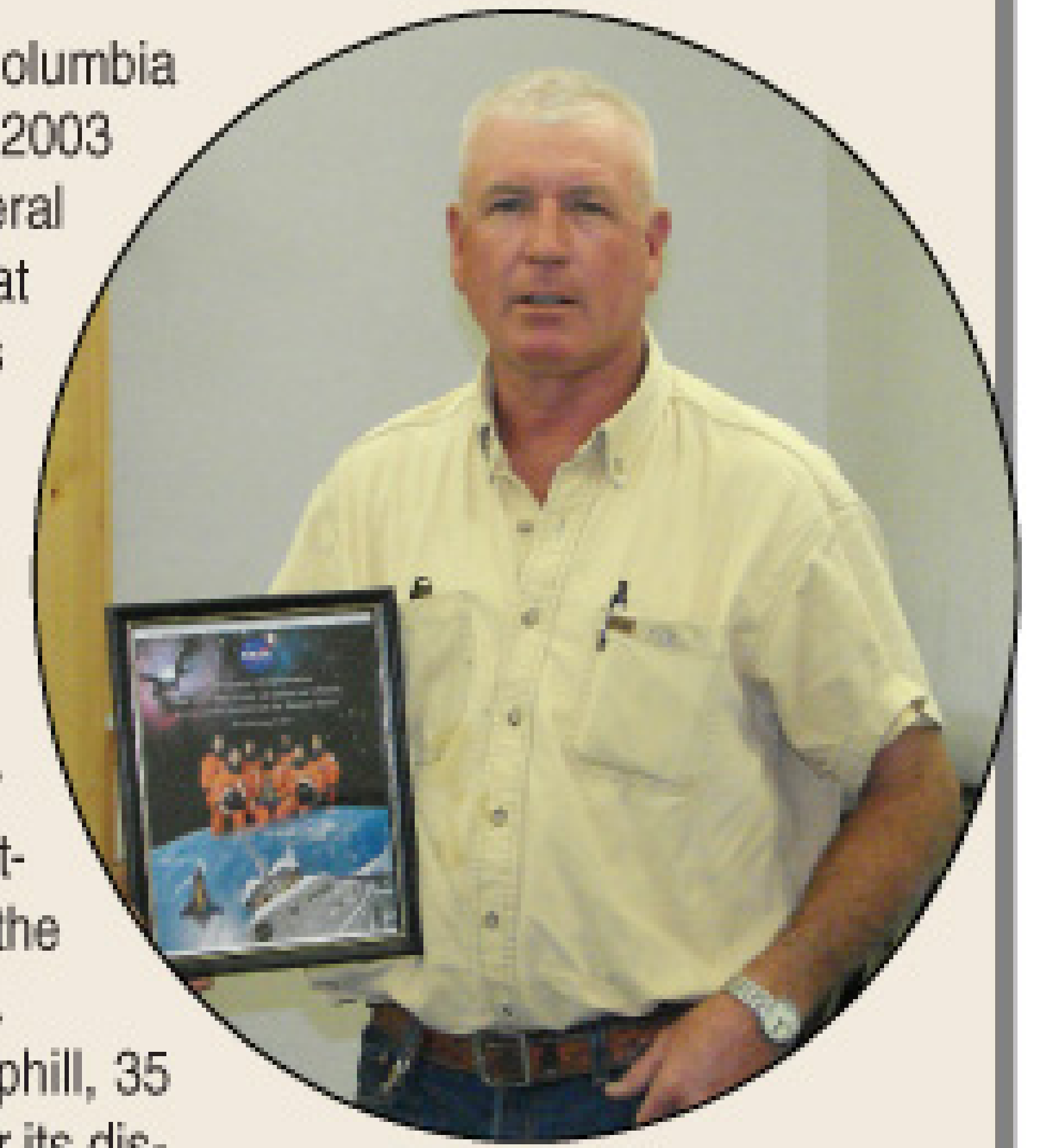
He's also learned to make sure to carry adequate spare parts and to make sure they are the right parts. He bought a cargo trailer for the trip to Mississippi. He thought it was loaded with all the necessary parts until they got a flat tire on the trailer while on the Atchafalaya Bridge, which is actually a series of bridges over the Atchafalaya River and swamp in Louisiana. Turned out, the spare tire for the new trailer had the wrong rim.

"It was night. There was no place to go. We stayed on the edge (of the road) for four hours. I learned something there. I keep my trailers loaded (with parts)," he says. "I guarantee you, they are checked."

Martindale believes it's important for him to be there personally, to make sure things are being done right, and once there, to stay until the job is done. He says he's got dependable employees at home who can keep the routine operations rolling as they should, including daughter Ericka, his full-time secretary.

Martindale says he has no qualms about working with the federal disaster agency, which received a lot of criticism in the wake of the hurricanes.

"They know what it costs to do business and they pay you," he says.



Martindale received a photo of the Columbia shuttle crew after working 79 days in recovery efforts following the space shuttle's explosion.



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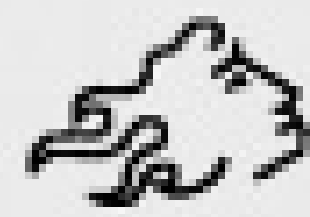


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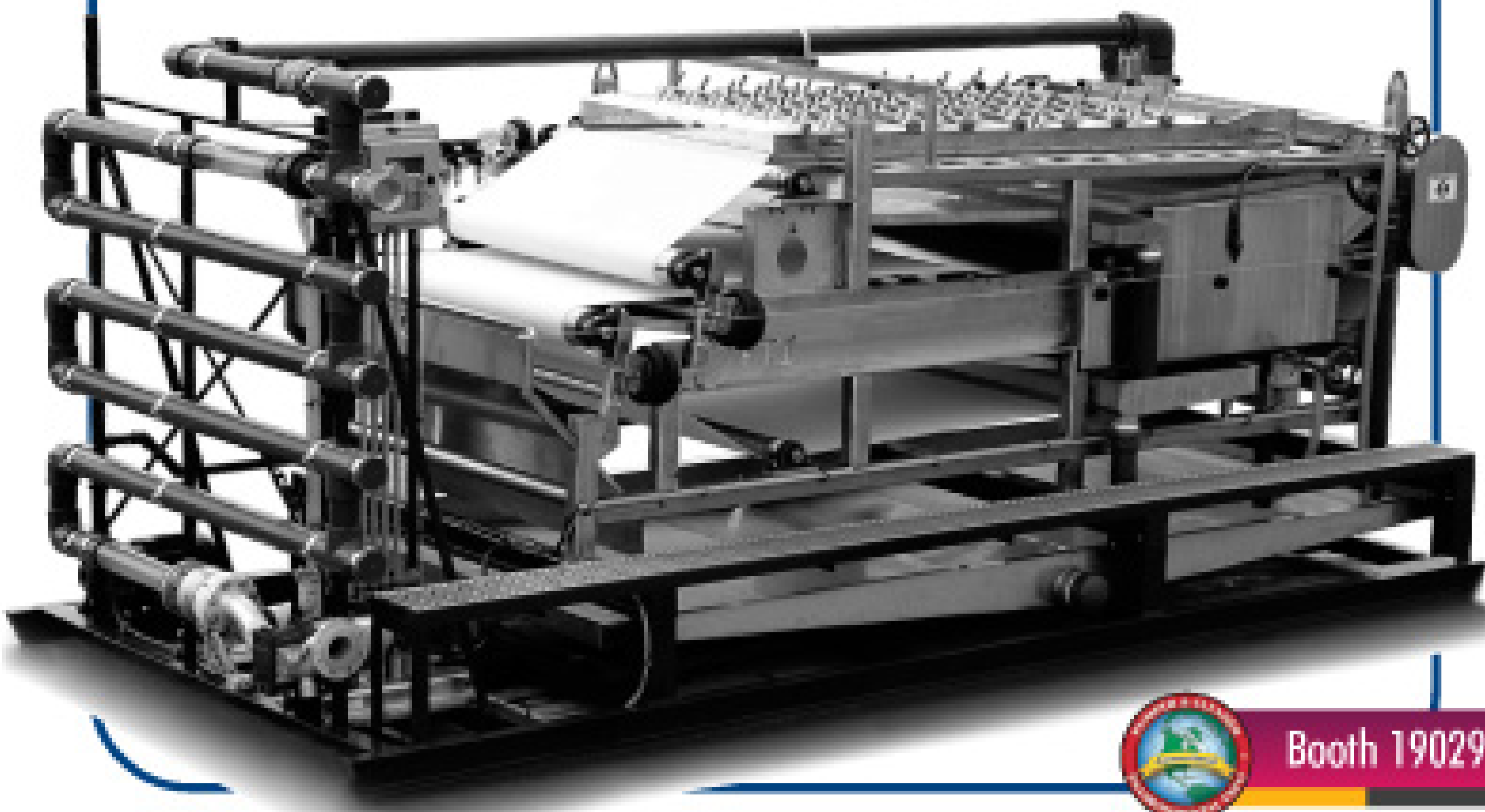
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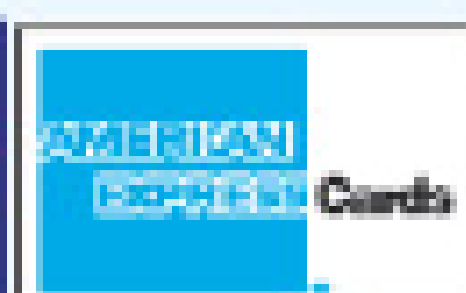
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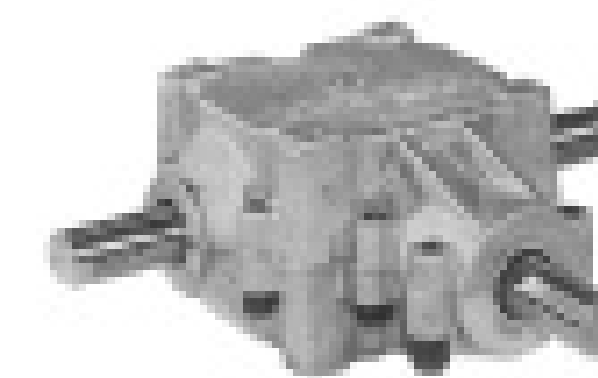
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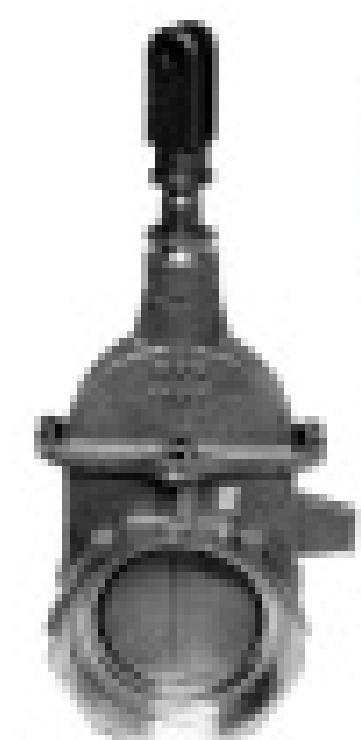
### Lever Action Gate Valve

Brass  
2" - \$10  
3" - \$98  
4" - \$157  
6" - \$288



### Piston Action Gate Valve

Brass  
4" - \$69  
6" - \$183



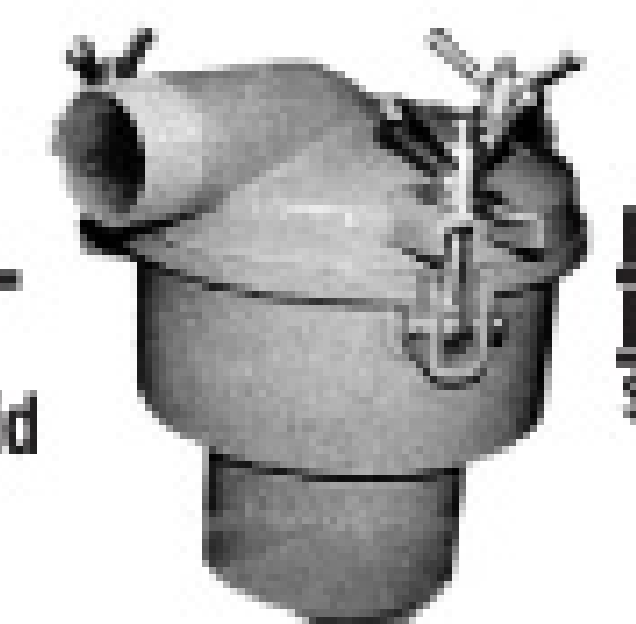
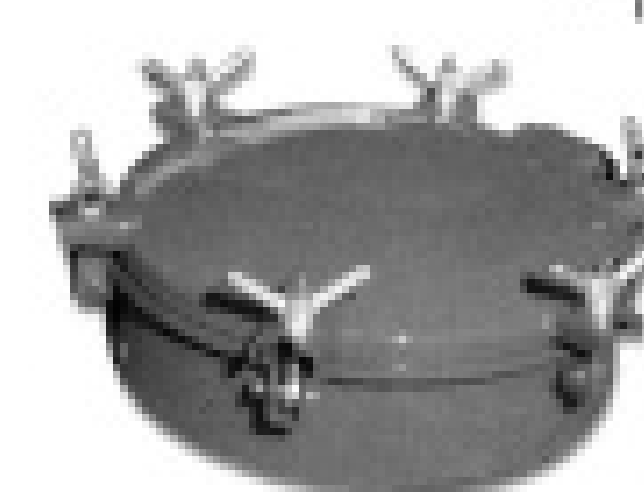
### Secondary

Nylon/Brass  
2" - \$160  
3" - \$206



### Manway Special Gasket in lid

20"  
35"

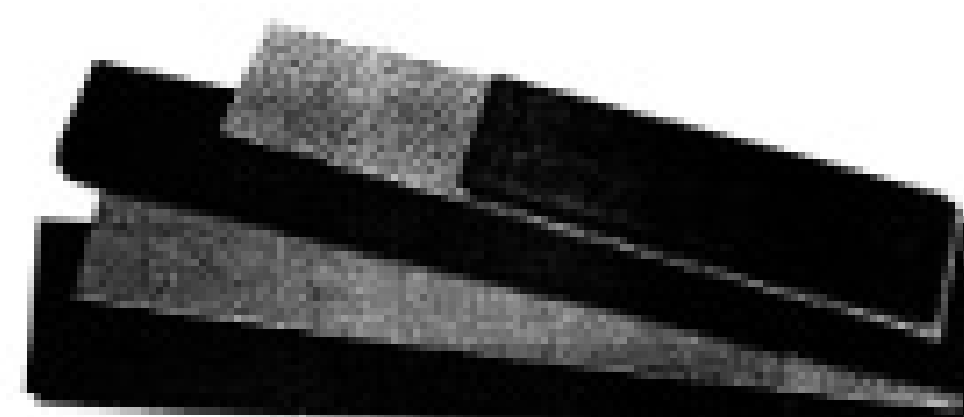


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### Performer Series PF540



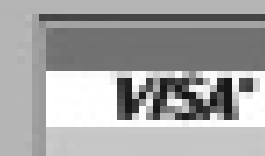
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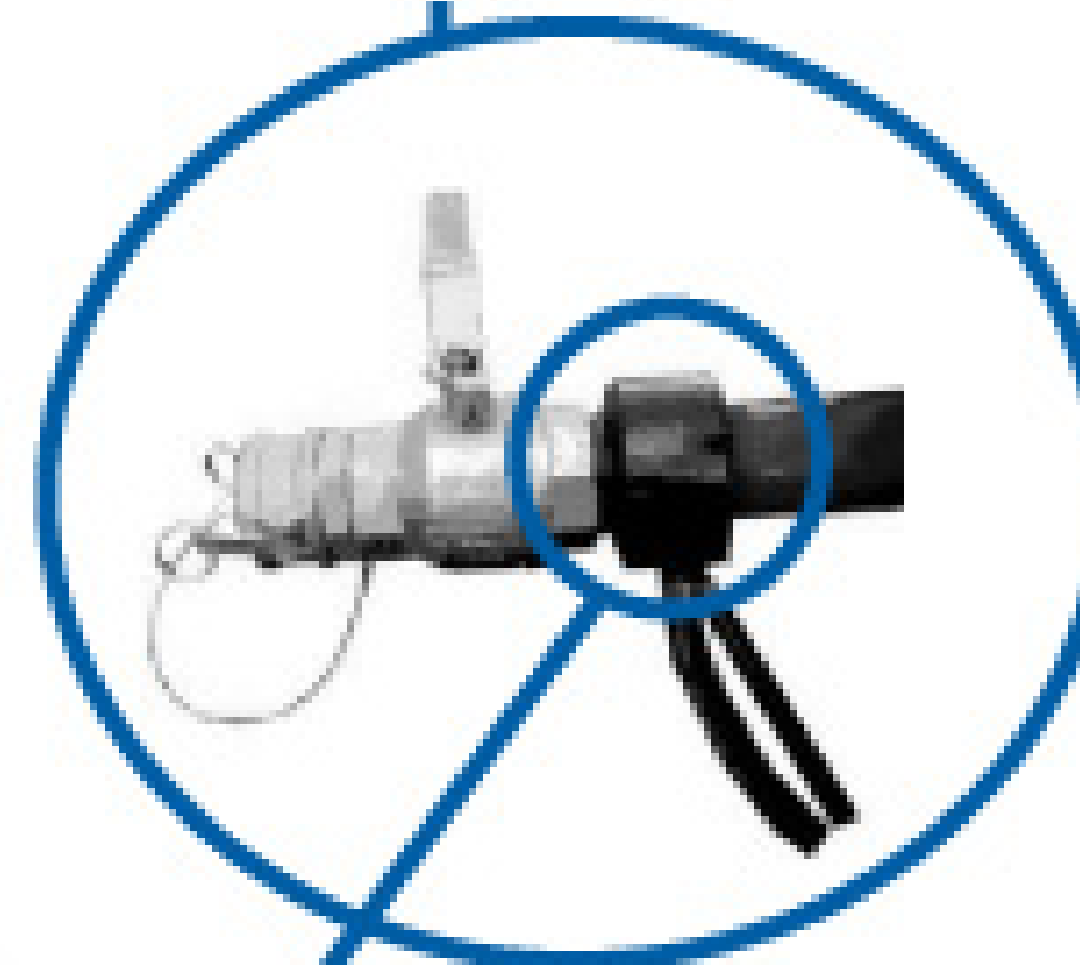
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# At the Car Wash

## An expansion-minded pumper wonders about the challenge of disposing waste from self-service car washes

*This feature in Pumper® reports noteworthy conversations that take place in the Pumper Online Discussion Forum for industry professionals found at [www.pumper.com](http://www.pumper.com). The forum is split into several topic areas: General Discussion, Business, Parts & Accessories, Portable Sanitation, Pumps & Blowers, Septic System Installation, Septic System Service & Maintenance and Trucks. Simply register with a user name and password and join the discussion!*

*Information and advice in Overheard Online is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.*

## Overheard Online

### Should I start pumping car wash pits?

#### Question:

Is anyone pumping car wash pits? I'm looking to add another service, but would like to know more. Specifically, tell me about disposal issues. Is car wash pit waste considered hazardous?

#### Answers:

It usually isn't considered hazardous, but it is considered contaminated. So you must be careful where you dispose of it. Also, carry paperwork showing what you're carrying on the truck. Check with your state to see where the waste must go. In some states, you can't easily switch from car wash pit waste to septic tank waste.



Car wash pits contain oil, grease and other products that cannot be dumped at sewer treatment plants. If you get caught, this could cost you many thousands of dollars in fines and court costs. I get offers all the time to do this type of work. I tell the car wash owners they cannot pay me enough to do this type of work. Someone in our area checked on disposal of this product and the cost was up to \$5 per gal-

lon. That is \$5,000 per 1,000 gallons before you charge for your time and hauling. I don't think I will be doing any of this work.



Here in Calgary, Alberta, Canada, car wash and garage sumps have to go to separate containers for disposal. For garage sumps, they charge \$85 per metric ton. If the car wash applies for a sanitary permit and if there is no oil in the waste, the price is half of that (\$42.50 per ton). That usually works out to \$200 to \$250 for disposal of a car wash with five bays. This car wash has only three sumps and gutters leading into the sumps. I usually get 750 Imperial gallons of waste from them. With driving time, (one hour each way) it usually takes me 3-4 hours to do the job.

The oil is not too hard to contain. You lay an oil absorbent cloth in the sump and all of the oil is soaked into the cloth. You then discard the cloth and clean the sumps.

You must have a way to remove the waste from the truck. The sand quickly separates from the water and settles to the bottom. I have a hoist and vibrator to deal with this, so it is not a problem. My first truck didn't, and it was a one-hour job to pry the residue off the bottom of the tank.

I guess your cost of disposal depends on your area. There has to be an accepted process because these things have to be cleaned on a regular basis. You have to bill your time plus the disposal cost. Do your homework, talk to the waste sites to find out how to deal with it. Figure how much time it takes to get to the disposal site. I charge travel time for both ways. If I am doing a car wash for the first time, I let the owner know that it is so much an hour plus disposal costs. I give an estimate for the hours and say if it is under that then I will charge less, but if it is over that then I will charge accordingly. Most of the time they are agreeable to this arrangement.



Here in Florida, car wash waste is considered hazardous waste and it cannot be hauled by a regular septic truck. A HAZMAT truck must be used. This is mainly because of mercury content in the wash water and sludge. Definitely check with regional laws.

I get offers all the time to do this type of work. I tell the car wash owners they cannot pay me enough to do this type of work.

### How do I get necessary experience in Florida?

#### Question:

I want to get into the pumping business in Florida, but to get a state license you need three years of experience. How do you get this?

#### Answers:

I hate to sound negative but you will need to go to work for an established company. There is more to the septic industry than just putting a hose in the tank and pumping it. If you want to learn you have to pay your dues. Good luck in three years if you still want to do it.



You need to pay your dues. Three years on someone else's coin and you will know if you can stomach it. I like the idea that Florida is demanding that much experience. Maybe you can find someone who is thinking about selling in a few years. Hopefully you can find a reputable company with good ethics. Here in Michigan, you have to have 30 hours of classroom credits approved by the DEQ (state Department of Environmental Quality) before you can apply for a license. And then you would still have a lot to learn. I worked with a septic firm after working my regular job and on weekends for five years before the owner decided to sell. I am now going on my seventh year and am still learning. Pull up your boots, put on your rubber gloves, and let's locate, dig up and clean some tanks.



I wish Maryland would start doing this to keep the fly-by-nighters out.



In Wisconsin, a program was implemented requiring 1,600 hours of training and passing a test. The DNR (Department of Natural Resources) also has the power to grant exceptions. ■



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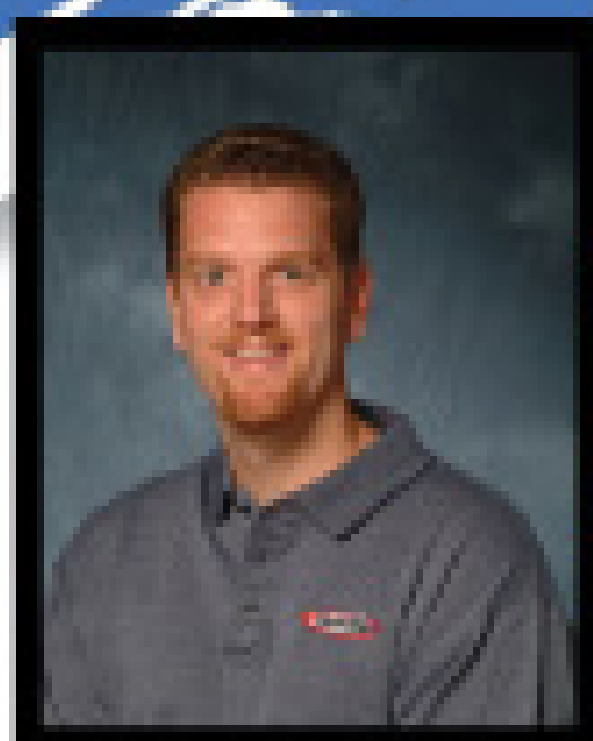


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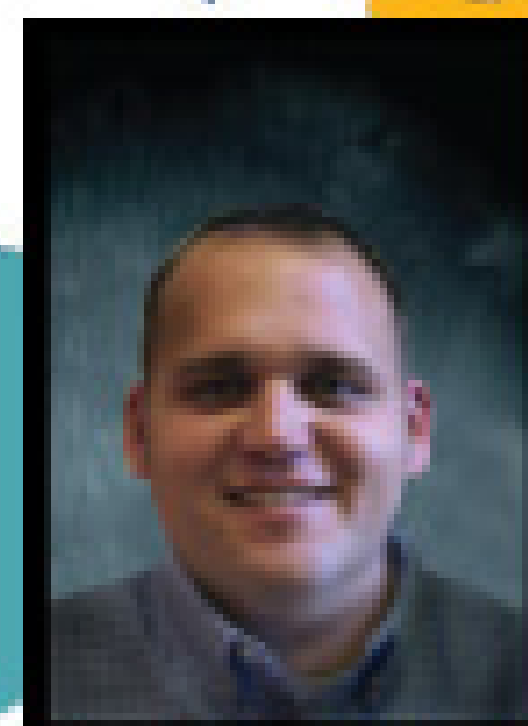
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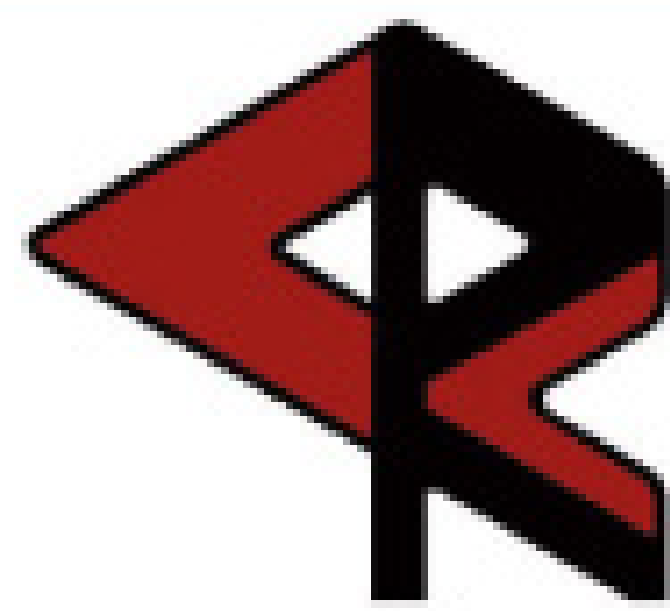
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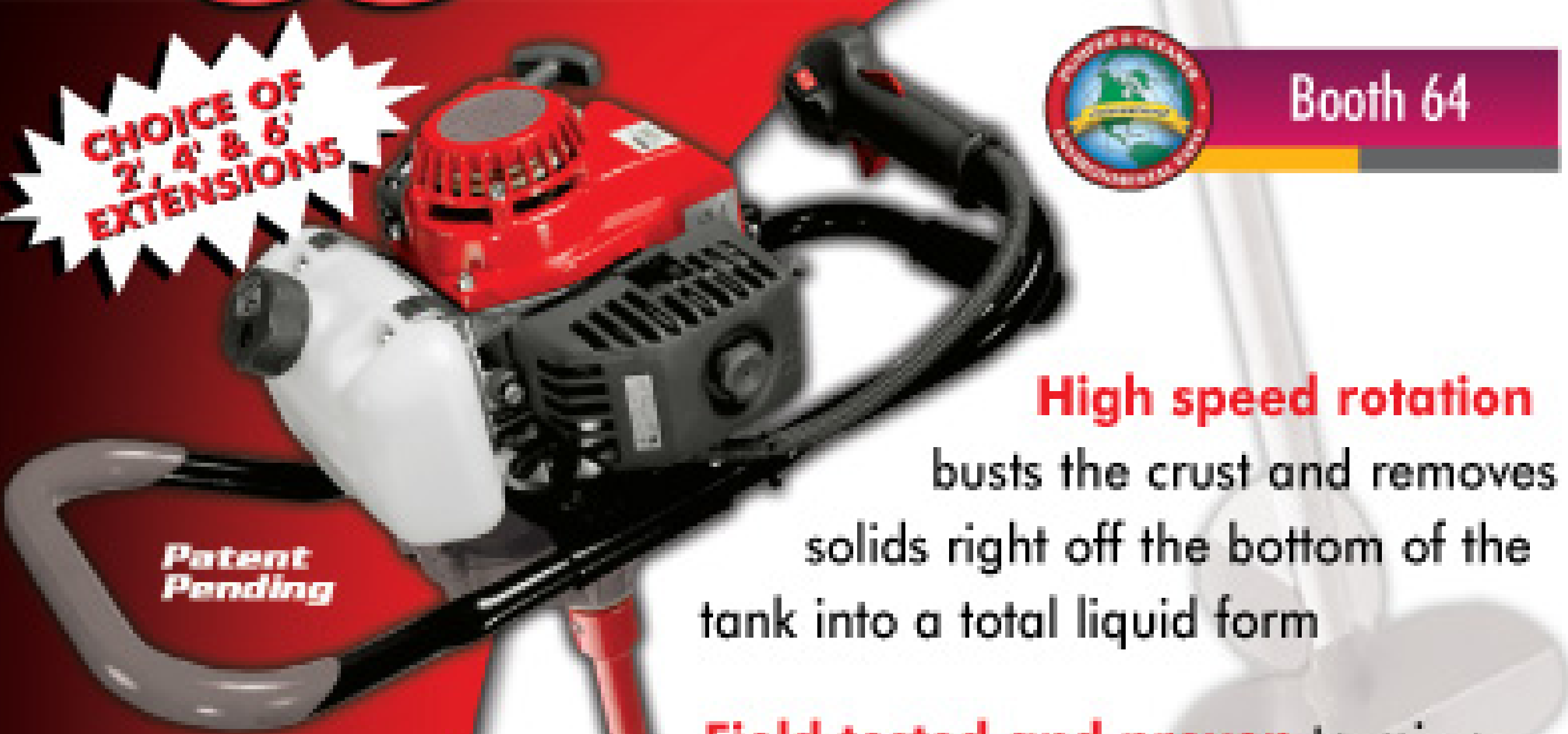
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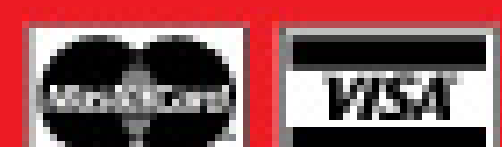
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# Life of the Party

Portable restroom Halloween costume is a big hit on the streets of New York

It took New Jersey artist/construction worker Rick Syers and Halloween to prompt the New York paparazzi, numerous celebrities and national media to look at the portable restroom in a whole new way.

## The Lighter Side

By Jim Kneiszel

Syers, with help from portable sanitation contractor Johnny On The Spot of Old Bridge, N.J., landed in a full-page cover photo in the *New York Post* dressed up as a guy reading a newspaper in a portable restroom. Syers was interviewed on CNN, met daytime talk show host Dr. Phil, actress Sarah Jessica Parker, and won \$5,000 in costume contest prizes.

You can see Syers walking the streets of New York at [www.youtube.com](http://www.youtube.com). Type Syers' name in the search box and you'll find numerous videos.

The Halloween hoopla began a week earlier when Syers called Johnny On The Spot president Jesse Thompson and asked if he could use some of the company's restroom labels for a unique costume. Syers is a construction worker who was familiar with the JOTS restrooms, having used them regularly on jobsites, Thompson said.

"He's a construction worker who's a fan of ours. We didn't know him," said Thompson, who granted the unusual request, not realizing the costume would create such a stir. "I mailed him the stickers and never thought I would hear from him again. Boy was I wrong."

In the context of Halloween, it's good fun and we loved it, but 364 days a year, I would have cringed if I saw that.

Jesse Thompson

### TAKIN' IT TO THE STREET

The *New York Post* called Thompson on Halloween and wondered if he sent Syers out with the costume to generate business, explaining that thousands of people were taking photos of him on street corners in Manhattan. Thompson later found out about the CNN interview, *Good Morning America* coverage and Syers' brushes with celebrities who emerged from television studios to take photos of him. Later in the day, Syers won costume con-



Artist/construction worker Rick Syers (left, with an admirer) won \$5,000 in prizes for his Halloween costume. Syers asked New Jersey company Johnny On The Spot for restroom labels to lend authenticity to his design. Above, an exterior shot shows how Syers obscures his legs with a dummy that appears to be carrying the unit. (Photos courtesy of Johnny On The Spot).

tests at Manhattan nightclubs.

"We had a lot of buzz here; the phone was really frying that day," Thompson said. For all of the publicity, the stunt didn't generate any immediate business for the restroom provider, and Thompson is reluctant to let the joke go any further. Thompson said it was all right to have a little fun at the expense of the industry, but wouldn't hear of the potty humor under any other circumstances.

"In the context of Halloween, it's good fun and we loved it, but 364 days a year, I would have cringed if I saw that," Thompson said. "We never go the humor

route. We don't say we're No. 1 in the No. 2 business or anything like that. We don't take a tacky approach."

Thompson said Syers would like to continue to use the costume for other purposes, but he will ask the artist to remove the restroom service company's stickers and paint the fake restroom so it no longer resembles their trademark green and tan Satellite Industries Tufway units.

Johnny On The Spot was started in 1969 when septic pumping company Central Jersey Septic expanded into portable restrooms. The two companies employ 125 people and serve New Jersey and counties just beyond the state border. ■





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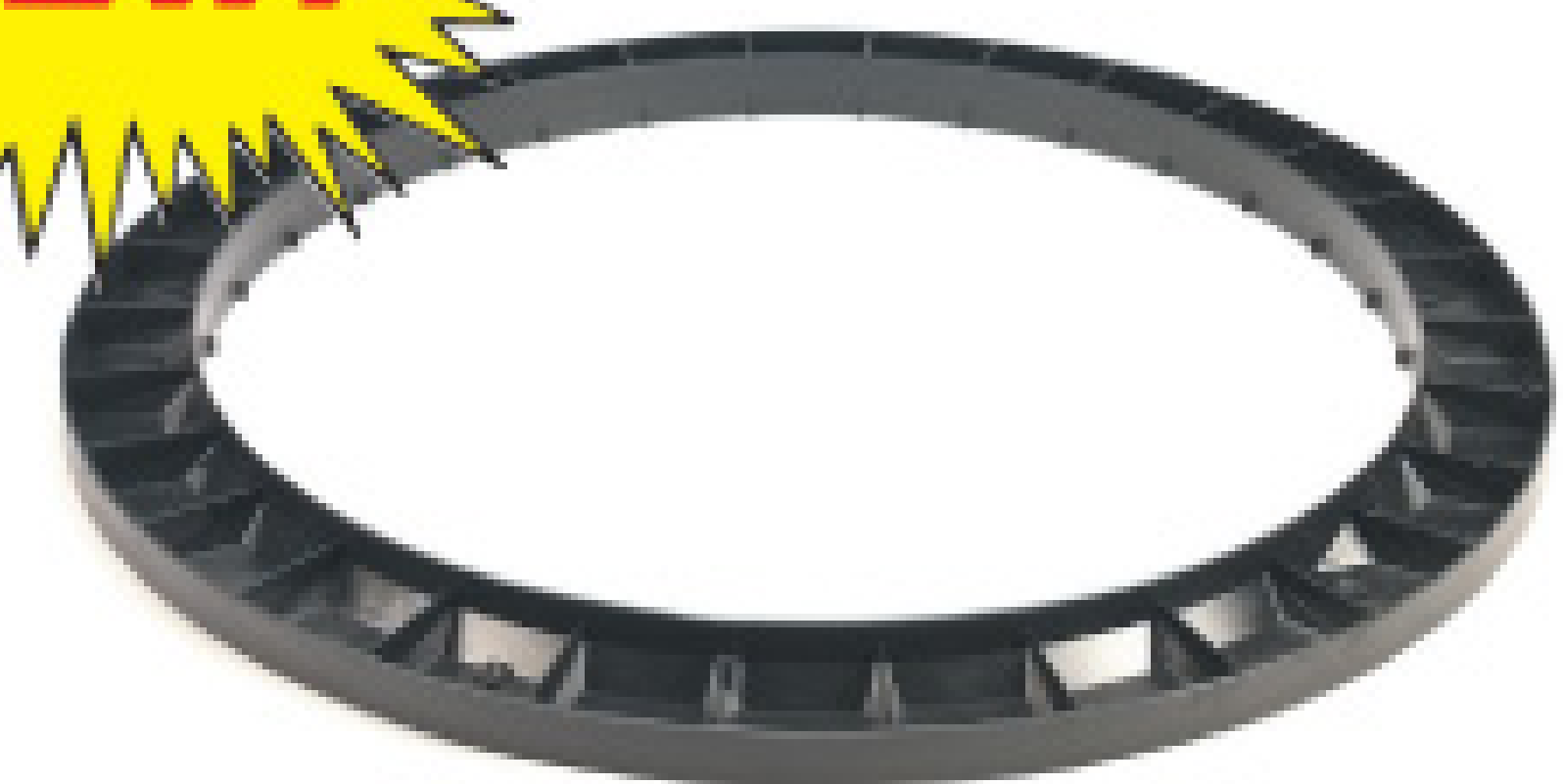


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5,852,901; other  
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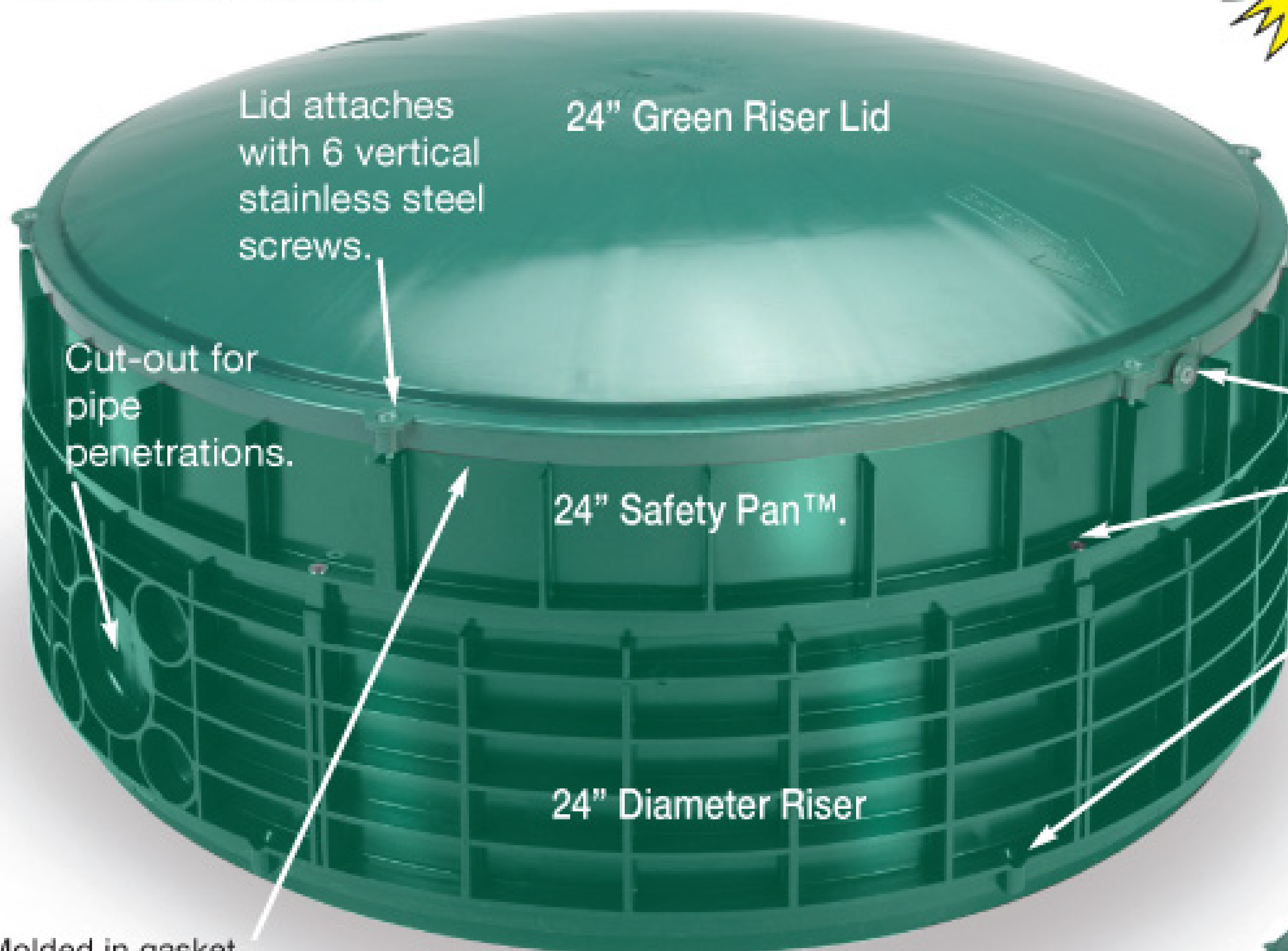
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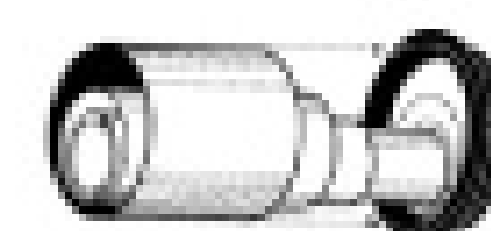
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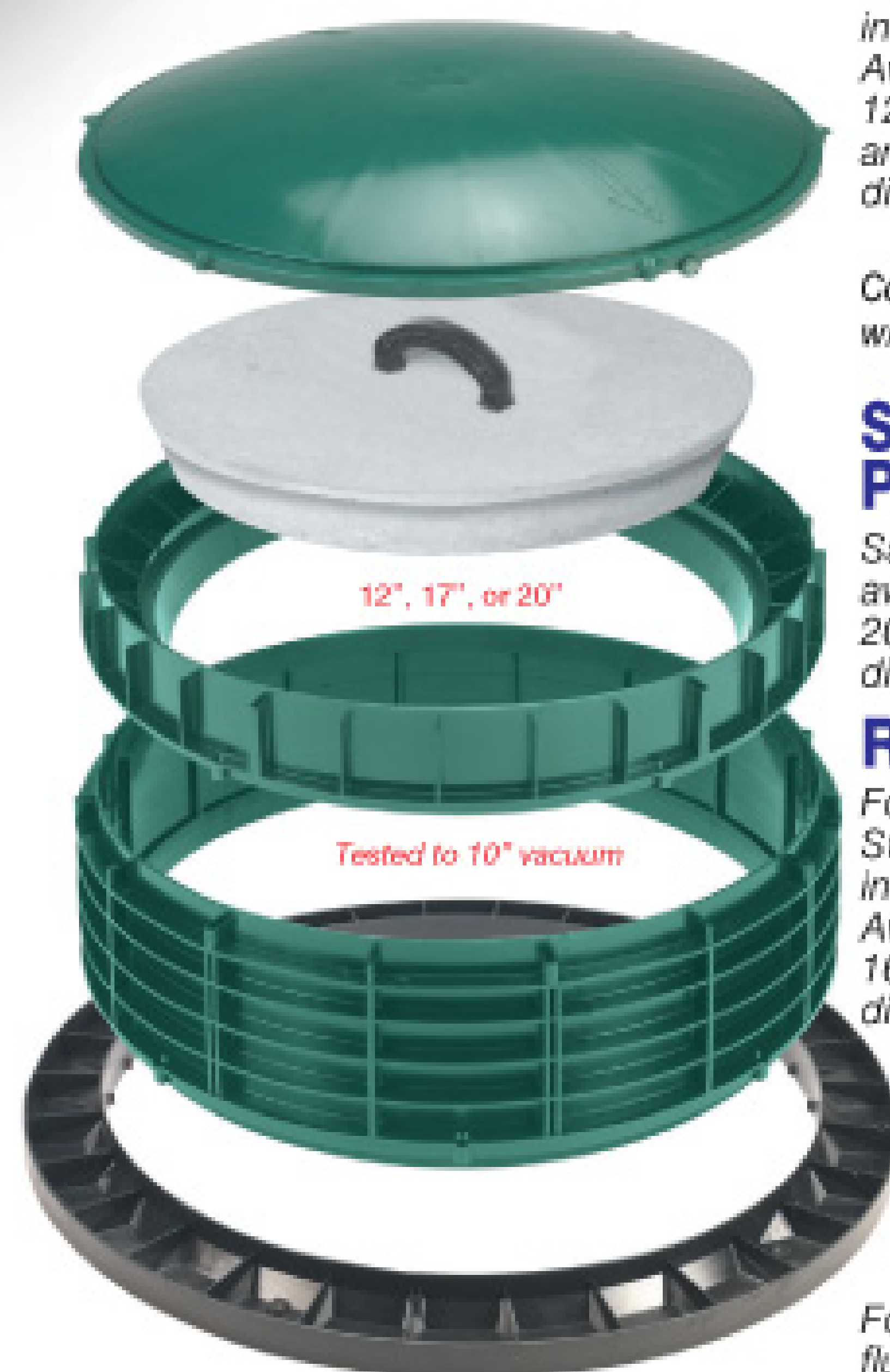


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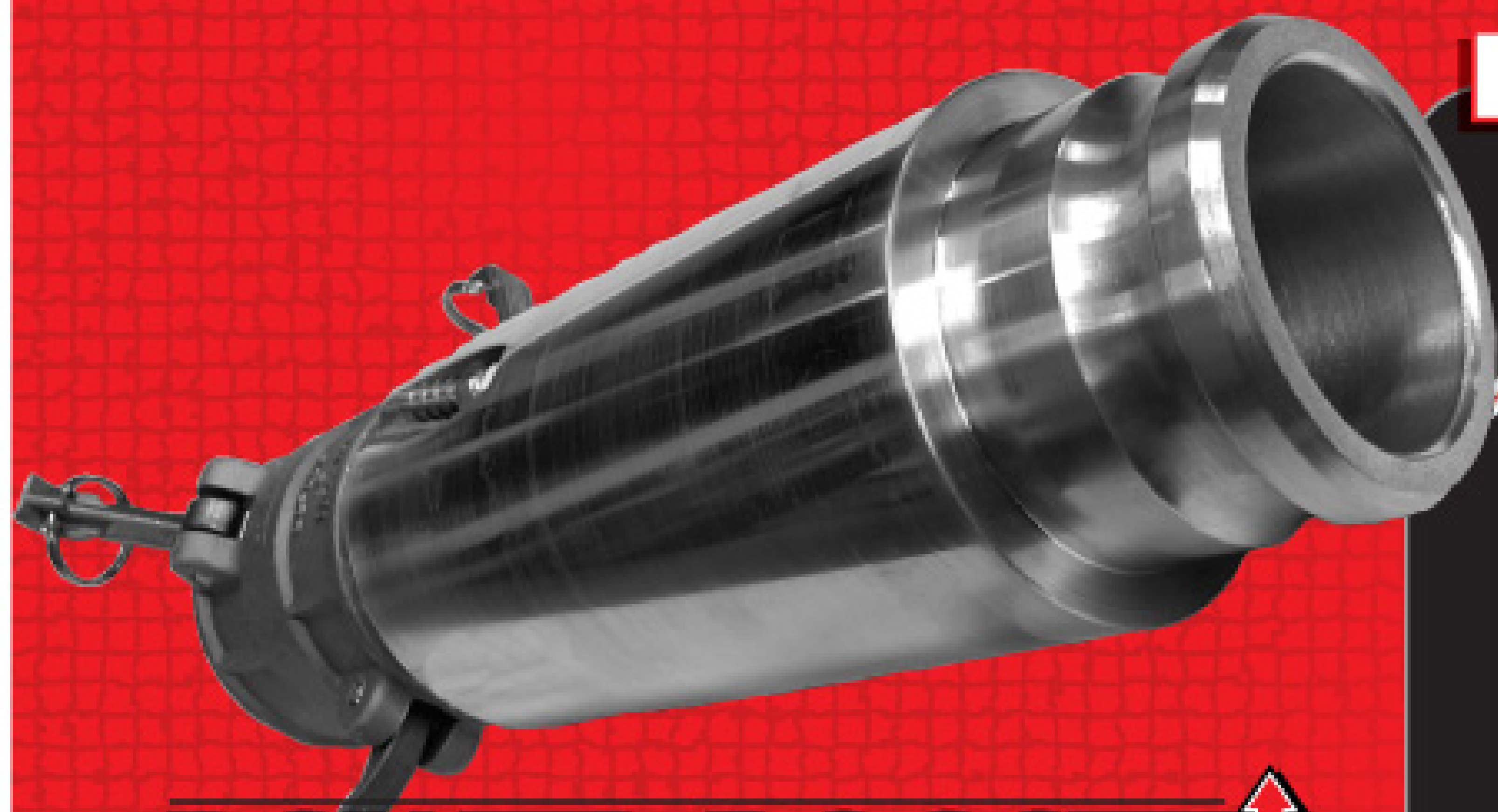
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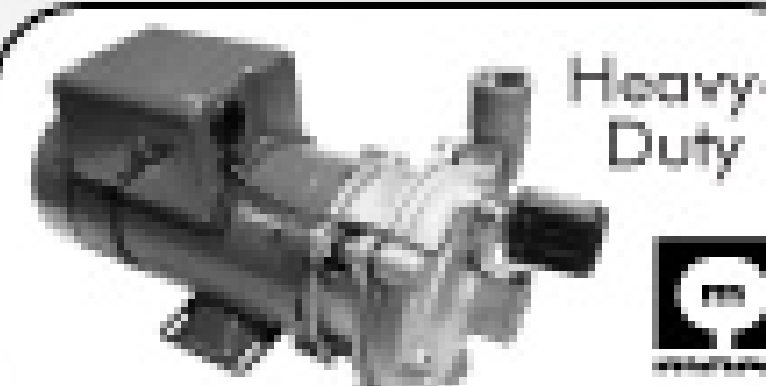
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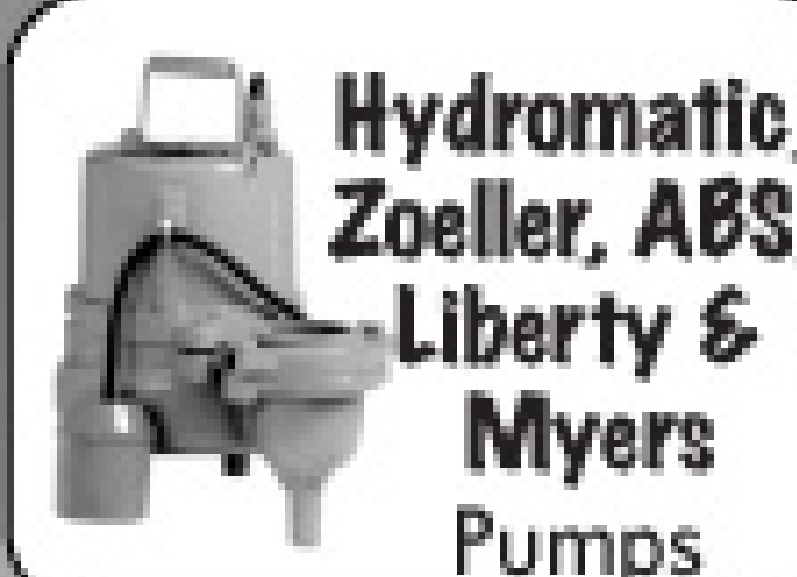
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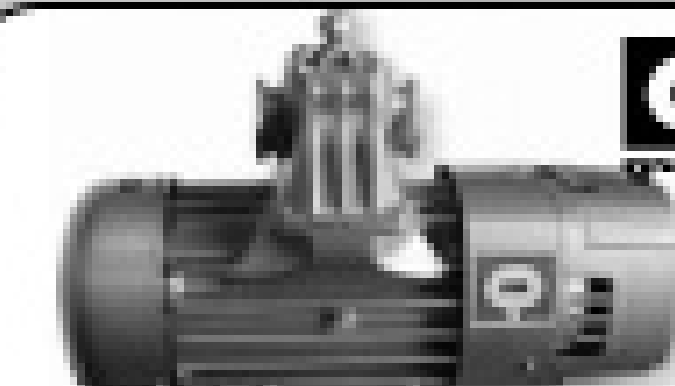
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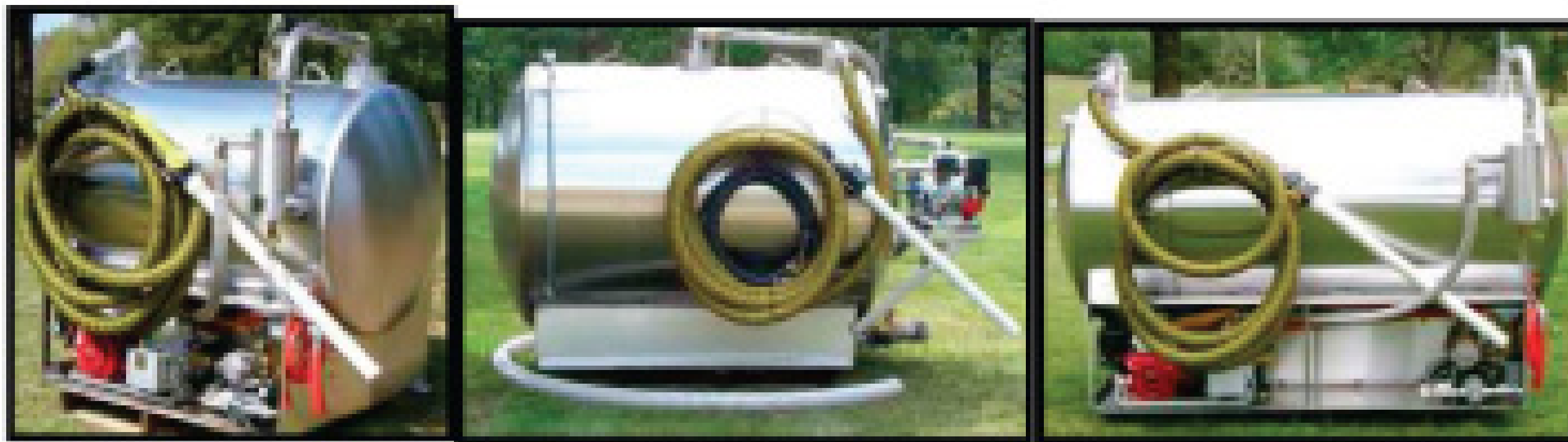
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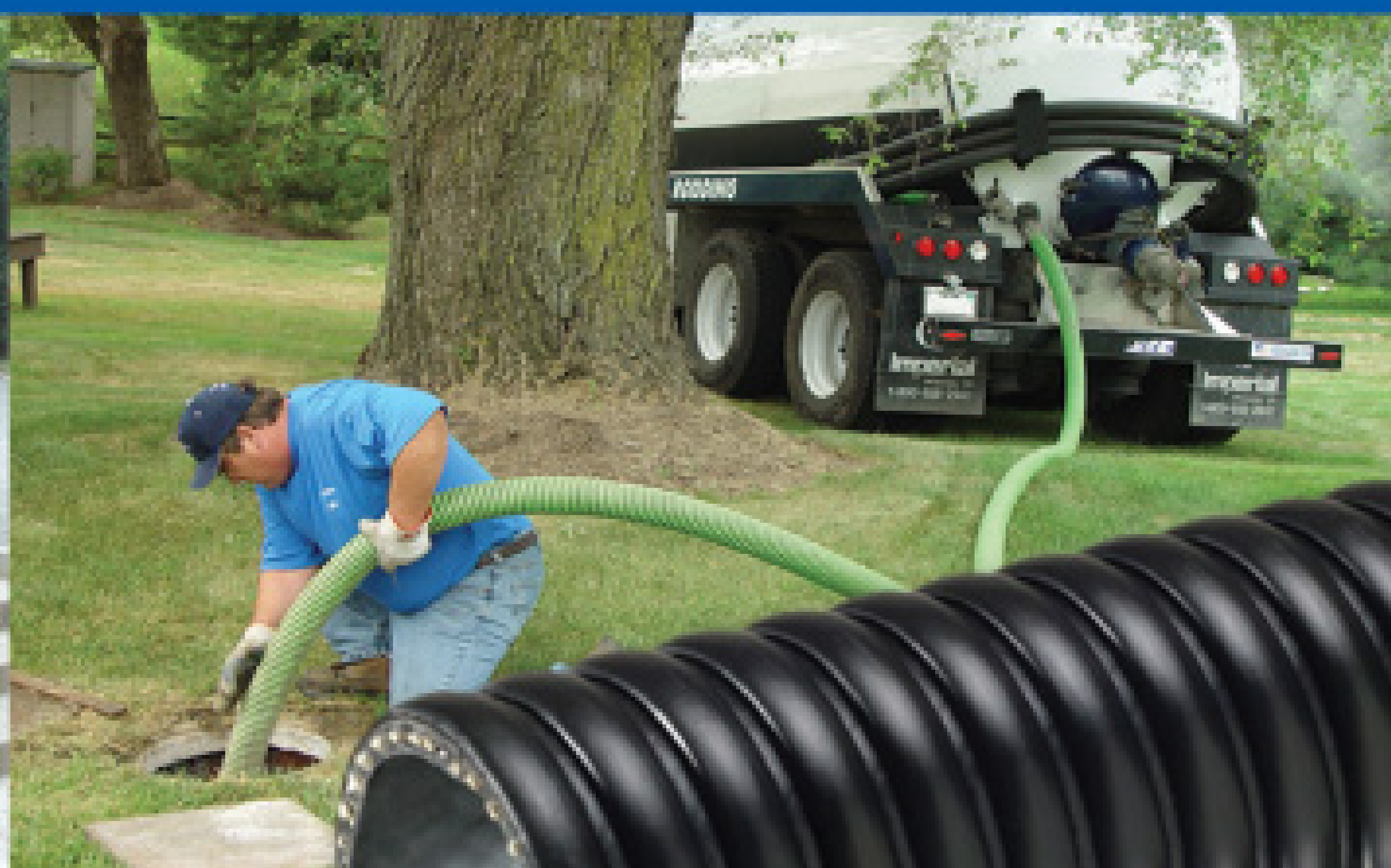
2000 gal Aluminum tank - 1,500 waste and 500 water. 230 cfm Masport HXL75V Vacuum Pump, Angle Drive system with clutch shift PTO, DC Burks Wash Down pump with 50' Hose and Wand assy., 2" x 30' Tiger Tail Suction Hose, 1 1/2" Fresh Water Bucket Dump and 4" Waste Dump, 5" Sight Glasses, hose rack, toolboxes, and much more. **Blow out price: \$78,000.**

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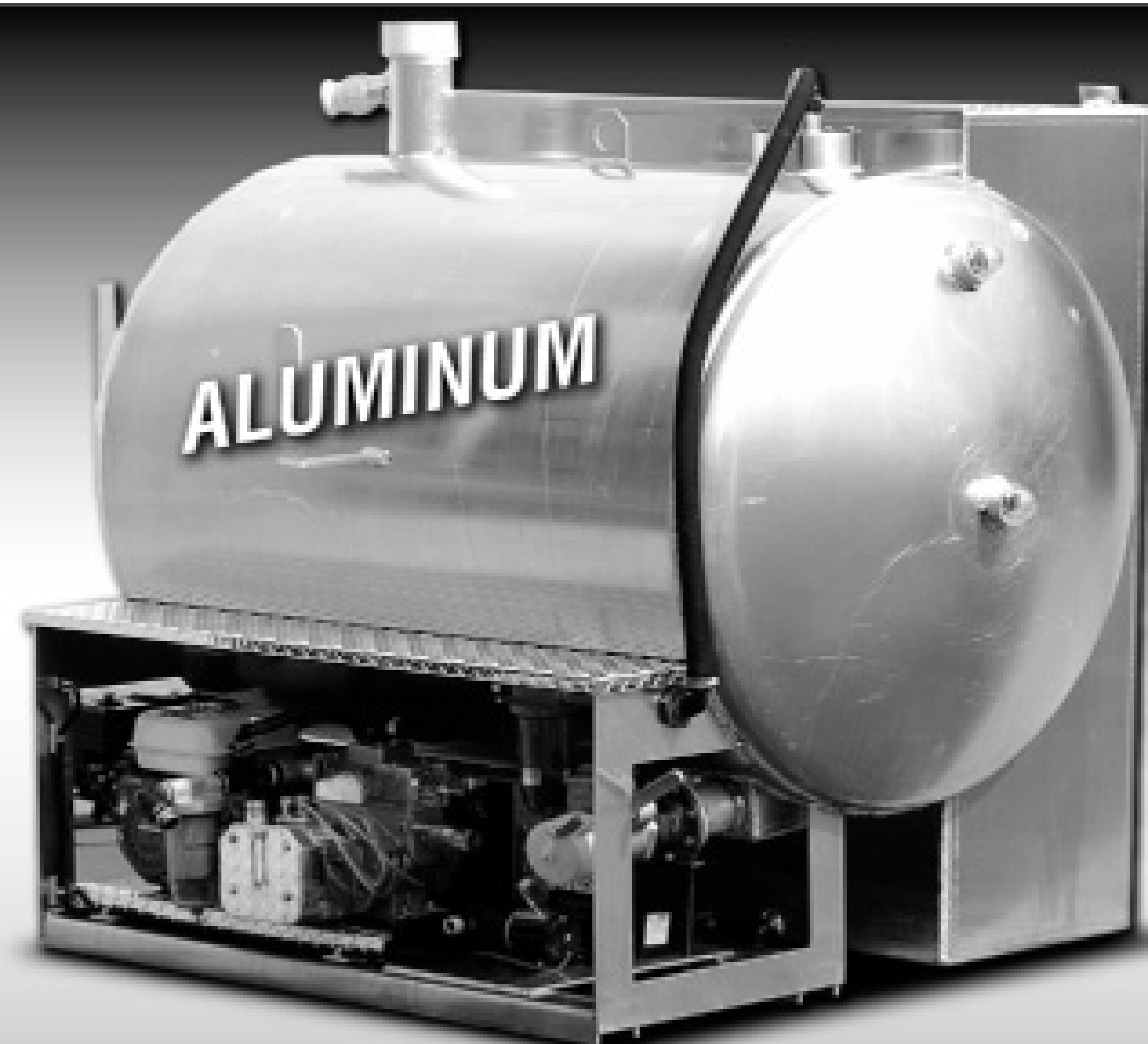
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# Be It Resolved ...

10 ideas to increase your odds of achieving personal and financial success in 2008

By Erik Gunn

It's time for small business New Year's resolutions. Here are 10 to help you manage your money better.

**1 Read (or reread) two books on better managing money in your business and personal life.** Here are five suggestions:

- *The Only Investment Guide You'll Ever Need*, Andrew Tobias. An accessible, sensible, irreverent and no-frills guide to making and keeping more of the money you put aside to make more money.

- *Business Plans for Dummies*, Paul Tiffany and Stephen D. Peterson. Just what it sounds like, except you don't have to be a dummy to benefit from this straightforward, well-organized book.

- *Customers for Life*, Carl Sewell and Paul B. Brown. Subtitled *How to Turn That One Time Buyer Into A Lifelong Customer*, this book by a successful auto dealer teaches superior customer service.

- *The E-Myth Revisited*, Michael Gerber. The sequel/rewrite to Gerber's previous book, *The E-Myth*, preaches building business success by adopting the fundamental premises of successful franchises: clear and consistent procedures and operations.

- *The Business of Contracting*, Frank Blau (self-published). Don't let the photocopied printing fool you. This collection of columns by one of the plumbing industry's most admired innovators offers a wealth of useful advice.

**2 Review your expenses.** Where can you cut back, or even eliminate business costs? Don't just buy something because "it's deductible." Remember, you have to earn the money to pay for it first.

**3 Check your pricing.** Are you adequately covering overhead? Are you getting the margins you're capable of? Don't race competitors to the no-margin bottom. Charge what your work is worth and then make sure you deliver service worth what you're charging.

**4 Get bookkeeping software or upgrade the software you already have.** *QuickBooks* from Intuit is the most widely recommended in this category, and it offers a

good package adaptable to a wide range of businesses. But there are also some industry-specialized applications worth a look, some designed to work with *QuickBooks*, others in place of it.

Clear Computing of Tinton Falls, N.J., sells *Total Activity Control*, a package useful for septic, drain and sewer contractors. TAC adds to *QuickBooks* features needed to generate reports on operations, production, and sales and marketing, and it links back to *QuickBooks* to report gross sales or to recap customer or market types and to align both applications' data with bank statements.

Ritam Technologies of Eagle, Idaho, offers *Service Profit Builder*, which provides dispatching, job-tracking and accounting features. Ritam also has specialized packages for specific industries, including rendering and portable restroom rental.

GMF Associates of Johnstown, Pa., offers *Datsan Computer Software*, which provides applications for the septic industry and the portable restroom business. Both systems offer order entry, automatic billing, accounts receivable tracking and database query; the portable restroom product also includes routing and inventory control features.

**5 Hire a certified public accountant.** A saying has it that no business has failed because of its accountant fees — but many have failed because of poor accounting. A good accountant isn't just a bookkeeper — he or she can (and should) offer you sound, big-picture advice. Research candidates and interview more than one to make sure the person you hire really understands your business.

**6 Accept credit cards.** Plastic puts cash in your pocket faster, and for some customers it can make the difference between you or your competitor winning the sale. It's worth the initial cost of setting up a merchant account and the fraction of each sale that the credit card companies take.

A saying has it that no business has ever failed because of its accountant fees — but many have failed because of poor accounting. A good accountant isn't just a bookkeeper — he or she can (and should) offer you sound, big-picture advice.

Erik Gunn is a magazine writer and editor in Racine, Wis., where he operates Great Lakes Editorial Services, consulting for businesses, non-profits, and individuals. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@pumper.com



**7 Review your insurance.** Do you have too little? Too much? When did you last bid out your insurance coverage? You may have earned a discount on your premiums by putting all your work with one insurer and by maintaining a good claims record over the year.

**8 Study your benefits.** Training and losing employees is a big money sink for some businesses. Offer workers things that can make a difference in whether they stay or go. Some are costly (health insurance), but better deals are out there. Other benefits — flexible scheduling, certain kinds of supplemental insurance, even a more attractive break room — can be fairly inexpensive.

**9 Set up a retirement plan.** This goes for employees and yourself. There are many ways to help your workers get started on retirement plans without spending a lot of extra money. And you should do the same for yourself. Retirement plans provide security for you and your family as you get older and free you from depending on the business. If you have a retirement plan already, fund it to the best of your ability.

**10 Consider offering service contracts.** Consider whether your business can accommodate some sort of prepaid maintenance or service plan. It can guarantee you business and provide a financial floor for your operation. Design one that's easy to maintain and helpful for your customers, and get sound professional advice in setting it up. Then make sure you promote it.

## GET TO WORK

The point of this list isn't to overwhelm you. Few if any of us could make 10 resolutions and follow them all through to success. Look at this list and find three, two, or even one item that looks particularly good. Then make it a priority and stick to it. And when 2009 rolls around, pick up this column again, and keep going. Happy New Year! ■

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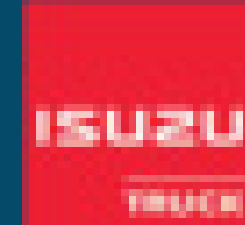
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# 'I've Driven Four Trucks Home'

Attendees say the Pumper & Cleaner Expo feeds equipment needs and gives them a leg up on the competition back home

By Mary Shafer

It's a question professional pumpers ask themselves every year: Should I attend the Pumper & Cleaner Expo? The realities of everyday business can get in the way — Who will run the shop while I'm gone? Can I afford to take that much time off? Can I justify the expense of airfare and hotel?

For the pumpers interviewed here, it's a moot point. They say if you're serious about your business, Expo attendance isn't optional. You're here.

Find out why these dedicated contractors believe so strongly in reserving the time each spring to be part of the industry's biggest trade show.

"I don't know how you can be in the business and not be here," says Nate Gay. "Things are passing you by!

"Everything changes, and coming to the Expo keeps you current with the newest and the latest. My customers expect the latest technology to keep prices down through efficient operation and a high level of service. I rely on what I learn at the show to keep me profitable while fulfilling those expectations."

Gay tends to place serious equipment orders at the Expo. "I've driven four trucks home," he recalls. "I've had years when I spent \$150,000 on the show floor."

He feels confident leaving his shop in the hands of a competent office manager, who keeps orders moving and informs him about unusual developments via cell phone.

"One thing that works well for me is the show's schedule. I don't know that I could be here every year if they held it in July. I have a more seasonal business than most, and February is my deadest of the dead, so it's good for me to be here then."



**Name:**  
Nate Gay, owner  
**Company:**  
A1 Environmental Services  
**Location:**  
Wells, Maine  
**Employees:**  
9  
**Years in Business:** 11

## BONUS

### PIPELINES PLUS:

The Pumper & Cleaner Environmental Expo International can be an overwhelming experience. Attendees who want to get the most out of their time should plan a strategy that allows them to see all the exhibitors they came to see, while still enjoying the entertainment and all the other attractions the new location, Louisville, has to offer.

Trade show veterans recommend spending some time before the show with the exhibition floor plan, mapping out the most efficient route to cover all the displays you need to see. One strategy is to prioritize your visits, covering all the "must-sees" in your first circuit, then returning to those you'd really like to see once the important business has been covered, while allowing some extra time to go back to those surprises you encountered along the way but weren't sure you'd have time to explore.

Visit [www.pumpershow.com](http://www.pumpershow.com) for all the planning information you might need.

Comments may be directed to Mary Shafer in care of Pumper. You may also e-mail [pipelines@pumper.com](mailto:pipelines@pumper.com).



**"You're losing a lot of money by not coming to the Expo. You need to keep moving with your competitors, and if you're not here, they probably are."**

Bryce Harding

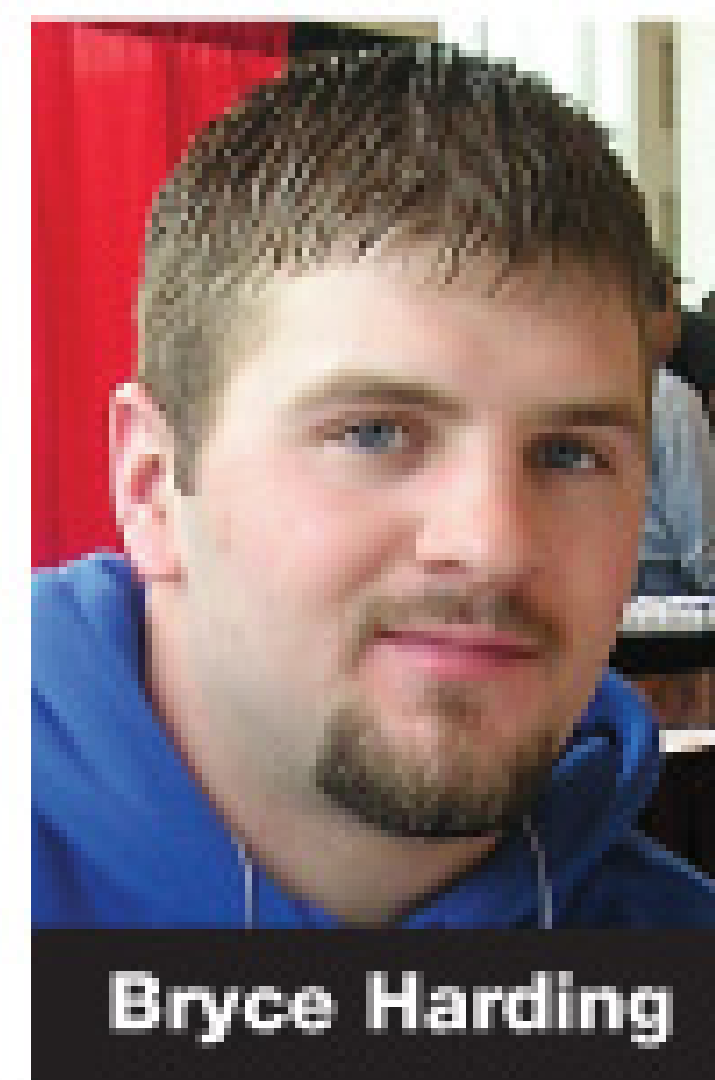
Anthony Foster makes a regular annual trek to the Expo, and can't understand why his competitors don't. "You don't come? Good! Stay there, so I can learn more than you," he says, laughing. "I like when they stay home, so I can be the best in my area."



**Name:**  
Anthony Foster, owner  
**Company:**  
Bermuda Sanitation Engineering  
**Location:**  
Crawl Hamilton Parsih, Bermuda  
**Employees:** 8  
**Years in Business:** 18

Foster finds building vendor relationships the most important aspect of show attendance. He regularly spends about \$20,000 on new trucks and large equipment. Sometimes his wife accompanies him, other times she stays home to run the shop while he's away.

He enjoys the cross-pollination of ideas he experiences with other pumpers at the show, along with being exposed to the industry's cutting-edge technology. "It's stimulating," he says, adding that he takes that excitement back to his island home, where he deploys about 50 units, mostly through government and private contracts.



**Name:**  
Bryce Harding, co-owner  
**Company:**  
Harding Septic & Portables  
**Location:**  
Peshtigo, Wis.  
**Employees:** 4  
**Years in Business:** 8

"You're losing a lot of money by not coming to the Expo," says Bryce Harding, who operates the company with his father, Gerry. "You need to keep moving with your competitors, and if you're not here, they probably are."

Harding has three things in mind when he arrives at the show each year: education, equipment and networking. He and his dad take turns attending the show, with the other staying home to keep the shop running. Every so often, both will attend with Gerry's wife and Bryce's mom, Beth, as a mini family vacation. Then, they'll either get someone to answer their phones, or have calls forwarded to Beth's cell phone so they can be handled individually.

Equipment purchasing is a regular activity for the Hardings at the Expo. "We buy around 25 portables each year while we're here," Bryce Harding says. "We have about 130 units now. We've also purchased three trucks." He estimates they spend about \$12,000 each year on the show floor.

"Whether you're pumping septic tanks, renting portables, whatever, there's somebody at the Expo with that experience," says Keith Houk. "Most people are pretty friendly, it's an open environment, and you'll be amazed at the information they're willing to share with you. Whether it's disposal problems, maintenance or employee issues, you can ask whatever you need to know. And we make a lot of friendships, meeting the same people year after year.



**Keith Houk**

Name: **Keith Houk**  
 Company: **Keith's Tank Service**  
 Location: **Fayetteville, Tenn.**  
 Employees: **2**  
 Years in Business: **11**

"Networking is the number one reason I come, but I also buy equipment, spending about \$3,000 on up each year. We make this a working vacation, doing some shopping while we're here and enjoying the entertainment. We shut the shop down when we're gone. Emergencies are covered by someone, but since it's the same time each year, most of my regular customers are aware I'm gone. We present it to our customers that I'm getting my continuing education. They like that, thinking, 'Oh, you're a professional!'" ■

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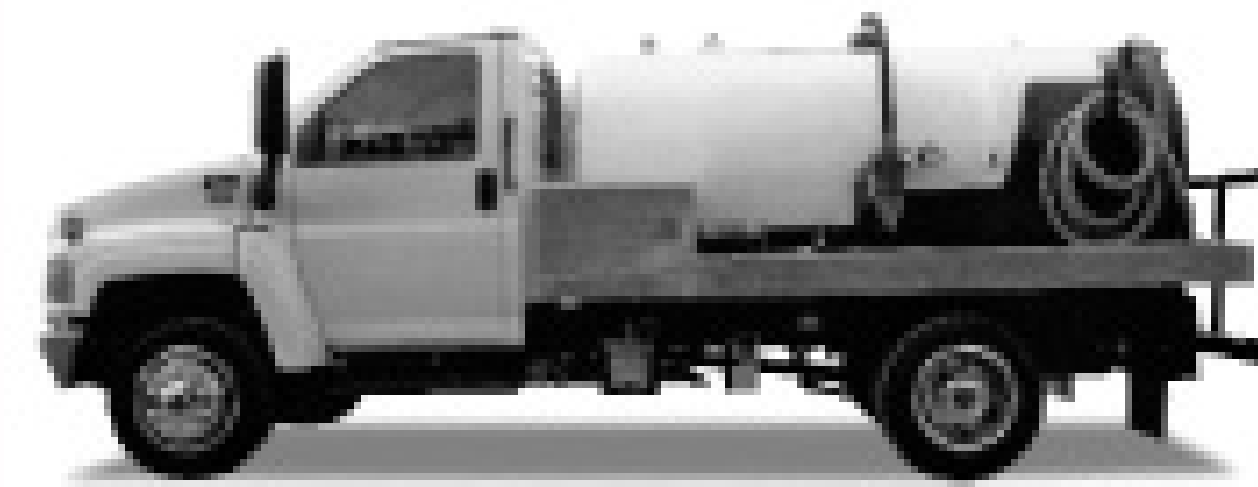
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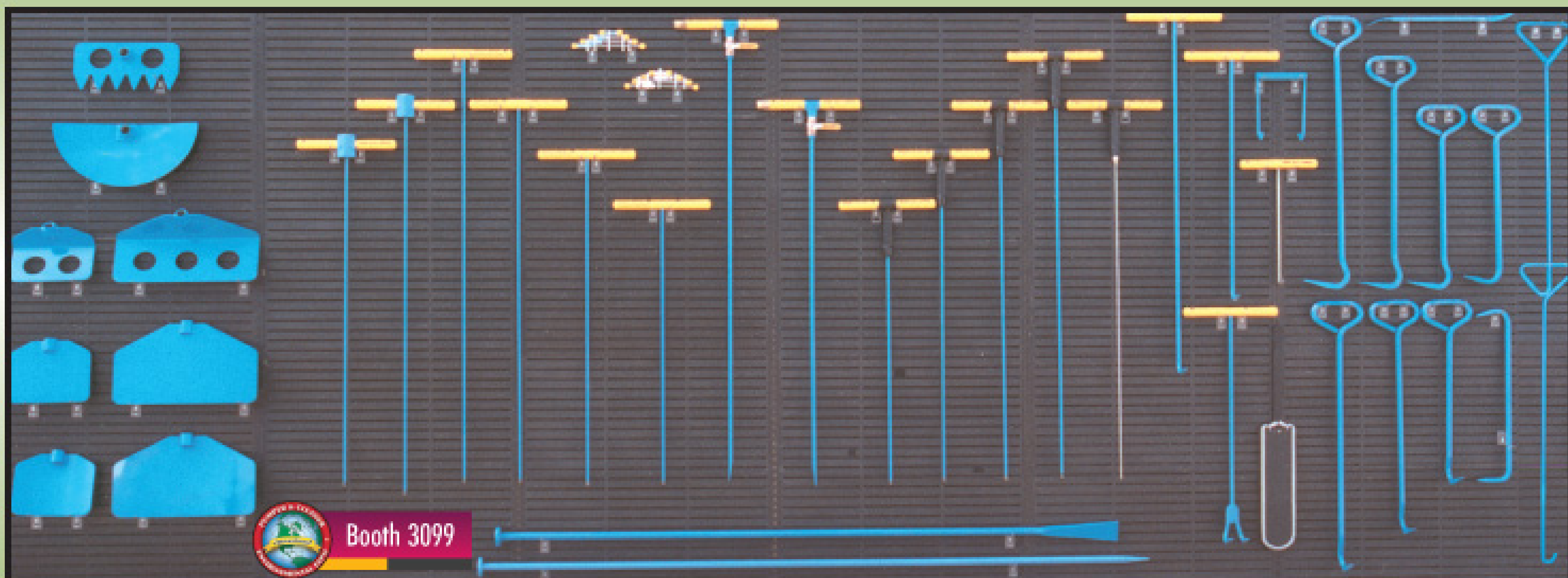
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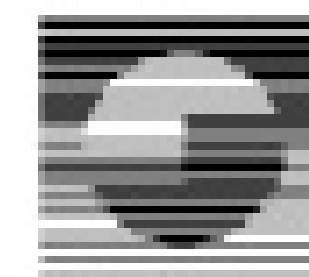
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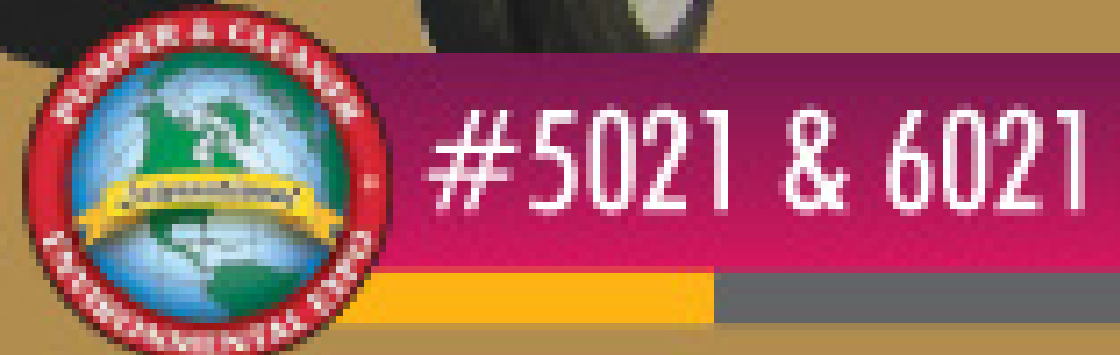
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# Basic Training

A new inspector asks for a step-by-step approach to working with the industry to encourage the most effective onsite systems for homeowners

By Roger E. Machmeier, Ph.D.

**Q I have learned about onsite sewage systems by attending a number of seminars and workshops. I have passed the required tests, am certified for inspections and am employed by the local department of health. One of my jobs next spring will be to inspect the installation of sewage systems. What are some things I should look for when performing an inspection?**

**A** Passing some tests does not really tell how much you have learned about onsite sewage treatment. Being certified is your “ticket” to learn a lot more.

Let’s hope you have a basic knowledge of how onsite systems work and how they should be installed. But your real education will begin when you get out into the field. If you have a colleague in your office, he or she would be a good place to turn for help. However, I sense from your question that you will be working on your own to conduct inspections.

One of the first things you should do is get to know the installers working in your area. The health department likely has a list of licensed installers. Send out a note or call each installer and introduce yourself. Explain that you would like to meet each one personally. Set up an informal coffee hour at a local restaurant where you provide the coffee and goodies. You might do that several times. It would be good to do this in the offseason when the

installers are not real busy.

Your introduction should state that you have the responsibility to work with the installers to make sure that the onsite systems are installed properly and according to code.

## IN THE TRENCHES

Ask the installers what they expect from you. Tell them that as an employee of the health department, you are obligated to enforce local codes for onsite sewage treatment systems. Ask the installers what they like about the code and what they don’t like about it. Find out if some provisions of the code are not acceptable to the installers. Maybe some changes are needed. Maybe some objectionable features are technically not sound. Listen to the installers’ comments.

Recognize that some of your installers have been in business for many years. They know what works and what doesn’t work for their customers. As you get started in your job, many installers will know much more about onsite sewage treatment systems than you do. Take on a humble attitude and learn from them. Also recognize that some installers are more knowledgeable than others. Learn which ones do the best jobs.

When inspecting onsite sewage treatment systems, what are some things you should do?

- First, inspect the site where the onsite system is to be installed. Be sure the system is laid out in the area where the site evaluation was performed. If this

is not true, the layout must be changed before work begins. The designer must be contacted and the system properly located. This is your job and not the job of the installer. When the installer comes to the jobsite, the system should have been approved by you.

- With a trench system, the excavation of trenches must not take place if the soil is wetter than the plastic limit. You will be given the argument that the onsite system is needed right away by the homeowner. However, insist the septic tank be used as a holding tank and pumped until the soil is dry enough for proper trench installation. You will be doing any future homeowners a favor by insisting the onsite system be properly installed. This is where your basic knowledge will be useful.

- Drop by installations unannounced. Inspect the installation activities. Look at the trench sidewalls to see if the soil has been smeared. Look for footprints and other activity in the bottom of the trench that might smear the soil. Inspecting a trench after the rock is placed will tell you little about what went on during installation.

- Check the gravity distribution system for sewage tank effluent. Hopefully your local code will specify the use of drop boxes for serial distribution. The drop boxes should bring the effluent

level to the top of the trench rock. Geotextile fabric must be placed over the top of the rock to prevent soil cover from filtering down into the rock layer.

- If distribution boxes are used, do not allow the top of the rock in the lowest trench to be lower than any outlet of the distribution box. This feature must be part of the system design. If the lowest trench becomes overloaded, effluent will back up to the distribution box and flow to other trench outlets. It will prevent seepage of effluent to the ground surface from an overloaded trench.

- While it is important that the top of the trench rock be level throughout the length of each trench, don’t be a “nitpicker.” It is most important that the far end of the trench is at the same elevation as the head end of the trench. If some of the top rock layer is a little higher or lower, point this out but don’t insist on absolute perfection. What you should be looking for are major violations of the sanitary code that will affect future operation and life of the system.

## COMING NEXT MONTH

The answer to this month’s question will continue in the *Septic System Answer Man* column next month, as I discuss mound systems and other features of onsite systems. ■

Readers are welcome to submit questions to the Answer Man. Send your question to COLE Publishing by e-mail to [editor@pumper.com](mailto:editor@pumper.com), by fax to 715/546-3786; or by mail to P.O. Box 220, Three Lakes, WI 54562. We will pass your question along to Dr. Machmeier.



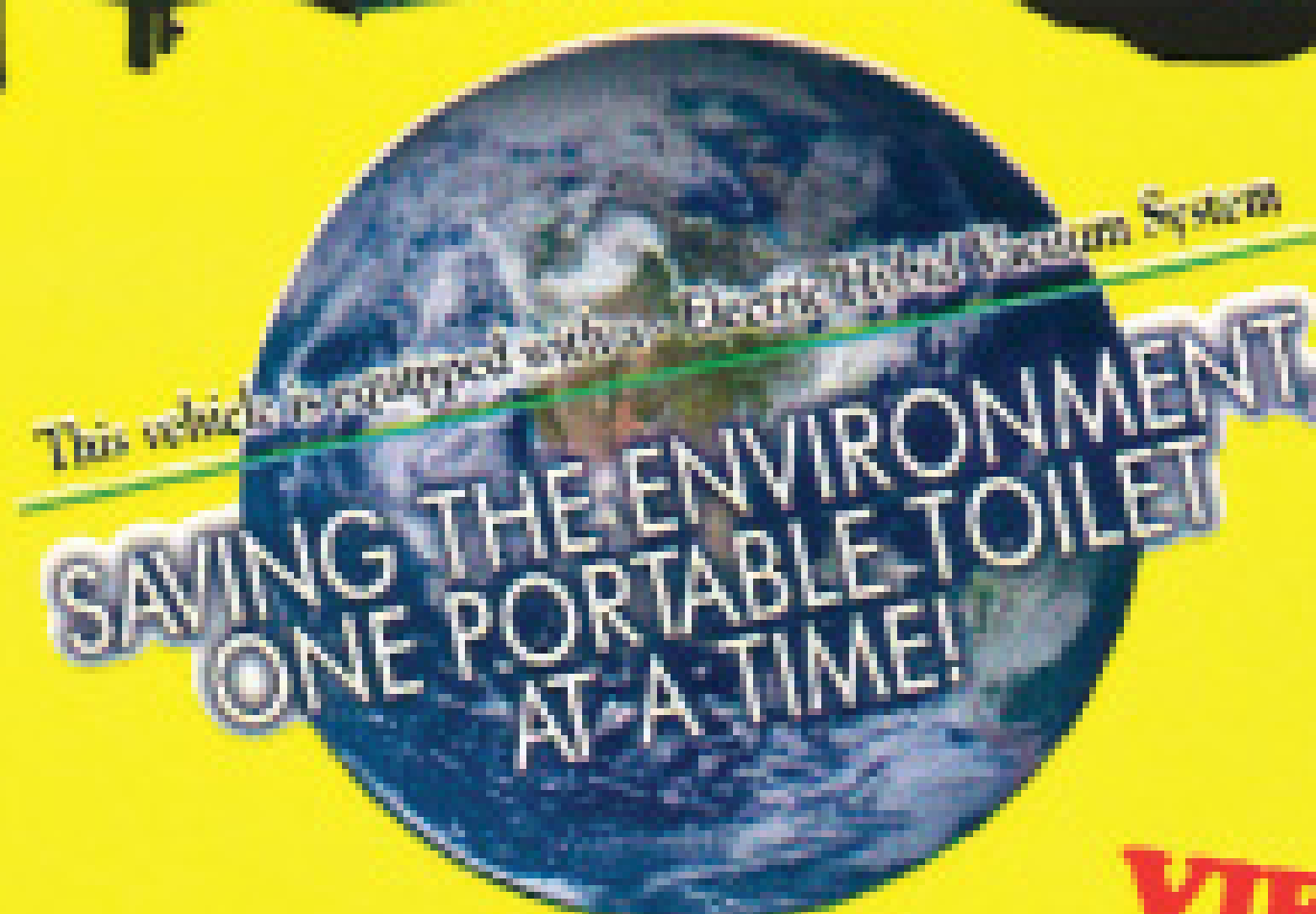


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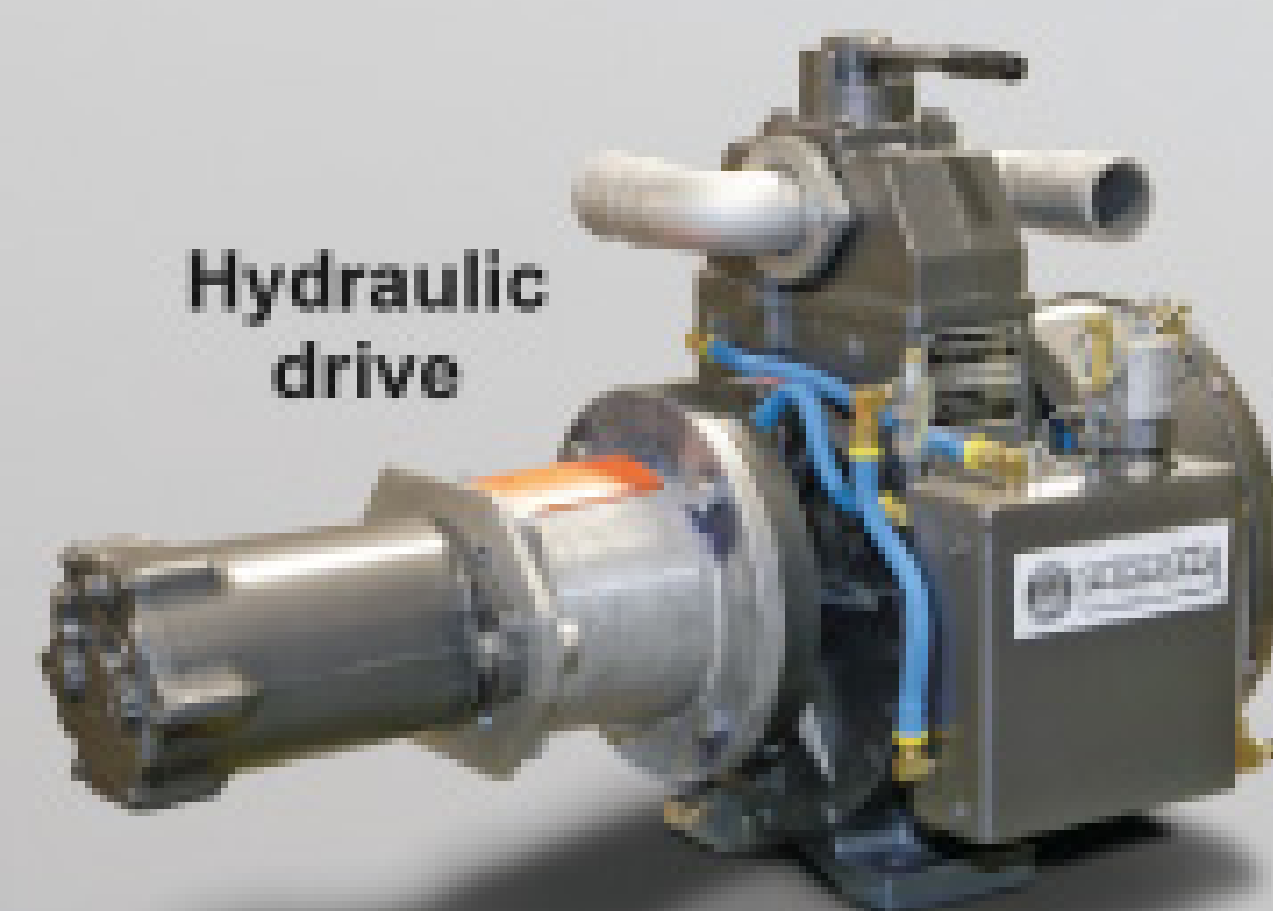
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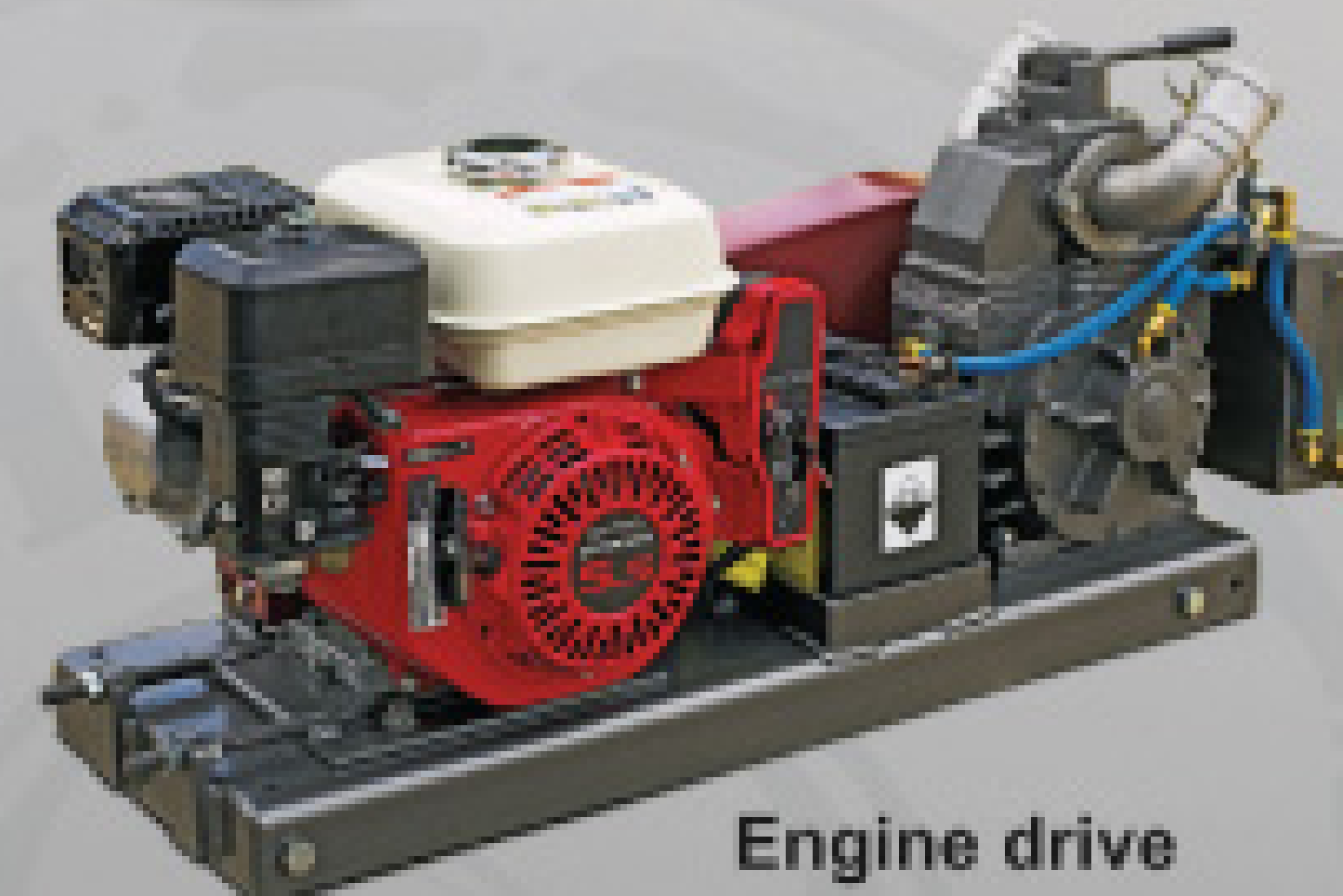
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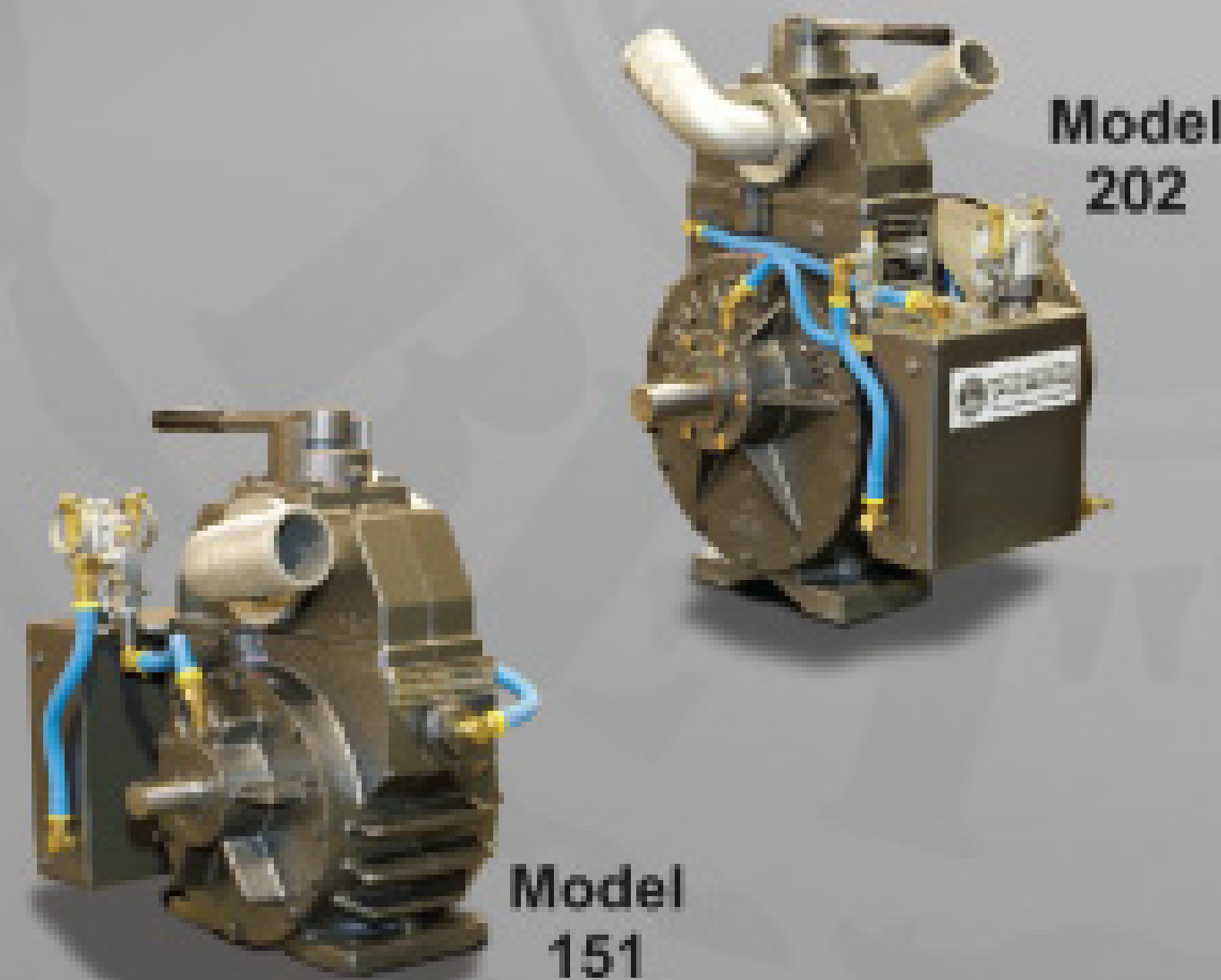
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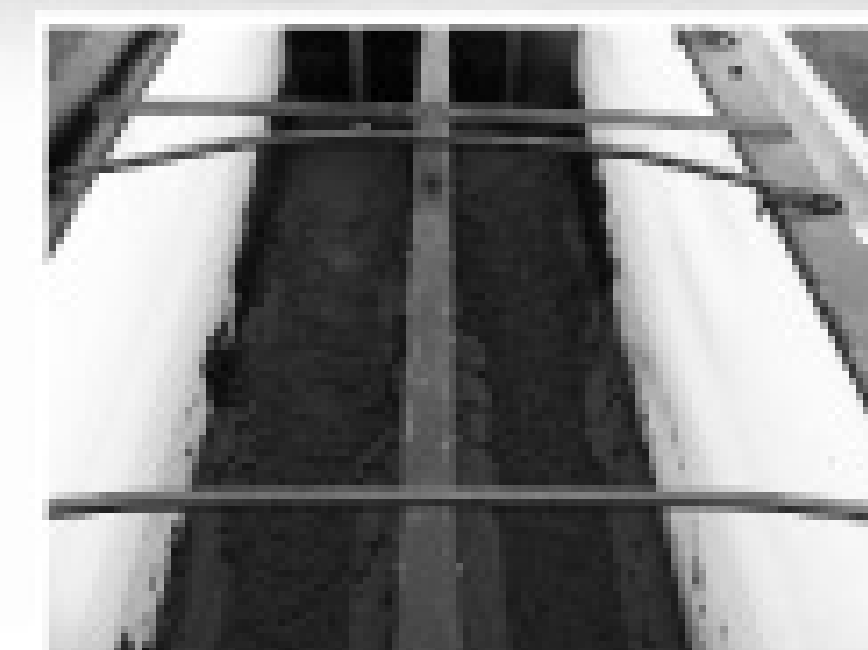
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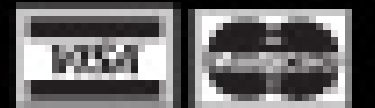
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## United Site Services Acquires Cascade Phillips

United Site Services of Boston has acquired Cascade Phillips Co. and its seven service companies in Oregon and Washington. Included in the purchase are Seacoast Portables & Septic, Astoria, Ore.; Northwest Sanitation in Salem and Clackamas, Ore.; VALCO, Roseburg, Ore.; Sanipot, Eugene, Ore.; Cascade Phillips in Salem and Clackamas, Ore.; Advantage, Vancouver, Wash., and Emerald Sanitary Service in Seattle and Tacoma, Wash. With the acquisition, USS now serves customers in 19 states with 56 locations.

## McQuestion Joins Hoot as Sales Manager

Brian McQuestion has joined Hoot Systems LL as Midwest regional manager and national sales manager. A graduate of the University of Wisconsin, he is licensed as a POWTS maintainer with the Wisconsin Department of Commerce and serves as secretary/treasurer of the National Onsite Wastewater Recycling Association. ■

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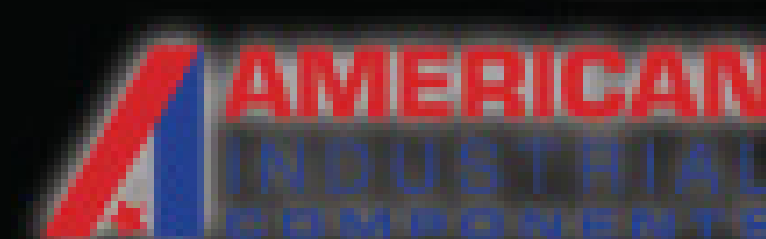


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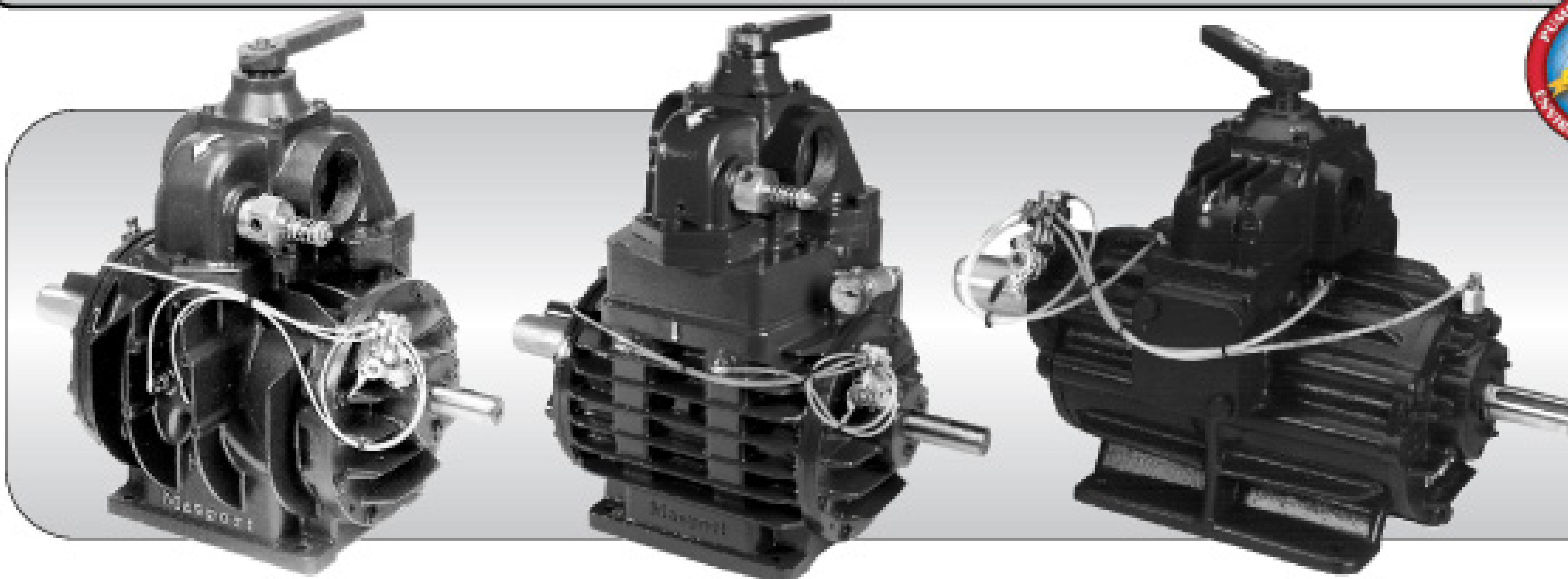


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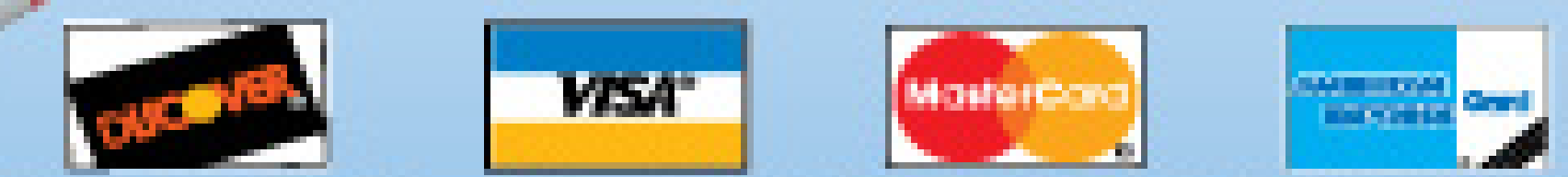
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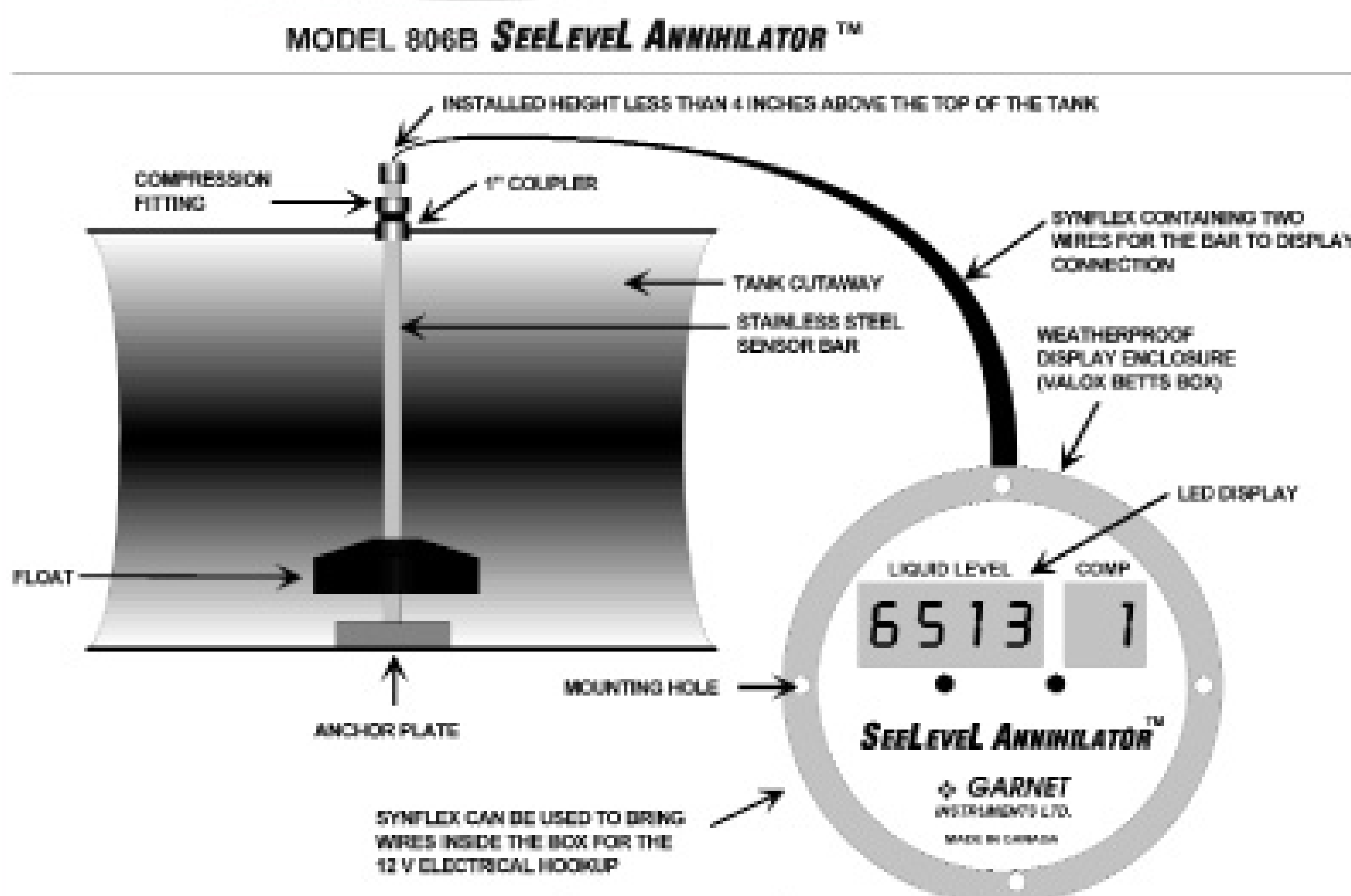


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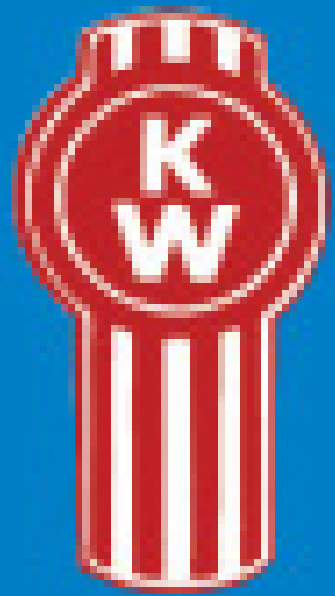


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Owner Colin Deems is a stickler for details when he orders a new vacuum truck. And this 2004 Kenworth W900 — loaded up with options and comfort features — is no exception. Deems involved driver Michael Deperna in developing specs for the old-school design Kenworth covered, ironically, in a Mack Green and white color scheme. The rig, built out by Presvac Systems, is powered by a Caterpillar C15 550-hp engine with a 13-speed Eaton-Fuller transmission. The powerplant growls through twin vortex breathers and 6-inch exhaust. The work-horse features a two-compartment 4,200-gallon (1,400 gallons front, 2,800 gallons rear) tank with heated pneumatic valves matched to a 750-cfm Fruitland pump. The exterior is dressed up with special-order old-style Kenworth doors with vent windows, quad air horns, green clearance and neon underbody lights, 24-inch aluminum wheels and chrome accents, including air horns, bumpers and stacks. The cab features full leather plush pillow upholstery, rosewood steering wheel, chrome dash gauges and dual air-ride seats. The truck is used to transfer waste oil, clean catch basins and work on spill recovery projects throughout the New York City area.

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Your submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. Email your materials to [editor@pumper.com](mailto:editor@pumper.com) or mail to Editor, Pumper, P.O. Box 220, Three Lakes WI 54562. We look forward to hearing from you!



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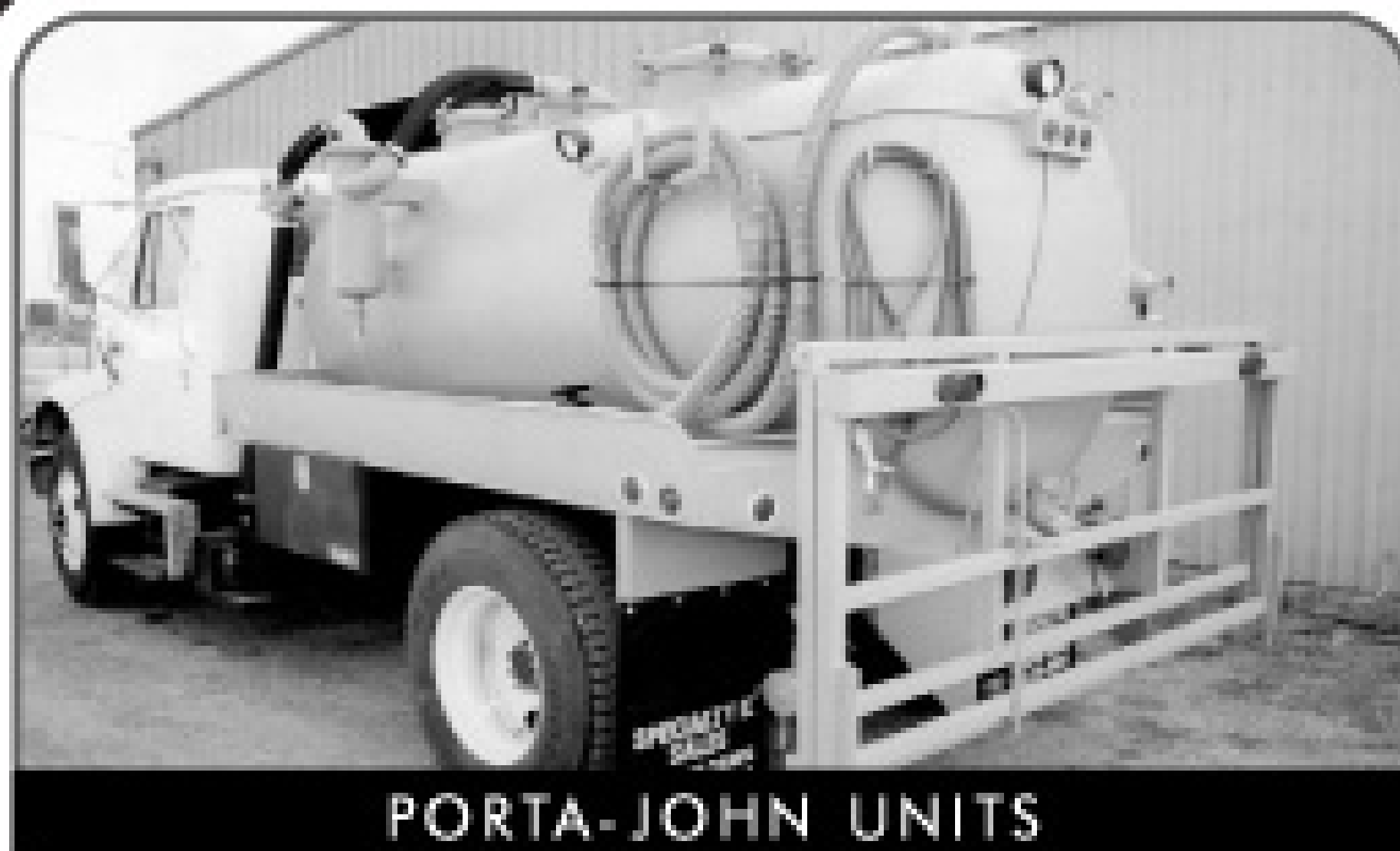
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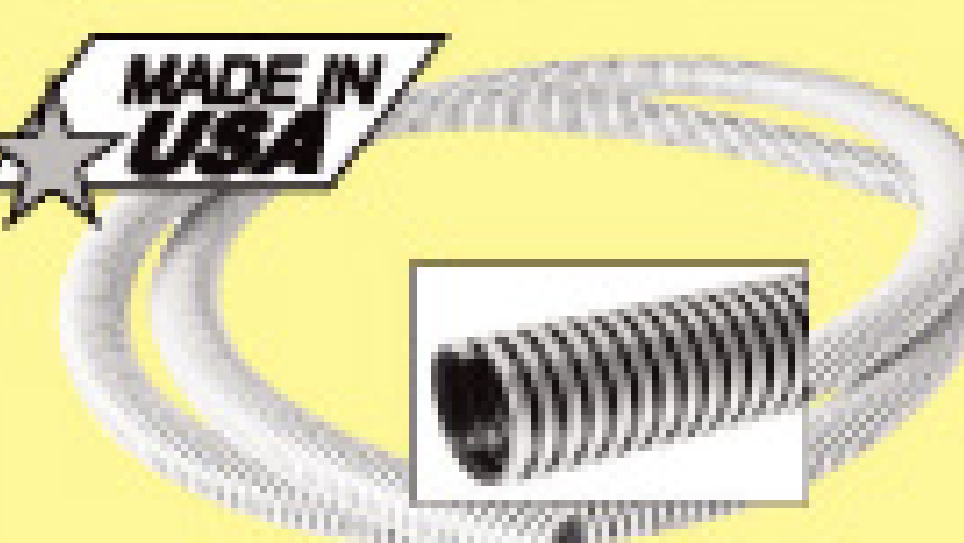
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**T**he National Association of Wastewater Transporters Inc. is offering its U.S. Environmental Protection Agency-endorsed Inspector Training and Certification Course on Feb.

25-26 during the Pumper & Cleaner Environmental Expo at the Kentucky Exposition Center in Louisville, Ky. Experienced industry professionals or those just starting out in the business will find valuable information on solving daily sewage flow, troubleshooting septic tanks and soil treatment units, evaluating the effects of high-strength waste, using effluent filters, and more. Attendees will also learn how to inspect tanks, pumps, other pretreatment devices and drainfields. Those who complete the program earn a two-year National Inspector Certification issued by NAWT, a listing on the association's National Registry Web site and qualify to take the National Sanitation Foundation Certification Program test.

NAWT is presenting the National Onsite Education and Research Foundation's Vacuum Truck Technician Training and Certification course on Feb. 26.

**THE GOAL IS FOR LEGISLATORS  
TO KNOW THAT YOUR  
ASSOCIATION EXISTS AND COME  
TO IT FOR ADVICE.**

The sessions are for anyone who owns or operates vacuum trucks to clean septic tanks, aerobic treatment units, holding tanks, or grease traps. Some topics include government regulations, the science of vacuum and pressure,

truck equipment and components, drive and control mechanisms, and manifests and reports. Experienced and inexperienced drivers will find the course highly informative and beneficial. To register for either course, call NAWT at 800/236-6298 or download the application form from [www.nawt.org](http://www.nawt.org).

NAWT also has a special track during Education Day at the Pumper & Cleaner Expo on Feb. 27. Subjects are:

- **Responsible Management Entities**, 8 a.m., by A.R. Rubin and William Hasselkuss.
- **Review of ATU Operation & Maintenance**, 9:30 a.m., by Bruce Lesikar, Ph.D.
- **A Visionary Review of the Agricultural Utilization of Septage**, 11 a.m., by Stephen Rohm.

### REGISTRATION FORM

**NAWT Inspection Training & Certification, Louisville, KY • Feb. 25-26, 2008**

**NAWT Vacuum Truck Technician Training, Louisville, KY • Feb. 26, 2008**



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Pre-registration and pre-payment required.

**NAWT**

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Registrations with payment information may be faxed to 267/200-0279. Questions? Call NAWT at 800/236-6298.

- **Why a Municipality Opens a Septage Treatment Facility**, 1 p.m., by Chris Buday (Grand Traverse County Department of Public Works).

- **When is Septage really Septage?** 2:30 p.m., by Tom Frank.

- **How to Survive an EPA Audit**, 4 p.m., by John Coletti (EPA Region 5).

NAWT will announce the winner of the \$1,000 William Hapchuk Memorial Scholarship Fund on Feb. 28. Applicants, only full-time college students by fall 2008, must write a 500-word essay responding to the question: "How can the pumping industry help communities (customers, politicians, and regulators) understand that use and management of onsite systems provide a long-term solution for their sewage disposal needs while helping to strengthen the community?" The deadline to submit essays is Feb. 10. Applications and rules are at [www.nawt.org](http://www.nawt.org), click Scholarship.

NAWT understands that many regulatory accomplishments happen at the state level, and consequently believes firmly in the strength of statewide organizations. Eighteen states have a NAWT director, and all are taking turns staffing Expo booth 20003. Check the roster posted in the booth to talk to your state NAWT director. If you don't have one, NAWT can help you get one.

#### NEW YEAR'S RESOLUTIONS

- **Go to Louisville and learn a lot.** Be the best that you can be with training and education.

- **Develop service contracts.** The Environmental Protection Agency, one of NAWT's Memorandum of Understanding partners, has hired a marketing consultant to help pumpers spread the word to homeowners about maintaining their onsite systems. NAWT has a free download of a sample service contract on its Web site for anyone to use.

- **Be more involved in your state organization.** Participate in writing legislation to improve the septic code. Strong state organizations can put meat in regulations, and become influential enough that lawmakers won't write septic

legislation without consulting them. The goal is for legislators to know that your association exists and come to it for advice.

Check our Web site at [www.nawt.org](http://www.nawt.org) for the latest updates on NAWT training programs, and seminars.

*Tom Ferrero is executive director of the National Association of Wastewater Transporters Inc.*

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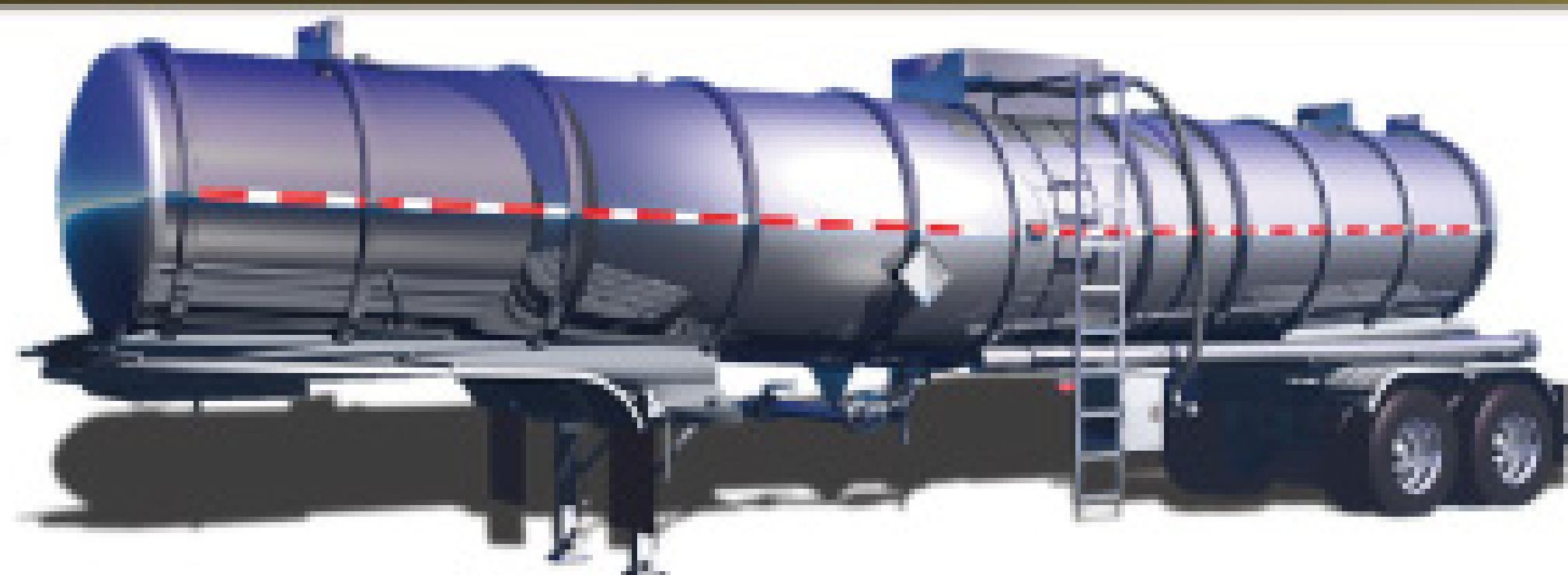
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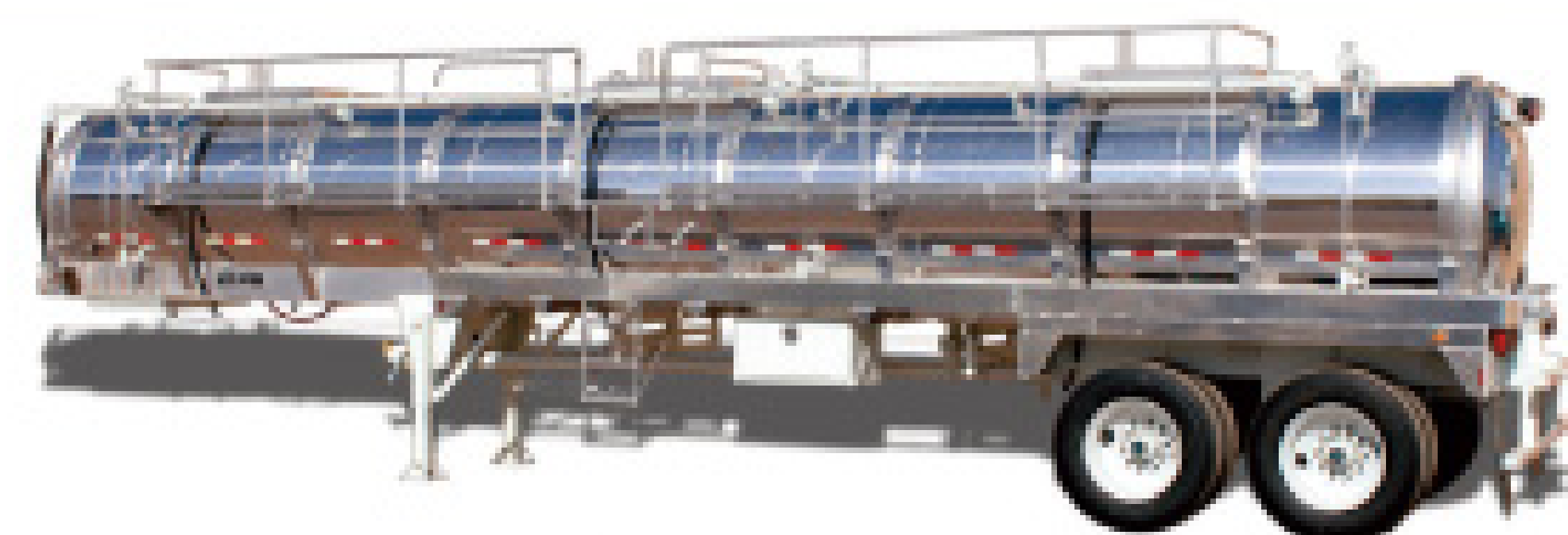
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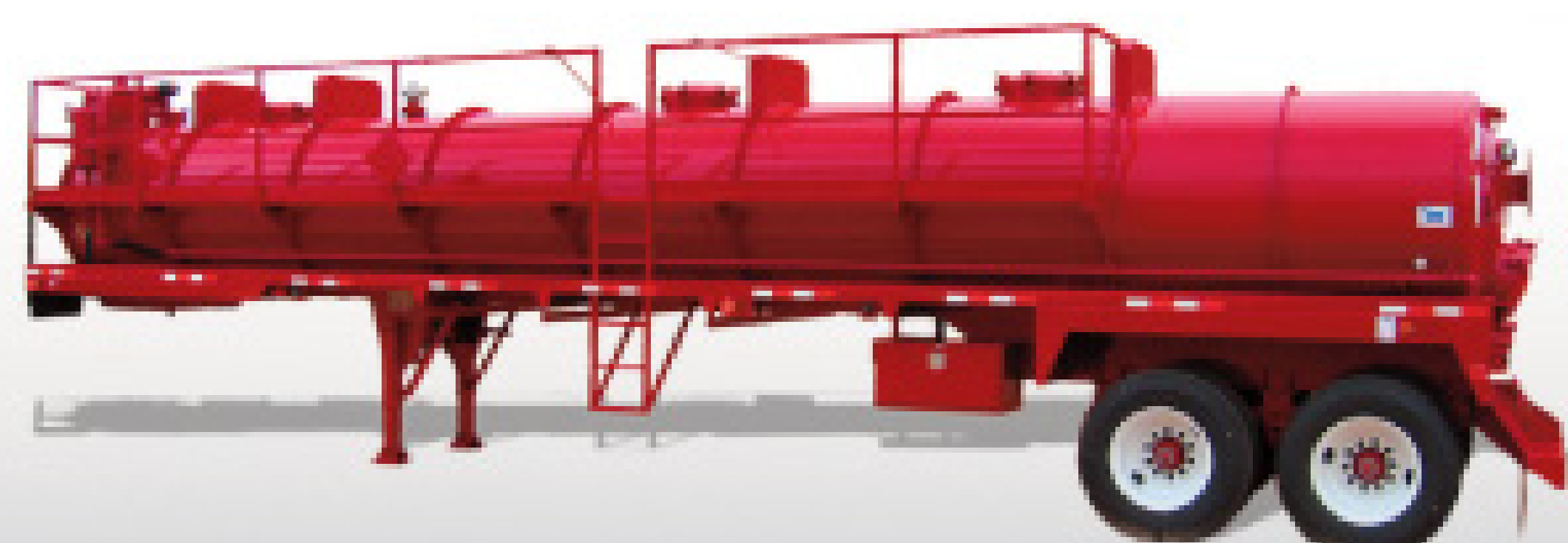
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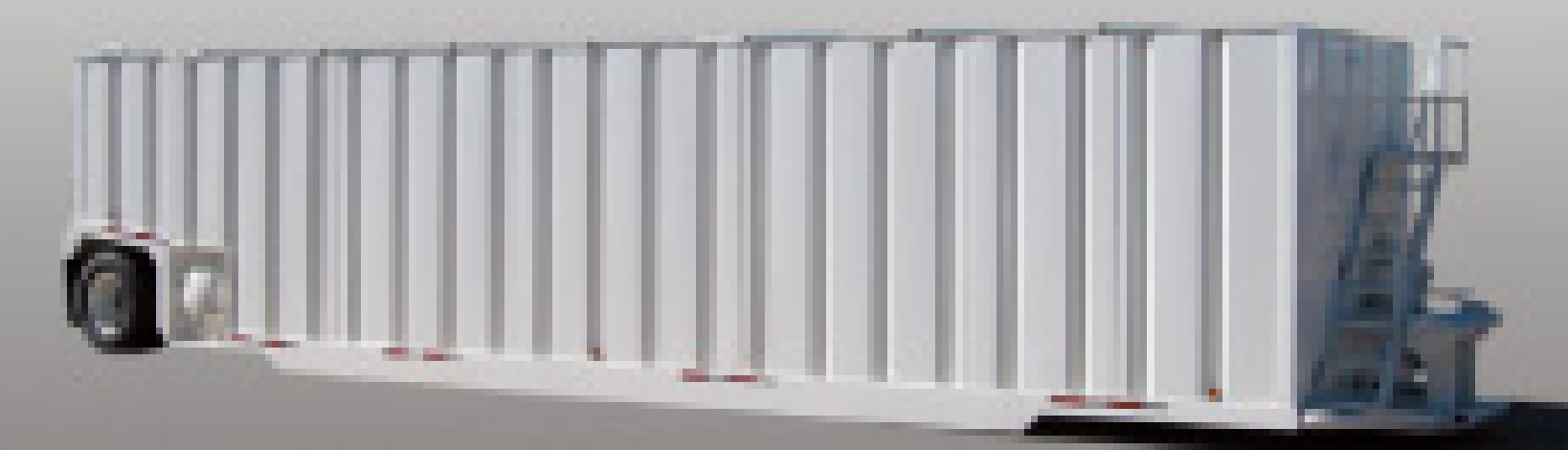


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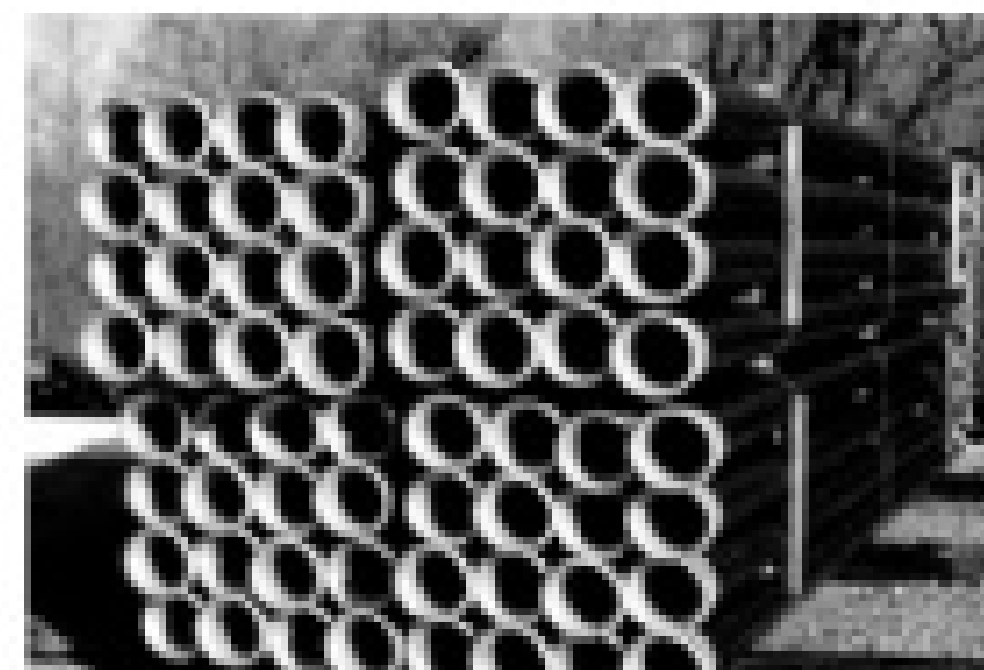
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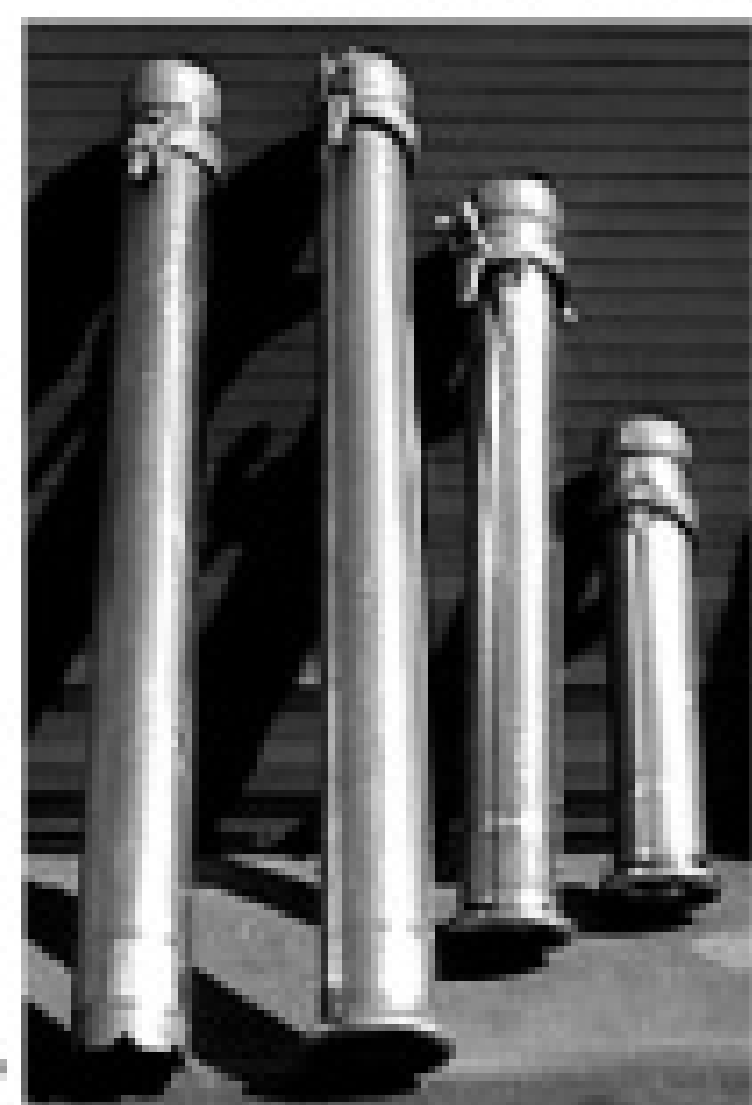
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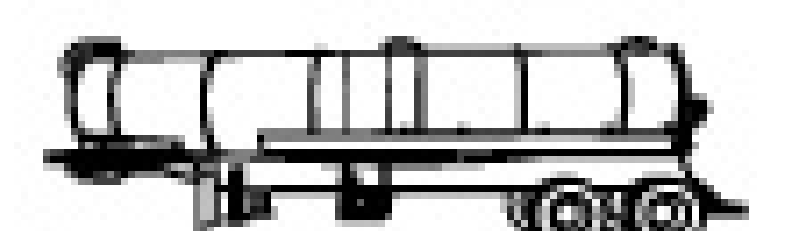
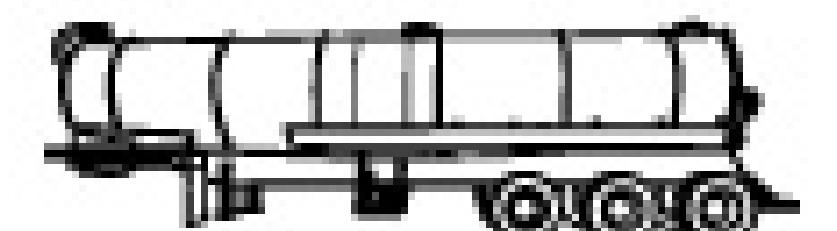
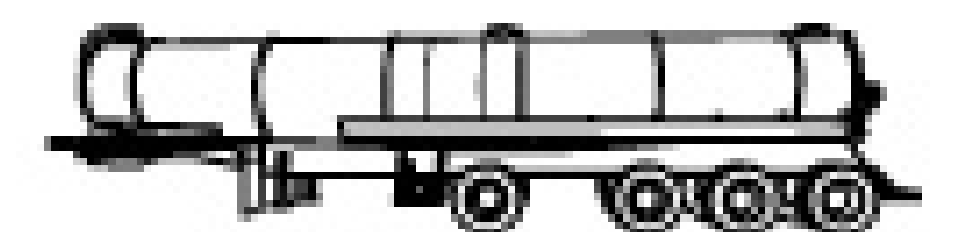
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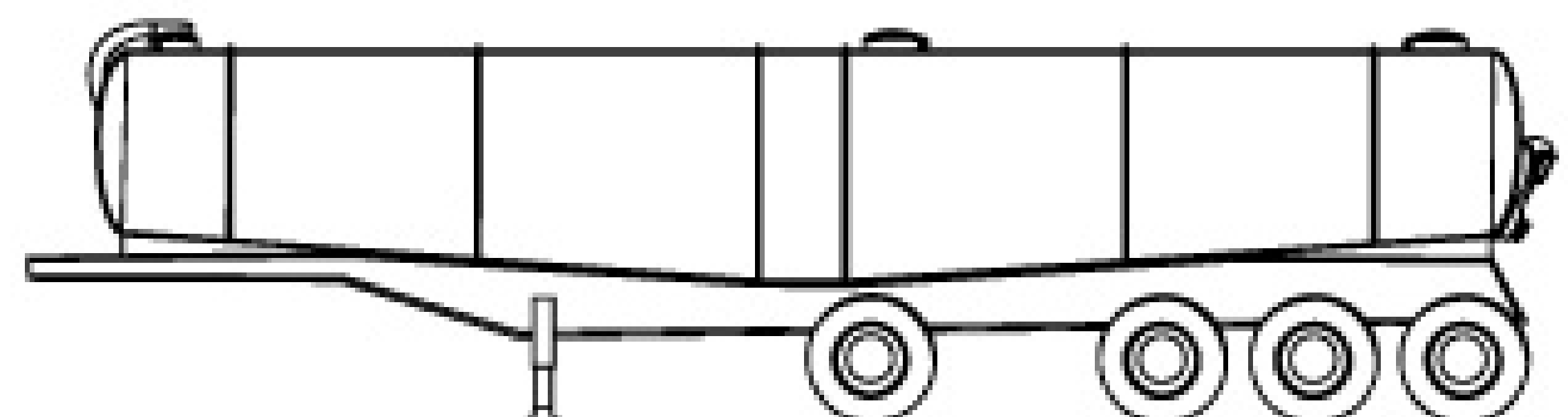
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**2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY**



**2002 Sterling AT-9513**, Cat C-12 410HP, 10-spd, 350K miles, double framed, AC, new 3360 gal. steel tank, new liquid cooled HXL-400 Masport vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY**



**2006 International 4300**, DT-466E 215HP, 6-spd, 52K miles, cruise, AC, new 2300 gal. steel tank, new Jurop vac pump.

**Call For Pricing!**

**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**



**2002 International 9100i**, Cat C-12 410HP, 10-spd, jakes, double framed, AC, new 3360 gal. steel tank, new liquid cooled HXL-400 Masport vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY**



**1999 Freightliner FL-70**, Cummins 215HP, 6-spd., 33# GVW, air brakes, AC, low miles, new 2300 gal. steel tank, new Jurop vac pump.

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**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**

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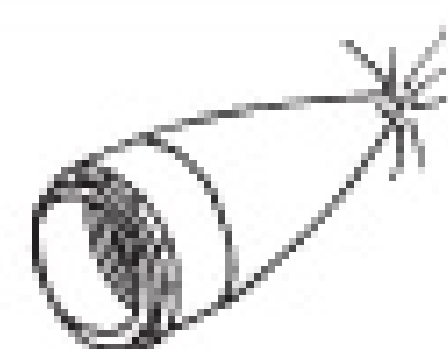
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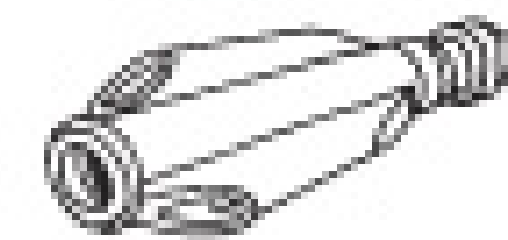
### Penetrators

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- 1/2"-25° .....\$41.00
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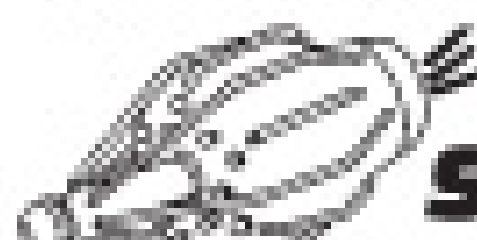
### Aluminum Grease

3/4" or 1"-17° ...\$105.00



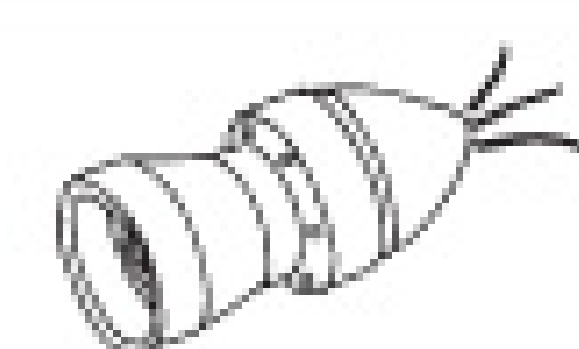
### Truder

1" .....\$315.00



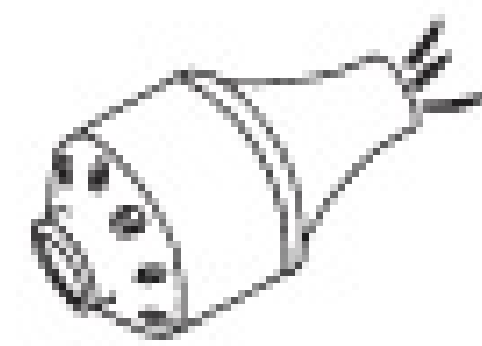
### Shark

1" .....\$435.00  
1" Big Shark.....\$555.00



### Radial Bullet

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- 1"-18° or 30° .....\$59.00
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- 1-1/4"-18 or 35° .....\$85.00

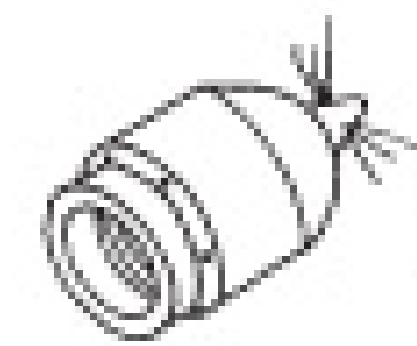


### Aluminum Sand

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- 1"-17°/24° .....\$138.00
- 1"-24° .....\$125.00

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- 1/4" .....\$28.00
- 3/8" .....\$34.00
- 1/2" .....\$48.00
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- w/spiral blades.....\$850.00
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- w/spiral blades.....\$835.00
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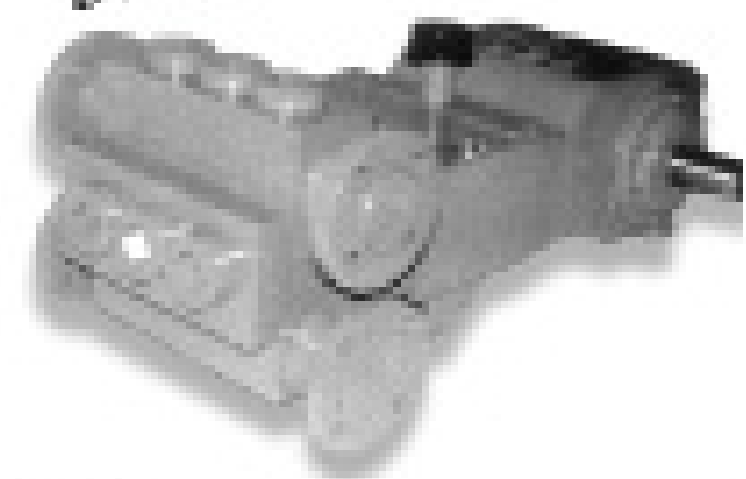
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- ▶ Bucket Machines
- ▶ Businesses
- ▶ Business Opportunities
- ▶ Cable Machines
- ▶ Computer Software
- ▶ Dewatering
- ▶ Drainfield Restoration
- ▶ Drain / Sewer Cleaning Equipment
- ▶ Dredges
- ▶ Excavating Equipment
- ▶ Hazardous Waste Units
- ▶ Hydroexcavation
- ▶ Jettors-Trailer
- ▶ Jettors-Truck
- ▶ Jet Vacs
- ▶ Lease Financing
- ▶ Locators
- ▶ Miscellaneous
- ▶ Parts & Components
- ▶ Pipeline Rehabilitation
- ▶ Portable Restrooms
- ▶ Portable Restroom Sinks
- ▶ Portable Restroom Tanks
- ▶ Portable Restroom Trailers
- ▶ Portable Restroom Trucks
- ▶ Positions Available
- ▶ Positions Wanted
- ▶ Positive Displacement Blowers
- ▶ Pressure Washers
- ▶ Pumps-Dredge
- ▶ Pumps-High Pressure
- ▶ Pumps-Submersible
- ▶ Pumps-Vacuum
- ▶ Pumps-Water
- ▶ Rodding Machines
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- ▶ Root Control
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## BUSINESSES

**FOR SALE:** Septic and Portable Toilet Business located in Holland, Michigan. 10 toilets, 2 sinks, 1 truck. \$5,000 buys all! For more info. call 616-548-5128 or email me: [smscamaro75@yahoo.com](mailto:smscamaro75@yahoo.com). (PT3)

Established pumping, plumbing, and roter company for sale. 50+ yrs. of business. Established in the San Joaquin Valley in sunny Calif. Pumping truck 2,200 gal., service truck with all tools required to continue service as it is going now. Portable jetting machine, locators for steel, plastic and clay lines. Established commercial contracts and a complete base of customers for three counties. Company has been grossing over \$400K and with ambition will go higher. Drain lines installed, city hook-ups, much, more, more. All parts, many extras, everything in shop for business to go. \$190,000. Serious calls. 559-636-3112. (P1)

Port-a-potty business for sale. Trucks, trailers, 175+ port-a-potties, large a/c restroom trailer. In SD. Call Jim, Broker/Owner Aesoph Real Estate. 605-880-9129. (P1)

**FOR SALE:** Northern New Jersey septic installation and pumping business. Company grosses average \$400K/yr. 2001 Sterling 2800 gal. pumper, 2 excavators, dump truck, low boy tractor trailer, 2004 Mitsubishi box/utility truck stocked with all tools and fuel tank. Work already in pipe-stream. Loyal client base and excellent referrals. Owner relocating. Any reasonable offer considered. Serious offers only please! Call 973-332-5374 for details. (P2)

## BUSINESSES

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**FOR SALE:** Septic and Portable Toilet Business located in White Mountains, Arizona. 150 toilets, 2 ADAs, 3 trucks. For more info call 928-368-7834. (PBM)

**BUSINESSES WANTED:** Septic pumping, grease trap, drain cleaning and other ancillary businesses wanted. We are buying well run businesses in New England, Mid-Atlantic and Florida. All opportunities will be given proper consideration. Confidentiality ensured. Will move quickly for the right opportunity. Serious inquiries only. Please contact Richard Bedard @ 617-336-3344 or [rbedard@bwseptic.com](mailto:rbedard@bwseptic.com). (PBM)

Well-established portable restroom business for sale in Massachusetts. Locally owned and operated for ten years with excellent customer base. Annual sales over 1 Million. Seven service trucks with 1600-2000 gal. tanks; one 10 toilet delivery truck; three delivery trailers; two 8000 gal. tank trailers; one Ford L9000 tractor. Over 1000 portable toilets plus Flushable, Handicaps, Hand-washing Stations, VIP and Holding Tanks. 60% of inventory rented. Serious inquiries to [toilets26@comcast.net](mailto:toilets26@comcast.net). (PT2)

## BUSINESSES

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Long Island, New York: For Sale: Cesspool, Septic, Sewer and Drain Cleaning Company For Sale. 2 pump trucks, 2 porta-pottie trucks (service and delivery). Quality workmanship, has established 3000+ loyal customer base. Great opportunity for right person. Jump in on busy season! Money maker! Debt free! Office/shop/yard also available. Call for more information. 631-472-0677. (PBM)

For Sale in Sunny Central Florida: Owner is retiring, excellent septic and grease trap service company with installations of septic systems, grease traps, lift stations, complete pumping and related services offered. Very profitable operation. Must be financially qualified. \$800,000 with \$250,000 down. Seller will finance balance over 7 years for qualified buyer. Steady and recession proof company. Please call 352-653-5377 for more information. (P1)

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1994 Mack with a 4,400 gallon 2 compartment DOT certified unit. (Stock #5371C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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2008 Peterbilt 340 with a new Presvac 3200 gallon (US), C/S, DOT certified, full open rear door, dump-style unit. (Stock #13306 A&B) *In production.* **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2001 Freightliner C120 can and chassis with a new Presvac 3,200 gallon DOT 407/412 certified vacuum pressure tank. (Stock #13329V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

ATTENTION: Fleet of Mack vacuum, emergency response service trucks for sale/trade by owner. Tanks and misc. pumping equipment. 417-619-5111. (PBM)

New Presvac 5,500 gallon, C/S, DOT, vacuum tank trailer. (Stock #13325) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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2001 Spartan model 798 high pressure jet, 4000 psi, only 142 hours, very good condition. \$17,500. 330-539-6823. (CP2)

American Water Blaster Model WBD90. Delivers 10 gpm @ 10,000 psi. Detroit diesel 353 with Rockford PTO and stainless steel FE-85 Triplex mounted on a trailer. Well maintained, very good working condition. Asking \$14,000. Call 231-218-5398 with questions or e-mail roe@magnumsolvent.com. (CP2)

## JETTERS-TRUCK

2003 Sterling LT7501 with a VacCon Model VPD4216LHA/ 1300 combination vacuum jetter unit. (Stock #4648C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2000 US Jett 10K and 4K, 600 gallon tank, 100 hp Deutz with 747 hrs. Mounted in 14' heated box on a 2000 Chevy 6500, 45K, Cat dsl. Excellent condition. \$70K. 641-673-9377 or 641-660-6991. (CP1)

New PipeHunter Model 38T44 jetting unit, trailer mounted unit, w/335 Poly water tank, 4,000 psi @ 25 gpm, 600' of hose and attachments. **IN STOCK!!! www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

## JETTERS-TRUCK

1997 Sreco HV 2000 truck jet, 65 gpm, 2000 psi water pump, 1500 gallon aluminum water tank. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

2006 Chevy C5500 with a Pipehunter with a Jet Eye camera and vacuum system. (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Vactor water jet on a 1998 Ford F-800, Cummins diesel, 17,338 miles, automatic, 1000 gallon water tank. Needs water pump. This truck is like new. 972-938-1905. **www.empireequip.com.** (CPBM)

## JET VACS

1978 Ford F800: Model 800F Vactor, 15 cy debris tank, 1,000+ gal. water, good pumps, motors, 69,596 miles, 1,260 hrs. Best offer. Call Jim @ 419-243-5108 Email: jimk@edkellysons.com. (CP1)

1995 Safe-jet on a Ford L8000 chassis, automatic, tandem axle, Meyers 60 gpm pump, 2000 psi, 600' new 1" hose, articulating reel, 1000 gal. water tank, 5-yd. debris box, telescoping boom, 6' vacuum hydro-excavator tube, chain root cutter with skid plates, 91,427 mi. \$47,000. msubola@yahoo.com, 608-241-2382. (P1C2)

2006 2103 Vactor mounted on 2007 Sterling Acterra 4x2, auto, combo sewer cleaner, 500 gal. water tanks, 3.5 yd. debris tanks, PD blower, hydraulic pump 40 GPM @ 2500 PSI, 500' hose reel, 6" tubes, brand new condition, 11,000 miles. No CDL necessary. \$134,000. 561-718-2736. (CP3)

2000 Aquatech B-15 on a Sterling L9513, PD blower, 65 gpm, 2000 psi pump, rear hose reel, 1500 gallon water tanks, 15 yard debris tank. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

1995 Vac-Con, reconditioned by Vac-con 2 years ago, 12-yard debris, 1500 gallon water, 80 gpm water pressure, 2000 psi, 74000 miles, runs good. \$64,000. 845-374-1161. (CPBM)

Jack Doheny Supplies Inc. offers a full range of late model combo units and DOT industrial vacuum loaders. Call us @ 1-800-3DOHENY. (CPBM)

## JET VACS

2001 Camel 200/10-yd. Ejector on Sterling LT7501. CAT 3126B, Allison MD3560, Myers 65 gpm/2000 psi, Dresser PD624. 120,000 miles. Well maintained. \$132,500. Call Eddie at 404-361-2738. (P2C3)

1998-2002 Vactors: 2100 single & tandem axle, PD & fan units available. Authorized OEM dealer. Call Joe @ 312-208-6373. Ask us about our Sreco & Seca Jetter that we have in stock! (CP1)

1999 Vac-Con, 12 cubic yard on International, factory rebuilt engine 2005, running complete, 63,436 miles, 80 gpm, 2000 psi, PD, Spicer trans., articulating hose reel. \$98,000. 610-692-9160. (CPBM)

1998 VacCon V312THA on a Ford LT8000, 3-stage fan, 65 gpm, 2000 psi pump, extendible boom, articulating hose reel, 12 yard debris tank, new paint. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

(2) 1991 Ford L8000 trucks with Vactor model 2100 sewer/rodder/vacuum systems. 60,000 gw, 7.8 Ford diesel and Allison 750 auto. trans. on Hend susp. 4,782 and 5,490 hours. 94,000 and 102,000 miles. Owned by city of El Paso, TX. Very nice cond. \$40,000 each. 260-478-6418. (P1)

1998 Vactor 2110 on a Freightliner FL80, 28,213 miles, 2-stage fan, 80 gpm, 2,000 psi pump off system accumulator. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

1997 Ford Vac & Dig Model VND-S3 with air compressor, pressure washer, F series chassis, GVWR 33,000#. Price \$45,000. Call 503-969-9557 or 503-682-2723. (P1)

2002 VacCon V390LHA on a Sterling L7501, articulating hose reel, 10' extendible boom, 3-stage fan, pump-off system, 65 gpm, 3000 psi pump, new paint, excellent condition. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

Vac-Con model VPD4209THA on a 1997 Ford, **PD blower**, 4200 cfm, articulating hose reel, extendible boom, new white paint. Was a city owned unit. In excellent condition. 972-938-1905. **www.empireequip.com.** (CPBM)

## JET VACS

WANTED: Vactor 1200 or 2100 parts. FOR SALE: UEMSI tractor camera. Best offer. Call 1-207-764-9336. (P1)

Low hours, 1995 Vac-Con, 12-yd. debris, new water pump, newly rebuilt Roots blower, auto. trans., AC, tank vibrator, privately owned. \$65,000. 1-800-930-1123 or 954-981-2133. (CPBM)

## LEASE/ FINANCING

**North Star Commercial Credit:** Commercial Loans for Trucks or Equipment. Flexible purchase programs to fit your budget. 21 yrs. in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

**Capital Partners:** "Your One Stop Financing Partner" We have 31 years experience specializing in the liquid waste industry. Lease or loan options available on ANY new or used equipment. Contact Jim Stekl at 866-769-2345. (PT2C3)

**BSM Financial Group** is a nationally recognized finance company. We offer flexible payment schedules for all types of equipment new or used. Trucks, pumps, jettors, portable toilets, and software easily financed. We do first time start-ups, established businesses, and challenged credit. **Call Brett at 877-524-7972 or email brett@bsmfinancialgroup.com.** (PBM)

EQUIPMENT FINANCING WITHOUT ALL THE HEADACHES. \*Our specialty is credit scores as low as 600; \*Application only up to \$250,000; \*Start-ups and young businesses up to \$130,000; \*Any type or any make equipment new or used. Let us show you the money. We are in our 20th year. Call toll free at 866-259-5370. BSG Services LLC. (P3)

## MISCELLANEOUS

**Top quality aerators at wholesale prices.** We have replacement units for most name brands and also carry Linear Regenerative Rotary Vane pumps. Flagg Air, Gast, Thomas, FPZ, Secoh, Medo and more. Call a company that understands aerators and aeration systems. Septic Services Inc. 800-536-5564. (CPBM)

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## PARTS & COMPONENTS

Cota transmission for single stage fan. Complete with bell housing and clutch. \$700. 714-639-8352.

(CPBM)

## PORTABLE RESTROOMS

100 PolyJohn PJ3s, construction grade, \$175-\$200 each. 12 PolyJohn We'll Care's, \$400 each. NY location. Call 800-275-3616. (P1)

HI-RISE PORTABLE TOILETS: 8 available. Used in elevators. Good condition. \$380 each. Call 888-463-7687. (PT1)

**PORTABLE RESTROOMS:** Used PolyJohn Fleet unit portable toilets. Brown in color. Good condition. \$150 each. Volume discounts. Call John at 352-266-4036 or email john@floridaexpress.us. (P3)

FOR SALE: 200 plus PolyJohn portable toilets. Job site ready. 100 aqua; 100 tan. 281-351-5921 or 281-541-7448. Houston. (P2)

FOR SALE: Used portable toilets: Polysans, Hightechs models in Northern Ohio. \$100 to \$200 each. 419-466-1349. (PT5)

FOR SALE: PORTABLE TOILETS: 500+ PolyJohn standard tan units; 500+ PolyPortable standard tan units; poly skids, white tops & corners. Good to very good, excellent condition. Save 50-60% off cost new. Quantity order discounts. Call Bob Sartor in Fla. at 352-796-4540. For serious buyer, can arrange shipping. (PTBM)

**Portable Toilets:** Poly constructed, molded seat, urinal, latching door. Handicap accessible units available. New and used. CCI/Brian Touey 805-896-3777. (PBM)

100 Five Peaks units less than 4 months old, colors blue and orange. 30 dark green PolyPortables around 7 months old. 20 4-yr.-old tan PolyJohns. Prices vary on all units based on condition. Located in SE Nebraska. Call 402-217-1118. (P1)

Over 600 PolyJohn units 1-2 years old. Starting at \$300 each. Minimum purchase of 26 units. 772-562-4604. kim@reliablepolyjohn.com. (PBM)

## PORTABLE RESTROOM SINKS

(4) PolyJohn 2-person sinks, (27) PolyJohn 4-person sinks. All have soap dispensers and paper dispensers. Ready to go on a job site or festival grounds. All must go. \$250 each. 989-746-0009. (P3)

## PORTABLE RESTROOM TANKS

500 gallon waste only tank. Ready to use. Battioni pump w/8 hp Kohler, steel tank. \$6,000. N.E. Texas. 903-455-3220. (P2)

Single or multiple compartment tanks. Choose mild, stainless, or galvanized steel. Capacities from 100 to 6000 gallons, any diameter. Parts and accessories to build your own and save money. 800-545-0174. www.tanksandpumps.com. (PBM)

## PORTABLE RESTROOM TRAILERS

**Restroom Trailer - Gold Series:** 32', new and used. Women's - 5 stalls, 2 sinks. Men's - 2 stalls, 2 urinals, 2 sinks. CCI/Brian Touey 805-896-3777. (PBM)

RESTROOM TRAILERS FOR SALE: New in 2007. Various sizes available. Ready for immediate use. 410-266-7812 or go to www.restroomtrailers.org for pictures and details. (P4)

**Restroom Trailer - Platinum Series:** 30', new and used. Women's - 4 stalls, 2 sinks. Men's - 2 stalls, 3 urinals, 2 sinks. CCI/Brian Touey 805-896-3777. (PBM)

2006 Wells Cargo Comfort Elite III, 2 years old, used for special events. \$15,990. In good shape. 504-838-0358. (PT1)

New and used **RESTROOM TRAILERS** available immediately. 8 to 34 foot luxury trailers. Comforts of Home Services Inc. 877-382-2935. (PBM)

(31) Used restroom trailers, some need repair. Great winter project! Located in Portland, OR. Send e-mail for photos and details. These trailers will be sold cheap and quick! E-mail sanipot@comcast.net or call Bruce Phillips at 503-519-6959. (PT3)

Olympic Executive Series and Luxury Liners, 20', 26', and 30'. Located in NY. Call 866-883-9538. (P1)

## PORTABLE RESTROOM TRUCKS

2001 International 4900 Series. White portable toilet pick-up, delivery and service unit. 12 ft., 18 rear, Masport system, hyd. brakes, P/S, A/C, 10' deck with hydraulic lift gate. Unit carries 4 toilets. 38,000 miles. Excellent condition. \$28,500 OBO. 352-796-4540. (PTBM)

1998 International 4700 with a 1,500 US gallon, 2-compartment (1100/400 split), carbon steel, portable toilet service unit. (Stock #8734V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

FOR SALE: 2005 Lanes portable restroom truck, C-5500 Chevrolet, 1000 waste, 250 fresh, Conde pump, fresh water pump. \$40,000. Please call 608-742-2648. (P2)

1999 F550 Satellite MD950 service truck, under 5,000 miles on Jasper rebuilt power stroke, Conde Super 6 vacuum pump, 4.5 hp pressure washer, Teel pump fresh water delivery system, hauls 2 units, 4-way valve, garage kept, pics available, \$21,000. 2001 F550 Satellite service truck, 210,000 miles, power stroke, A/C, Conde Super 6 vacuum pump, 6 hp pressure washer, hauls 2 units, Teel pump fresh water delivery system, 4-way valve, garage kept, pics available, \$20,000. 1997 F450 Satellite MD850 service truck, 225,000 miles, power stroke, Masport vacuum pump, Teel pump fresh water delivery system, 4-way valve, garage kept, pics available, \$9,000. Purchase the 2001 or the 1999 and for an additional \$7,500 you can purchase the 1997. 815-877-9770. (P1)

1999 Freightliner FL60 with a 1000 waste, 250 mix, 250 water, stainless steel, portable toilet service unit. (Stock #2104V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

**2007 International 4100** (pre-emissions) with a new **Crescent Rectangular Vacuum Tank Model 1100** (750/350). Carry 8 units, Masport pump and traps. **Available now!** View our website [www.crescent-tank.com](http://www.crescent-tank.com) **Crescent Tank Mfg.** 585-657-4104. (P1)

2007 Chevy C7500 cab & chassis with a new 1500 waste, 500 water, aluminum portable. Call for pricing. (Stock #13289) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

## PORTABLE RESTROOM TRUCKS

1997 Ford F-350, automatic, diesel, flatbed with liftgate, 228,500 miles, 150 waste, 100 fresh, can carry 5 units. \$11,500. 800-219-8911. (PT1)

**2007 GMC 5500** (pre-emissions) with a new **Crescent Rectangular Vacuum Tank Model 1100** (750/350). Carry 8 units, Masport pump and traps. **Available now!** View our website [www.crescent-tank.com](http://www.crescent-tank.com) **Crescent Tank Mfg.** 585-657-4104. (P1)

2001 4700 International, 25500 GVW, engine DT466, 7-spd./OD, A/C, air brakes, 3-compartment tank (450/850/200), M-10 Moro vacuum pump, spot lights, pressurized water spray down & fill, restroom carrier. Pictures [www.acoinc.com/classified](http://www.acoinc.com/classified). Located Salt Lake City, \$38,000. 208-362-3193. (P1)

1994 International 4900 Series. White, DT466, 6-speed, A/C, P/S, A/B, 11R22.5 tires, 12 ft., 21 rear, Masport pump system, 1600 gal. sewage, 500 water, hose reel, (2) unit HD rack, 382,000 miles. Good standby/ spare service unit. Average condition. \$18,500 OBO. 352-796-4540. (PTBM)

**Hino, Isuzu, Peterbilt** now available and waiting to be up-fitted with a **Crescent Rectangular Vacuum Tank**. Carry multiple units, reduce fuel costs and improve productivity. View our website [www.crescent-tank.com](http://www.crescent-tank.com). **Crescent Tank Mfg.** 585-657-4104. (P1)

2004 GMC 5500 with a 1,000 US gallon, 2-compartment (700/300 split), carbon steel, portable toilet service unit. (Stock #0226V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1996 International 4900 Series. White, DT466, 6-speed, A/C, P/S, A/B, 11R22.5 tires, 12 ft., 21 rear, Masport pump system, 1600 gal. sewage, 500 water, hose reel, (2) unit HD rack, 250,000 miles. Solid front-line unit. Very good condition. \$22,500 OBO. 352-796-4540. (PTBM)

(2) 2005 335 Peterbilts, none CDL, 40,000 miles, like new, auto, air, 1500 waste/500 water with pressure washer, Progress tank, 2-unit carrier. \$68,000 each. 608-835-3459. (PBM)

## PORTABLE RESTROOM TRUCKS

1999 Isuzu FTR, 190 hp, 6 cyl. diesel, 25,900 GVW, new Allison auto with 2-yr. warranty, Jay's Inc. 1,300 gallon 800/500 split, National 190 cfm vac. pump, Burks DC-10 wash down pump, heated dump valve, heated bucket fill, heated water pump, 60' hose reel, 2-unit toilet carrier, and more. 123,800 miles. \$35,000. Call Dale 708-878-4391. Located in Illinois. (PBM)

**2002 International Pumper Truck:** 4700 series, DT466, automatic, air brakes, 1200 gallon waste, 300 gallon fresh water, Masport 75 pump. CCI/Brian Touey 805-896-3777. (PBM)

2006 C5500 Chevrolet, miles in 40s with aluminum and steel tanks. Still under warranty. Slide-ins 600/250, \$9,000. Portable toilet transport trailers: 8, 10, 12, 14, 16, 20 haulers. New portable toilet trucks and new and used septic trucks. We stand behind everything we sell. Lane's Vacuum Tank Inc. 1-800-592-3308. (PBM)

## POSITIONS AVAILABLE

Plumbers, drain cleaners, pump truck drivers, come live in beautiful Colorado and earn \$50K to \$100K to do it. We need you. Call me, Jeff 970-618-4828. (CP1)

Market leading sewer manufacturer seeks experienced regional sales manager to manage multi-state territory; excellent base pay, commission, company vehicle and benefits; extensive travel; prefer candidates with experience in business management, general mechanical background, working knowledge of Word/Excel/Powerpoint; fax resume to 773-913-2247. (CMP1)

Plumbing company in Florida seeking enthusiastic class B CDL tanker endorsement licensed pump/vac truck operator. Experience preferred. Medical 401K, holidays, vacations. 1-800-930-1123 or 954-981-2133. (CPBM)

SBP, Inc., a Northwest Florida-based company, is seeking qualified personnel willing to travel. If you are experienced in cured-in-place pipe lining, high pressure cleaning and video and/or manhole or lift station rehabilitation using epoxy lining systems, fax your resume to 850-478-4507 to the attention of Wanda Murphy. (P1)

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## POSITIONS AVAILABLE

Looking to relocate to Sunny South Florida? Are you an experienced plumber or sewer and drain professional? Then you deserve to earn \$80K/year, \$5,200 bonus and a new truck and full benefits. Please call Don at 1-800-930-1123 or 954-981-2133. (CPBM)

## PUMPS-SUBMERSIBLE

Wholesaler for Hydromatic, Zoeller, Myers, Liberty and ABS pumps. We also supply Grinder pumps and basins. Will help you size them. Septic Services Inc. 800-536-5564. (CPBM)

## PUMPS-VACUUM

1 Battioni WPT 600/P liquid cooled vacuum pump, 385 cfm, on pallet. \$1,000. Good working condition. 608-676-5961. Clinton, WI. (P1)

Complete line of Moro, Conde and engine-driven, stand-alone pump systems, DC10 washdown pump. Call us for any of your vacuum truck parts from shut-off valves, primary and secondary valves, hoses, vacuum pumps and drive systems. Septic Services Inc. 800-536-5564. (CPBM)

New **Masport** pumps and genuine **Masport** components. Compare our price before you buy. W-K Machine & Supply Co. Call 1-800-633-8947. Distributor. (PBM)

Fruitland Tool RCF250, used for septic pumping, never has been rebuilt, extra set of vanes. \$1,100 plus shipping. 518-369-0255 (P1)

Vacuum Pumps – New, used, or rebuilt. 30 to 900 cfm. All major brands; air, water, or fan cooled. Rebuild specialists - rebuilt PB, M3, M10, and others available. 800-545-0174. [www.tanksandpumps.com](http://www.tanksandpumps.com). (PBM)

Need a vacuum pump for your portable pumper? Try our new 30 cfm, 12 volt system. Less noise, no fuel. Automatic oiling, cheaper than a gas engine. 800-545-0174. [www.tanksandpumps.com](http://www.tanksandpumps.com). (PBM)

## SEPTIC SYSTEM COMPONENTS

**TERRALIFT 2000:** 2002 model year, 228 hours, excellent condition. \$22,500. 574-256-1465. (P1)

## SEPTIC TRUCKS

Are you looking for a good used pump truck from 500 to 4000 gallons ranging from \$5,000 to \$37,000? Call Jerry at 918-381-9072. (P3)

1994 Kenworth W900, 4500 gal., 425 Cat, 10-spd., 460 pump with 4500 gal. quad axle pup, \$65,000. 1999 FL-80, 3300 gal., 285 hp Cummins, 360 pump, \$45,000. Both daily drivers and good condition. Dan 296-420-1939. (P2)

(2) 2500 gallon septic trucks: 1999 Int., 33,000 GVW, 6-spd., air brakes, Abernethy tanks, heated valves, Masport pump, tool boxes, work lights, 180,000 miles, used daily, very good condition, garage kept. 419-466-1349 Ohio. (P1)

1994 Ford LTLA 9000, 52 GVW tandem, Detroit diesel 350 hp, locking differential, engine brake. 2600 gallon tank and 400 cfm liquid cooled pump both 2 years old. New clutch. \$37,500. Colorado 719-748-3721. (P2)

1997 Mack, 550,000 miles, 8-spd., 350 hp, new rubber, 3,000 gal. vessel, Masport pump, ready to go. \$61,500. 785-654-3366. (P1)

1994 Western Star pump truck with 4000 gallon tank, Cummings diesel 400 hp, runs good. \$25,000 OBO. Call 716-937-7640. (P1)

1997 Ford with a Presvac 5,000 gallon c/s tank. (Stock #0282C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

1994 Freightliner, 3176 Cat engine, 10-speed, 260 Jurup vacuum pump, two-year-old 3,500 gallon tank, heated valves, \$42,000 OBO. Call for pictures. 920-743-8801. (P2)

2001 Intl. DT-466, 7-spd. tandem, new 3600 gal. tank, Masport 350 cfm vacuum pump, 237,000 miles, \$49,000. 2000 Intl., DT-466, auto., new 2300 gal. tank, 350 cfm Masport pump, 147,000 miles, \$44,000. Other new & used toilet & septic trucks available. Everything we sell has warranty. Lane's Vacuum Tank Inc. 1-800-592-3308. (PBM)

2007 Peterbilt 340 with a new Presvac 3600 gallon (US) aluminum vacuum tank unit. (4) 2008 Models Coming Soon. (Stock #13297A). [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## SEPTIC TRUCKS

1980 International, 9 liter diesel, 5-speed w/2-speed rear, 2,000 gallon tank, Utile pump, \$7,500. Located in NY. Call 800-275-3616. (P1)

1985 Ford F-8000 pump truck, 2500 gallon, Battioni pump, 3208 CAT engine, Eaton transmission. \$12,000. 386-566-2277. (P3)

1994 FL 70 Freightliner, 1620 gal. full door dump, new Masport water cooled pump, new tires, new brakes, Excellent condition. One owner. 605-286-3359. (P1)

2001 Ford F-750, 2,000 gal. steel tank, 3" intake valves, 6" discharge, newer Battioni pump. Needs engine rebuilt & clutch. 7.3 Intl. powerstroke. \$12,000 OBO. 231-679-1234 Mich. (P2)

Pre-owned Coleman tank (tank only), 3,500 gallon, c/s vacuum pressure tank. (Stock #VS102V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

1995 IH 4900 DT466, 6-speed, 2150 gal. waste, 120 gal. fresh. 7 years old, 360 National pump, 247,000 miles. Call 814-669-4175. (P1)

1998 Ford with a Cusco 5,000 gallon c/s vacuum tank. (Stock #7300C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

2006 Sterling Acterra, Mercedes-Benz powered, has 22,000 miles. Direct drive pump R260. Price: \$56,420. 850-682-4021. (P1)

Pre-owned Presvac tank (tank only), 3,500 gallon, c/s vacuum-pressure tank. (Stock #VSIT01V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

2007 new Acro trailer, new Acro 7,000 US gallon aluminum vacuum pressure tank. (Stock #13273 A&B) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

513 with a Cusco, 5,000 US gallons, carbon steel, vacuum-pressure tank. (Stock #9284V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

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## SERVICE & REPAIR

WANTED TO PURCHASE: Onsite wastewater/septic business in California, preferably one with experience in aerated wastewater treatment. Call 650-631-6674 or e-mail [patrick@nobskatech.com](mailto:patrick@nobskatech.com). (P11)

## SHOWER TRAILER

**Shower Trailer - Gold Series:** 32', new and used. Men and women sides each have 3 private shower stalls with changing area, 1 restroom stall, 1 sink. CCI/Brian Touey 805-896-3777. (PBM)

## SLIDE-IN UNITS

2 BEST ENTERPRISE STAINLESS STEEL SLIDE-IN UNITS. 360 waste/140 fresh, Conde 6 HD vac/pres with Honda 5.5 hp electric start; 600 waste only, Conde 6 HD vac/pres with Honda 5.5 hp electric start. Also, spare Conde 6 HD pump rebuilt and Honda 5.5 hp electric start. 785-292-4933. Frankfort, KS. (P1)

**Start up/Back up** – Complete package; '07 Slide-in unit (250/200), '07 Dodge 2500 4x4. Slide-in unit has a Masport pump with a Honda electric start 5 hp engine. The '07 Dodge has a HO Cummins diesel engine with a 6 speed transmission. See pictures on website [www.crescent-tank.com](http://www.crescent-tank.com). **Crescent Tank Mfg.** 585-657-4104. (P1)

500 gal. slide-in, W350/150F, 5.5 Honda electric start, 75 cfm, Masport pump. Ready to go. \$6,500. 785-654-3366. (P1)

## SLUDGE APPLICATORS

1989 Ag-Chem Terra Gator 2505. 12,560 hours, rebuilt 903 Cummins and Fuller 10-spd. 3,500 hours ago. New u-joints, fuel pump, hydraulic motor, pres/vac pump, and hydraulic cylinders. 4,000 gallon tank, no toolbar, tires 80%. Call 765-572-2844. (PM1)

Agco Terra Model #2004 Gator sludge applicator. Rebuilt engine this year. Has injectors in rear located in Ohio. Call 412-403-4027. (P2)

1987 I.M.E. Super/Jector 3500 gal. vac/pressure tank, 250 hrs. on 3208 Cat re-man. motor. Pearson PB8 vac pump, four-knife shank, tires 66x43.00/25 at about 60%. Unit in good condition. \$45,000. Day: 810-560-3268; Evening: 634-878-5228. (PBM)

## TANKS

1,000 gal. compact portable vac. tank, 700W/300F, 75 cfm or larger pump, Honda 6.5 electric start. Ready to go. \$9,500. 785-654-3366. (P1)

Vacuum tanks, 100 to 6000 gallons. All options available; hatches, primary, secondary, valves, catwalks, ladders, etc. Every-thing needed to build your own septic truck. Choose mild, stainless, or galvanized steel. Ask about full open doors. 800-545-0174. [www.tanksandpumps.com](http://www.tanksandpumps.com). (PBM)

New 2500 gallon tank, 66" x 14", 36" manway bottom, 21" manway top, primary, 3" intake, 4" dump, hose trays w/hose racks, epoxy primered. Ready to set on your truck. \$8,000. New 3500 gallon tank, never used, 36" manways, upper & lower, 3" intake, 4" dump, epoxy primered. \$10,000. Delivery available. Other tanks available. 800-721-2774. (P1)

Hello, I'm Troy Penney and I worked for Bill Roberts at Northwest Truck and Trailer Sales in Abilene, Texas. Bill passed away a year ago and I have opened my own company. If you are in the market for a new or used vacuum tank, give me a call. 325-928-0013 or my cell 325-928-0013. (P1)

2500 gal. Coleman vacuum pressure tank. 14.5' long x 70" wide, 2 baffles, lights, 2" site tube, good condition. \$2,800. 845-863-6080. (P1)

## TANK TRAILER

New Presvac 5,500 gallon, C/S, DOT, vacuum tank trailer. (Stock #13325) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

2007 new Acro trailer, new Acro 7,000 US gallon aluminum vacuum pressure tank. (Stock #13273A&B) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## TOOLS

**T&T Tools:** Probes, Hooks. Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. [www.TandTtools.com](http://www.TandTtools.com). Phone 800-521-6893. (CPBM)

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## TOOLS

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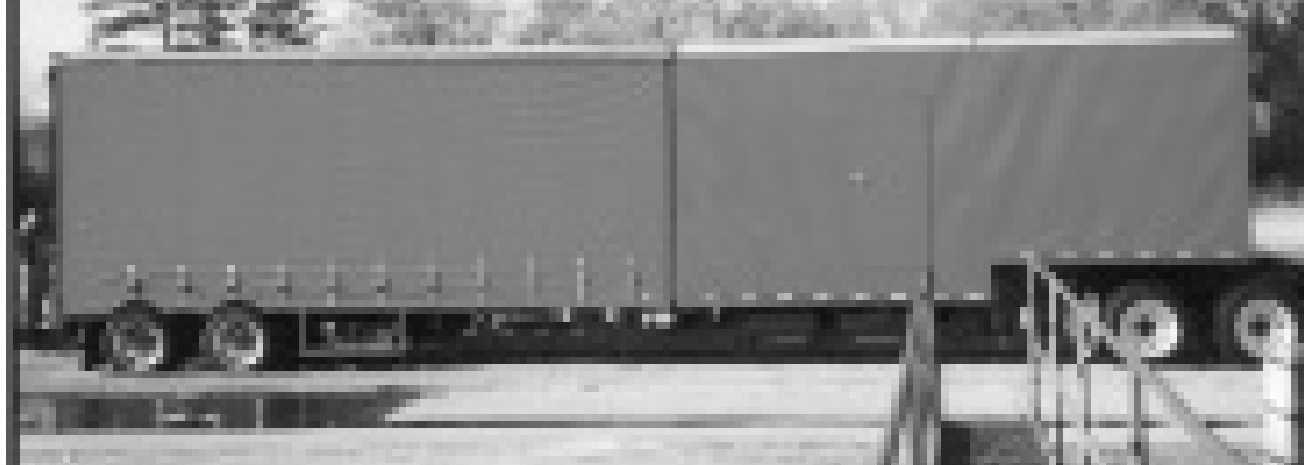
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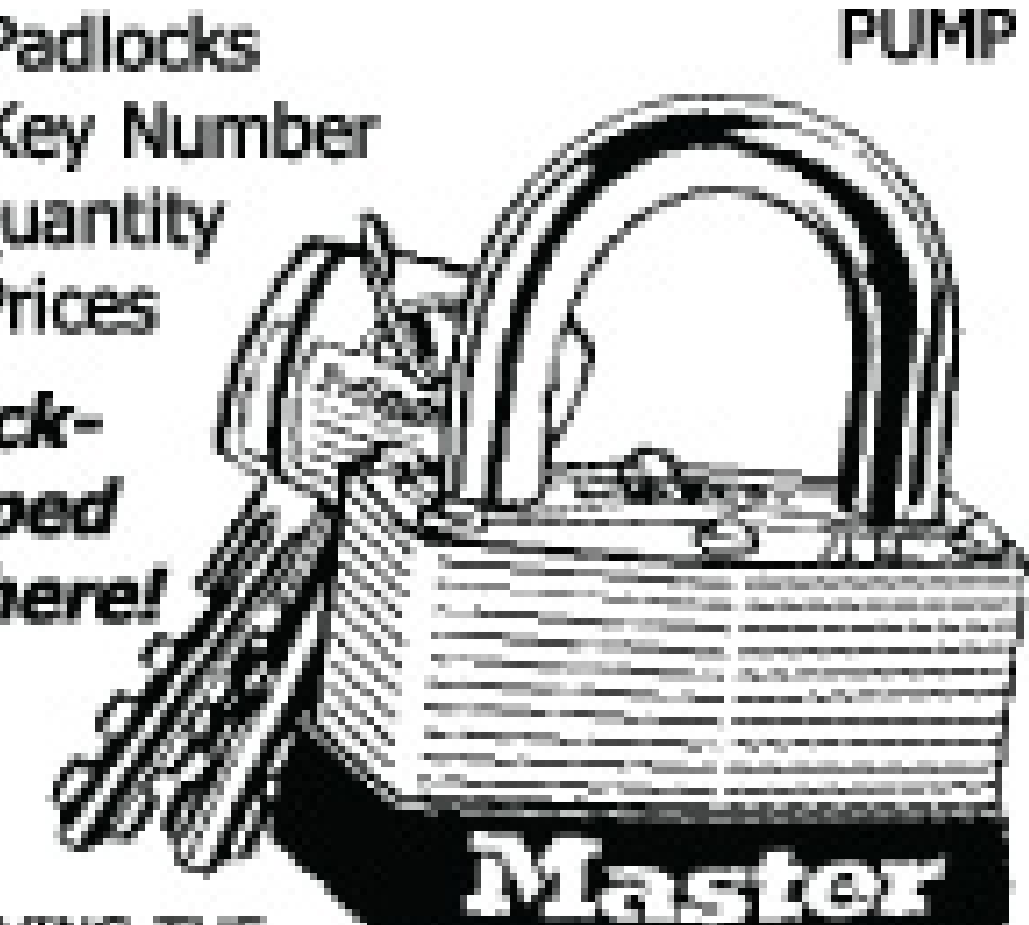
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By **Scottie Dayton**

## **NATION: PSAI Awards Announced**

The Portable Sanitation Association International recognized Ed Cooper of PolyJohn Enterprises Corp. in Whiting, Ind., at its annual convention in November. Cooper, who was on the association's board of directors, received the 2007 M.Z. "Andy" Gump Award for eminent service to the industry. He was nominated by Barry Gump of Andy Gump Inc., Santa Clarita, Calif. Mike Cooper accepted the award on behalf of his father, who died four days later.

Cesar Torres of Biffs Inc. in Shakopee, Minn., received the Service Technician of the Year award and \$1,000 prize. The runner-up was Nicki Dunn of Air-O-Pure Portables in Nederland, Colo., who received \$500.

Nominees must promote safety, set an example and inspire others. Award criteria include practicing road and personal safety, providing dependable customer service, caring for the company's equipment, and cooperating and complying with the employer and industry guidelines and standards.

## **KENTUCKY: Friend of a Friend**

The Kentucky Onsite Wastewater Association made certain its membership had the resources, experience, and professionalism needed to lead the state's growing acceptance of onsite systems. Recently, KOWA teamed with the Kentucky Rural Wastewater Association to increase KOWA's visibility to legislators, utilities and communities. KOWA will choose the issues, education and direction the organization wants to take, and the KRWA team will do the leg-work.

The association newsletter tells how the organization helped a family whose drainfield was overflowing. The parents have five of their own children and four adopted children and were hosting a foreign exchange student. The onsite system had a 1,000-gallon septic tank with 400 feet of laterals.

Todd LaFollett, registered sanitarian with the Oldham County Health Department, consulted with regulator Wyatt Moody on a repair plan, resources, materials and labor. Greg Ritchie, KOWA president, said the association training center had leftover chambers from Advanced Drainage Systems Inc. Installer Greg Thompson, who lived 90 minutes from the jobsite, learned about the situation and offered his labor and equipment free of charge.

## **OHIO: Corporate Membership**

The Ohio Onsite Wastewater Association has added corporate memberships for companies that includes one key contact person. For \$120, companies receive OOWA and NOWRA benefits, and may add employees as associate members for \$50 each. Associate members receive only OOWA benefits. Individual memberships at \$95 carry OOWA and NOWRA benefits. Call 866/843-4429 or visit [www.ohioonsite.org](http://www.ohioonsite.org).

OOWA is offering the NEHA Certified Installer of Onsite Wastewater Treatment Systems basic and advanced level exams at its conference on Jan. 15 in Columbus. To take the exams, installers must complete an application form and be approved by NEHA. Download the form at [www.neha.org/onsite](http://www.neha.org/onsite) or call Heidi Shaw at 303/756-9090, ext: 339.

## **Chlorine or Ultraviolet Disinfection?**

A case study in *Small Flows* compares a commercial chlorine tablet feeder with an ultraviolet disinfection unit for onsite systems. The systems were operated for nine months using biologically treated septic tank effluent. Both provided comparable results and experienced intermittent problems: the chlorine tablets did not dissolve uniformly and minerals collected on the lamp sleeve, eventually reducing its performance. The article discusses each unit's performance measurements, reliability and constraints, maintenance requirements, and estimated cost of implementation and operation.

Another article gives a rational method for determining design flows for cluster systems. Author Larry Stephens, P.E., discusses what factors to consider in developing a design. He sets forth a methodology for using the demographics of the surrounding community, obtained from the latest census data, to estimate design flow. Download the issue at [www.nesc.wvu.edu/nsfc/sfq\\_2007.htm](http://www.nesc.wvu.edu/nsfc/sfq_2007.htm).

## **NAWT Training and Certification**

The National Association of Wastewater Transporters Inc. is offering Inspector Training & Certification Jan. 28-29 at the River Palms Resort and Casino in Laughlin, Nev. Call 800/236-6298 or visit [www.nawt.org/training.html](http://www.nawt.org/training.html).

## **Effluent Pumps for Onsite Systems**

The Sump and Sewage Pump Manufacturers Association is presenting "Effluent Pumps for Onsite Wastewater Treatment: Selecting the Right Pump for the Job," a non-credit training program, on March 14 at the Illinois Plumbing Heating Cooling Expo at Drury Lane Conference Center, Oakbrook Terrace, Ill. The program is in its certification stage and will become eligible for CEUs. Call 800/795-7422 or visit [www.ilphcc.com](http://www.ilphcc.com).

## **Florida**

Courses are at the Florida Onsite Wastewater Association's Training Center in Polk City unless stated otherwise. An asterisk indicates Master credit hours are available.

- Jan. 15 – Management of Decentralized Systems
  - Jan. 23-24 – \*O & M Service Provider Program I, II, III, Fort Myers
  - Feb. 6 – 64E-6 Let's Look at the Code, Hialeah
  - Feb. 7 – 64E-6 Let's Look at the Code, Tampa
  - Feb. 11 – Artificial Media Treatment Technologies
  - Feb. 12 – Natural Media Treatment Technologies
  - Feb. 18-19 – \*Master III-Basic Florida Soils
  - Feb. 20-21 – \*Master I-System Design & Function
  - Feb. 21-22 – \*Master II-System Materials and Regulation Requirement
  - March 6 – \*Master Contractor Maintenance
  - March 11 – Onsite Systems: How Are They Approved?, northeast Florida (TBD)
  - March 12 – Onsite Systems: How Are They Approved?, southwest Florida (TBD)
  - March 25 – Work Smart, Not Hard, southeast Florida (TBD)
  - March 26 – Work Smart, Not Hard, southwest Florida (TBD)
- Contact FOWA at 407/830-4381 or [www.fowaonsite.com](http://www.fowaonsite.com).

## Minnesota

The University of Minnesota Extension has these hands-on workshops:

- Jan. 7-9 – Introduction to Onsite Systems, Alexandria
- Jan. 10-11 – Installing Onsite Systems, Alexandria
- Jan. 15-16 – Installer-Continuing Education, Rochester
- Jan. 16 – Pipelayer Certification, Rochester
- Jan. 23-25 – Designing Onsite Systems, Sauk Centre
- Feb. 5-6 – Design-Continuing Education, Sauk Centre
- Feb. 5-7 – Design and Large System Combo, Continuing Education, Sauk Centre
- Feb. 6-7 – Cluster-Continuing Education, Sauk Centre
- Feb. 11-13 – Pumping/Maintaining, Grand Rapids
- Feb. 14-15 – General-Continuing Education, Detroit Lakes
- Feb. 21-22 – General-Continuing Education, Two Harbors
- March 11-12 – General-Continuing Education, Willmar
- March 14 – Contractor Safety/Pipelayer Certification, Continuing Education, Mankato
- March 25-26 – Pumping/Maintaining-Continuing Education, Brainerd
- March 31-April 1-2 – Introduction To Onsite Systems, Bemidji  
Call 800/322-8642 (612/625-9797) or visit [www.extension.umn.edu](http://www.extension.umn.edu).

## Missouri

The following training seminars from the Missouri Smallflows Organization provide CEUs to renew onsite registration with the Missouri Department of Health and Senior Services:

- Jan. 8-9 – Troubleshooting & Hydraulics, St. Louis
- Jan. 15-16 – Operation and Maintenance, Cape Girardeau
- Feb. 19-20 – Operation and Maintenance, Hillsboro  
Call 417/739-4100 or e-mail [mso@lvbw.net](mailto:mso@lvbw.net).

## North Carolina

North Carolina Soils and On-Site Wastewater Training Academy is offering a Land Application/Residuals (Biosolids) Operator Training School on April 22-24 at North Carolina State University, Raleigh. Call Joni Tanner at 919/515-1678 or visit [www.soil.ncsu.edu/training](http://www.soil.ncsu.edu/training).

## Washington State

The Washington On-Site Sewage Association and Washington State Department of Health in cooperation with Washington State University are offering these certification courses at the training center in Puyallup unless stated otherwise:

- Jan. 3 – Basics of Maintenance
- Jan. 10 – Basics of Installing, Part 3

Call John Thomas at 253/770-6594 or visit [www.wossa.org](http://www.wossa.org).

## Wisconsin

Wieser Concrete has a 6-hour, general continuing education seminar that provides the necessary credits for installers, sanitarians, designers, and others working in the onsite wastewater treatment field. Seminars will be held:

- Feb. 28 – Portage
- March 6 – Shell Lake
- March 13 – Fond du Lac
- March 20 – Wieser Concrete Maiden Rock Facility
- March 28 – Rhinelander

Call 800/325-8456 or visit [www.wieserconcrete.com](http://www.wieserconcrete.com). ■

## C A L E N D A R

### Jan. 7-8

Wisconsin Precast Concrete Association Winter Convention, Holiday Inn & Suites, Madison. Call 608/256-7701.

### Jan 8-10

Michigan Septic Tank Association Onsite Wastewater Conference. Call 989/773-6985, ext: 258 or visit [www.msta.biz](http://www.msta.biz).

### Jan. 15-17

Ohio Onsite Wastewater Association Conference and Trade Show, Midwest Hotel and Conference Center, Columbus. Call 866/843-4429 or visit [www.ohioonsite.org](http://www.ohioonsite.org).

### Jan. 16-17

Soil Science Society of North Carolina Annual Meeting, Raleigh. Call 919/380-1202 or visit [www.carolinaonsite.org](http://www.carolinaonsite.org).

### Jan. 21-22

Pennsylvania Septage Management Association Conference, Holiday Inn, Grantville. Call Jackie at 610/350-0590, press #3 or visit <http://psma.net>.

### Jan. 21-23

Missouri Smallflows Organization Conference and Exhibition, Holiday Inn Expo Center, Columbia. Call 417/739-4100 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

### Jan. 22-23

Iowa Onsite Waste Water Association Conference, Des Moines Airport Holiday Inn. Call 515/225-1051 or visit [www.iowwa.com](http://www.iowwa.com).

### Jan. 25-26

Washington On-Site Sewage Association Conference, Vancouver Hilton, Vancouver. Call 253/297-2837 or visit [www.wossa.org](http://www.wossa.org).

### Jan. 25-27

Wisconsin Liquid Waste Carriers Association Winter Convention, Chula Vista Resort, Wisconsin Dells. Call 608/255-2770 or visit [www.wlwca.com](http://www.wlwca.com).

### Jan. 28-30

North Carolina Septic Tank Association Convention, Hickory Metro Convention Center, Hickory. Call Connie Stephens at 336/416-6394 or visit [www.ncsta.net](http://www.ncsta.net).

### Feb. 13-14

Nebraska On-Site Waste Water Association Annual Convention and Trade Show, Embassy Suites Hotel, Lincoln. Call Diane Snapp at 402/476-0162.

### Feb. 15-16

Wisconsin Onsite Wastewater Recycling Association Convention, Country Springs Hotel, Waukesha. Call 608/256-7757 or visit [www.wowra.com](http://www.wowra.com).

### Feb. 27-March 1

Pumper & Cleaner Environmental Expo International, Kentucky Exposition Center, Louisville, Ky. Education Day Feb. 27; exhibits open Feb. 28-March 1. Call 800/257-7222 or visit [www.pumpershow.com](http://www.pumpershow.com).

### March 2-4

Ontario Onsite Wastewater Association Conference, Deerhurst Conference Centre, Huntsville. Call 905/372-2722 or visit [www.oowa.org](http://www.oowa.org).

### March 3-5

Minnesota Onsite Wastewater Association Convention, Cragun's Resort, Brainerd. Call 888/810-4178 or visit [www.mowa-mn.com](http://www.mowa-mn.com).

### March 11-13

Northeast Onsite Short Course, Marriott Hotel and Spa, Groton, Conn. Call 978/323-7929 or [www.nelwpc.org](http://www.nelwpc.org).

### March 24

Granite State Designers and Installers Association Septic System Conference & Exhibition, Radisson Hotel, Manchester, N.H. Call 603/228-1231 or visit [www.gsdia.org](http://www.gsdia.org).



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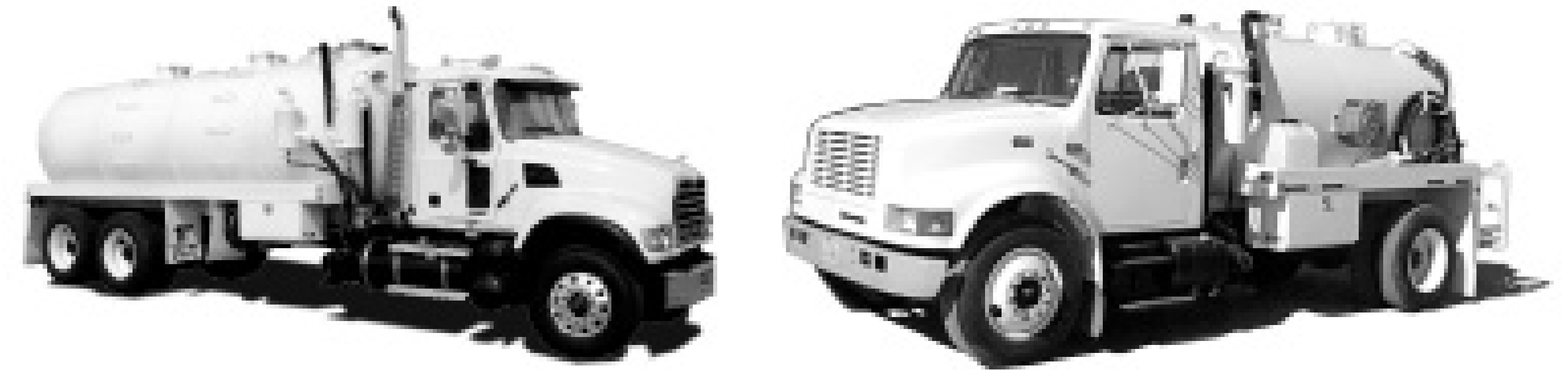
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# Pumper

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# TRUCK STOP



**1999 Peterbilt:** 12.7 Detroit, 470 hp, 129K miles, AC, cruise, 10-spd., Jake brake, 18 front, 46 rears, Hendrickson susp., new 4000 gal. tank & Masport 400 vac pump, complete new unit, new paint & tires. Financing available.....\$79,000  
**877-898-5104**  
[hullstruckbodies.com](http://hullstruckbodies.com) P1



**1996 Ford L8000 Septic Pumper:** 2,500 gal. Boyd tank, Masport pump, heated valves, 63K miles, 33K GVW, Ford/Cummins 8.3L diesel, 6-spd. trans., A/C. Located in Scituate, MA 02066. ..\$32,900  
**781-545-2596, 617-697-2607,**  
**617-697-2606** P1



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**CCI/Brian Touey 805-896-3777** PBM



**2005 F550 4X4 Diesel:** 6-spd., XL package, 950 gal. tank, 600 waste, 200 chemical, 150 fresh, 2-place toilet rack, 93,000 miles, H2 Masport pump .....\$35,000  
**Call Ryan at 801-430-7287** P01



**2001 FL70:** Cat 9-spd. w/105,000 miles, Transway 500 cfm pump, 1500 waste, 500 fresh, heated water & valves, 9 gpm, 3,000 psi jetter, 300' 1/2" hose, toilet rack, ss hose tray. ....Asking \$47,500  
**800-500-5096** P1



**1995 Ford Guzzler:** Ex-municipality, PD blower, 88,000 miles, 8.3 Cummins, 8 LL, perfect working order.....\$55,000  
**503-969-9557 or 503-682-2723** P1



**2001 International 4700 466E:** 5-spd. w/overdrive Allison 2000P, 2200 gal. vac. tank, Moro M-10 230 cfm, great condition, all new tires, 61,000 miles, Arizona - no rust. ....Asking \$39,500  
**520-378-9569** P01



**2001 International Septic/Grease Pump Truck:** Cummins 400 hp, 8-spd. trans., Presvac 4200 gal. w/200 gal. fresh water for Harben jetter. 4000 psi, 300' jet hose, 400 cfm Demag vac. pump. ....Priced to sell \$64,000  
**Call Don 954-943-9100** P3



**2000 Mack:** With 330 hp, 10-spd. with auto. shift, new 3600 gal. aluminum tank, R260 Juro-Pak, storage cabinet passenger side.  
**800-722-8384** PBM



**1995 Ford LN 8000 Vac-Con:** Low miles, Allison trans., 3-stage fan, 12-yd. debris, 1500 gal. fresh water for jet, 30 gpm @ 2500 psi. Well maintained, ready to work. ....Priced to sell \$58,000  
**Call Don 954-943-9100** P3



**1987 GMC 7000:** 150,000 miles, 1200 gal. tank, 150 gal. fresh water, hoist, 25" manway, 3" inlet, 6" dump. ....Asking \$20,000  
**Call David 309-937-5559**  
**or 309-507-0411** P2



**1998 F-800:** 2350 gallon, air conditioning, Masport pump, tank lift, 3,000 psi jetter system, super nice, perfect set up, towing hitch on back, can pull your tractor. ....\$35,000  
**561-688-1002** P1



**International Port-O-Let Trucks Available For Sale:** Auto trans, diesel. 2001: \$27,000; 2000: \$25,000 OBO. Run great!  
**For more info call 954-325-8828** P1



**1998 Vactor 2100/1998 Intl. 2554 Chassis:** Fuller RT8908LL trans., 18,000# front, 40,000# rear axles, 4' extendible boom, 80 gpm @ 2500 psi water system, many items not listed. Municipality owned. (Stock 1444)  
**For More Info. Please Call Joe**  
**312-208-6373** P1



**VacCon Model MV-311 THA:** Municipally owned & maint., Ford auto. trans. chassis, tires 95%, new hyd. driven 3-stage blower, recent rebuild on water pump, spring loaded wash down gun & hose reel, arrow brd., strobes, behind cab toolbox, 94,407 miles, 4,541 hrs. ....\$70,000 OBO  
**Pat's Pump & Blower 800-359-7867** CP1



**2007 Sterling Cab:** With 3600 gallon aluminum P/V tank with Juro-Pak R260. ....\$116,000 including FET  
**800-722-8384** PBM



# Pumper TRUCK STOP

see photos in COLOR at [www.pumper.com](http://www.pumper.com)



January



**2000 Volvo:** 5,000 gal. tank, air conditioning, cruise, Fruitland pump. Super clean and nice. 3,000 psi jetter system.  
.....\$70,000  
**561-688-1002** P1



**1987 International Model 1954:** Looks and runs great. New DT466 motor with a 2,000 gal. tank, PresVac Fruitland pump which works great. Tires are good, too!  
.....\$9,500  
**603-668-5368** P1



**1999 Vactor 2110/1999 Sterling:** Cat 3126, Allison auto. trans, 80 gpm, 2500 psi, debris body flush-out, fold-down pipe rack, many other items, municipality owned. (Stock 1445) **For More Info. Please Call Joe**  
**312-208-6373** P1



**2002 Aluminum Tank:** 4200 gallon, Jurop 230 pump, 20" manway and cleanout, 4" intake and 6" discharge. Cost \$35,000 new. ....Take \$25,000 OBO  
**817-613-6318 (Texas)** P1



**1994 Vactor:** Hot shift PTO, fuel/water separator, front and rear tow hooks, joystick boom control, fold-down pipe racks, curb and street side, municipally owned. (Stock 1452) **For More Info. Please Call Joe**  
**312-208-6373** P1



**2001 VacCon Model PD1113HA:** LT9501 chassis, Cat C10-350 hp diesel engine, Allison auto. trans., only 6,720 hrs., 68,715 miles, single engine, municipally owned, Roots 824 blower, 11 cubic yard capacity. ....\$107,000 OBO  
**Pat's Pump & Blower 800-359-7867** CP1



**1995 IH DT 466:** 6-speed, 2200 gal. tank, 120 gal. fresh, 7 years old, 360 National pump, 247,000 miles. PA.  
**814-669-4175** P1



**1991 Vactor 2110/Ford L8000:** Fold-down pipe racks, debris body flushout, municipally owned. Call for full specs and details. (Stock 1453)  
**For More Info. Please Call Joe**  
**312-208-6373** P1



**1981 Ford 8000 Vactor/Jet Rodder:** 3208 Cat, 13,637 miles, Pony motor, 300 CID Ford engine, only 101 hrs., like new.  
.....\$28,500 OBO  
**401-727-8600** P1



**1994 Kenworth K300 Toilet Service and Septic Pumper Truck:** 286,730 miles, 1500 waste, 250 fresh, 11 hp Honda with Masport pump. Good tires. (Eq. No. BV2)  
.....\$20,000  
**530-243-0657** P1



**1991 International Model 8100:** Cat 350 hp, 9-spd., air ride, 3600 gal. tank, MEC 8000 pump, visor, SS wheel covers, rebuilt motor, transmission, rear ends. ..\$26,500  
**989-379-3054 or 989-356-9060**  
**Michigan** P2



**2002 International:** 3600 gal. alum. Progress tank with Jetter DT 530 engine, 80% rubber. Good condition. ....\$49,000  
**281-347-2224** P1



**2000 Ford F-550 Toilet Service Truck:** New engine @ 75,000, current mileage 175,173, Satellite pump, 600 waste, 300 fresh. (Eq. No. BV5) .....\$20,000  
**530-243-0657** P1



**Mini Dumpster Truck:** (6) 4 cubic yard boxes, (5) 6 cubic yard boxes, and (2) handicap PJ units. Great and-on for PJ or disposal company.  
**517-206-3938** P1



**1988 Ford:** GWV 29,500 w/Keith Huber tank and jetter, 1800 gal. tank w/auto. hose reel and 1.25' hose. 83 gpm @ 2000 psi, 2,335 miles. ....\$12,500  
**Call Steve at 901-238-0412** P3



**2000 Safe Vac:** 27' Hg vac-loader mounted on Sterling LT 9501, Cat C10 engine 350 hp, 180,504 miles, 1610 blower hours. Great shape. ....\$115,000  
**205-664-2000 or 888-739-0838** P1

# Pumper TRUCK STOP

see photos in COLOR at [www.pumper.com](http://www.pumper.com)



January



**2004 5025 Supersucker:** Mounted on a 2004 Sterling 9513 with a Mercedes 370 hp engine, like new, only 5032 miles and 314 blower hours. ....\$165,000  
**205-664-2000 or 888-739-0838** P1



**1996 Mack CH600:** 3900 gal. tank, Masport HXL 400, heated valves, new virgin rubber, 150' hose, air ride, air conditioning. ....\$49,900  
**320-857-2450** P1



**1998 IHC 4900, Sreco HV-2000 Sewer Jet:** 6 cylinder John Deere diesel upper, DT-466, Allison automatic, 55,115 miles, 1,894 hours. ..\$39,900  
**814-696-4343 - Hollidaysburg, PA** P1



**1992 Volvo:** 300 hp Cummins, 3000 gal. tank, 360 Challenger vac pump. This truck runs and works great, ready to use.  
 .....\$18,000  
**877-898-5104**  
**[hullstruckbodies.com](http://hullstruckbodies.com)** P1



**2000 Sterling:** C-12 Cat, 410 hp, 10-spd., cruise, AC, air ride, new 3500 gal. tank and Jurup R260 vac pump, new paint & tires.  
 .....\$57,500  
**877-898-5104**  
**[hullstruckbodies.com](http://hullstruckbodies.com)** P1



**1985 Chev Top Kick:** Cat 3208 engine, 281,168 miles, 5-spd.-2-spd., 2,000 gal. tank, Masport H75 water cooled vac pump, 200' suction hose, large side box, excellent condition. Call for maint. records.  
 .....\$17,000  
**330-856-3042 - Ohio** P1



**2000 Freightliner FLD 112:** C-10 CAT 370 hp w/Jakes, 10-spd., 12 FA/40 RA air-leaf susp., new 80 BBL vac tank with new 350 cfm liquid cooled Wallenstein vac pump. Excellent condition and ready to work. Only 370,000 miles!! .....\$61,500 OBO  
**303-772-4019** P1



**2005 Peterbilt "Juggler":** 500 cfm blower, reel for hose, truck has 50,000 miles, AC, 10-spd. Located in Qc, Canada.  
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**[m.gascon@videotron.ca](mailto:m.gascon@videotron.ca)** P1

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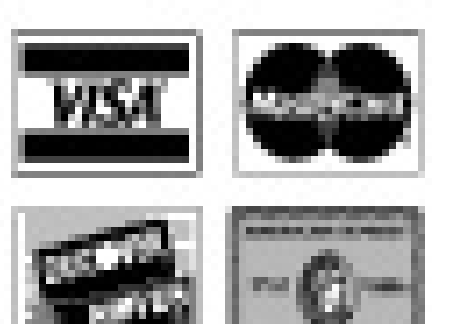
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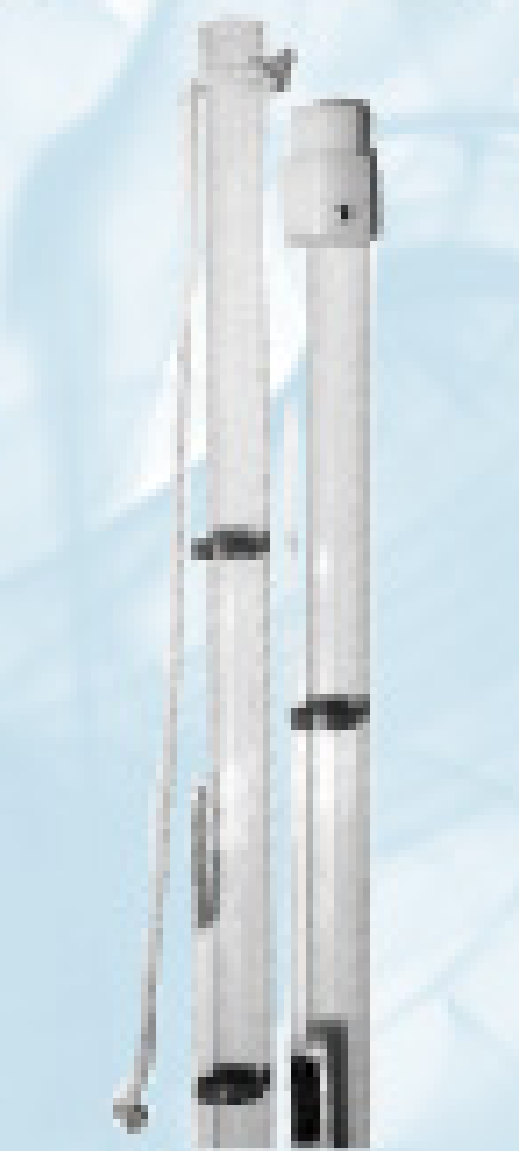
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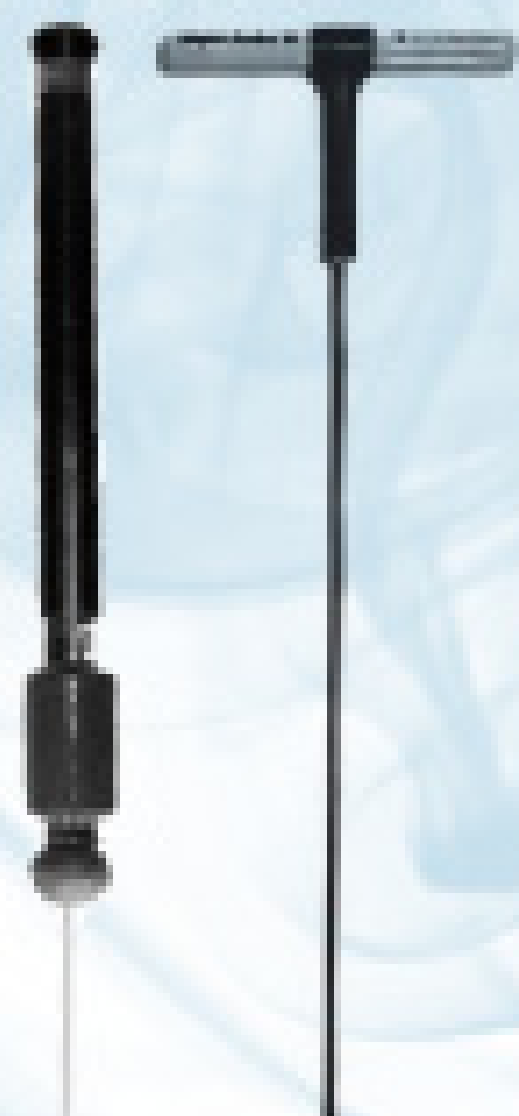
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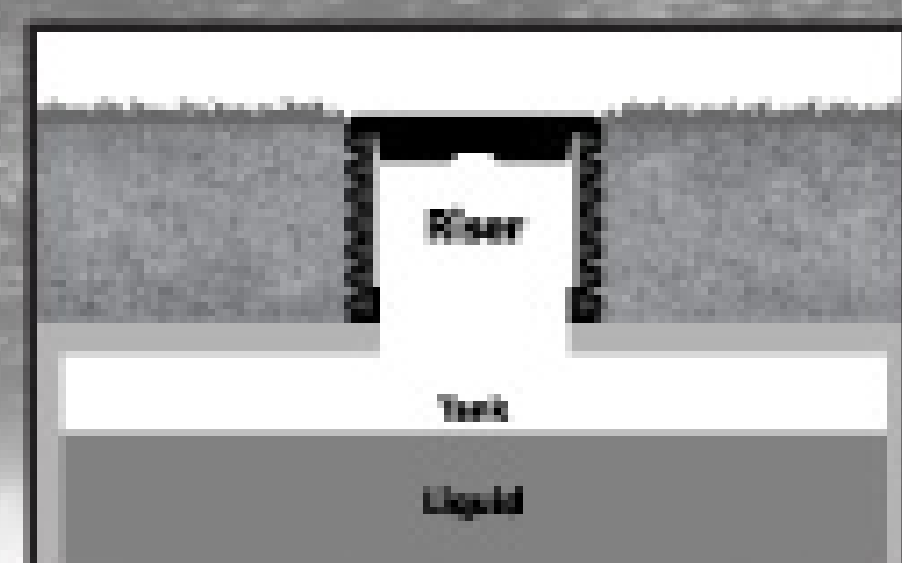
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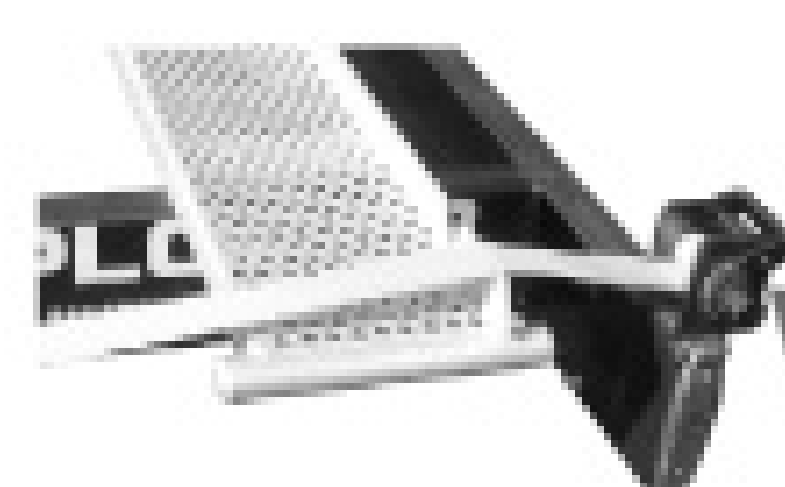
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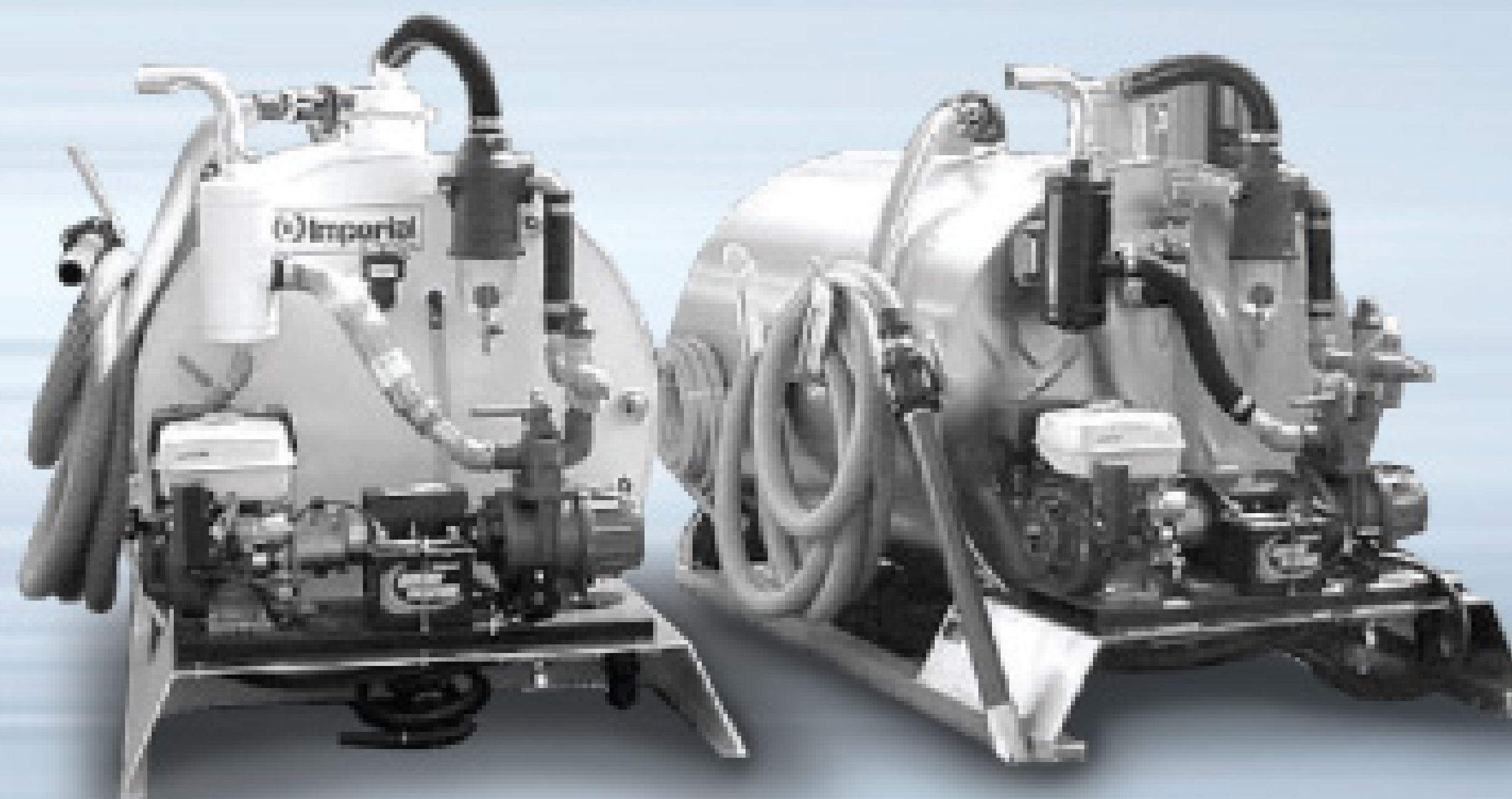
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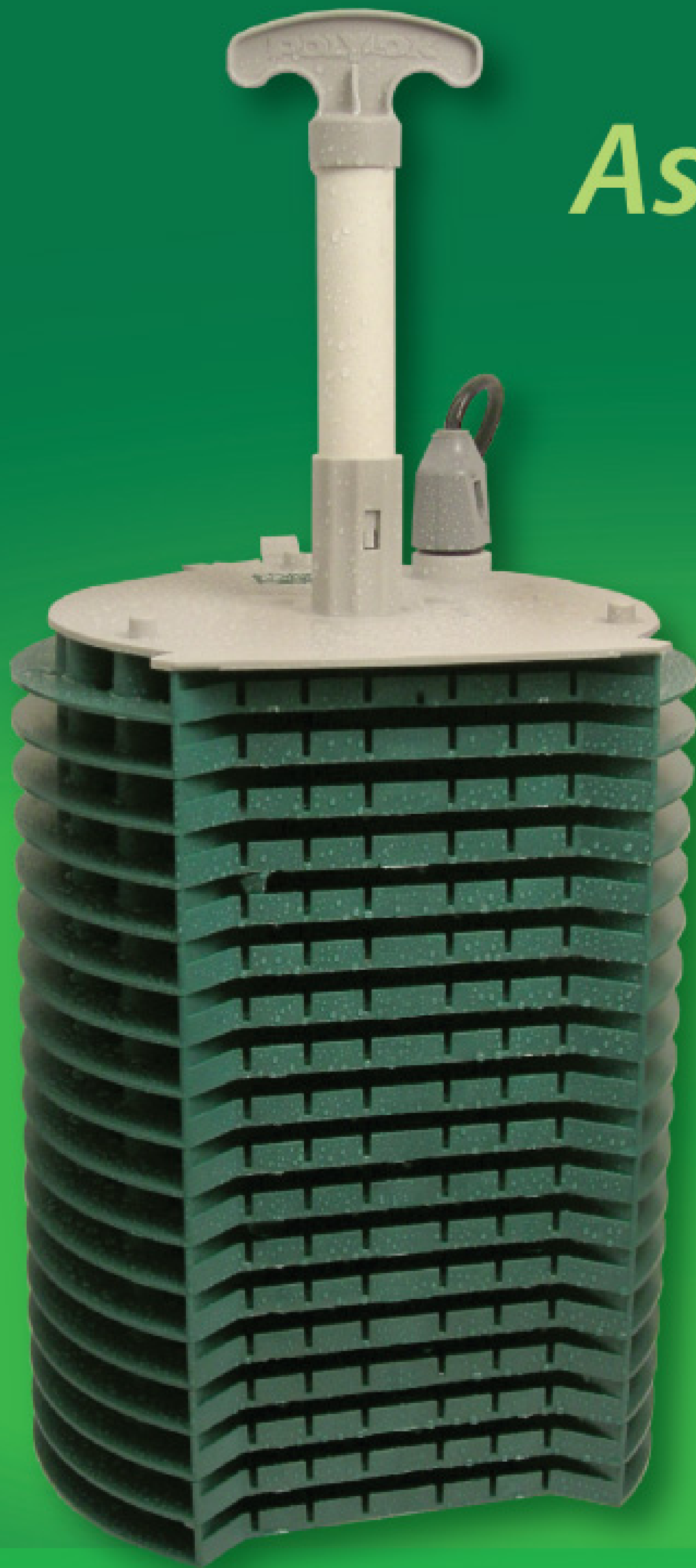
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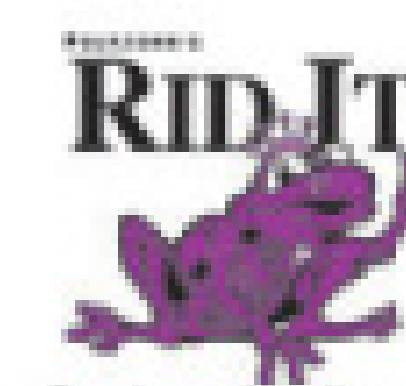


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