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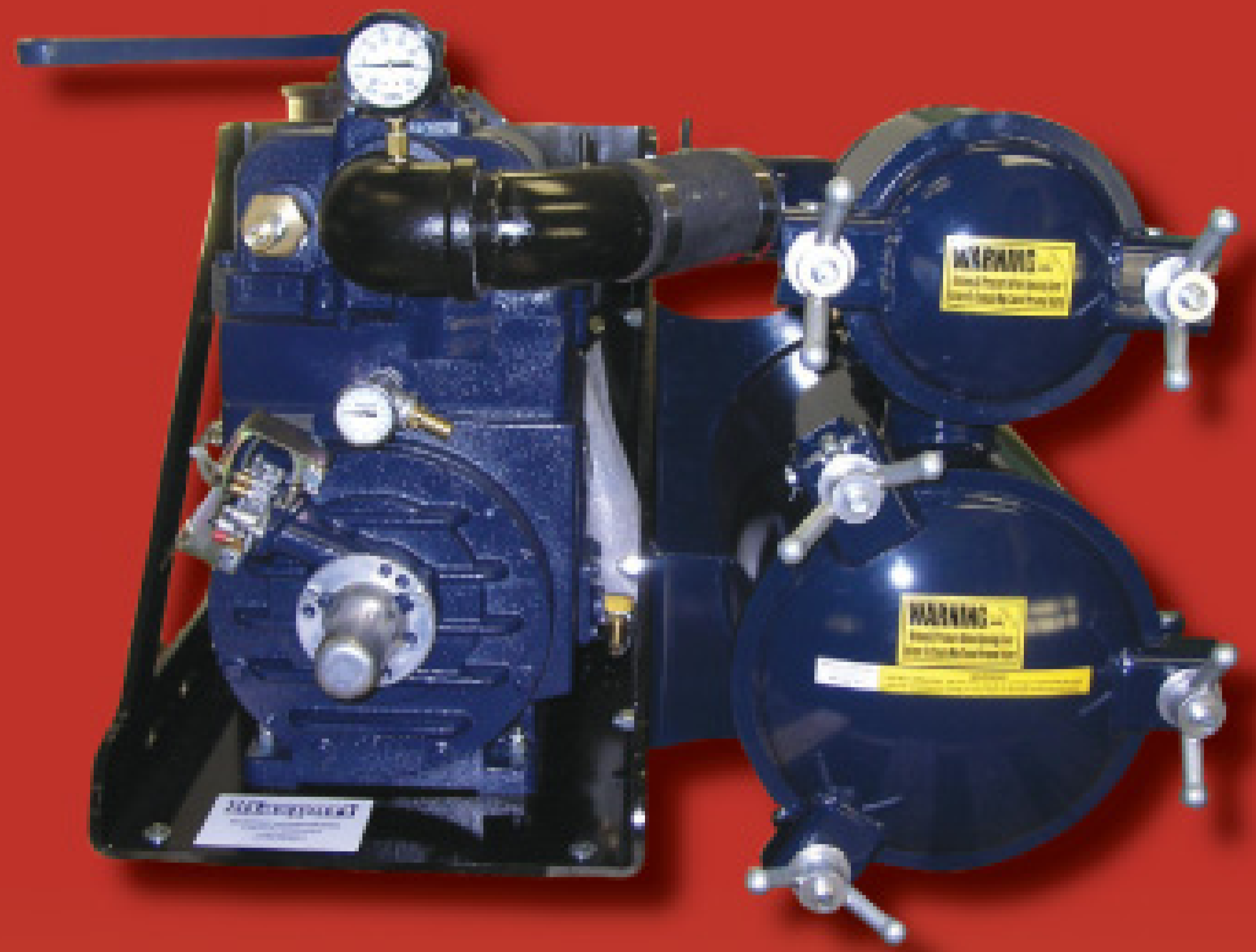
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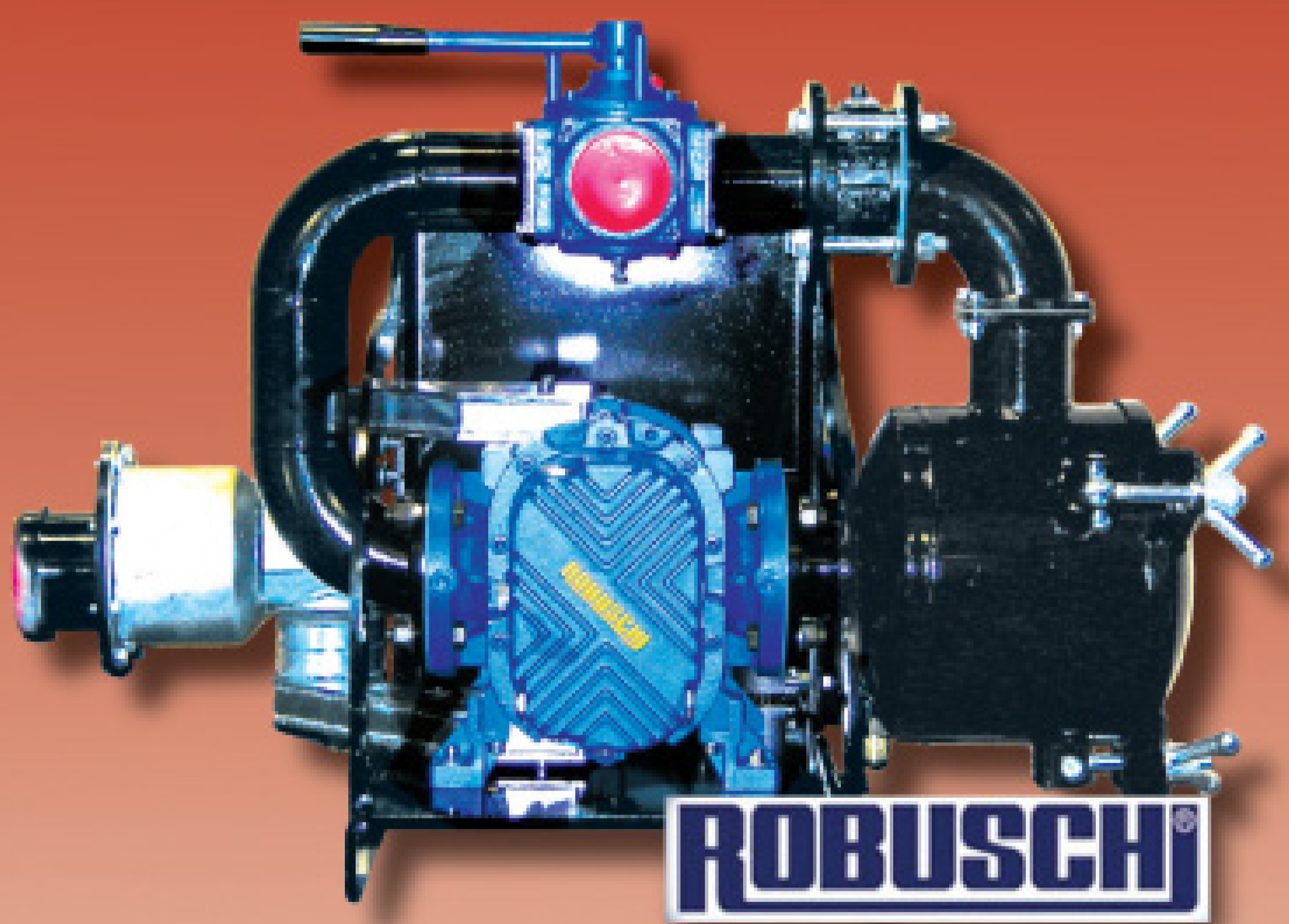
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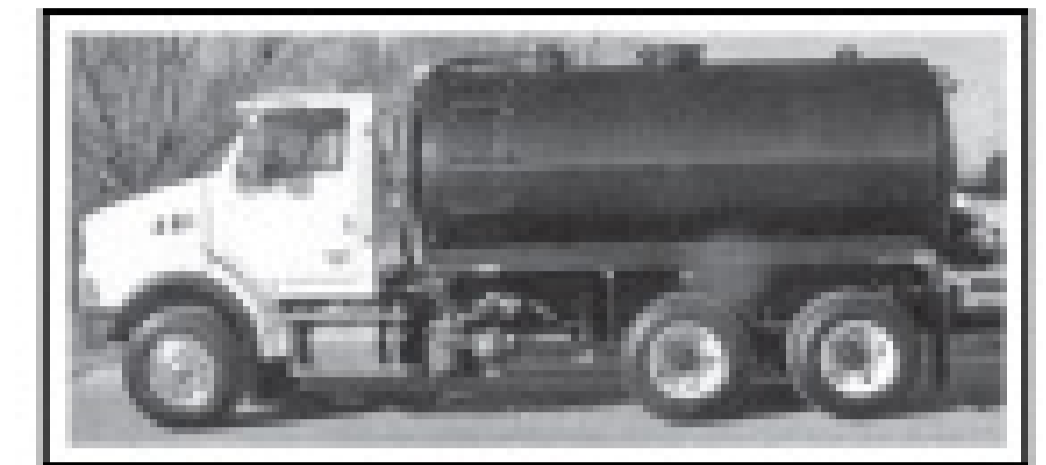
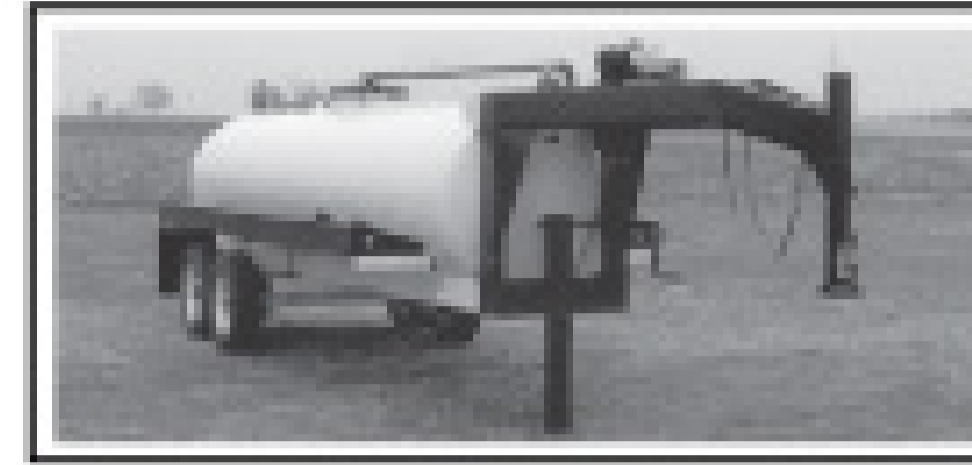
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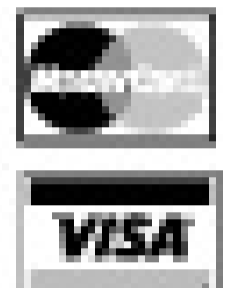
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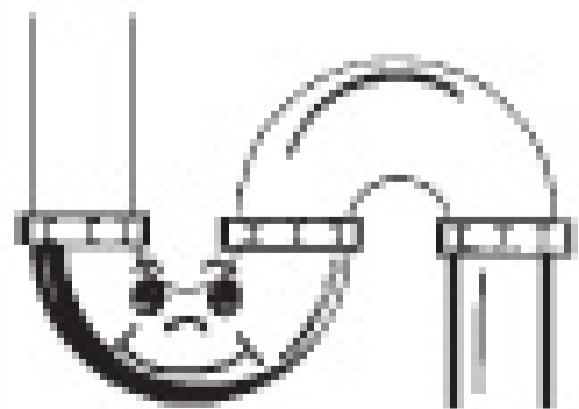
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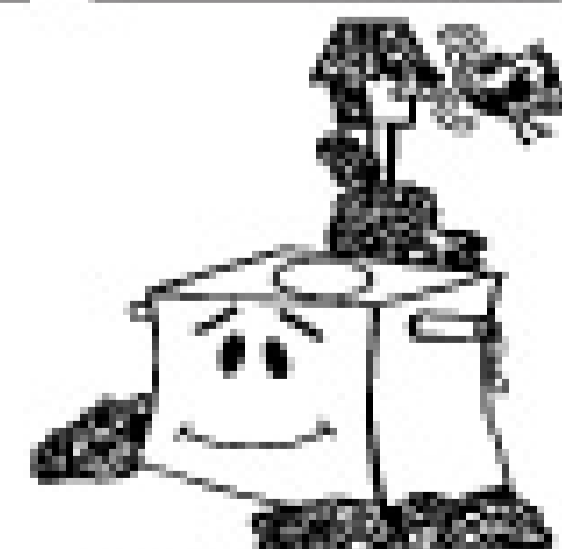
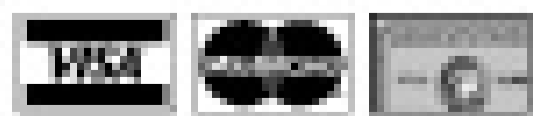
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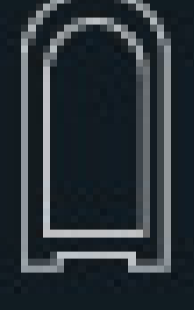

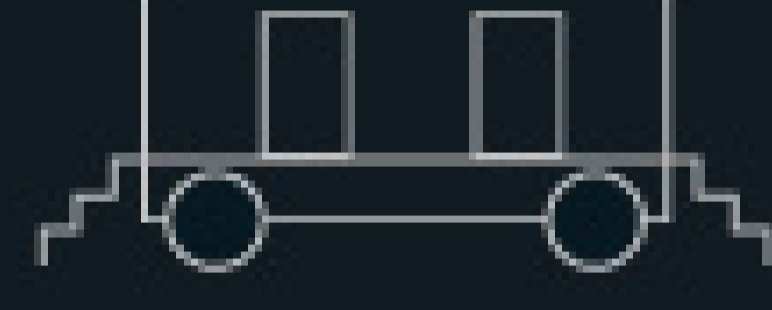
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Man of Steel

- Jim Kneiszel

On the cover: Metalworking Minnesota contractor Greg Posch shares his truck-building and maintenance tips. On the cover, Posch checks under the hood of his most recently refurbished rig, a 1988 Ford L8000. (Photo courtesy of Tri-County Septic)



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COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
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SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Pumper* in the contiguous 48 U.S. states costs \$16 (24 issues for \$26; 36 issues for \$36). Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$82 per year. Subscribers are guaranteed monthly delivery of the magazine. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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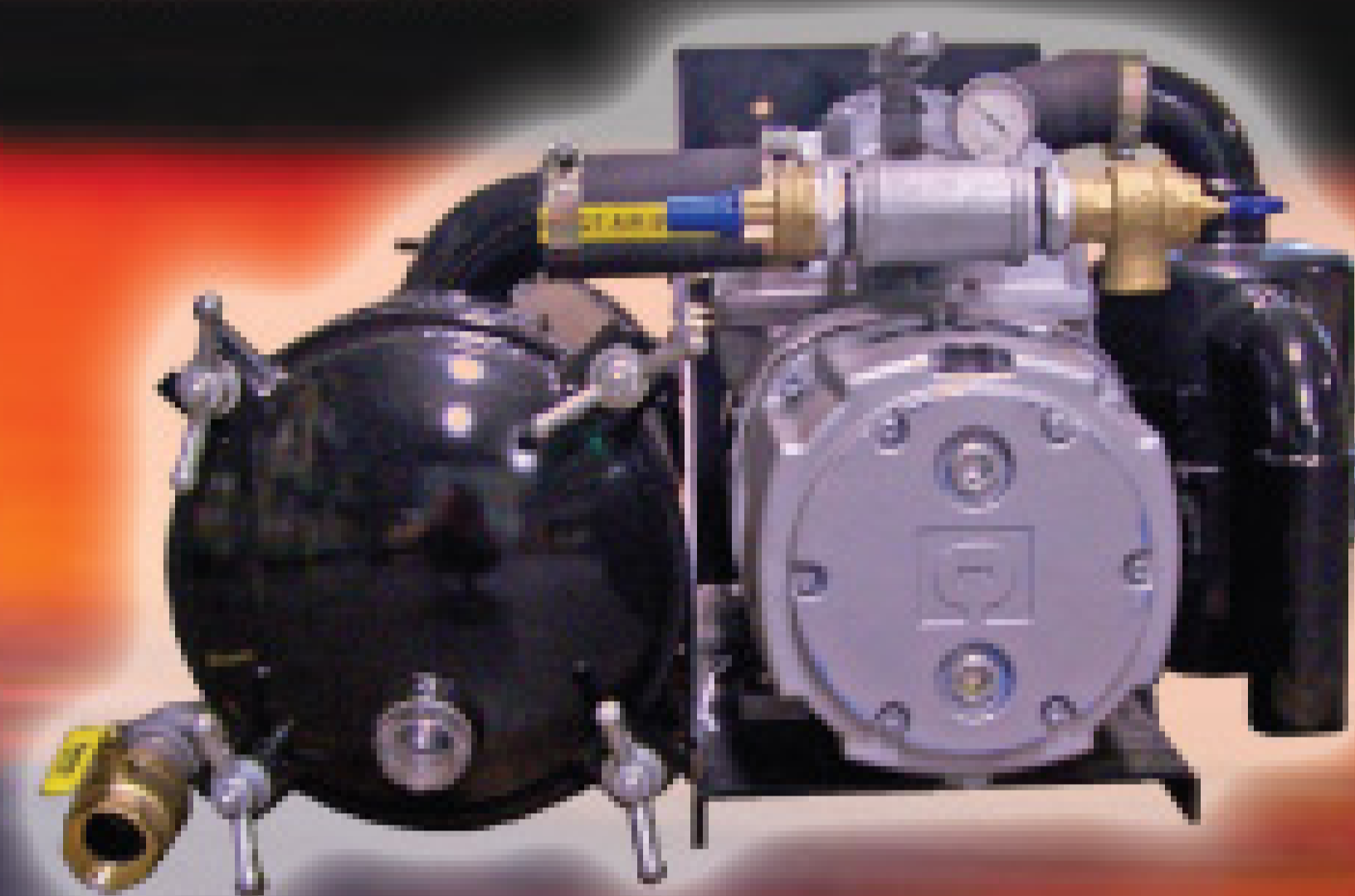


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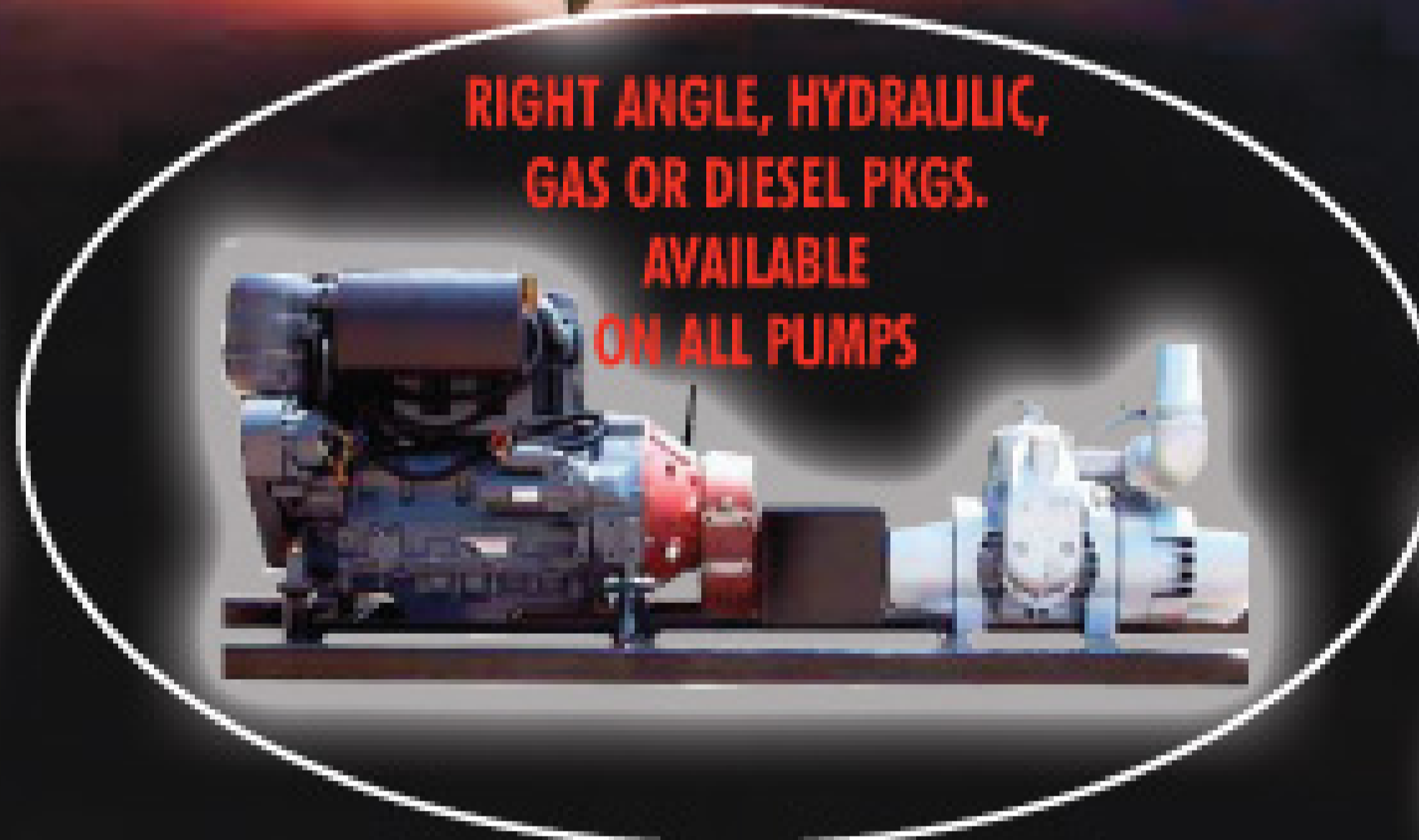
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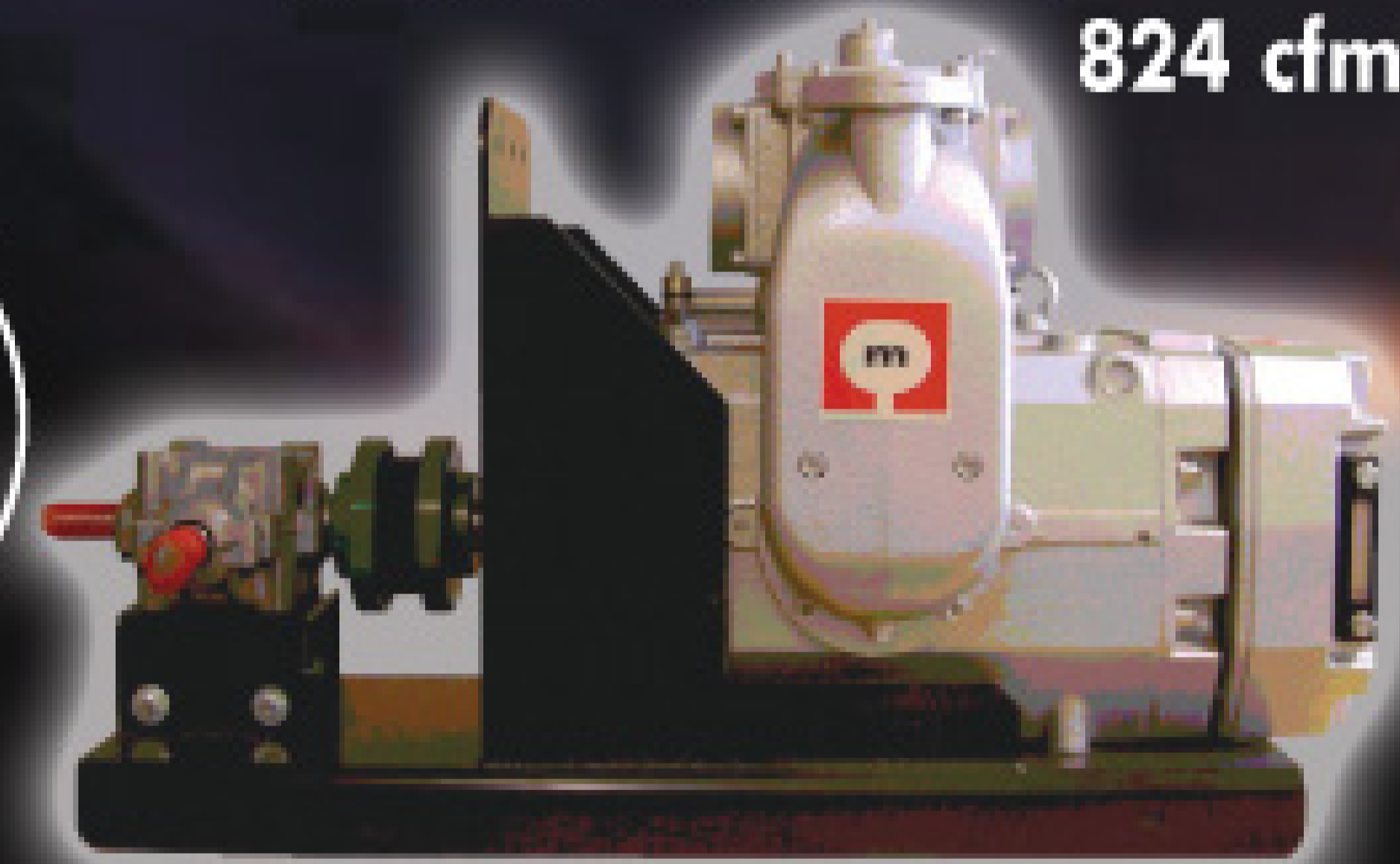
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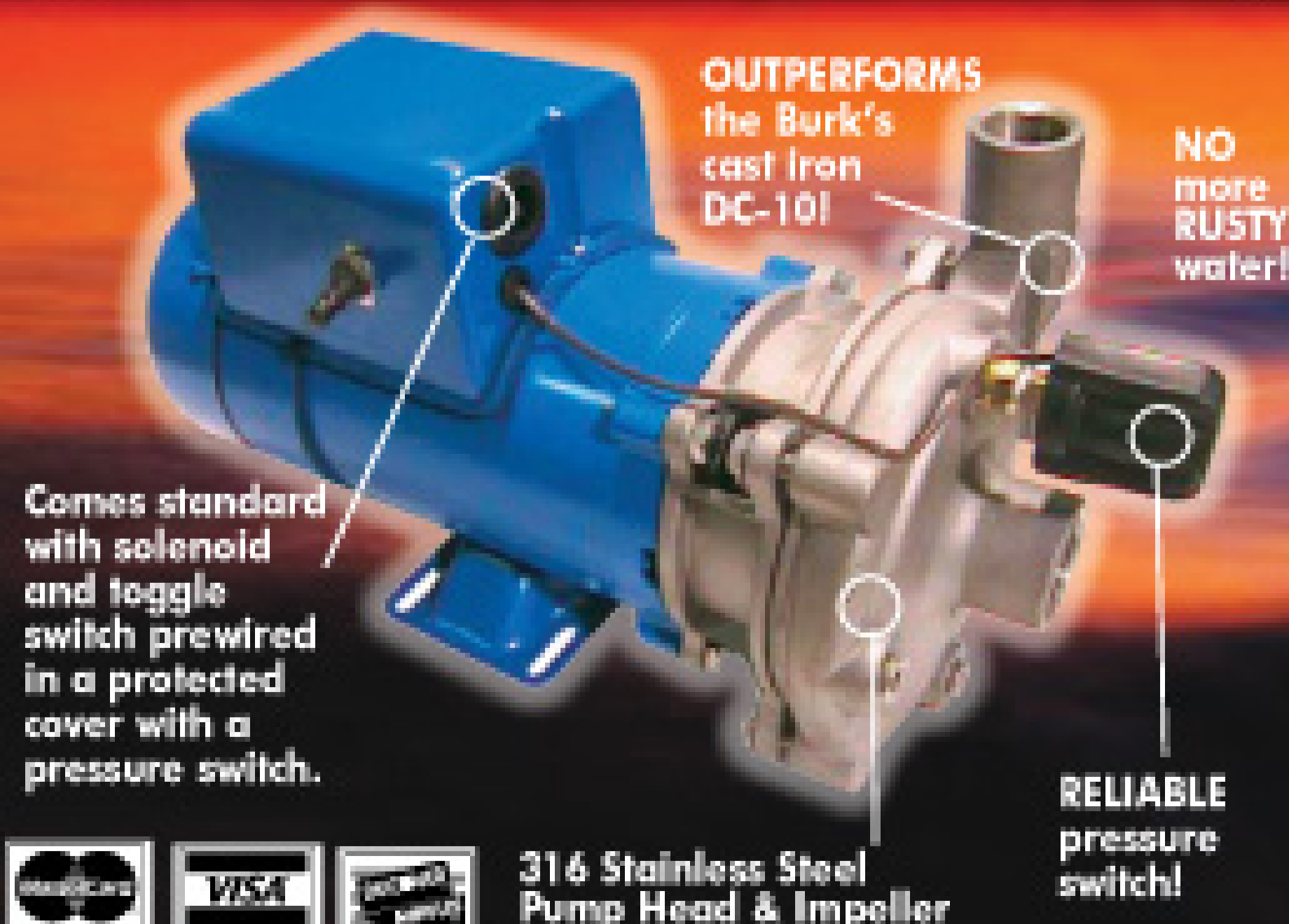


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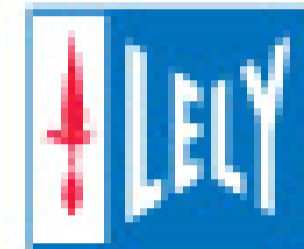
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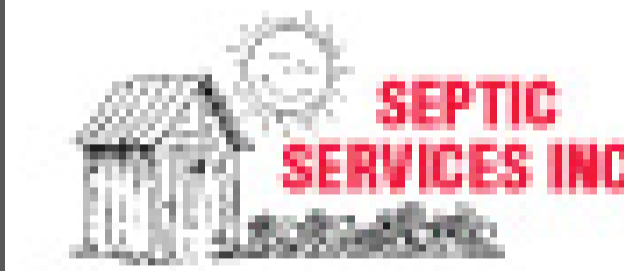
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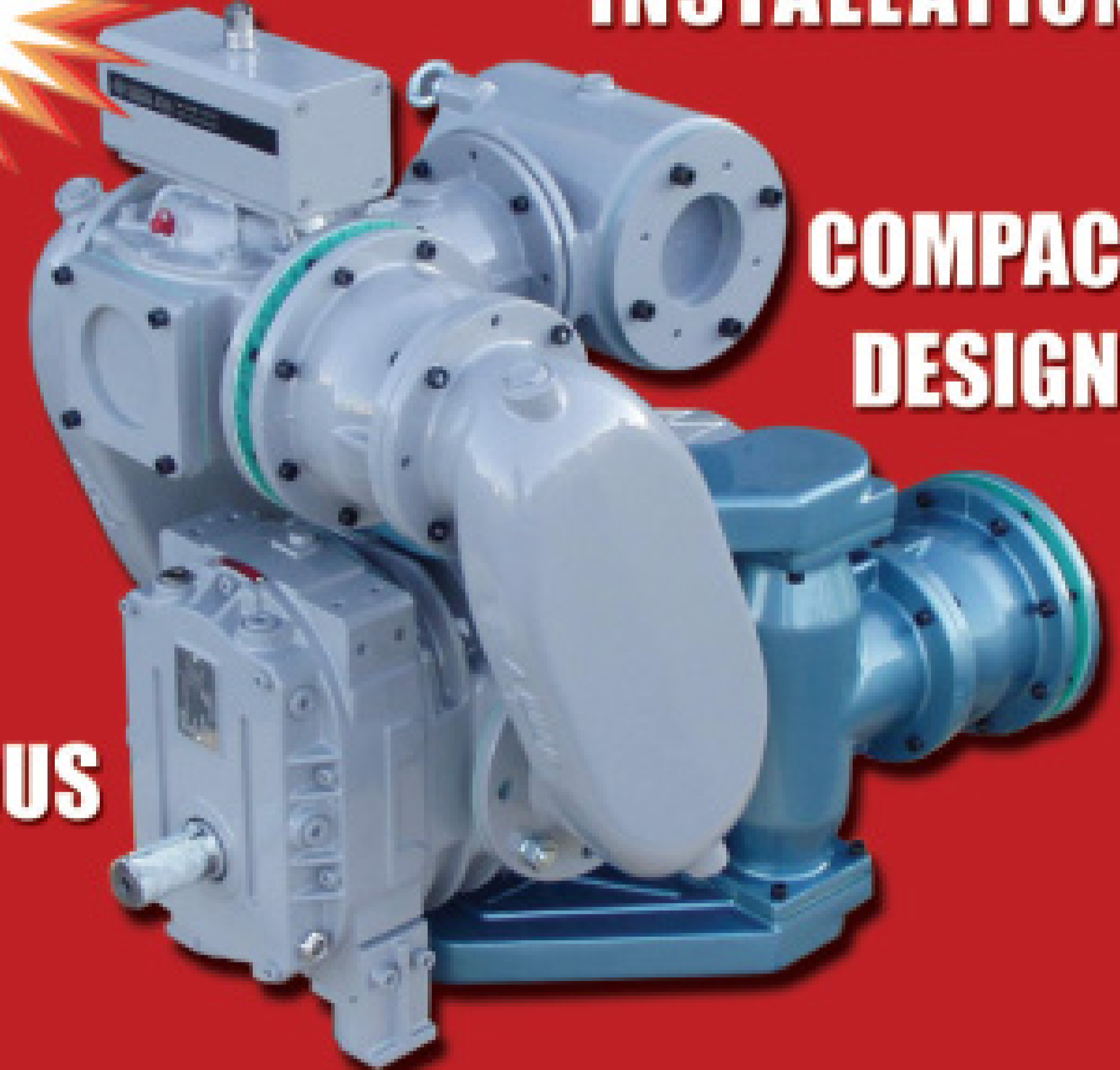
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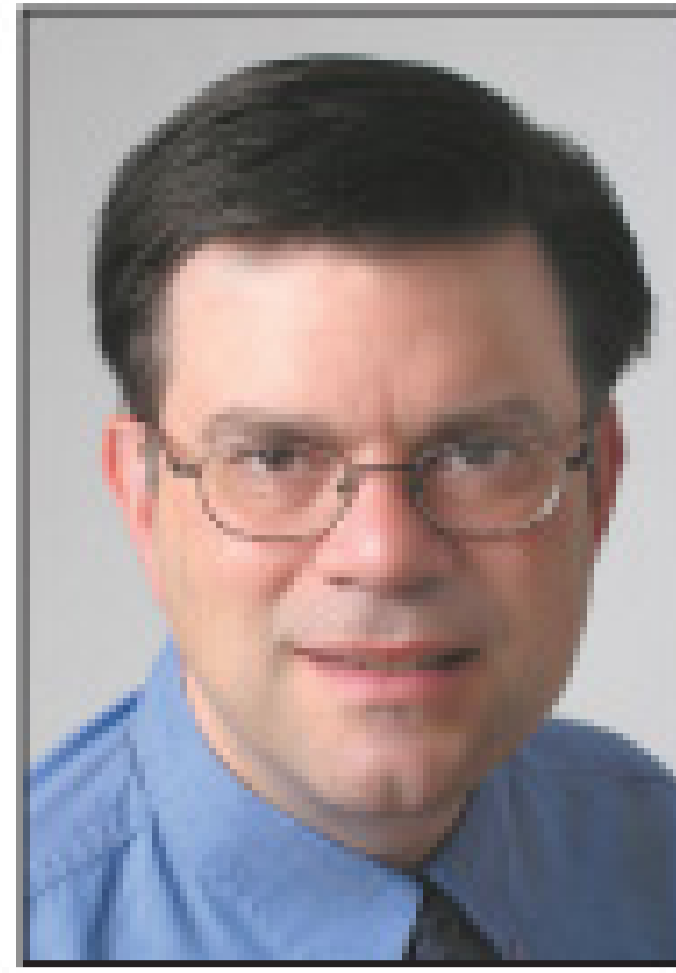
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Who Wins Auto vs. Manual Shift Debate at Your House?

By Jim Kneiszel, Editor



Recently my nuts and bolts discussion with pumper Greg Posch, owner of Tri-County Septic in Holdingford, Minn., turned to the automatic versus manual transmission debate.

Posch, featured in this issue ("Man of Steel"), was once a die-hard gear shifter who would never consider a truck with auto shift. In buying and rebuilding vacuum trucks over two decades, Posch wouldn't take a second glance at an automatic truck, no matter how clean its condition, how low its miles or how tempting its price.

That all changed when he bought a used Ford L8000 a few years ago, choosing the great deal despite the truck's automatic transmission. After working with the service rig during 2007, Posch's attitude about auto transmissions has shifted 180 degrees. Now he wouldn't buy anything else.

"I know they say you can lose the MPGs, but it's just so much nicer to drive," he says in a series of truck buying and building tips collected inside this issue. "Backing into yards, you can ease in there nice and slow and take your time."

The auto versus manual debate hits home with me, though not because I drive a big truck every day for my job. The closest experience I've had to Posch's daily ride was driving a moving truck with auto and one-ton pickups with stick shift. But auto versus stick is a frequent spousal debate at my home, as I assume it is in many homes where, typically, the man wants the stick and the woman wants the auto.

Interestingly, the issues are much the same whether you're talking about a truck with a 3,300-gallon waste tank or a 2,000-pound car. The argument comes down to mileage, reliability and convenience. If I say a stick shift would give us a few extra miles per gallon and would outlive an expensive automatic transmission in our family car, my wife thinks I'm silly and asks for proof.

Proof is hard to come by. When I look back at all the modern-day automobiles I've owned since the 1970s, I've only had one transmission issue, and that was a clutch going out on a stick Ford truck at 50,000 miles. By contrast, my last two automatic Volvo station wagons went 170,000 miles; one I sold and the other I'm still driving.

How about the miles per gallon issue? Check out mileage comparisons at www.fueleconomy.gov. For 2007, a Chevrolet Silverado with a 6-cylinder engine is rated to get 16 city/21 highway MPGs, while the manual transmission model is rated at 16/23 MPGs. The government fuel economy guide estimates the manual transmission will save \$170 annually on average. A 2007 six-cylinder Honda Accord with auto is rated at 18/26, while the stick shift version is rated at 18/27, with an annual fuel cost that's a draw between the two transmissions.

According to the Web site, other advanced technologies bring greater fuel savings than a standard transmission. They include variable valve timing and lift, cylinder deactivation and direct fuel injection. And in gearing technologies, thrifty new continuously variable and automatic manual transmissions have seemed to render the debate obsolete.

In the end, my wife — and perhaps the wives of many other manual transmission fans in the pumper world — argues for the convenience of an automatic transmission. And she always wins this one. ■

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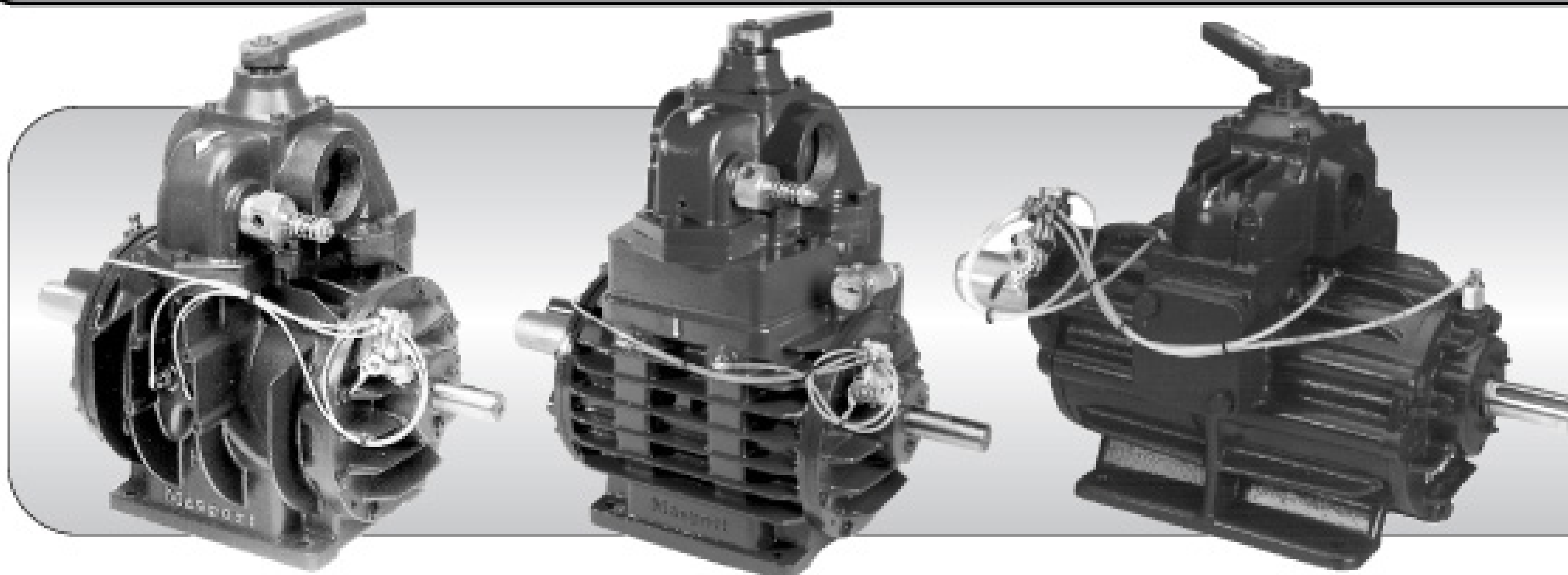


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Corralling Insurance Costs

Higher deductibles, safety programs and security measures help control rising business insurance costs

By David Wall

I am sure you have noticed insurance rates going through the roof for portable restroom operators over the last three years. A lot of explanations have been circulating to explain why this is happening. Rumors have said it was due to the expense of insuring against terrorist attacks since 9/11. Others have guessed it was a result of unusual weather patterns that have brought more hurricanes to the South as well as mudslides and wildfires in the West. While these occurrences have certainly had a minor effect, the biggest reason for rate increases was much simpler.

According to Mark Herring of Heffernan Insurance Group, rates have been going up because insurance companies lose money when the stock market takes a nosedive. To see why a dropping market drives rates up, you have to understand how the insurance business works.

Insurance companies collect premiums from customers all over the country, but they don't just hold this money waiting to pay claims. They invest it widely, in bonds, stocks, real estate, etc. When not paying claims, the money grows. That growth is what fuels their profits. During the late 1990s, when investments were achieving double-digit growth, insurance companies were so profitable they actually provided insurance coverage at less than their own cost to keep the premiums coming in to fuel their investments.

However, after the stock market tanked and interest rates on bonds dropped to near record

lows, insurers were forced to raise rates to recoup double-digit losses in their investments. What's more, since their investments were losing, they couldn't offer insurance below cost and needed to raise rates to profitable levels. Natural disasters and terrorists haven't helped the matter, but the driving force on rates has been a stock market decline.

Of course, this good news doesn't help pay the bills today. So, we asked Herring what companies can do to keep rates under control during good and bad times. Here's his advice:

RAISE YOUR DEDUCTIBLE AND PLAN TO PAY AFFORDABLE LOSSES

"The number one thing you can do is to raise your deductible. The fender benders, equipment damage, and petty theft that happen in all businesses are better paid out of pocket," Herring says.

"I advise my clients that if they really want to lower their premiums and keep them low, they should consider a \$5,000 deductible and think twice before filing a claim."

Why should you carry insurance if you are not going to use it? Obviously, it will be there when you really need it to save your business if an employee is seriously injured on the job, if a truck is totaled, if a tornado, fire, or hurricane destroys your building or wipes out your fleet, or if you get hit by a lawsuit — frivolous or otherwise.

Paying the affordable losses yourself accomplishes several positive things: It keeps insurance rates as low as possible for

your business. It gives you a tax write-off, since losses are fully deductible. It forces you to think hard about minimizing losses since they come out of your pocket.

MINIMIZE YOUR COMPANY'S LOSSES

Accidents happen. However, a carefree attitude isn't good for your business or your insurance rates. There are several things you can do to reduce your business insurance claims, including:

- Lock down equipment at night to prevent theft. Bolt locks should be used on all doors. Hitch locks should be used on rolling assets like flatbed trailers.
- Put break-in alarms and fire alarms in buildings.
- Ask customers to sign damage waivers to help defray the costs of damage done on the job.
- Try to hire only employees with safe driving records.
- Create disincentives for speeding or driving without seat belts, such as work suspensions for traffic tickets.
- Award safety bonuses to drivers who go a year without an accident.

David Wall is northwest area manager for PolyJohn Enterprises of Whiting, Ind. He can be reached at david.wall@polyjohn.com



- Don't skimp on truck maintenance, especially brakes and tires.

- Train new drivers thoroughly so they are skilled in driving with large fluid tanks.

- Spend extra time teaching about the danger of rollovers, and stopping on slippery pavement.

- Encourage drivers to pull over when using cell phones or radios.

- Require rubber gloves and non-skid boots.

- Encourage drivers to use antiseptic hand cleaner in their trucks.

- Provide training in the proper handling of all hazardous materials including tank deodorizers, methanol and untreated sewage spills.

- Start a safety program that includes lessons in proper lifting techniques, how and when to use hardhats, how to avoid falls and injuries from falling equipment.

The next time you shop for business insurance get at least three quotes, and look for insurers who know the specifics of your business. You don't want to end up insuring a "dump" truck, when you said "pump" truck. ■

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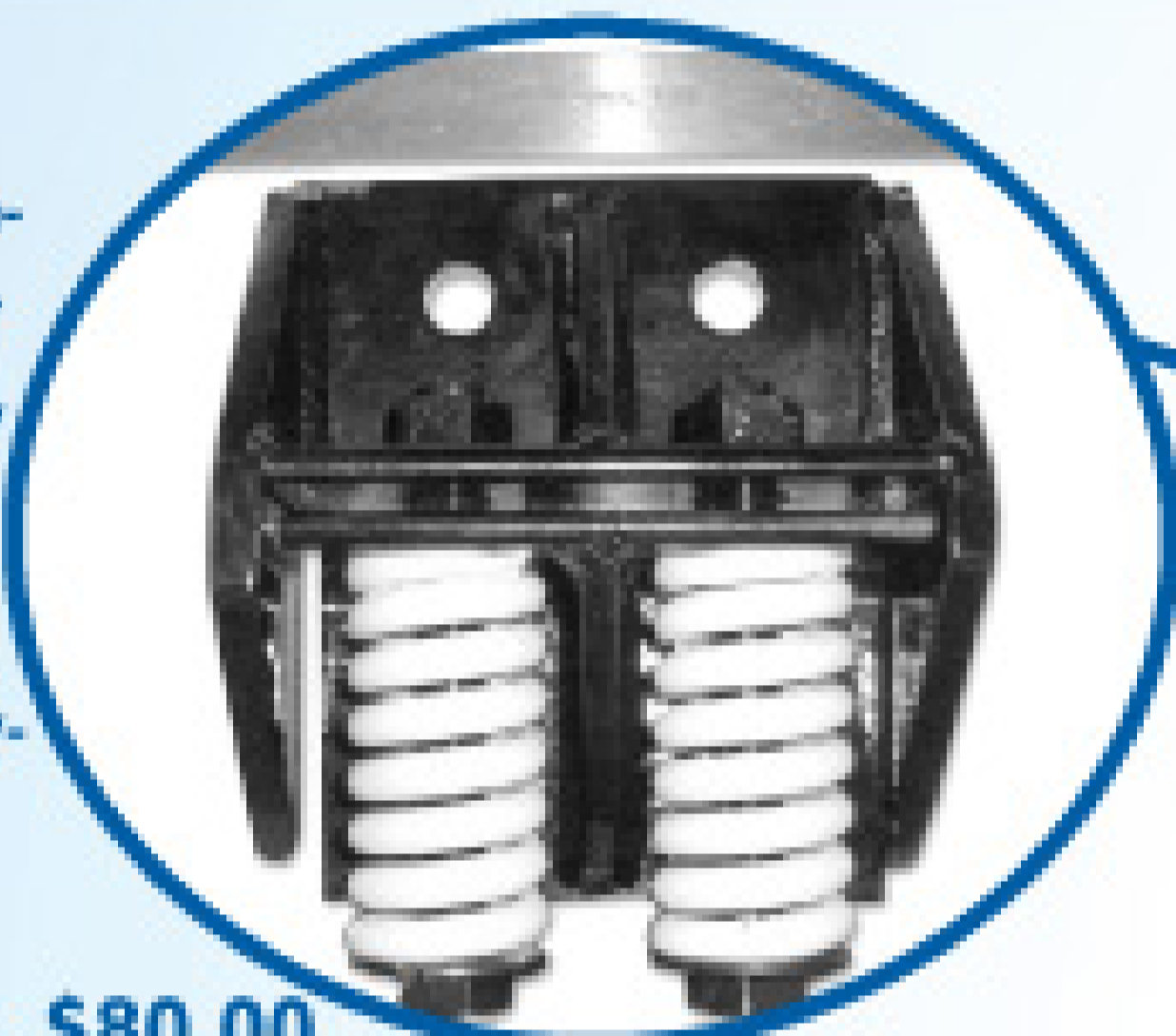
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Ralph Rogers

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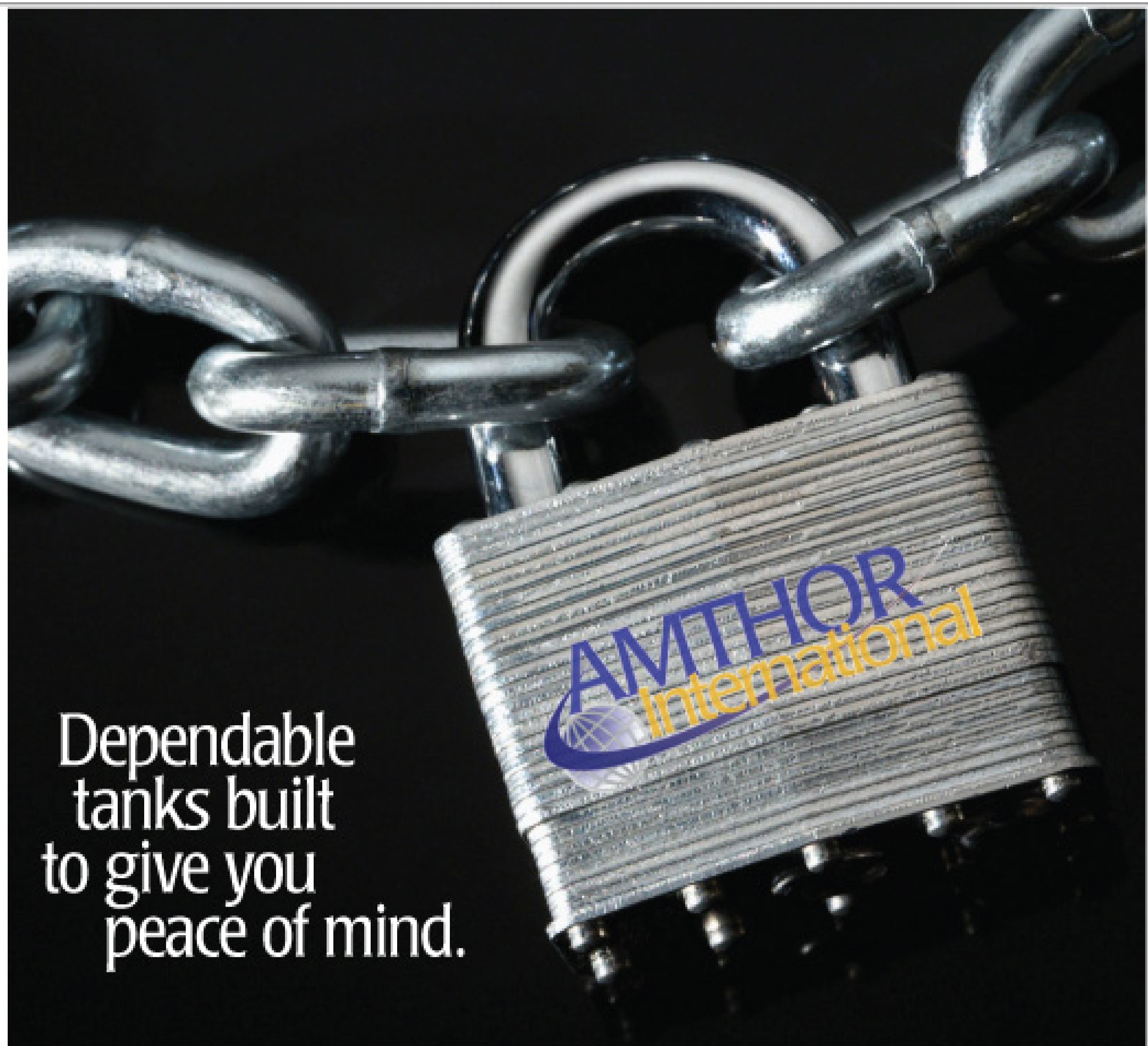
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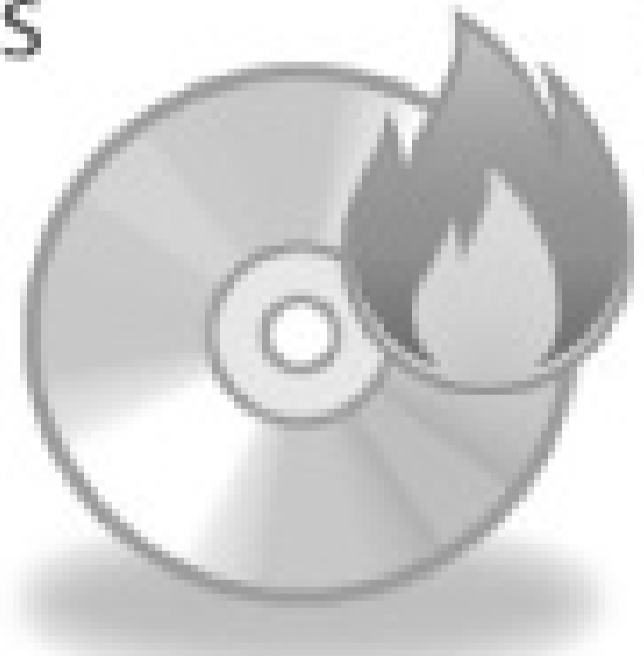
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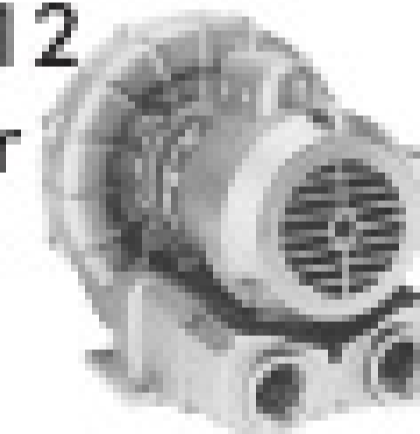


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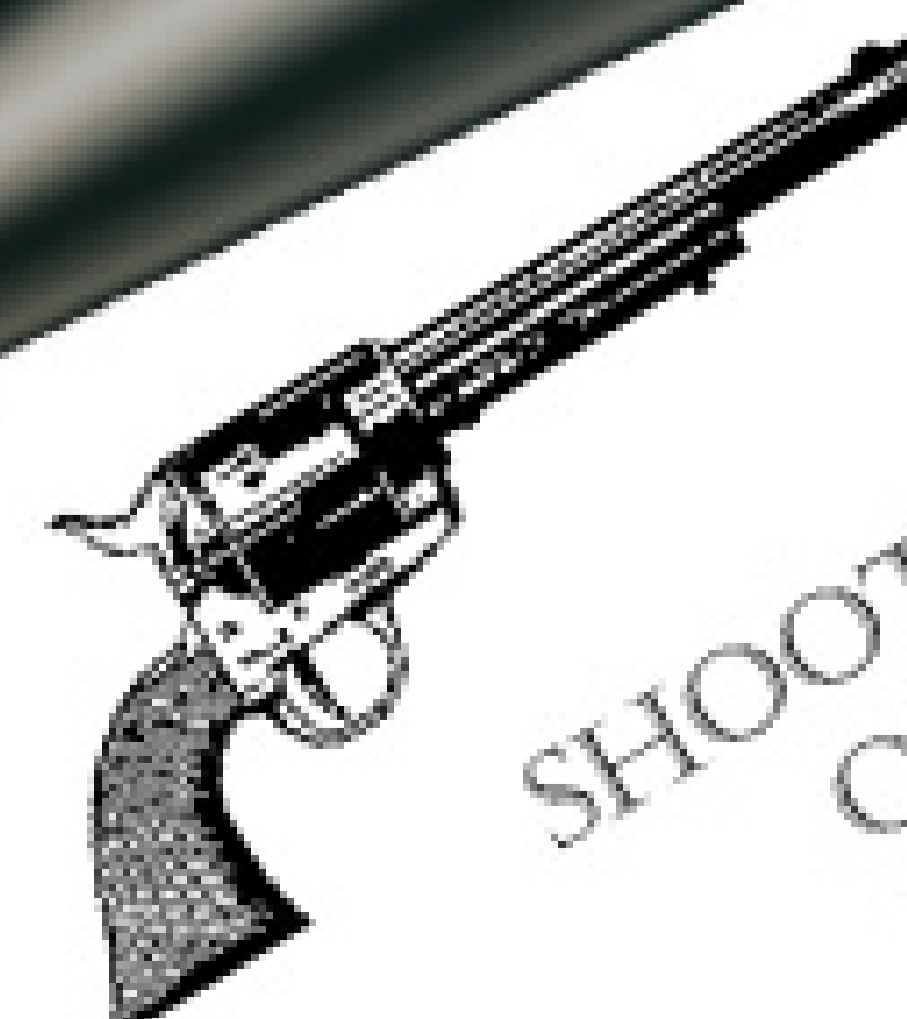


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Long-Delayed California Rules are Back on Track

By Doug Day

California continues to move toward implementation of long-delayed onsite wastewater rules. The regulations are driven by Assembly Bill 885, passed in 2000 to establish a process for developing standard, statewide performance standards for onsite systems.

The original deadline for the regulations was Jan. 1, 2004. Budget cuts and controversy have delayed the work. The State Water Resources Control Board published the following schedule leading up to full implementation in November.

- Dec. 1-Feb. 15: Draft responses to public comments.
- Feb. 15-April 1: Final comment period followed by adoption.

- April 1-May 1: Record review by Office of Administrative Law.
- May 1: Rule becomes effective.
- November: Implementation.

ALABAMA

The Alabama Onsite Wastewater Board has adopted changes to onsite treatment regulations. The changes include record-keeping requirements affecting both tank manufacturers and pumping contractors. A copy of the new regulations is available from the Bureau of Environmental Services at 334/206-5373.

There has also been a change in the licensing requirement for

septic tank manufacturers, installers, and maintenance companies that allows them to meet the licensing requirements by hiring a licensed subcontractor. A copy of those new rules is available by calling 888/737-2162.

FLORIDA

The state Department of Environmental Protection's updated fee structure took effect last September. The largest increase is for an application to use an "innovative product." That fee increased from \$500 to \$2,500.

"Innovative system" means an onsite sewage treatment and disposal system that, in whole or in part, employs materials, devices, or techniques that are novel or unique and that have not been successfully field-tested under sound scientific and engineering principles under climatic and soil conditions found in Florida.

The application fee for a plan review or construction permit for a new system increased from \$50 to \$100, while the cost for an amendment to an operating permit was reduced from \$75 to \$50. The cost of variances increased from \$150 to \$200 for single-family homes, and from \$200 to \$300 for multi-family and commercial buildings.

ILLINOIS

The state Department of Public Works is proposing changes to the rules governing maintenance and inspection of private sewage disposal systems. The new rules were published last November for public comment and can be found at www.idph.state.il.us/rulesregs/

"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.

proposedrules.htm.

The changes affect many sections of the regulations, including requiring suitable soils for subsurface seepage systems and clarifying the department's ability to approve technology tested by other government agencies. The rules update the requirements for contractors, spell out consequences for failing to attend examinations, and address many design criteria such as the sizing of chambers, sample ports and reduction trenches.

MINNESOTA

The Minnesota Pollution Control Agency has published final language for new rules governing subsurface sewage treatment systems, or SSTS. The rules were scheduled to take effect on Feb. 19. The changes can be seen on the agency's Web site at www.pca.state.mn.us/programs/ists/index.html.

In addition, the state has formed an SSTS Licensing Stakeholder Task Force to develop clear guidelines for licensing qualifications. The state legislature called for the task force to report back by Feb. 15.

The group is looking at "professional qualifications and appropriate licensure for design, inspection, and operation and maintenance of sewage treatment systems less than 10,000 gallons of wastewater flow per day," according to the group's Scope Statement. More information is available at www.pca.state.mn.us/programs/ists/news.html. ■

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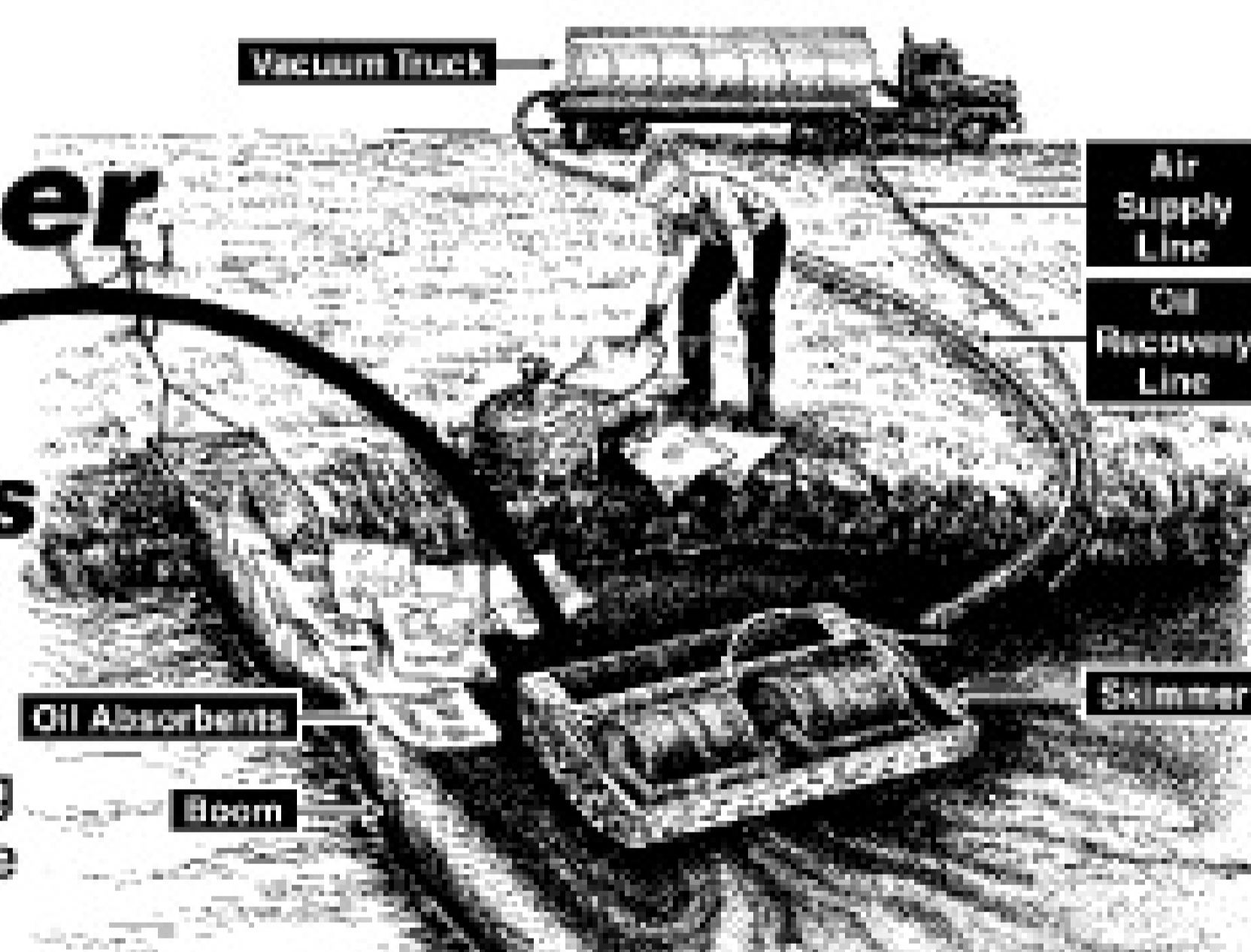
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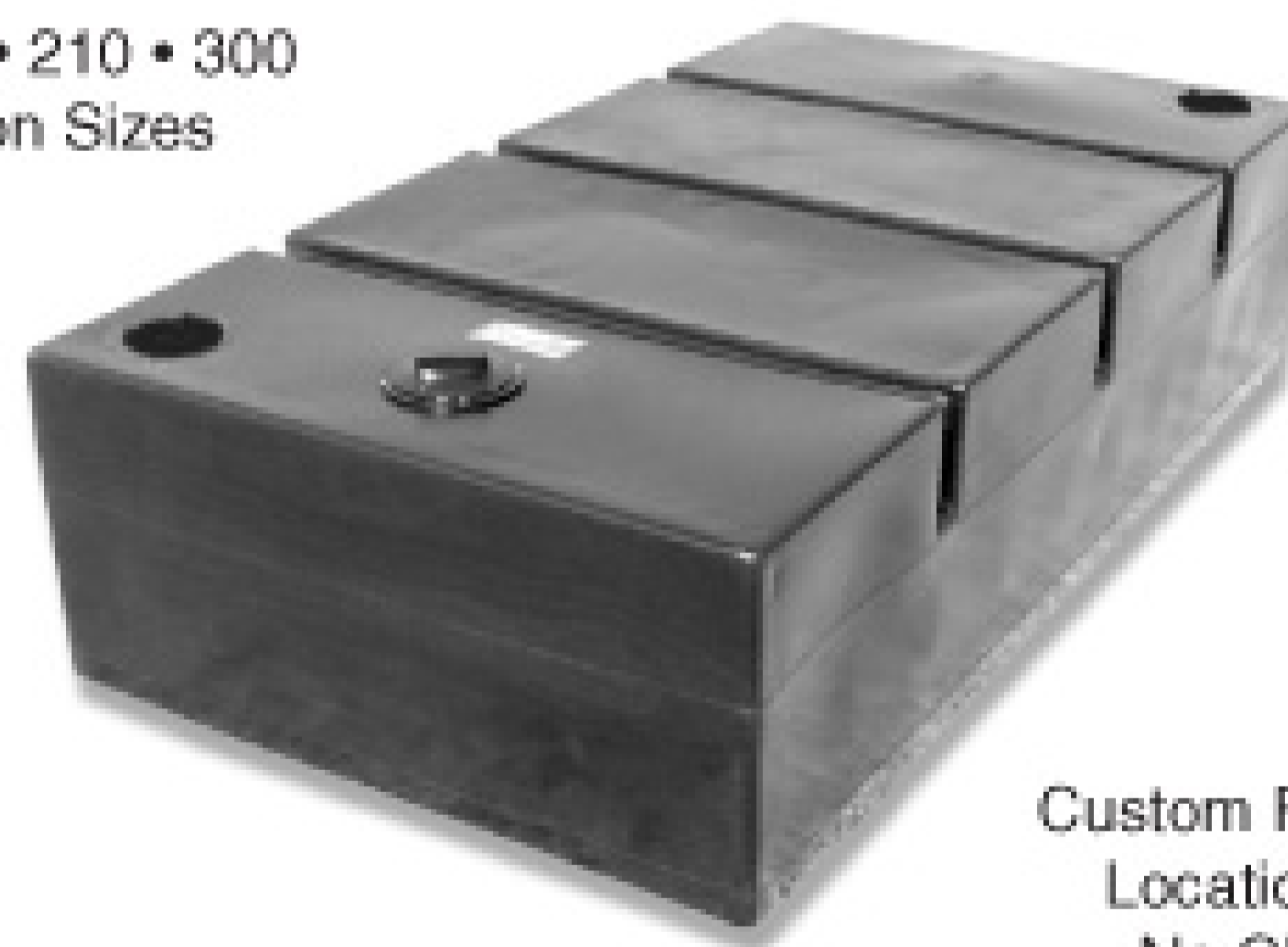


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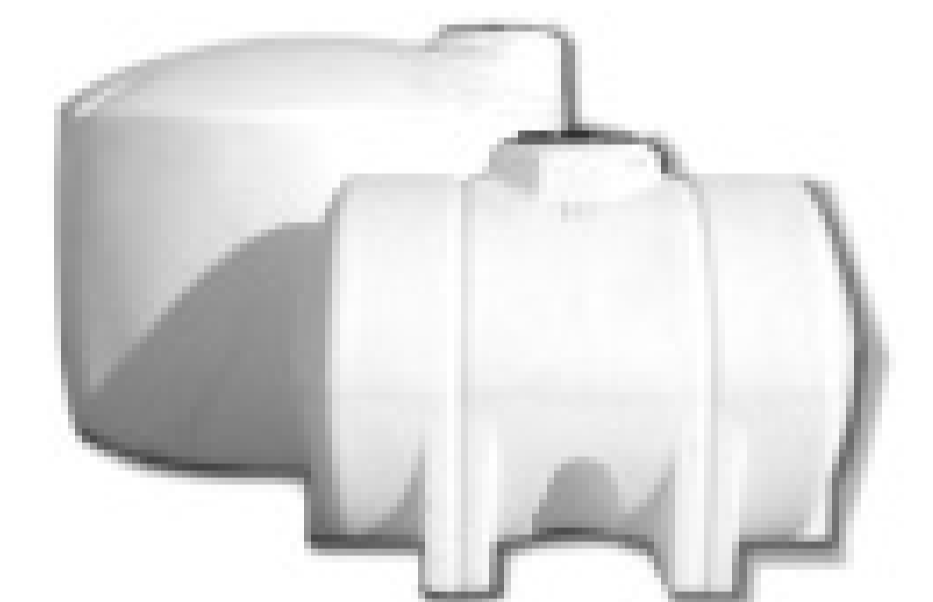
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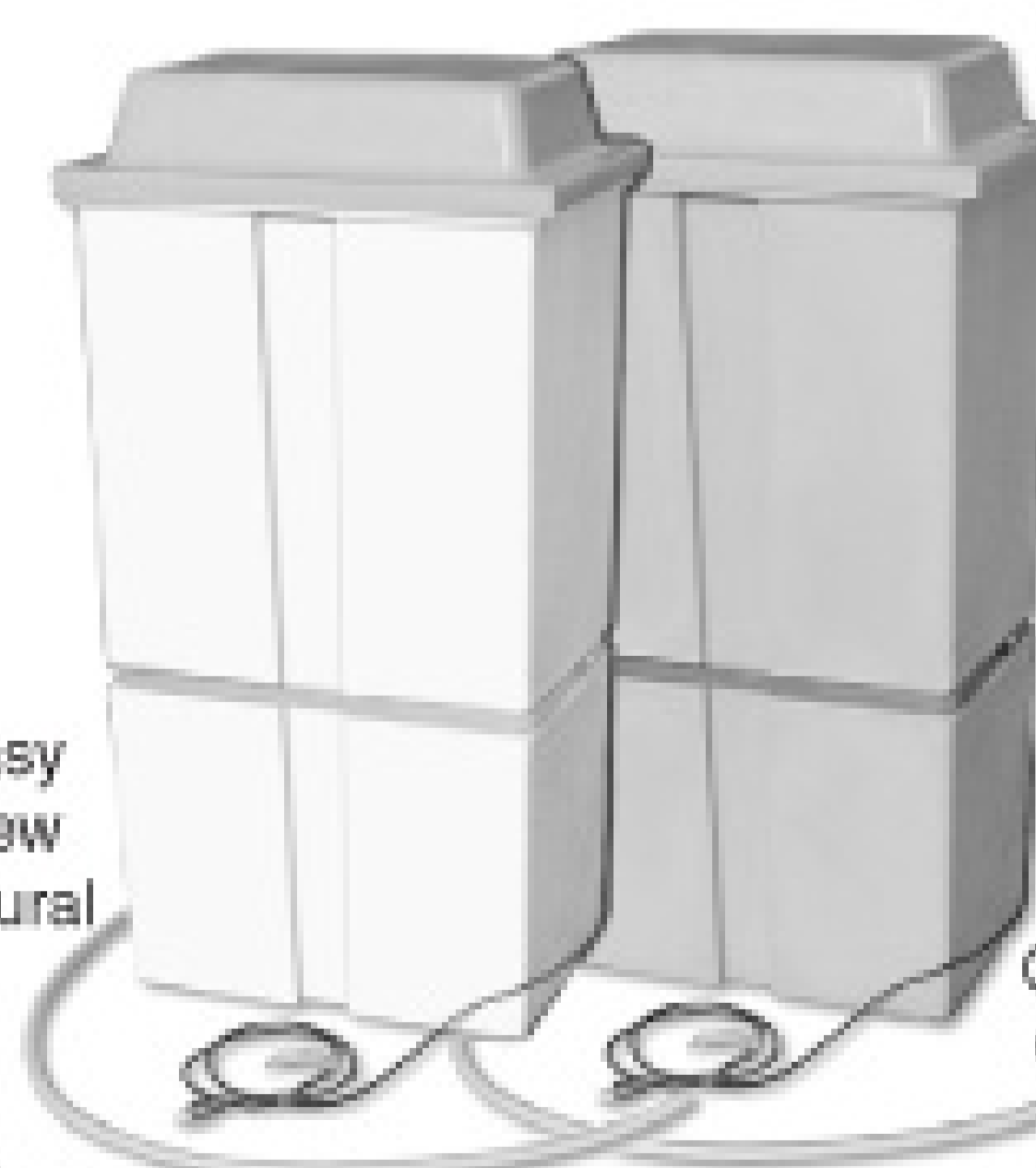


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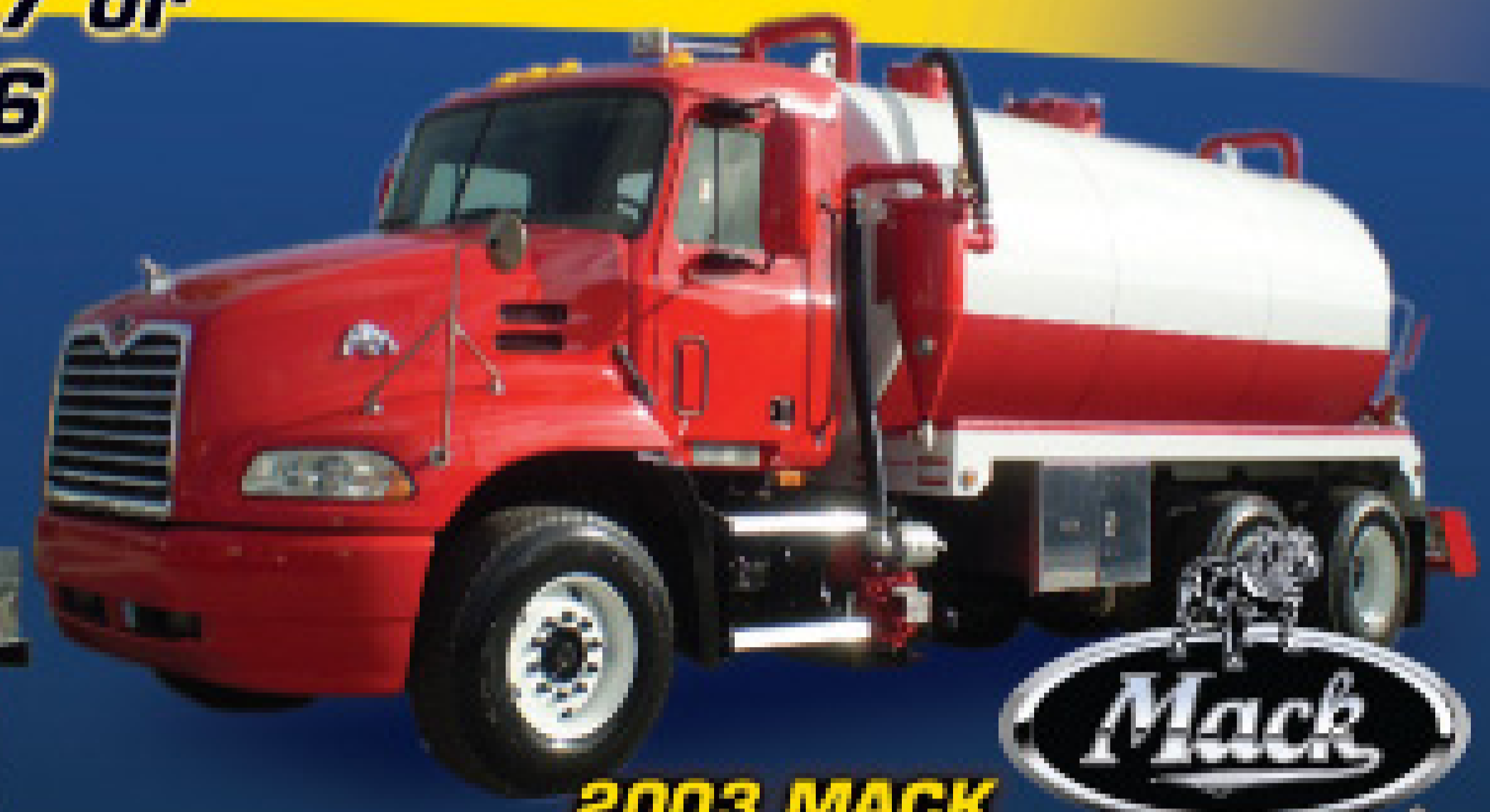
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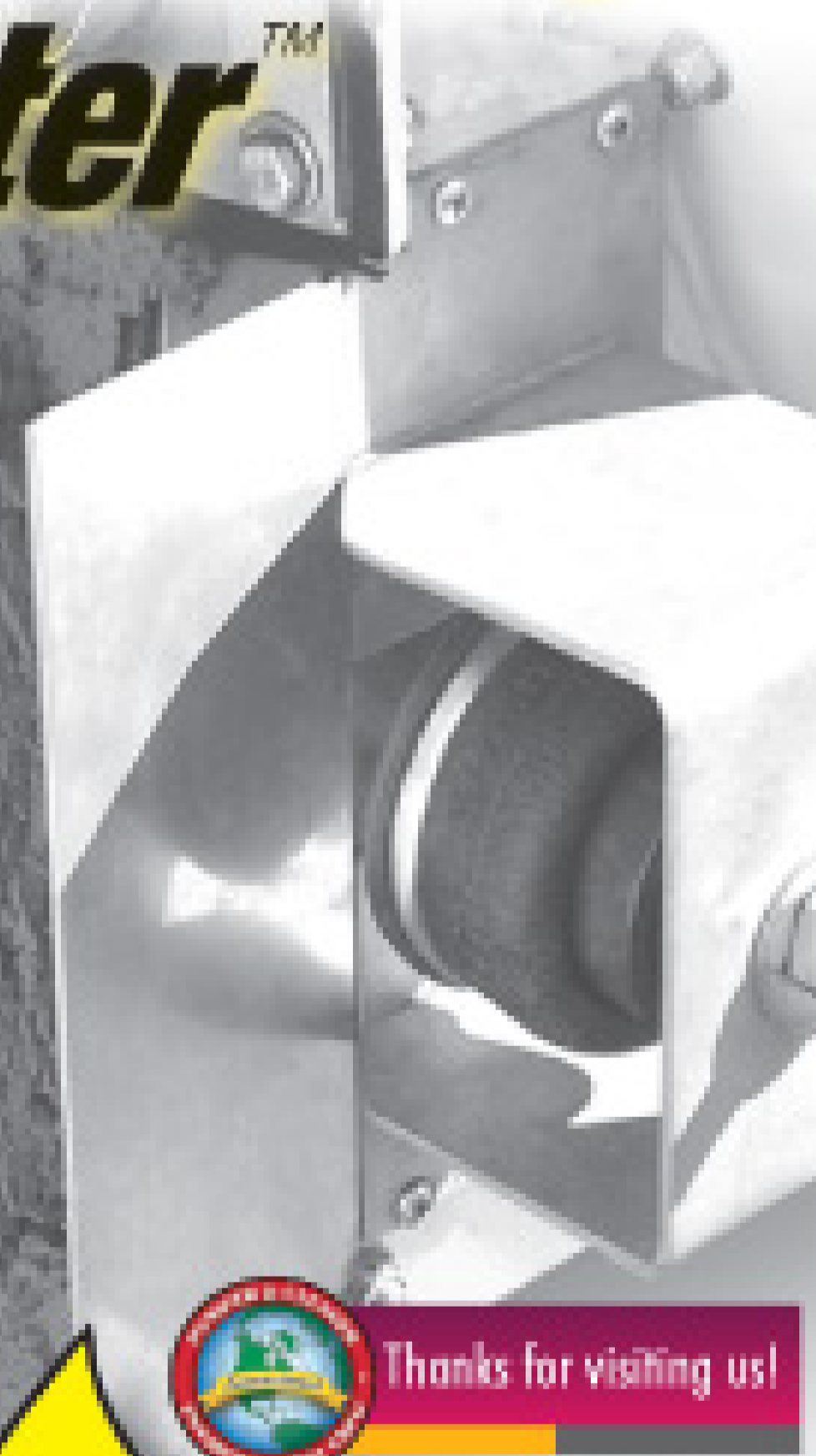
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COVER STORY

MAN OF STEEL

Metalworking Minnesota contractor shares his truck-building and maintenance tips

By Jim Kneisz

Greg Posch is as comfortable with a welding torch as he is with a vacuum hose. Here he reinforces the receiver hitch on an Isuzu vacuum truck. (Photos courtesy of Tri-County Septic)

Running a pumping, portable sanitation and septic system installation business in the heart of Minnesota, Greg Posch has a lot of downtime between Christmas and the spring thaw. On most days during the frigid winter, Posch trades the pumping wand for a welding torch.

The seasonal workload at Posch's family business, Tri-County Septic LLC in Holdingford, Minn., has been well established since he put his first vacuum truck on the road 21 years ago.

In the summer, Posch, 52, and his son, Keith, pump about 1,000 tanks, usually residential and often involving onsite systems and holding tanks at vacation lake properties. They keep a small inventory of

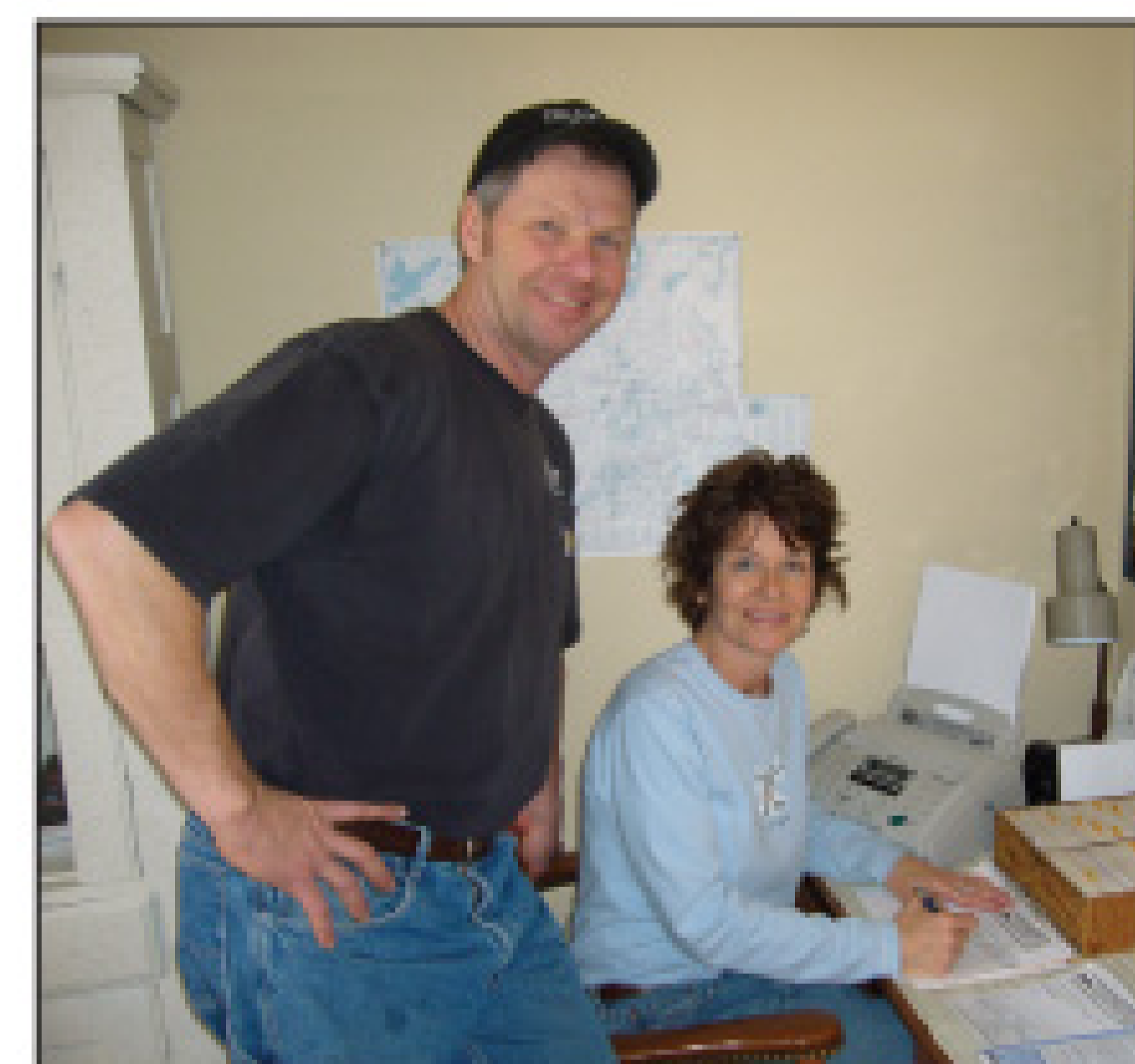


Posch checks the oil in his refurbished septic vacuum truck in the Tri-County Septic workshop.

portable restrooms, usually in use on construction sites and the occasional special event when the weather is nice. And last year they started squeezing in a few onsite system installations each year, as Keith became a licensed installer.

But in the winter, when service calls slack off beginning in December, Greg Posch trades one passion — pumping and providing customer service — for another — building vacuum trucks.

Greg and Jenny Posch work out of their home office. Jenny handles the books for the family business that's based in central Minnesota.



Profile

Tri-County Septic LLC
Holdingford, Minn.



Owner:	Greg Posch
Founded:	1987
Employees:	2.5
Service area:	30-mile radius of Holdingford
Specialties:	Residential and commercial pumping, portable sanitation and onsite system installation

Before



Above, the 1988 Ford L8000 when it still carried its municipal vac truck colors before Posch transformed it into a pump truck. At right, Greg and Keith Posch next to the refurbished rig.

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After



BUILDING FROM SCRATCH

Posch has the perfect background for building his own service vehicles. He learned welding in high school, then ran his own body shop for a decade before grabbing his first vacuum hose. He’s built all seven of his main vacuum trucks, the latest being a three-year project to transform a lightly-used L8000 Ford municipal vac truck with a hoist dump into a no-nonsense liquid waste hauler that serves his business well, cleaning tanks within a 30-mile radius around his hometown near St. Cloud, Minn.

“It’s pretty easy to put a truck together when you can paint and weld and cut and have a shop to put it all together,” says Posch. “Building from scratch takes a lot of time, but I enjoy doing it and I know when I get done that I’ll have what I want.”

In addition to building his trucks, Posch does as much maintenance as he can. That includes oil changes and engine and brake work. It’s all performed in his 40- by 80-foot shop located on his family farm of 80

acres. The shop is split into two 40- by 40-foot sides, one unheated for storage and one heated and outfitted for serious mechanical work. The shop is stocked with welders, grinders, torches and a hoist to handle tanks and engines. A friend with a bender and shearer helps Posch out with stainless steel, which the pumper prefers to utilize wherever possible to make trucks that last a long time and don’t need repainting due to rust.

The Posch family runs the business out of a home office at their farm, where they also land-apply septage and grow cash crops. About 10 years ago, Posch dipped his toe into portable sanitation, adding 20 Satellite Industries Inc. Tufway restrooms that are in constant use in the summer. They run a 1995 Isuzu pumper with an 800-gallon (600 waste/200 freshwater) tank for the portables.



Keith Posch is shown on a winter residential septic pumping run. Above, he pulls the cap and attaches the vac hose. At right, he battles cold temps to pump the tank. At top right, Keith discusses the pumping job with the customer. Heavy snow cover usually does a good job of insulating onsite systems from a frigid winter climate.



Greg and Keith Posch wash the refurbished truck regularly to maintain the glossy safety purple paint job.



Father and son pump 2-3 septic tanks daily in the summer, a number that rises to 6-8 in the fall as cottage owners call for holding tank cleanings. Jenny Posch, Greg's wife, does the bookkeeping and billing.

IDEAS FROM EXPO

Posch bought the Ford for \$12,000, removed and sold the vac unit, shortened the wheelbase, cut the frame and slid the axles forward to fit the 3,300-gallon tank. A nearby subcontractor cut the drive shaft to fit the new truck and Posch assembled the PTO. He added heated valves to keep the truck functional in cold weather, as winter sometimes brings emergency calls. He painted the tank safety purple for good visibility.

Tri-County usually keeps its vacuum trucks about a decade, selling them in good working order with less than

250,000 miles on the units. Keeping them garaged and clean, they remain on the



Keeping up on routine maintenance helps Greg Posch keep his trucks on the road for years.

TALKIN' TRUCKS

10 tips from pumper Greg Posch for shopping for and maintaining your next service vehicle

1 Keep moisture trap down low

A long time ago, Posch noticed truck builders who located the secondary moisture trap and associated piping down low, where they weren't a focal point when you looked at the truck. In his own trucks, he started running the pipe through the center of the tank to place the trap below the skirting for a cleaner look and to keep the trap from catching tree branches in tight service areas.

2 Add full skirt bumper

If you want the cleanest look at the rear of the truck, Posch recommends adding a full back plate skirt that flares around the side. In his trucks, a beefier rear skirt hides the hoses running to heated valves and protects the truck from winter slop kicked up by the rear tires.

3 Make it stainless

If you can afford a stainless-steel skirt, toolbox or hose tray, buy it. Although the cost of stainless-steel components is higher, they provide more carefree service over the life of the truck, Posch contends. "I know it's kind of spendy, but you'll come out ahead," he says. "On my last truck, I repainted the painted bumper three to five times in 10 years and it never looked that good. A stainless bumper will always look good."

Stainless skirts, mud flaps and other parts won't corrode, so they'll look as good when you sell the truck as when you added them. Because it won't corrode, Posch says you can use a lighter grade of stainless over mild steel components. And because stainless bolts won't rust, it'll always be easier to remove them if you need to. "There's nothing worse than rust going down the side of your tank from a rusty bolt," he adds.

4 A fine finish

After running a body shop for many years, Posch has developed a procedure for painting he says produces a good-looking finish that lasts a long time. First off, he sandblasts a steel tank just before painting to knock off any oxidation and create a surface that paint adheres well to. Then he adds two coats of epoxy sealer and three coats of the best polyurethane paint he can buy. He warns that low-grade paint is more likely to dull and chalk over time. His process yields a finish that remains shiny and resists scratching and chipping for 10 years or more.

5 Lower the tank

When he sizes up new trucks at the Pumper & Cleaner Expo, Posch wants to see the vacuum tank placed as low to the frame as possible. A lower tank drops the center of gravity,

distributing the weight better for effective cornering and overall handling capabilities. The lower tank also saves a rig from scratches due to low-lying tree branches.

6 Load 'er up with options

If you're going to order a new truck, spend a little more up front to get driver comfort options like air conditioning, air-ride seats, cruise control and satellite radio or a good stereo. Keep in mind that the nice features end up being a relatively small part of the total price of your next truck. "It'll cost you a little more, but the value will be there when you sell it, too," he says.

7 Go automatic

For most of his life as a pumper, Posch refused to consider a truck with automatic transmission. His latest rig was such a good deal, he bought it despite what he thought was an inferior automatic. Now that he's used to the convenience, he'd never return to a stick shift. "I know they say you can lose the MPG's, but it's just so much nicer to drive," he says. "Backing into yards, you can ease in there nice and slow and take your time." He says the Allison 6-speed auto is smooth and trouble-free.

8 Be militant about routine maintenance

Posch prides himself on keeping a

truck at least 10 years, then still getting a good price when he sells it. Staying on top of maintenance is a big part of that successful pattern. While he doesn't do anything out of the ordinary, he makes sure engine oil is changed every 5,000 miles, the truck is kept greased, stored inside and gets washed regularly.

9 Flush the pump

The Jurop 260 pump on Posch's last service truck was reliable for 10 years and never had to be taken apart. He flushed the unit twice a year with diesel fuel and ran quality non-detergent oil in the pump. Beyond flushing, the key to pump longevity, Posch says, is not running it at high rpms and causing overheating.

10 Buy a welder

While Posch considers many tools to be essential in his shop, he says a good, simple wire-feed welder should be a must-have for any pumper who plans to do any of his own equipment repairs. While he also regularly uses a heliarc TIG (Tungsten Inert Gas) welder, a wire-feed MIG (Metal Inert Gas) welder is inexpensive (roughly \$1,500) and is easy to use. He said the welder could be used to make simple equipment repairs, saving pumpers from subcontracting a lot of work. "I could never get by without one. We use it all the time," he says.



Forks are added to a Bobcat T-180 to load a Satellite Industries Tufway restroom to the back of Tri-County's portable sanitation truck, a 1995 Isuzu with an 800-gallon stainless-steel tank.

road indefinitely. Posch's first rig, a 1974 GMC with a 1,750-gallon tank, is still being used by another contractor.

The recent Ford project also figured into Posch's favorite annual road trip, visiting the Pumper & Cleaner Expo. On his way to the 2007 Expo, Posch stopped at LMT Inc. in Galva, Ill., to have a plain steel barrel welded to two heads he recycled from another tank back home. On the way home from the Expo, he picked up the tank, then prepped it for painting and bolting to the Ford's frame.

"ON MY LAST TRUCK, I REPAINTED THE PAINTED BUMPER THREE TO FIVE TIMES IN 10 YEARS AND IT NEVER LOOKED THAT GOOD. A STAINLESS BUMPER WILL ALWAYS LOOK GOOD."

Greg Posch

Posch says he scours the Expo exhibits every year, looking for tricks and ideas he can implement on his own trucks. He picks the brains of the pros who display trucks and shops for pumps, accessories and other components he'll use on his next rig. The Expo and his own imagination account for many of the convenience features he's adapted to his trucks over the years.

"I get so many ideas when I go down to the show. I picked out the best ideas and put them all on this truck," Posch says. "And I've been building and upgrading trucks for so long, I know where all the wear points are and where I can use stainless steel." ■

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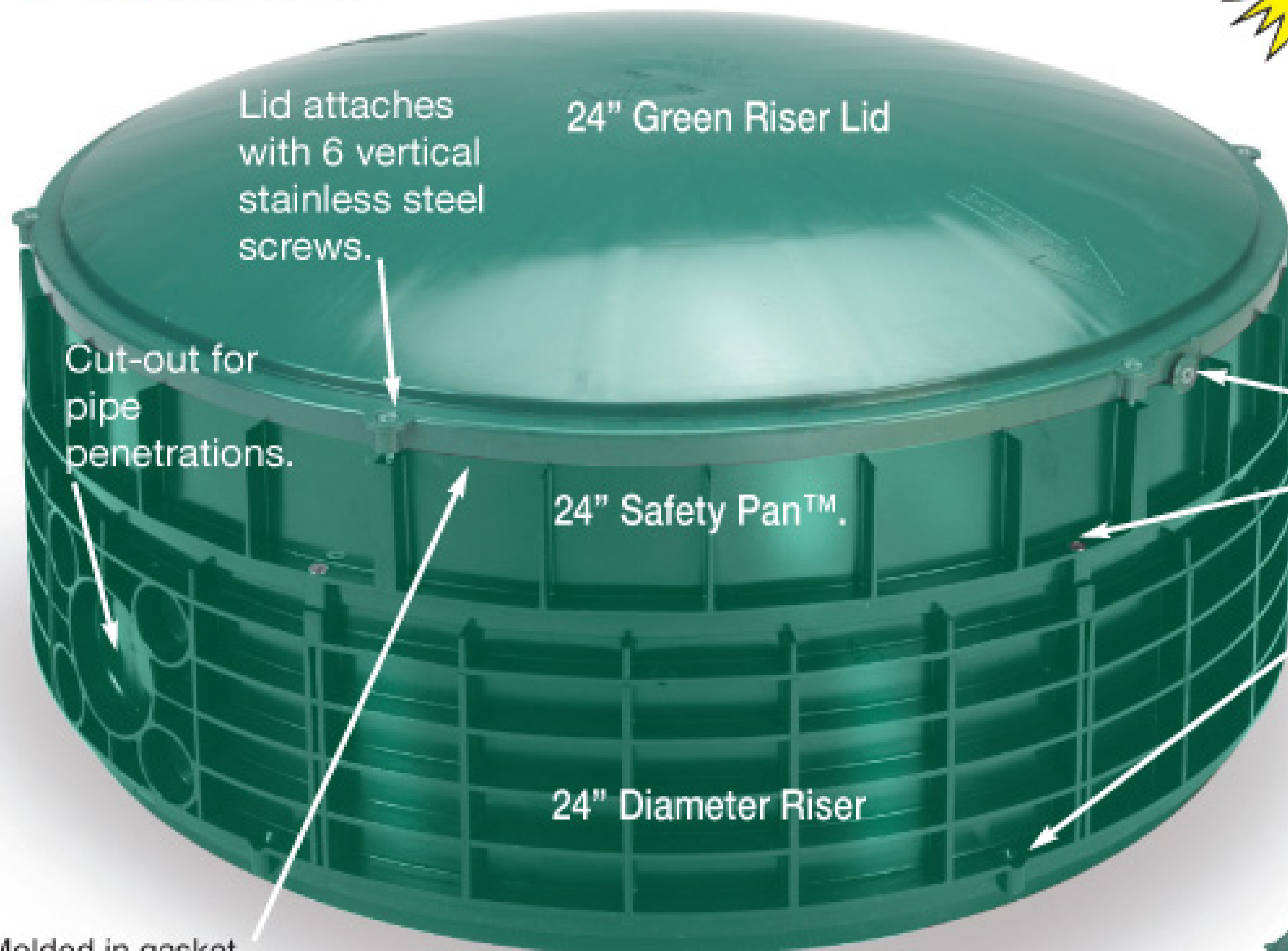
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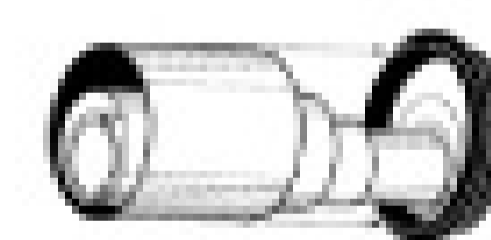
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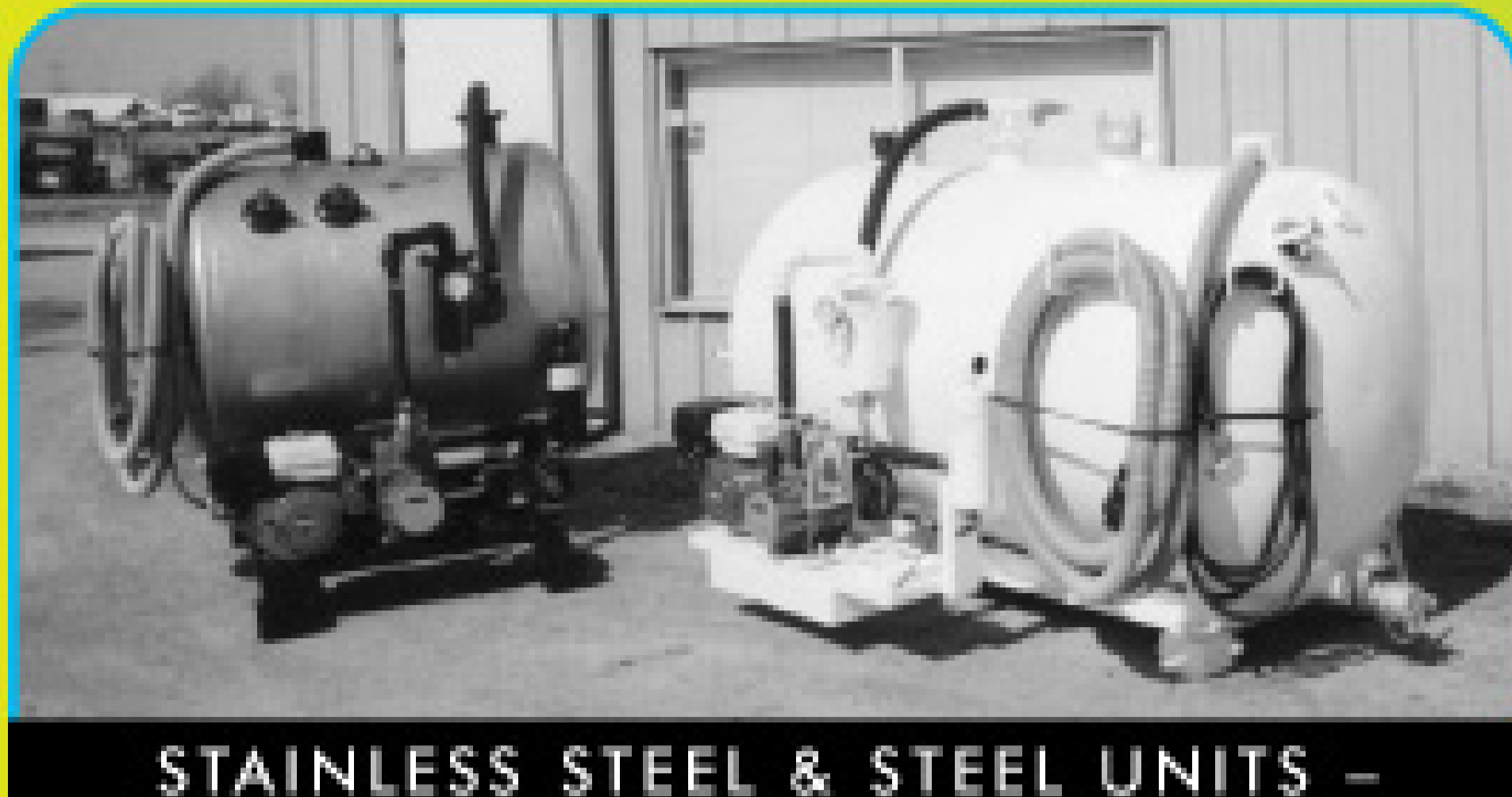
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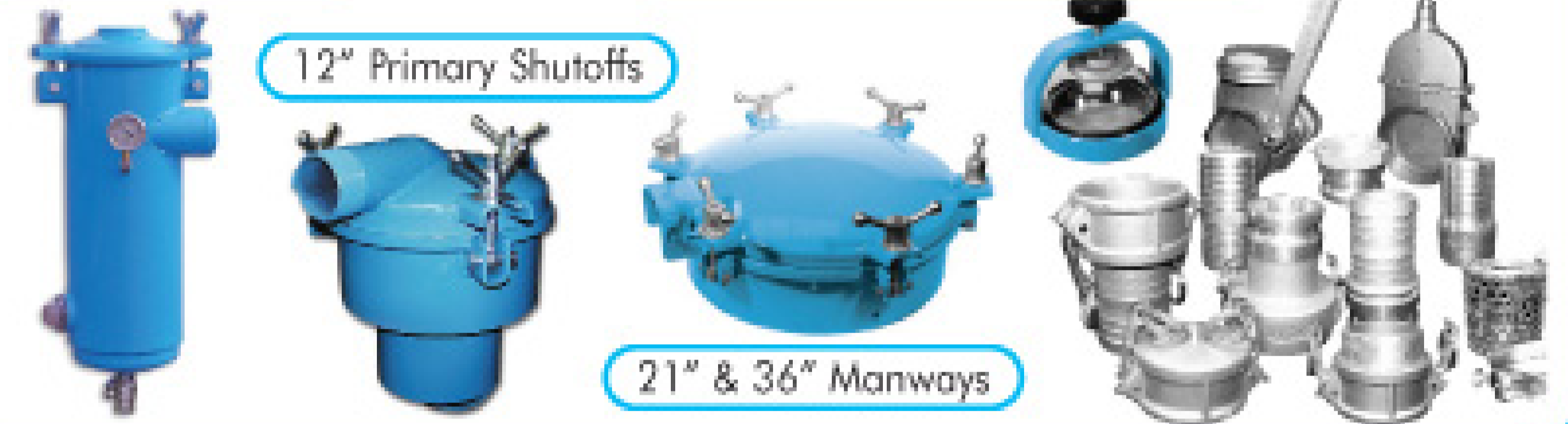
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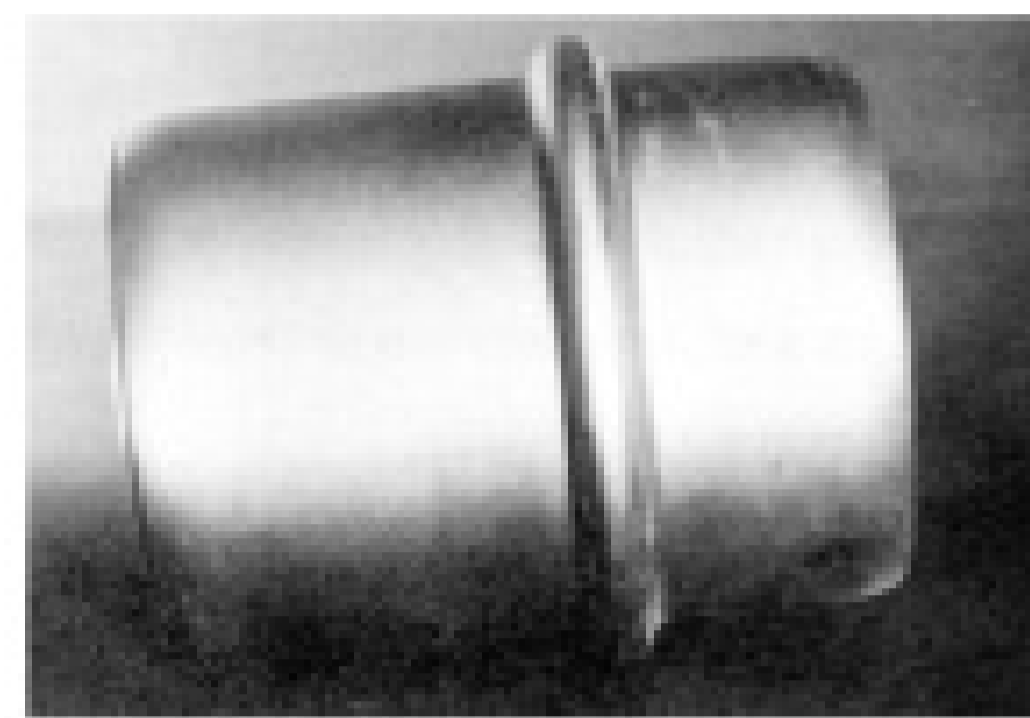


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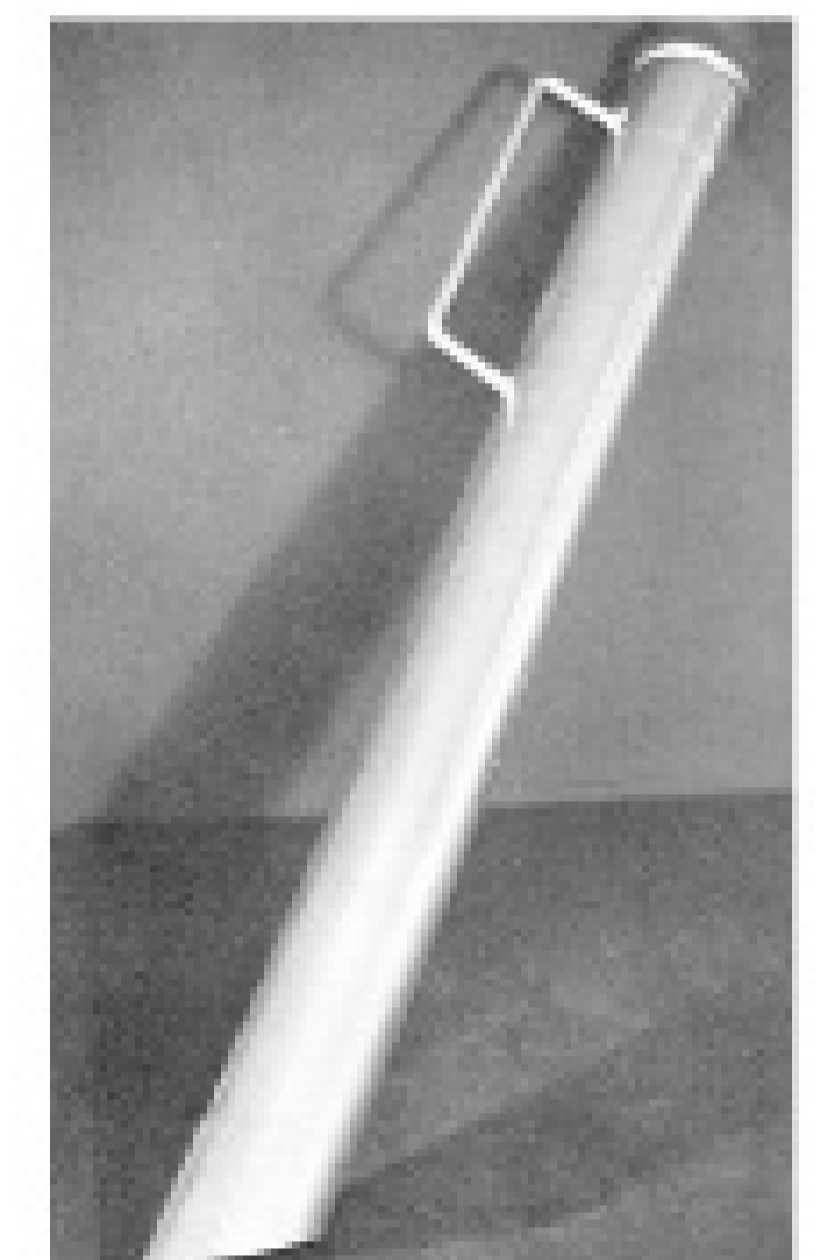
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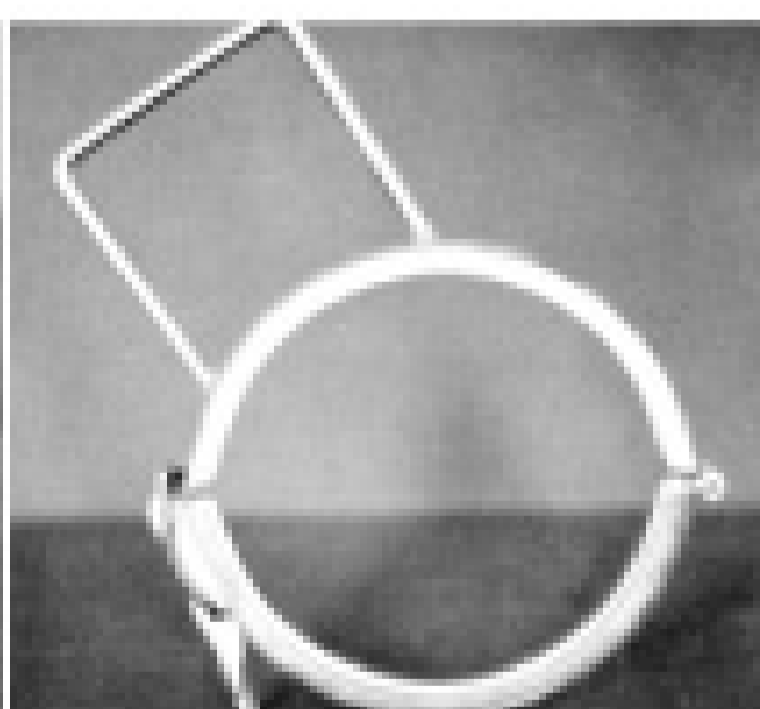
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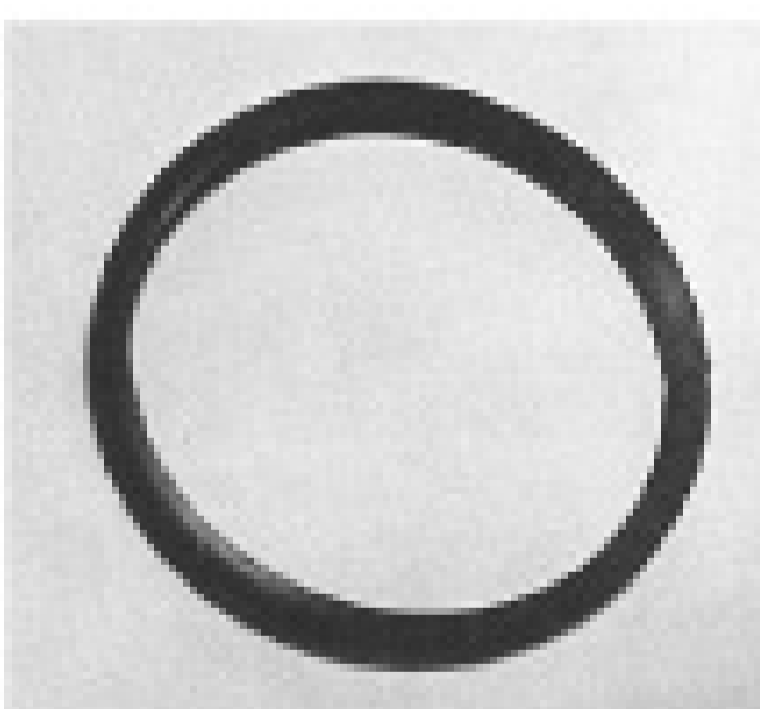
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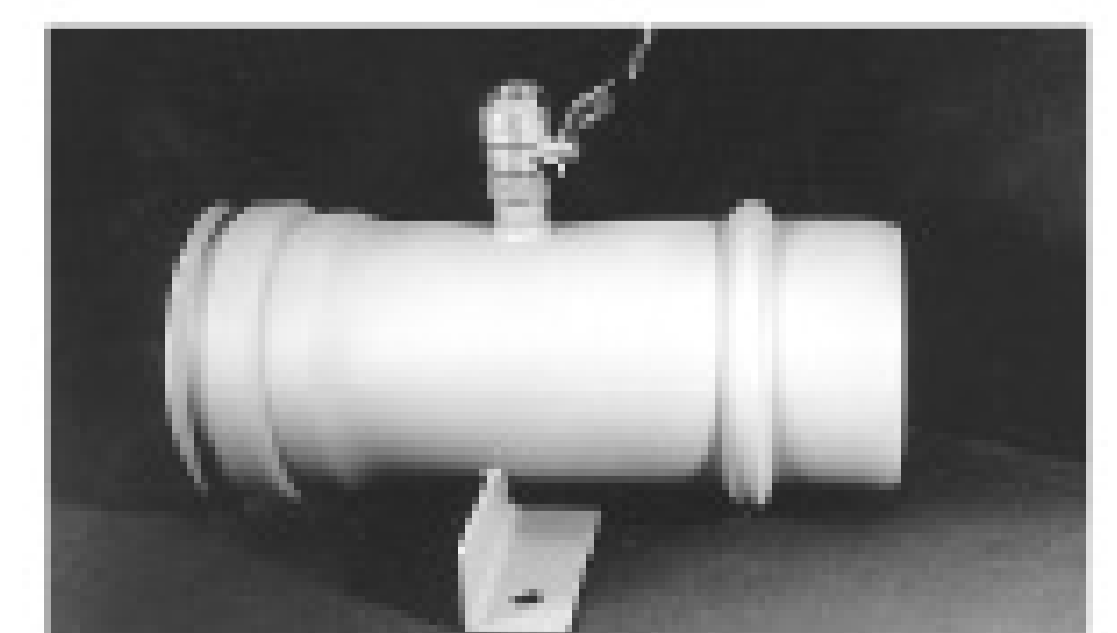
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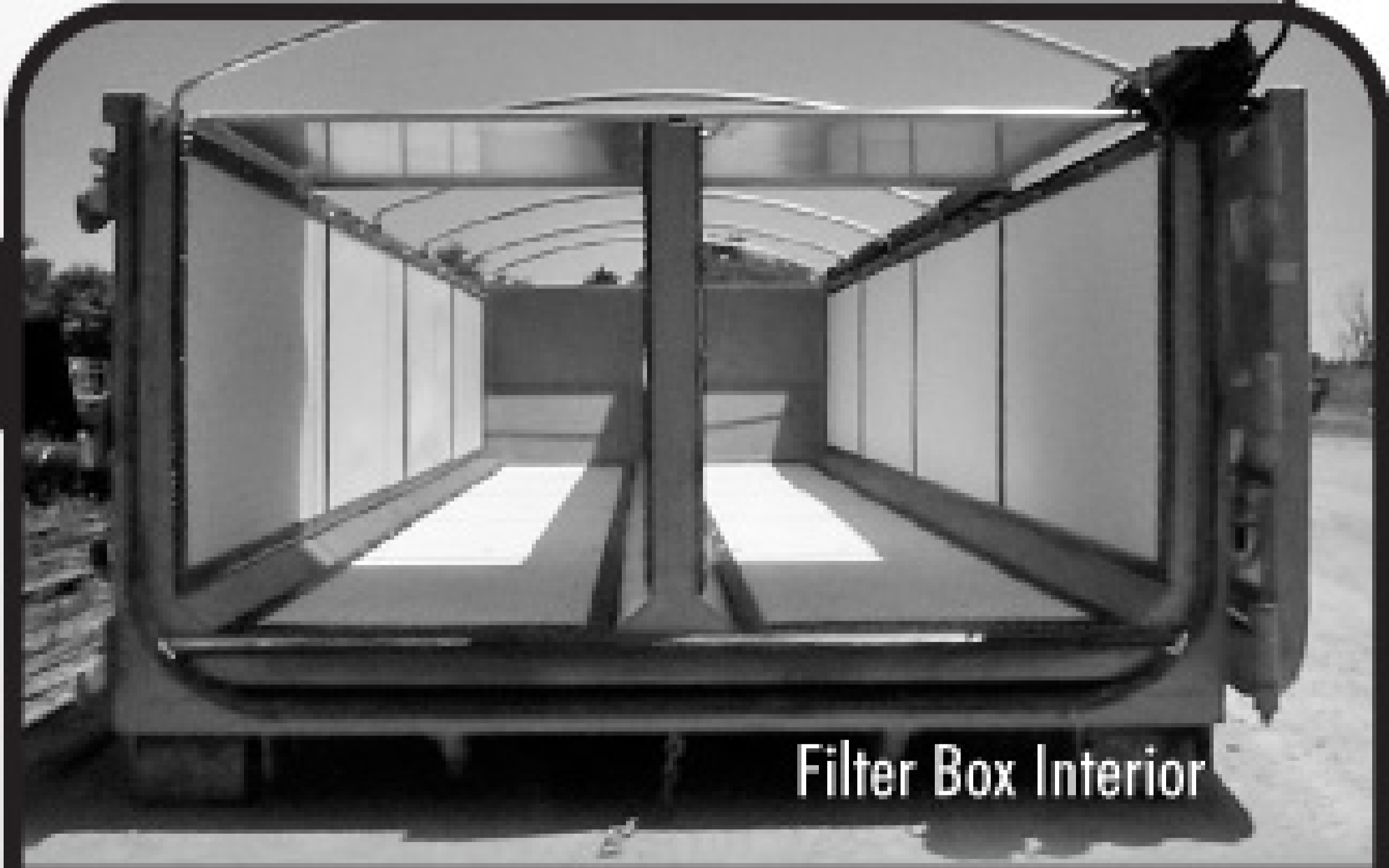
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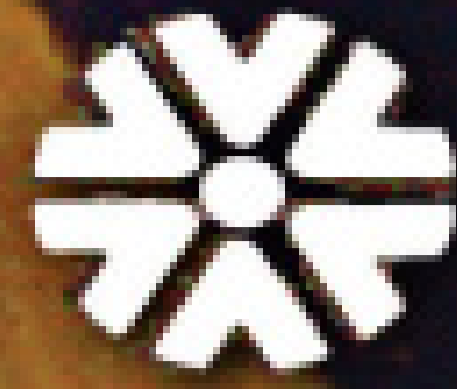
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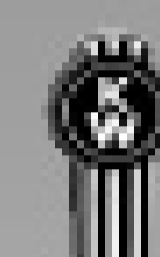
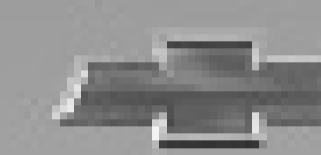
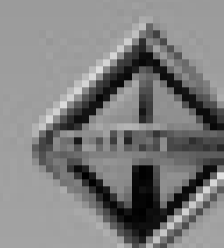
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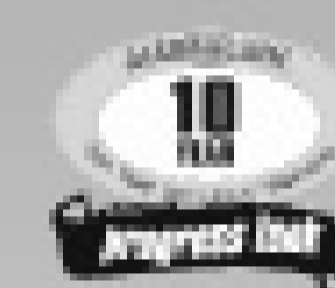
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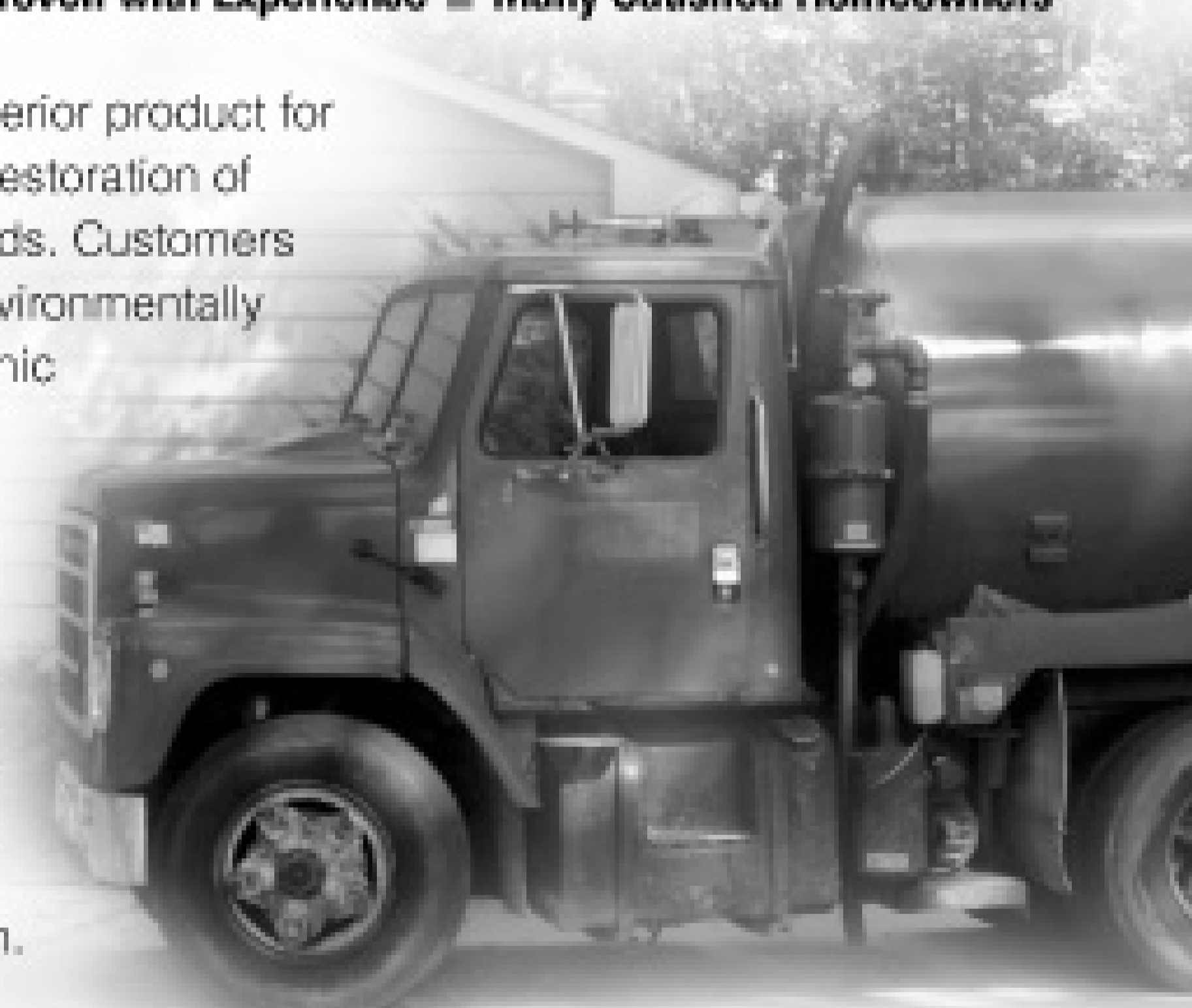
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Employee Motivation is Job One

Follow these four steps to raise the level of enthusiasm and feeling of job satisfaction among your workforce

By George Hedley

I used to get tired of trying to get my people to do what I wanted them to do. They always had what appeared to be legitimate excuses why they didn't get the job done on time, or why they didn't follow my directions, or why it wasn't their fault when something went wrong out on the jobsite. I thought I was the only one who could do the job right. Perhaps, you feel the same some days.

PEOPLE ARE DIFFERENT THAN YOU

There is a way to build your pumping business with the people you have. You can get them motivated, all on the same page, and working like a winning team with common goals, drive, and excitement. Successful business owners and managers know their people are different than them. They realize employees are not motivated for the same reasons they are. Just because you pay employees a good wage doesn't mean they're going to work their fanny off for you.

Younger workers today are very different as well. They like continuous learning and personal growth in their careers. Their loyalty is to themselves. It is your job to discover each employee's differences, what makes them tick, and help them achieve their goals in order for you to reach your business goals.

THE MOTIVATIONAL PROBLEM IS YOU

Years ago, I went through 14 secretaries over a two-year period. I just couldn't find anyone who would work as hard as I wanted them to. One day I finally realized maybe the problem was me! I had to take responsibility for motivating my staff. Once I realized this fact, my personnel problems turned around, our people became great and our employee retention improved to more than 90 percent every year.

To motivate your workforce, you've got to give them a reason to be motivated. Don't expect others to understand your passion for customers, quality work or the need to make a profit. They must want to follow your vision, achieve your goals, and get the job done properly.

Exceptional employees require two things — money and happiness. Money includes fair pay and competitive benefits, plus working for a strong company with a good reputation in the

community. Happiness is the same, being motivated. Your job is to motivate your people to want to do what you want them to do. You accomplish this with inspirational leadership, clear and continuous two-way communication, an exciting vision, step-by-step directions, holding people accountable and giving them full and unquestioned responsibility.

Four proven steps to motivate people:

1. Outline clear expectations

People need to know exactly what you want them to do and the results you want them to achieve — the expected results. Weak managers assume people understand what's required. The norm is to tell people to work real hard and try your best. But, this doesn't let people know exactly what's expected. People must be told and understand exactly what you want, the specific end results.

Be specific with clear targets and define the exact results you want. Make sure your people understand what their individual targets are, what's acceptable and what's not, when they hit or miss their target, consequences for not achieving the results you want, and rewards for a job well done.

2. Give regular recognition and praise

The second important step is to provide ongoing recognition and praise for people who do the work. Weak and ineffective managers don't take time to thank people for a job well done. Over time, this causes lackadaisical employees and poor results. In a survey of why people left their company, over 90 percent said they'd never been recognized or praised by their boss.

Employees want and need feedback and positive reinforcement for their efforts. Effective leaders give out praises at least every week to everyone in their sphere of influence. Use words like, "I appreciate you" and "Thanks for a great job." Keep a simple chart in your day-timer to ensure you recognize all your staff on a regular

George Hedley is owner of Hedley Construction and Hardhat Presentations, a speaker on business-building topics and the author of The Business Success Blueprint Series. To reach him, call 800/851-8553 or visit www.hardhatpresentations.com.



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basis. Strive to praise everyone at least weekly and check it off on your chart so you won't forget someone. Verbal praise works the best, but occasionally write handwritten notes to those who went beyond the call of duty.

3. Share a clear understanding of the big picture

The third thing your people need is a clear understanding of the big picture (company, employees, customers, projects, etc.) and how they fit in. Successful business owners, managers, and supervisors are open and honest and tell employees where their company is going — its vision, what the future has in store, positive and negatives, and changes or adjustments required to be successful. People need to know what's happening; otherwise, they tend to think the worst.

Successful leaders constantly tell the real deal — business is good or bad, the future is positive or negative, sales are up or down, productivity is acceptable or not, our people are doing a good job or not. Hold semi-annual, all-company meetings plus monthly project and department meetings where the big picture is discussed and open to questions.

4. Promote a caring company attitude

Let your people know you care about them. Employees need to know you appreciate their contributors to the company success. They want to know you care about their personal goals, future, personal development and their family. People must know they're important. They want to know they will be listened to and have a say in the future of their company.

To ensure you continuously show you care about your employees, keep a "team member profile" sheet on each person in your day-timer. Include their name, family members, schools, hobbies, sports, interests, goals, challenges, contributions, etc. This way you can refer to it on a regular basis and keep track of each team member's life. ■

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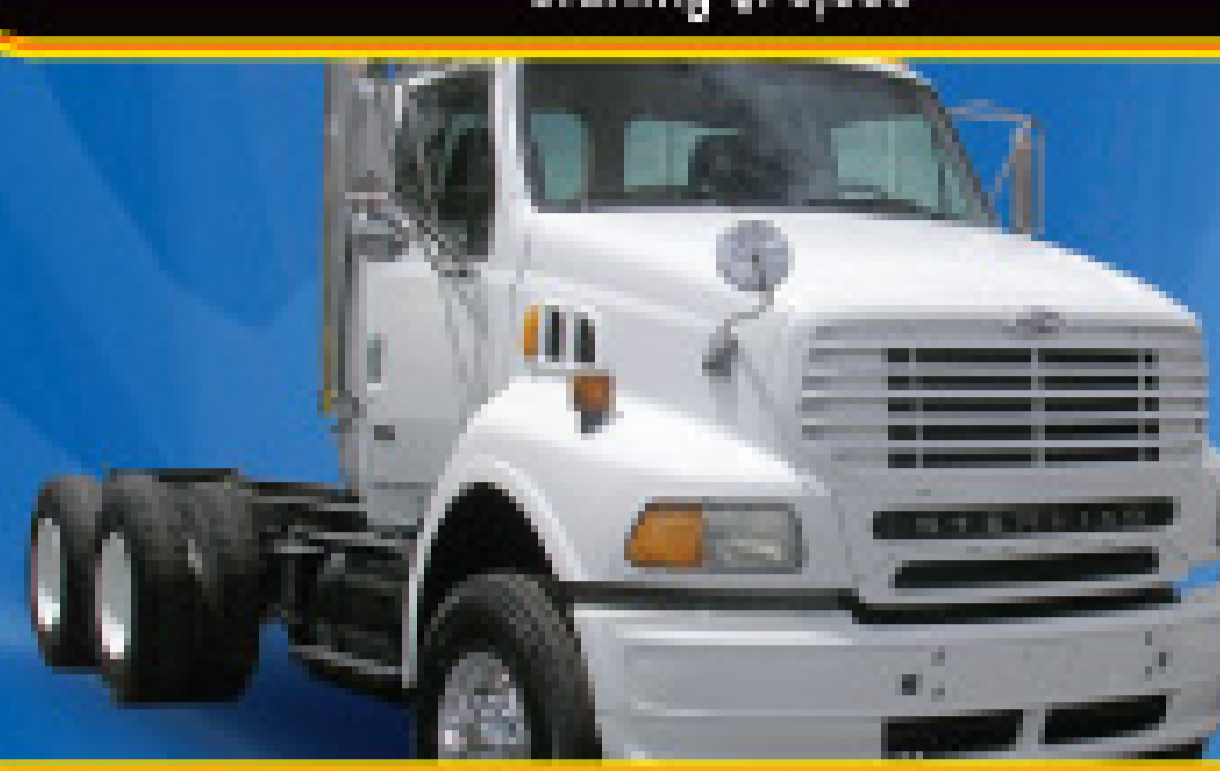
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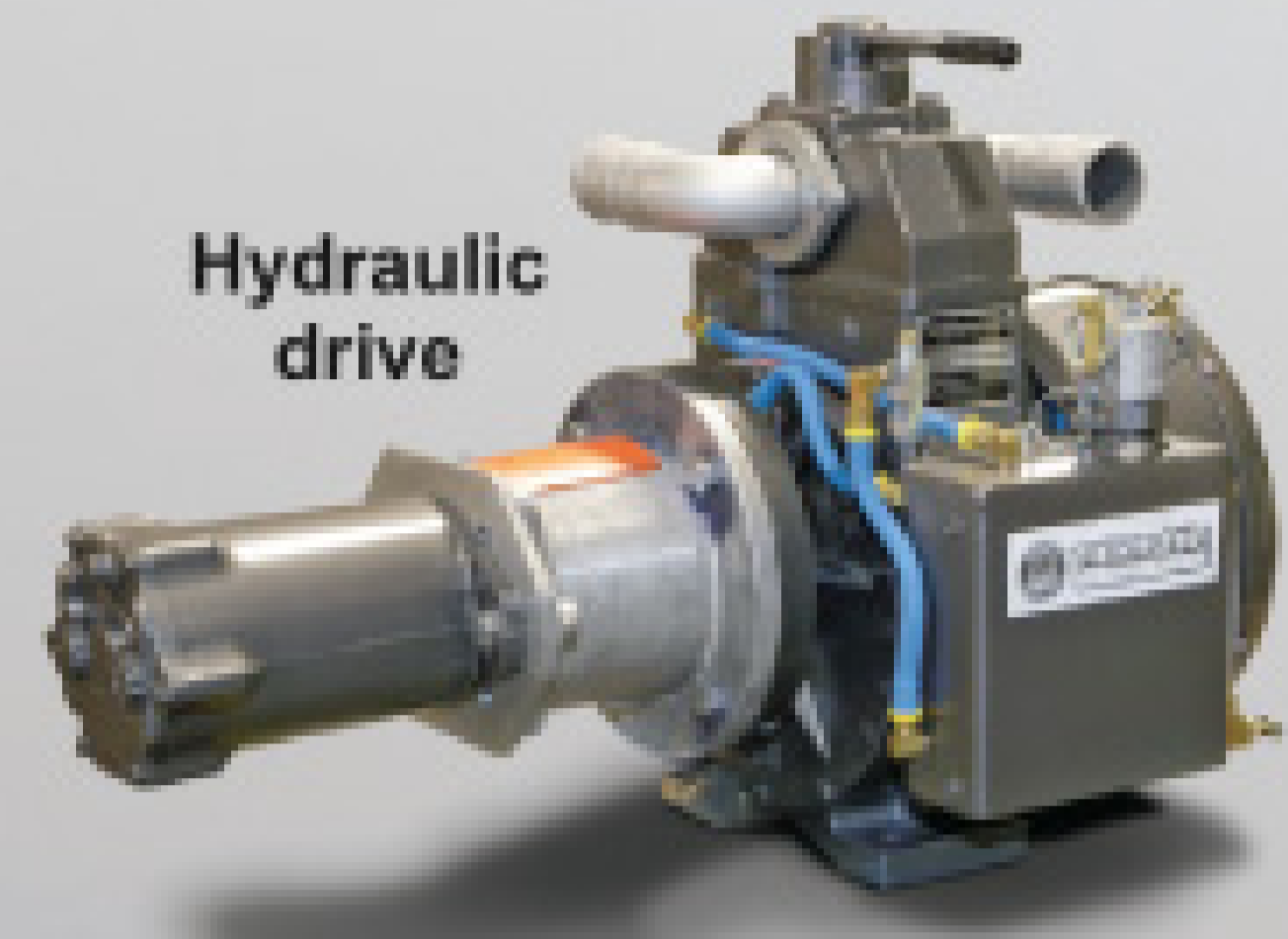
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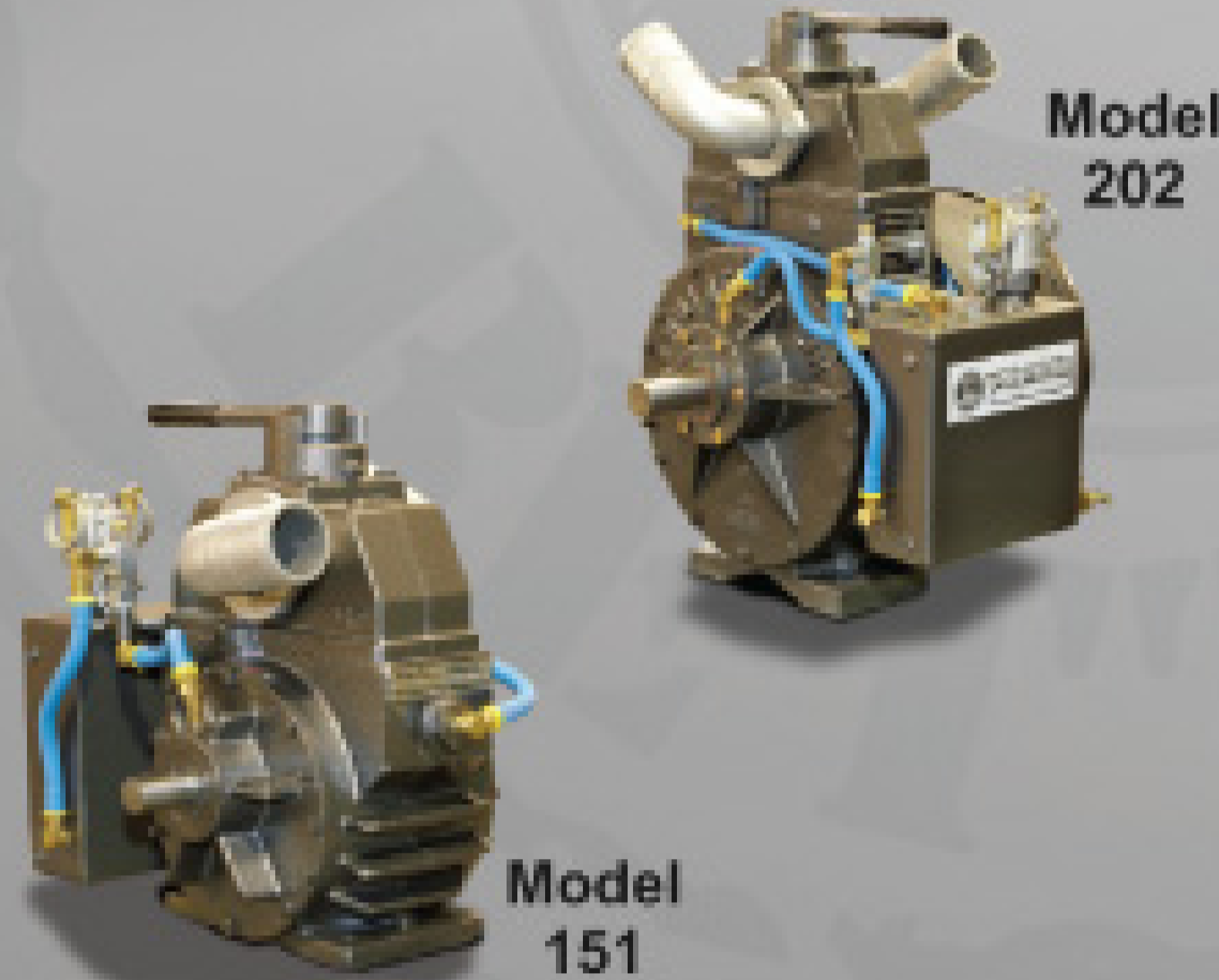
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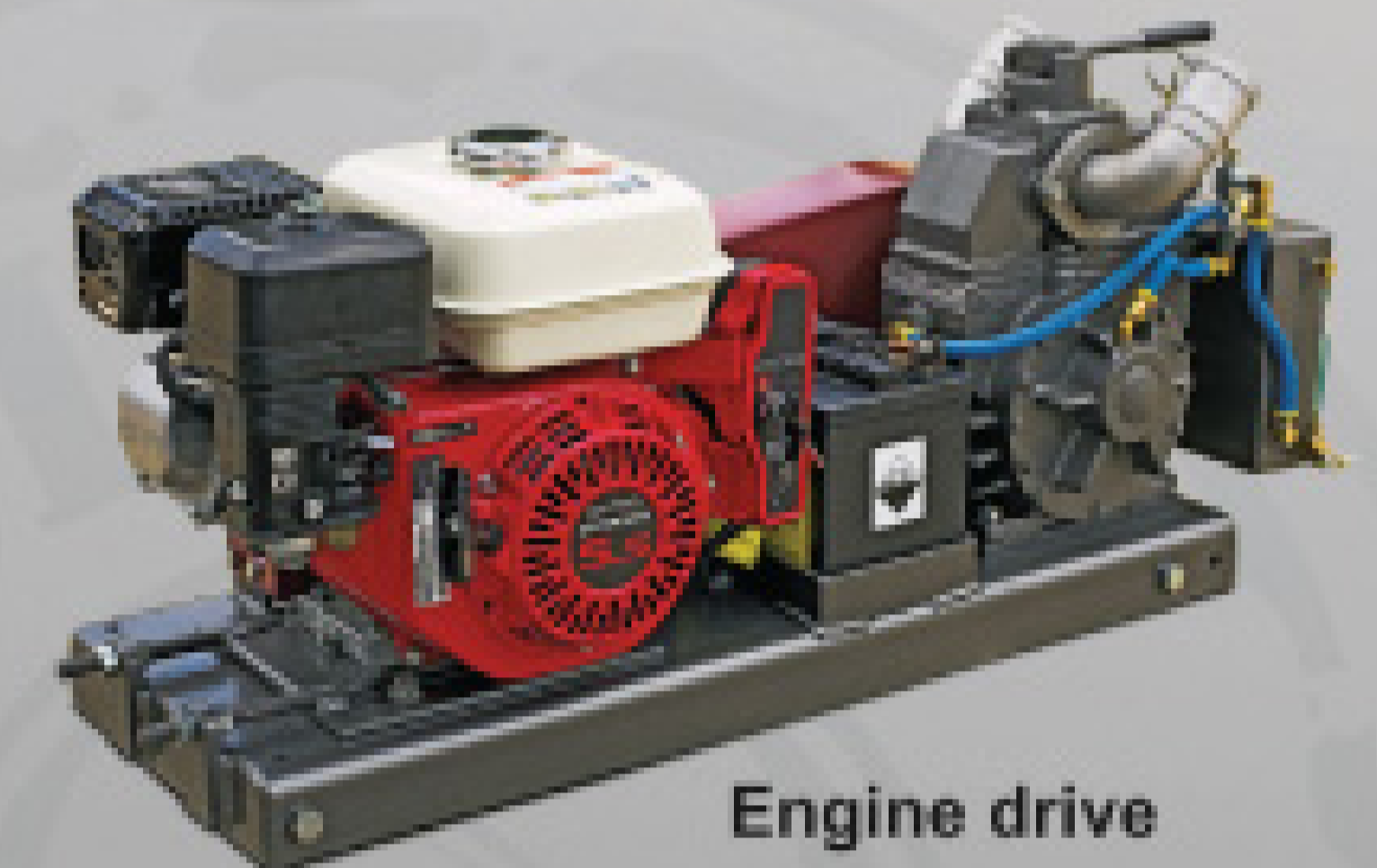
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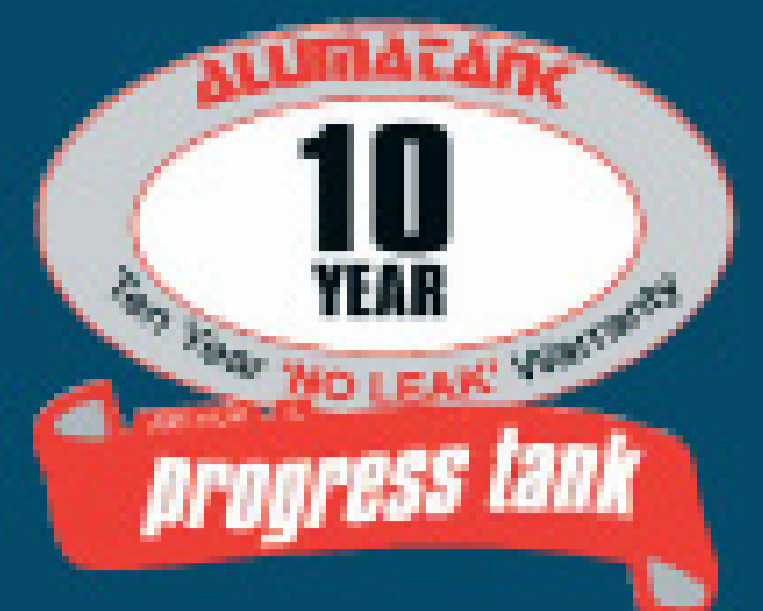
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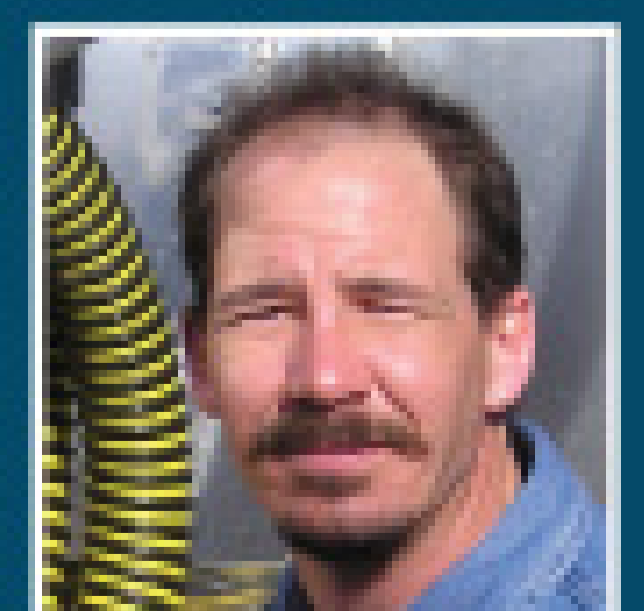
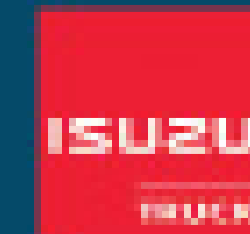
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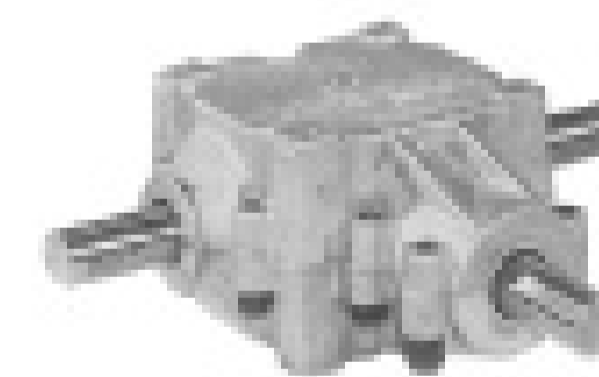
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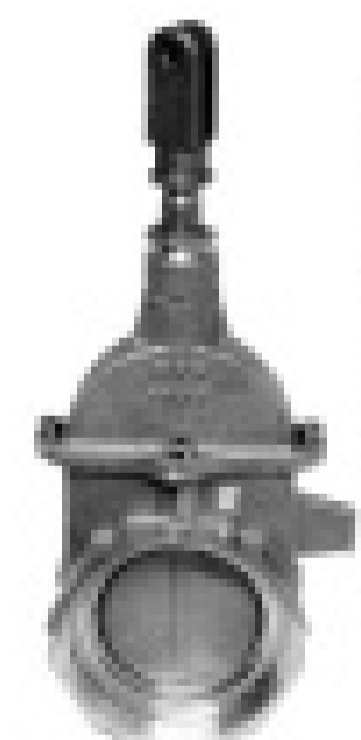
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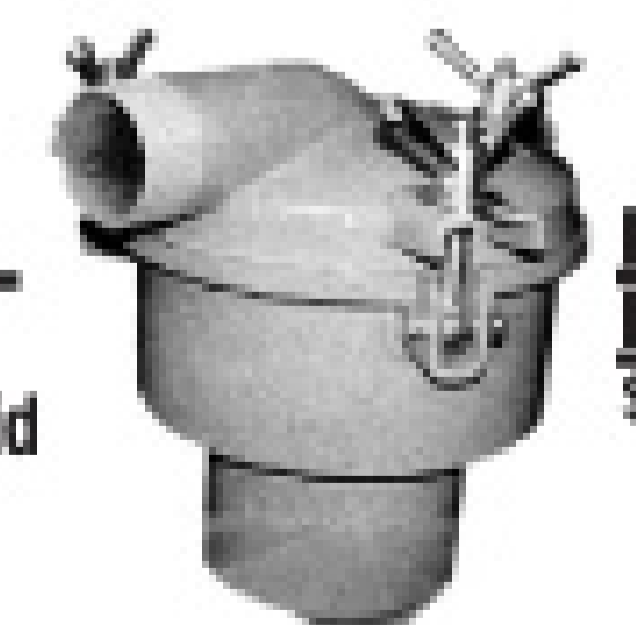
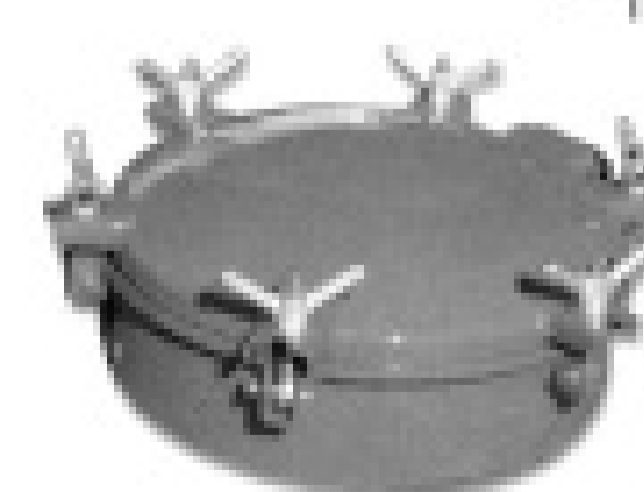
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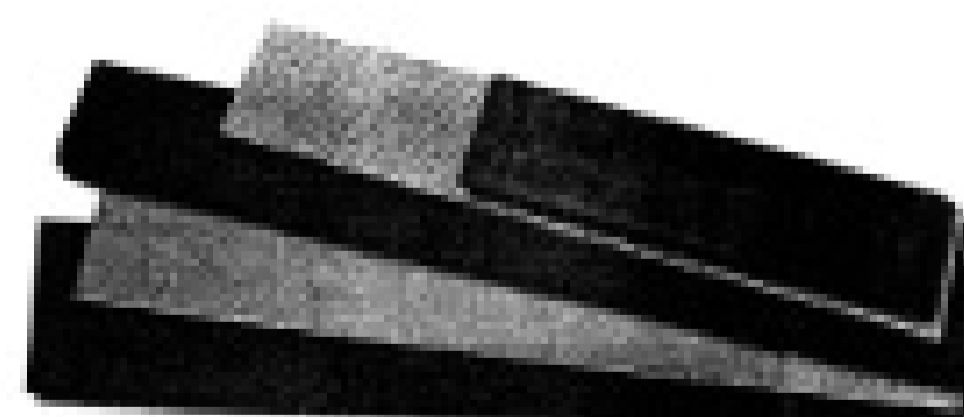


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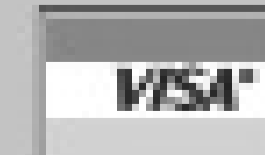
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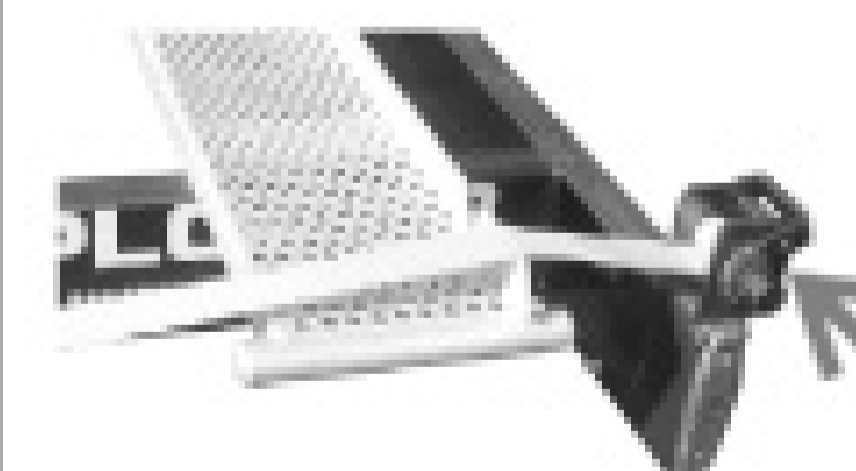


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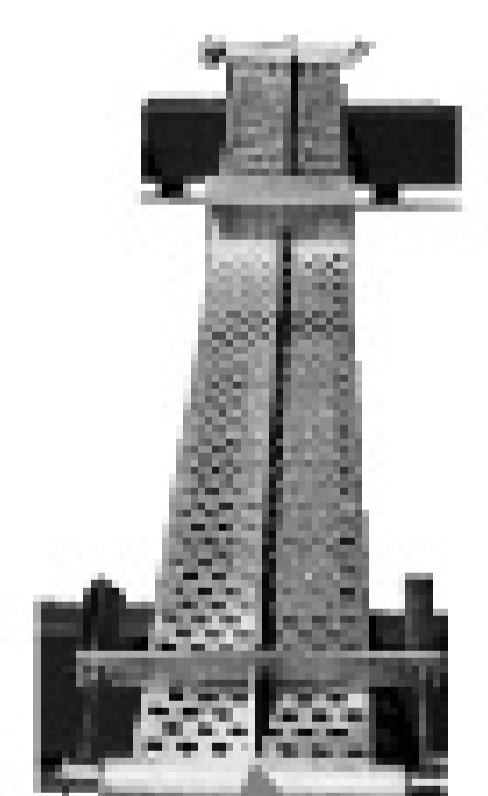
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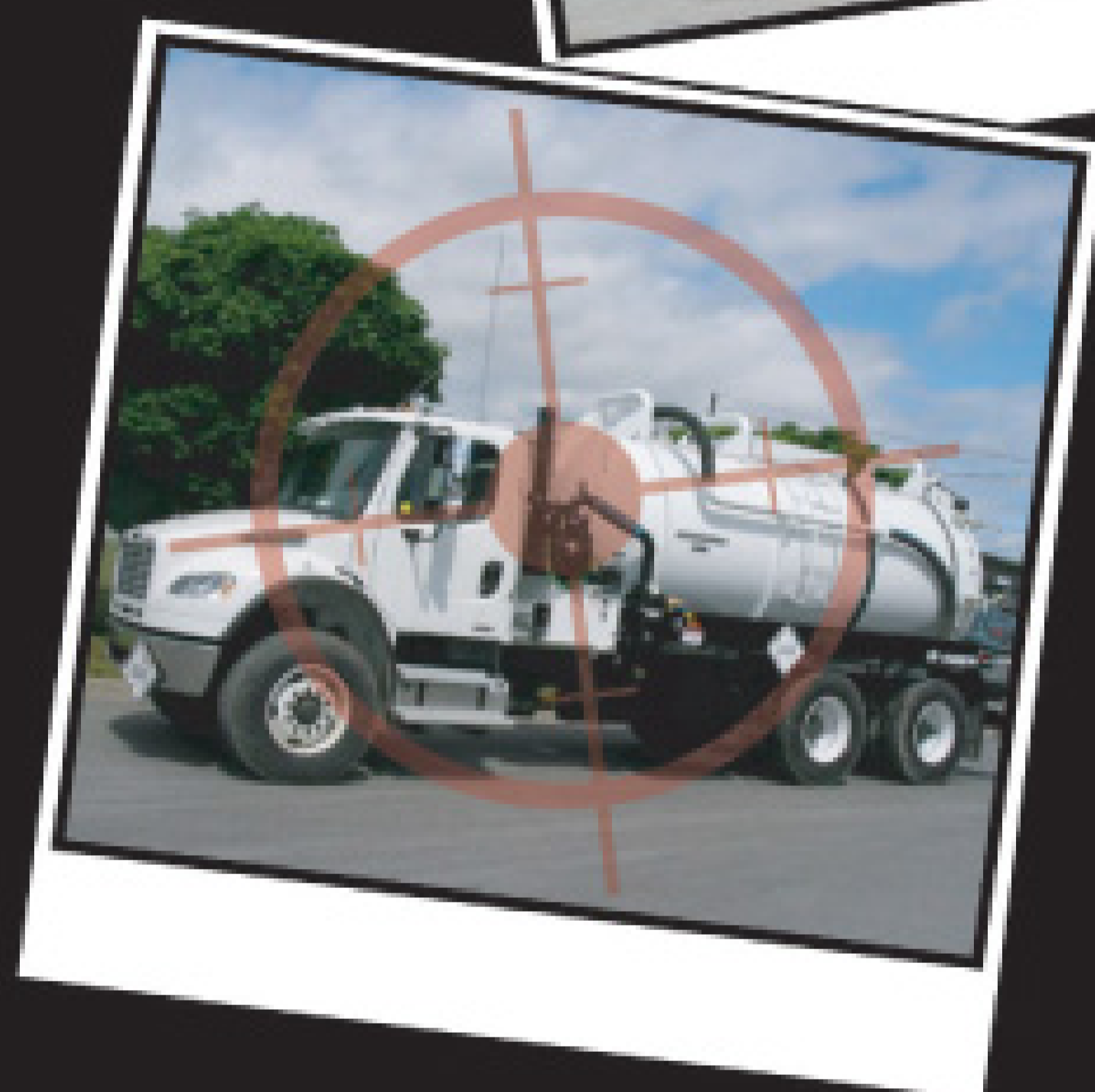
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Onsite Systems Get a Bad Rap in Georgia

A theory that septic systems contribute to reservoir drawdown is flawed, according to industry leaders

Without last year's extreme drought, the plan proposed by the Georgia Water Council for the state's future water supplies would have been just another document that wouldn't gain much attention. The first draft, written primarily by the Georgia Department of Natural Resources, Environmental Protection Division, or EPD, was released in September 2007. Final revisions were to be completed on Dec. 21 for the 2008 legislative session beginning in January.

The document, however, contained statements labeling onsite systems as 100-percent consumptive water users, and that sewers are the preferred disposal option because they return treated wastewater directly to rivers and streams. If passed, the legislation would create a fast track for Georgia to sewer as much of the state as possible and eliminate onsite systems.

Pumper Interview

By **Scottie Dayton**

Mark Hooks, National Onsite Wastewater Recycling Association board member and regulatory consultant for Infiltrator Systems Inc., the Georgia Onsite Wastewater Association, and major industry manufacturers responded when Carol Couch, head of the Georgia EPD, engaged them for comment. Couch and staff dramatically altered the plan. It now recognizes that onsite systems are a permanent part of the state's wastewater treatment strategy, but retains the "consumptive water user" statement.

Pumper: How did the concept of onsite systems as 100-percent consumptive water users arise?

Hooks: Georgia has experienced a water shortage in some rivers and streams since 1992, but the drought focused the controversy mainly on the City of Atlanta and its water supply. Atlanta doesn't have a productive groundwater system, so nearly all of its water comes from surface reservoirs, which are managed by the U.S. Army Corps of Engineers. An agreement with the Corps allows Atlanta to draw water from the lake, but the city is withdrawing more than is stipulated.

The state argues that its treatment plants are returning water to rivers and streams, and that offsets the excess Atlanta withdraws from the reservoirs. City treatment plants can meter the return flow, but onsite systems have no meters. The Atlanta Regional Commission documented in a report that it asked the GDEQ for guidance on onsite system consumptive use. The commission was told that treated wastewater from onsite systems was considered 100-percent consumptive use.

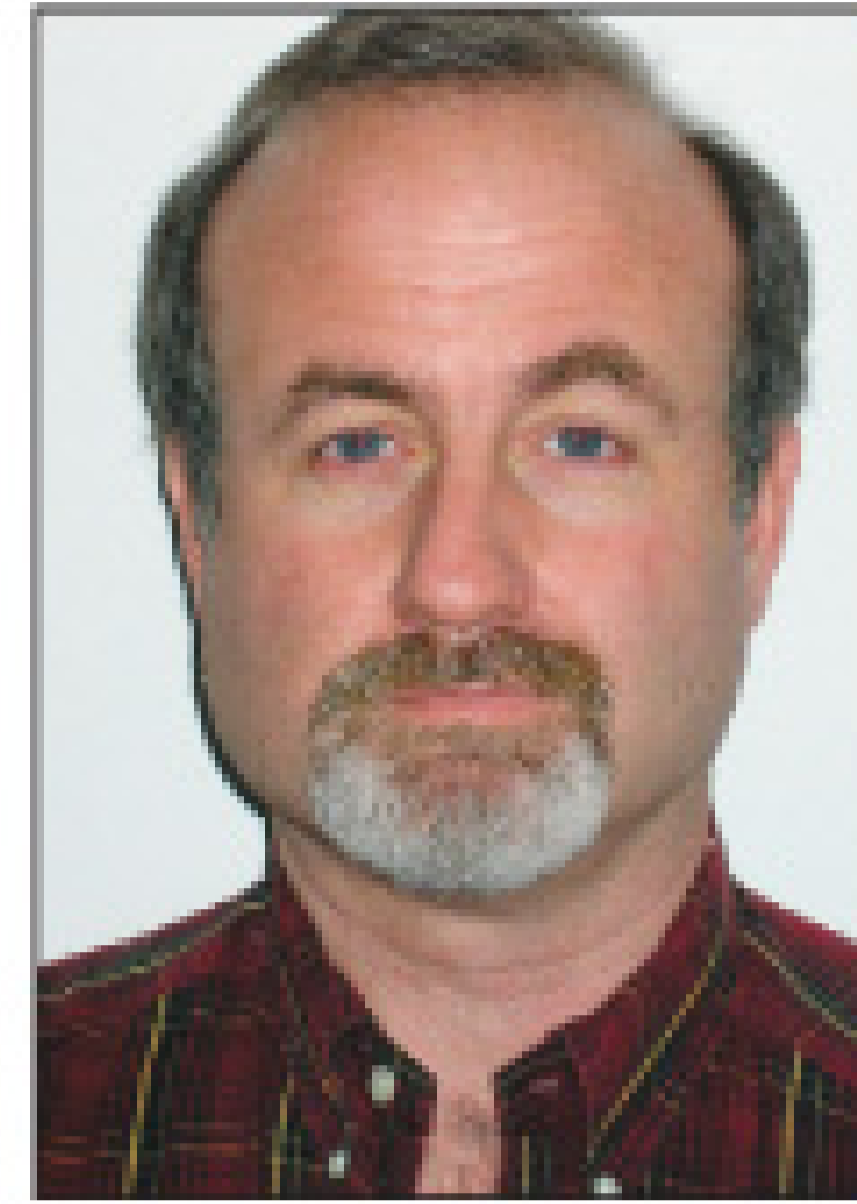
We know that isn't the case. Water flows downhill, and wastewater is no different, but we have no scientific evidence to determine how fast it occurs. Infiltrator Systems Inc. asked Florida State University to do a literature review to locate such documentation. Researchers focused mainly on Georgia and found nothing. Most research focused on water quality rather than water quantity.

Pumper: How did what looks like a water conservation bill become one that discourages onsite systems?

Hooks: When severe drought hit before 2001, the legislature passed a law mandating the EPD to chair the Georgia Water Council and come up with a plan for the state's water quality and quantity. The absence of data on the return of water from onsite systems to rivers and streams led them to declare that septic systems are consumptive users of water. They assumed that onsite systems hold the water in the ground for decades.

Various industry people, including me, met with the EPD to voice our concerns. We pointed them to the U. S. Environmental Protection Agency Management Guidelines and third-party research. The revised plan recognizes that onsite systems are a viable part of the state's economy, do protect the public's health, and will continue to be around. It's more in line with national models.

Our only remaining objection is that the plan still describes onsite systems as consumptive water users. Our position is that we need research to determine how much and how quickly does water return to the rivers, and how much is lost through evaporation.



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Mark Hooks

Pumper: What evidence did out-of-state, third-party studies provide?

Hooks: One study, "Consumptive Loss from an Individual Sewage Disposal System in a Semi-Arid Mountain Environment," was published in the August 2007 newsletter of the Water Center of Colorado State University. It showed that in more arid environments, 85 percent of effluent water returns to the groundwater. (The paper is found at <http://cwri.colostate.edu/newsletters/2007/4.pdf>)

The Florida Department of Health also has researched wastewater issues. One study focused on whether more nitrogen should be removed through advanced treatment systems. Part of the answer lay in knowing how rapidly water moved from drainfields to underground aquifers. Since Florida shares a common aquifer with the southern part of Georgia, this study is germane to the Georgia issue.

Using two unique tracers, researchers calculated some drainfield flows moving at 285 feet a day, which compares with wastewater flows in sewers. (The FDoH reports are found at www.doh.state.fl.us/environment/ostds/research/researchreports.htm)

Todd Rasmussen, a professor of hydrology at the University of Georgia, was quoted in a *Gainesville (Ga.) Times* article that during droughts, properly maintained onsite systems ease water shortages by recharging streams and reservoirs. He visited rivers adjacent to decentralized subdivisions and sewered areas. The only rivers showing any flow were next to properties with onsite systems.

Pumper: Does water conservation in the home create a more concentrated product in the septic tank?

Hooks: Florida's DoH studied concentrations of wastewater as part of a high-strength waste study. Water conservation in the home doesn't change how much organic material enters the tank. Yes, it's more concentrated, but with less water discharging, the same size drainfield can handle it. From the research I've seen, drought doesn't make much difference in the biomat. The key element is maintaining the systems properly.

Simply put, drought is good for treatment. When water tables are low, the unsaturated flow beneath drainfields maximizes the removal of all bacteria and viruses. Soil isn't a friendly environment for germs.

Pumper: How do you see the future of onsite systems unfolding?

Hooks: Onsite systems are a viable part of every state's economy and a permanent part of our wastewater infrastructure. In Georgia alone, homeowners have spent something like \$3.5 billion dollars installing them. It's just silly to say that we're going to replace them with sewers. The cost effectiveness of sewers goes way down on half-acre lots and larger because municipalities must maintain many more feet of pipe per customer. That means higher rates.

Onsite systems will always be more cost effective on low-density development. According to national figures, the cost of a typical onsite system is between \$2,500 and \$7,500, and \$250 every three to five years to maintain. That compares with \$1,000 every year for sewer hookup and usage fees.

Pumper: What can pumpers do to help win the big pipe versus onsite battle?

Hooks: Educate the public to maintain their onsite systems. Educate their lawmakers about the problems septic tanks cause if they are not routinely pumped out. Make the point that onsite systems have a bad name because most people don't maintain them. When they are maintained, they last for decades.

Pumper: What is the best way to educate homeowners and legislators?

Hooks: Become an active member in your state onsite association and join NOWRA. NOWRA has a Memorandum of Understanding with numerous national organizations that are trying to spread the message. Talk to your newspaper.

My favorite analogy is comparing a septic tank with a car engine. You don't

wait until the engine seizes up to change the oil. Likewise, don't wait until the drainfield fails to pump out the septic tank.

Pumpers should sell a service maintenance agreement whenever they pump out a tank or respond to a failed system. To combat the "you're just trying to line your pocket" argument, point to what the nation's experts in environmental and public health protection have to say. My favorite link to share with pumpers is the U.S. Environmental Protection Agency Web site promoting proper system management (<http://cfpub.epa.gov/owm/septic/index.cfm>).

Mark Hooks may be reached at 888/261-8265. ■

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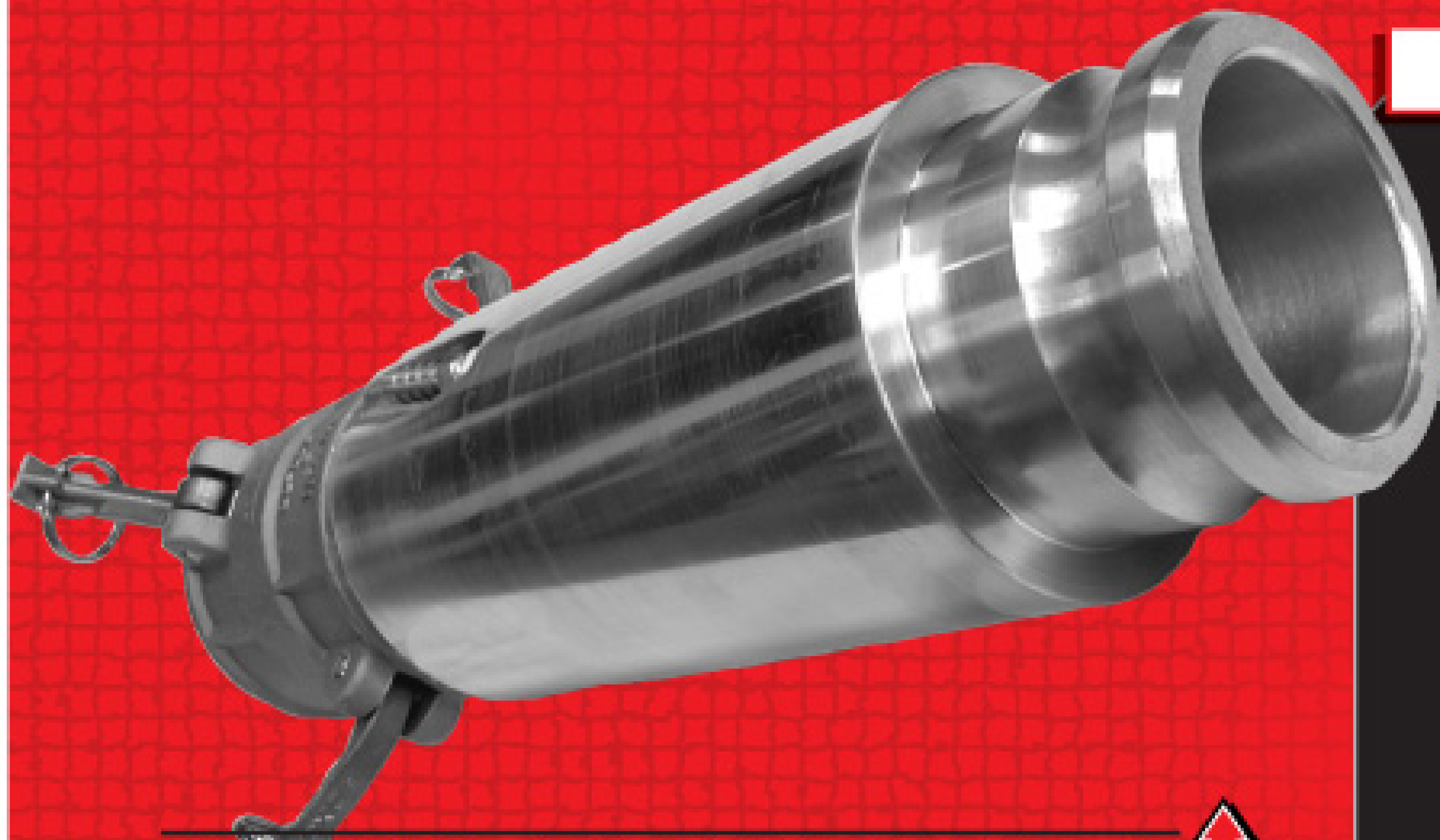


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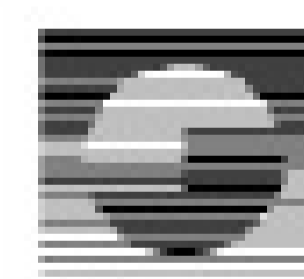


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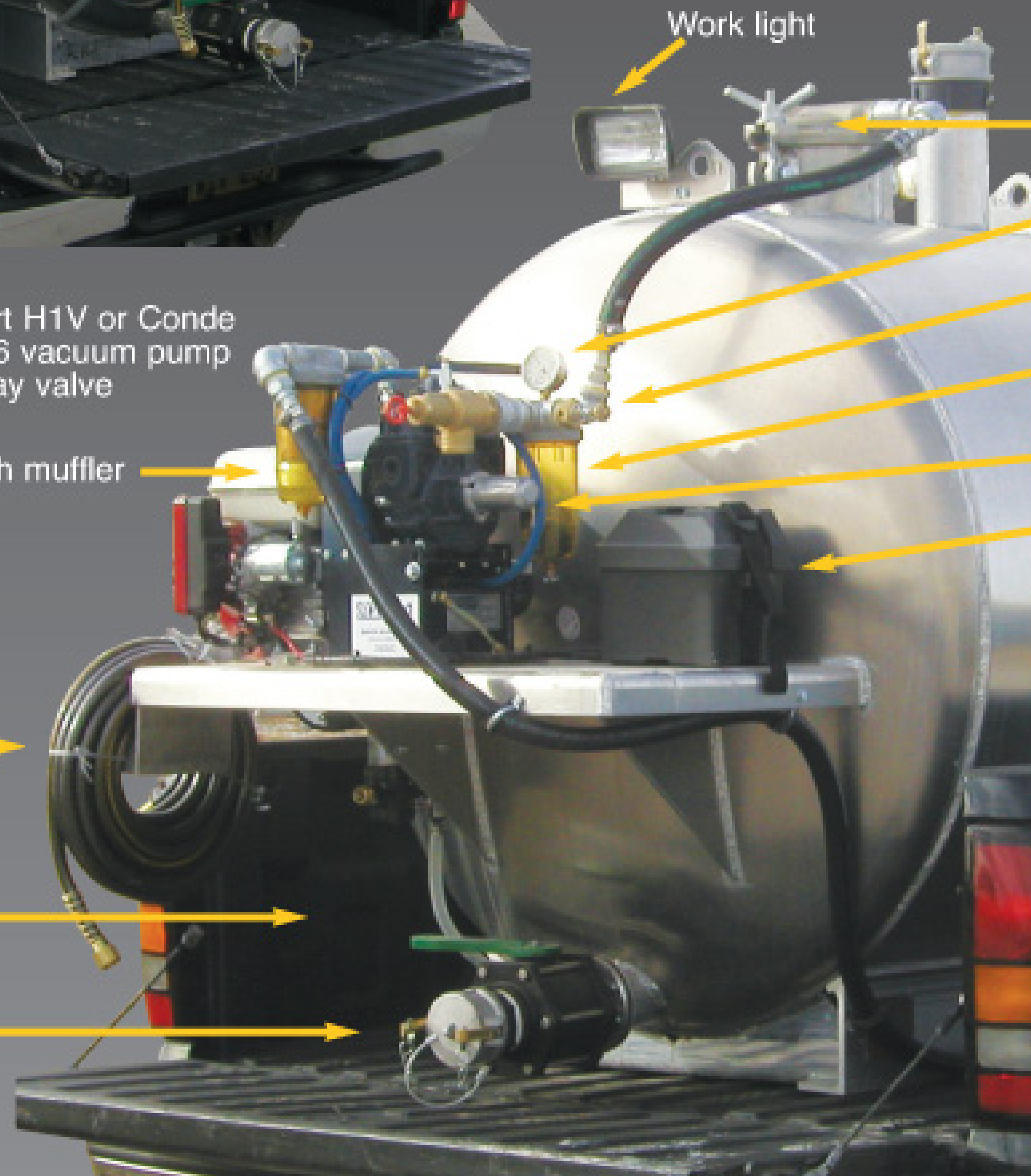
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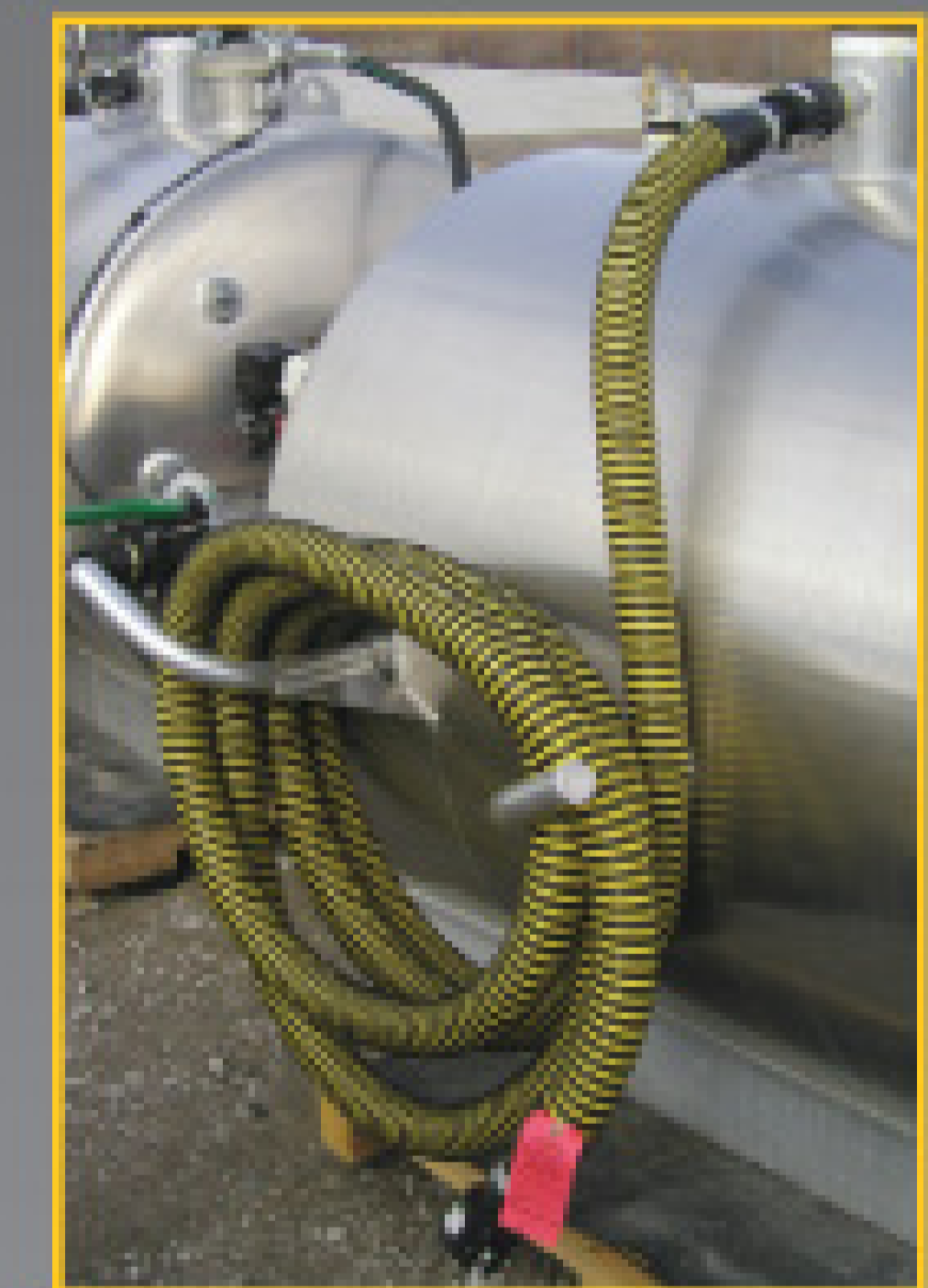
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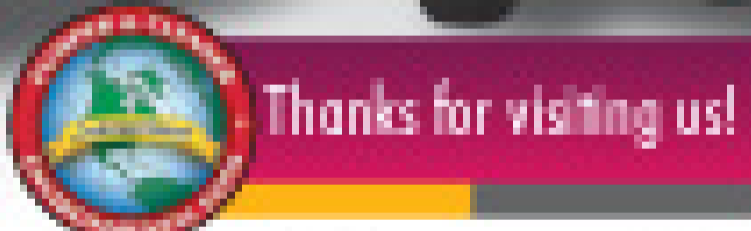


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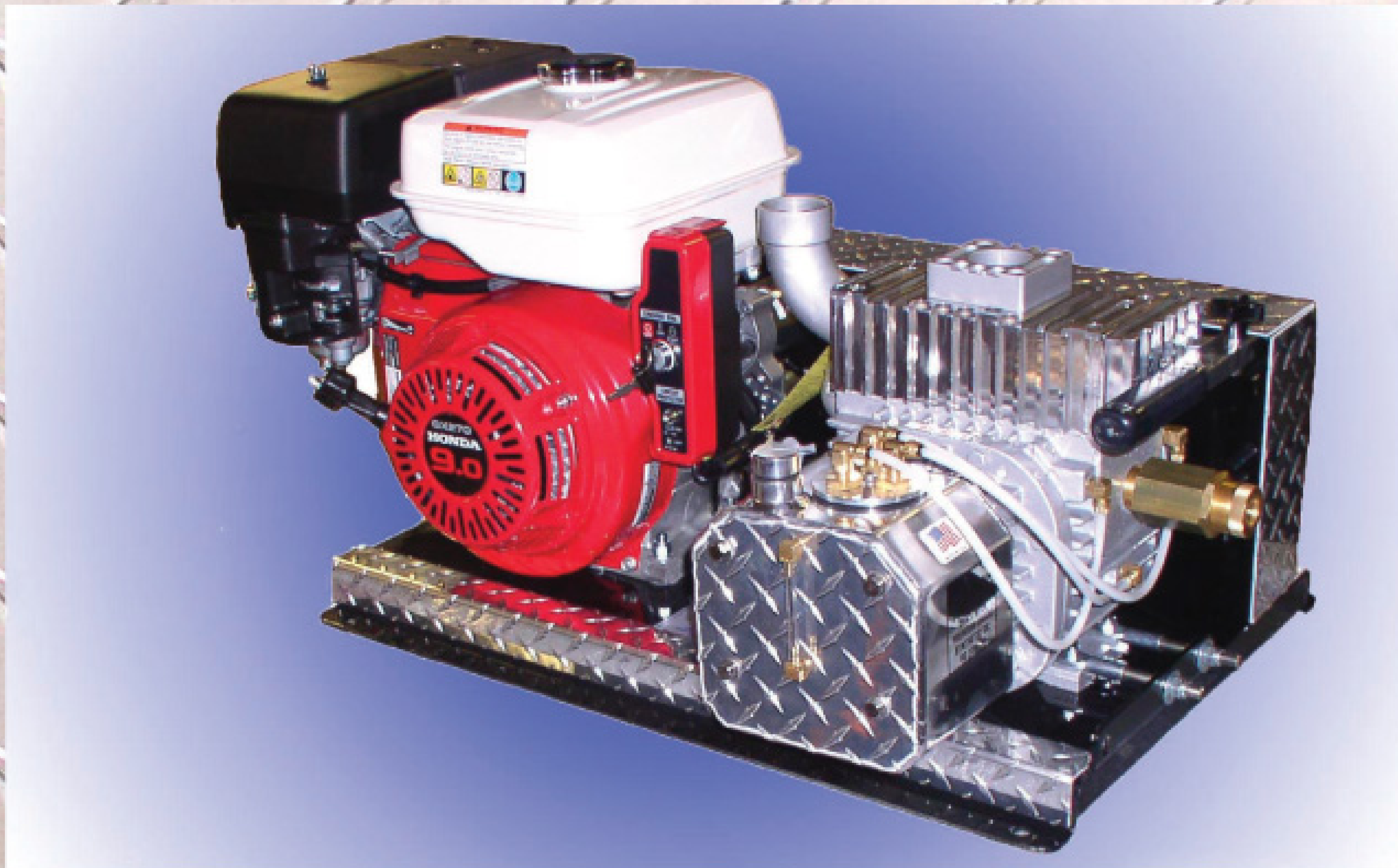


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FOOT SOLDIERS WANTED



Technician Donnie Mundis of Taylor's Septic Service & Portable Toilets connects a hose to a septage storage tank at the company's yard. Below, Greg Rogers and Mundis work with a hose. (Photos by Richard Ryman)



Virginia company looks for hardworking employees to aid in expansion effort

By Richard Ryman

Business is good for John and Penny Taylor. They are a septic pumping company in central Virginia, and their customer base is expanding. If only they could say the same for their work force.

John Taylor's greeting to a visiting writer was immediate.

"You come to work?"

He wasn't entirely joking.

"Getting workers is the biggest problem we have. It's not just us. The labor skill force is terrible. All these kids coming out of high school want big checks," he says.

The day of his interview, in fact, one of Taylor's employees didn't show up for work, having told co-workers he was quitting. Taylor was disappointed because he was "an excellent employee."

EVERYONE PITCHES IN

Taylor says he wouldn't hesitate to hire some of the many Mexican immigrants to the area because they are willing to work, but they don't have the necessary driver's licenses and he'd have to provide them a place to live.

"The septic pumping never slows down, except a week and a half before school starts and Thanksgiving to Christmas," he says.

The Taylors run operations from a small office in the basement of their rural Appomattox County home. From there Penny Taylor handles the business end of the operation, talking to customers, quoting prices, billing and scheduling routes.

They are about three miles east of Appomattox Court House National Historical Park, the site of Gen. Robert E. Lee's surrender to U.S. Grant at the end of the Civil War.

One of their four daughters lives in a nearby house — they have two sons as well — and a 2-year-old granddaughter is a regular visitor.

The Taylors say they do what they can to attract and keep good employees. Workers are paid a salary, rather

Profile

Taylor's Septic Service & Portable Toilets Inc.

Appomattox, Va.

Owners: John and Penny Taylor

Years in business: 12

Employees: 6

Services: Septic pumping, portable sanitation, installation, maintenance and repair of septic systems, video inspections, excavation

Web site: www.taylorsseptic.com





It's important for Taylor's Septic Service & Portable Toilets Inc. to maintain an updated fleet, shown in the company yard, as it looks to expand its service territory.

"MOST BUSINESS IS REPEAT BUSINESS. IT'S NOT ALL ABOUT PRICE. IT'S ABOUT THE QUALITY AND THE SERVICE THEY GET."

John Taylor

than hourly, a recommendation of state employment officials, Taylor says. He says employees average 50-55 hours a week, and they are paid overtime for weekends or special events.

"In winter, part-time guys only work four days and they get the same pay. These guys have to feed their families five days a week," he says. "The pumpers are on salary, but they don't work the same hours the portable toilet guys do."

Taylor uses a time clock to track hours so they can be sure of how much time it takes to do the work.

They've set up a 401(k) for employees to which they also contribute, and they'll pay half of health insurance premiums after one year's employment.

LOOKED FOR BETTER SERVICE

The Taylors started pumping septic tanks for their own benefit. They were not happy with the prices they were getting for pumping at the rental property they owned, so they bought their own vacuum truck.

"We didn't do this for the general public. People just kept calling. I got off work and was pumping septic tanks," Taylor says.

Taylor worked for a Pepsi distributor for more than a decade before taking up the septic and portable restroom business full time in 1996. His experience working for Pepsi provided marketing insights. Properly priced services, for example, mean continued business.

The Taylor team includes (from left) John and Penny Taylor, Mark Morrison, Adam Taylor, Donnie Mundis, Carrie Taylor and Greg Rogers. Adam and Carrie are John and Penny's children, who both help out on the portable sanitation side of the business.



"Most business is repeat business," he says. "It's not all about price. It's about the quality and the service they get."

Technician Donnie Mundis (left) and John Taylor repair a small pump on a portable sanitation vehicle. Everyone pitches in on maintenance to keep up with a growing workload.

The same thinking applies to onsite system installation, which is a large part of the company's business, he says. The service area is awash with septic systems. There are some municipal systems in the smaller towns, but subdivisions are booming and new septic systems are needed. Penny Taylor says 10 new subdivisions were built around Appomattox alone. The company installed two systems a week for much of the 2007 busy season.

EDUCATING CONSUMERS

John Taylor says they do their best to educate residents about septic system use and care.

"We see these older people who don't understand the concept of a septic system. You have to stand right over the septic system and show them, 'Here's your sludge level.' It gets deeper and deeper until it's in your field. A lot of time we can clean the field out. We can get it, but you lose part of that field," he says.

Taylor developed his own system for cleaning fields using his jetter with the pump truck, combining a water pressure and vacuum technique.

"This works best on PVC or plastic pipe," he says. "It's not recommended for alternative systems. I've only had one system that it didn't work on, but the system was 50 years old and it was concrete drain tile."



"IN WINTER, PART-TIME GUYS ONLY WORK FOUR DAYS AND THEY GET THE SAME PAY. THESE GUYS HAVE TO FEED THEIR FAMILIES FIVE DAYS A WEEK. THE PUMPERS ARE ON SALARY, BUT THEY DON'T WORK THE SAME HOURS THE PORTABLE TOILET GUYS DO."

John Taylor



Above, John and Penny Taylor and their granddaughter Madisyn check out the portable restroom inventory. At right, the Taylors' daughter, Carrie, services a restroom. The Taylors are thankful for Carrie, a college student who helps out during the busy season.



both septic and portable sanitation business. Over the summer, they provided 30 restrooms to Liberty University in Lynchburg, and local schools are pumped regularly.

"We have school contracts pumping 35,000 gallons at a time. We have routine schedules with municipalities. We clean lift stations quarterly," he says.

The company's septic fleet consists of a 1978 Chevrolet C60 with a 1,500-gallon steel tank, a 1980 GMC Brigadier with a 3,500-gallon aluminum tank built by Longhorn Tank & Trailer, a 1997

Chevrolet C7500 with 2,500-gallon steel tank, and a 1999 International with a 4,500-gallon aluminum tank built by Amthor International.

Portable sanitation equipment includes a 1993 GMC pickup with slide-in 200-gallon waste/100-gallon freshwater aluminum tank, built by Imperial Industries Inc., a 2003 GMC C4500 with 300-gallon waste/150-gallon freshwater slide-in unit built by Pik Rite Inc., a 2004 GMC C4500 with 500-gallon waste/200-gallon freshwater slide-in unit built by Lane's Vacuum Tank, and a 2005 Ford F-750 with 2,200-gallon aluminum tank built by Lely Manufacturing.

Utility vehicles include a 1993 Ford F-350 crew cab utility truck, a 2004 Ford F-350 crew cab and a 2007 Chevrolet four-wheel-drive pickup truck with lift gate. They also have two

The folks moving from the cities to the rural subdivisions are as uninformed, he says.

"You get the repeat customers who live and learn. They go to their basement and say, 'What is that smell?' We see quite a bit of that," he says.

Taylor recommends Scott or Angel Soft bathroom tissue. He said another popular brand "is like cement. You have to add 1,000 gallons of water to break it up."

Penny Taylor says that with uneducated homeowners, everything goes into the septic tank, including grease.

"I explain to people it's like cholesterol. It's hardening up," she says.

WEB PRESENCE

Penny Taylor says past attempts to remind customers when cleanings were due had poor results. She says the usual response was "Well, I think I'll wait."

Now, they hand out pamphlets to customers and they have an extensive Web site that includes a frequently asked questions, or FAQ page and chart for determining proper septic tank capacity. There are pages to request free quotes online, photos of portable restrooms, company history, a code of ethics and testimonials.

In 2002, the Taylors added portable restrooms, which now make up about 40 percent of their business. They have 500 units. Construction sites, festivals and ballparks are the predominant customers.

"About one-third are on ballparks from March to fall. There is a festival every weekend. We have two full-time guys; all they do is clean toilets, five days a week. When our daughter is home from college, that's all she does all summer," Taylor says.

Institutions provide work for



At left, Donnie Mundis navigates a 2004 Ford F-350 crew cab service vehicle that carries all necessary tools for onsite system repairs. Above, a well-worn 1940s International Harvester tractor is still used for small onsite system repair jobs.



John and Penny Taylor, with granddaughter Madisyn, show off their 1999 International vacuum truck with 4,500-gallon aluminum tank from Amthor International.



A 1997 Chevrolet C7500 service truck with a 2,500-gallon steel tank is a staple among three pumper trucks used mainly for residential septic service.

equipment trailers, a 1984 Mack R686 dump truck, a 580L John Deere backhoe with extended bucket and eight-, 12- and 20-unit portable restroom carriers.

The portable restroom inventory includes four trailers with attached restrooms, 20 handicap-accessible units, 381 standard units, eight freestanding units with hand-wash stations and 10 holding tanks. Manufacturers include Olympia Fiberglass Industries Inc. and Satellite Industries.

Routine truck and equipment maintenance is done at the company shop and more extensive work is farmed out.

DISPOSAL ISSUES

To limit unnecessary trips to the disposal facility, Taylor has installed four 1,500-gallon temporary storage tanks underground on his property.

Taylor says he spends \$100,000 a year in disposal fees. He says county and local regulators will not allow

them to use a dewatering system or do field application. He says 99 percent of his waste goes to Lynchburg, and when they do work for local municipal plants, those plants accept that waste.

Taylor disposed of 951,000 gallons at the Lynchburg facility during the past year, which was 17.2 percent of all deliveries, the most of 18 haulers using the facility, according to Lynchburg Wastewater Treatment Plant records.

"We are better off than a lot of places. Lynchburg takes restaurant grease from within their area. We take all kinds of things to them," he says.

Greg Rogers, his septic installer, handles installation training, and Taylor the training for pumping. He is also a confined-space certified instructor.

Taylor says his crew works to live up to the company's well-established reputation.

"I tell employees, my name's on that truck or my name's on that (company T-shirt)," he says. "Everybody knows me. I am a working owner and I am involved in all my septic pumping, repairing, installation and portable toilet services." ■

Taylor's Septic turns to creative financing

When it came time for John and Penny Taylor to expand their business, they found limited financial options. Though the septic business was well established, the Taylors found lenders were less than helpful when they wanted to expand the portable sanitation side of the business.

Penny Taylor says their initial 50 units were continually rented and had new markets — such as construction sites and parks — they needed to get into. They wanted to buy more restrooms and more trucks.

The bank said it was too much of a risk.

Their solution was one not favored by business schools or credit counselors — or even Penny Taylor, for that matter — but they were confident enough of their prospects to risk it. They used credit cards.

The Taylors charged purchases to credit cards with zero-interest periods and transferred the balances to new cards before interest began to accrue. Taylor said she tried to keep payments ahead by three to six months.

By managing cash flow with great care and making payments on time, they were able to expand the business, and with less expense than with a traditional loan. Penny Taylor estimates they saved \$30,000 in interest along the way.

"I don't recommend this method. My daddy always told me that your credit is something that you never want to mess up. It's like your name. People know you by it, and if you are creditable, then you are worthy," Penny Taylor says. "I did it because I believe in our company and I am very disciplined when it comes to money and paying for things. I knew what had to be done."



Penny Taylor is adept at using credit card borrowing to finance portable sanitation equipment. Careful cash flow management has saved the company \$30,000 in interest.

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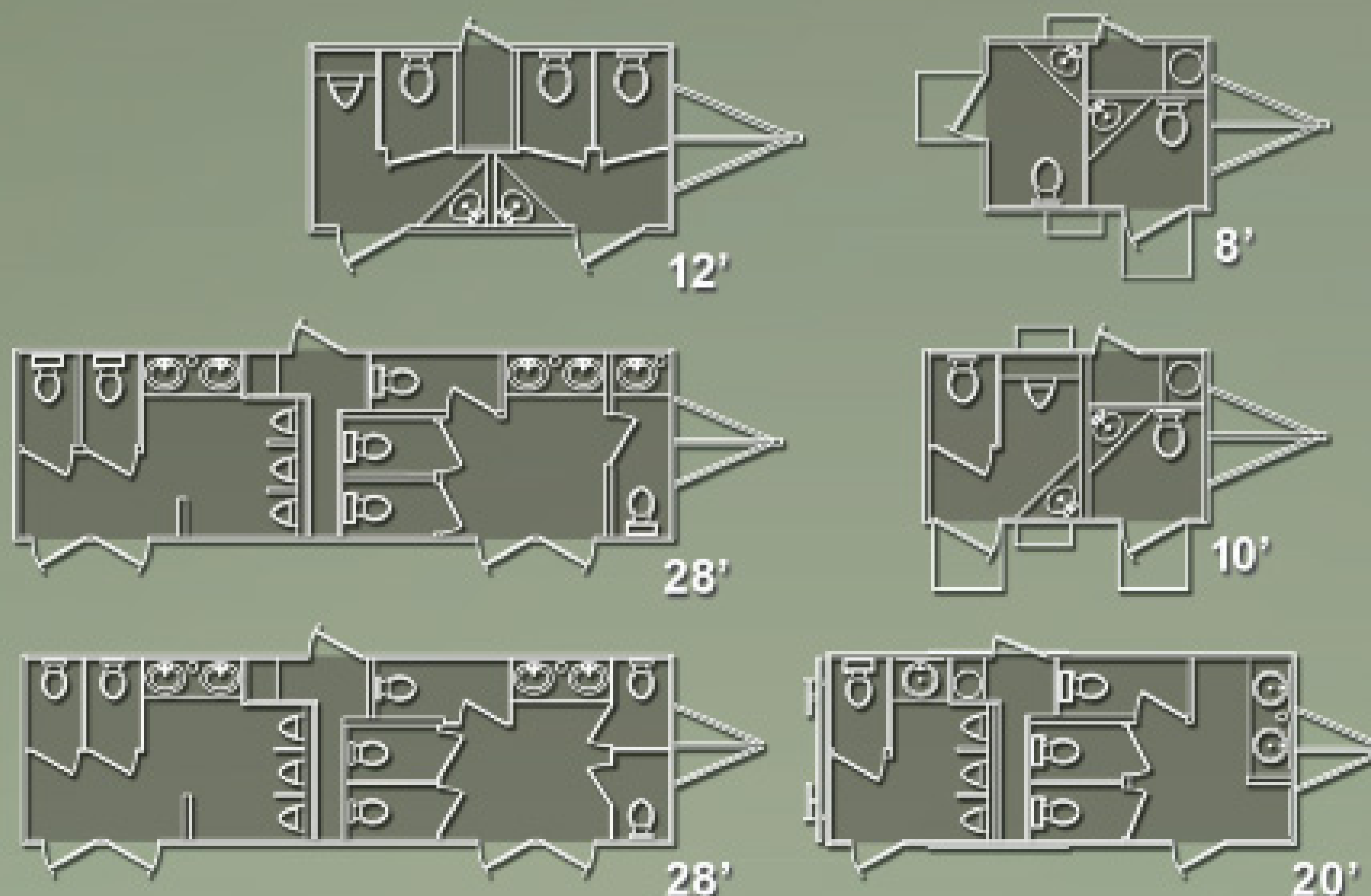
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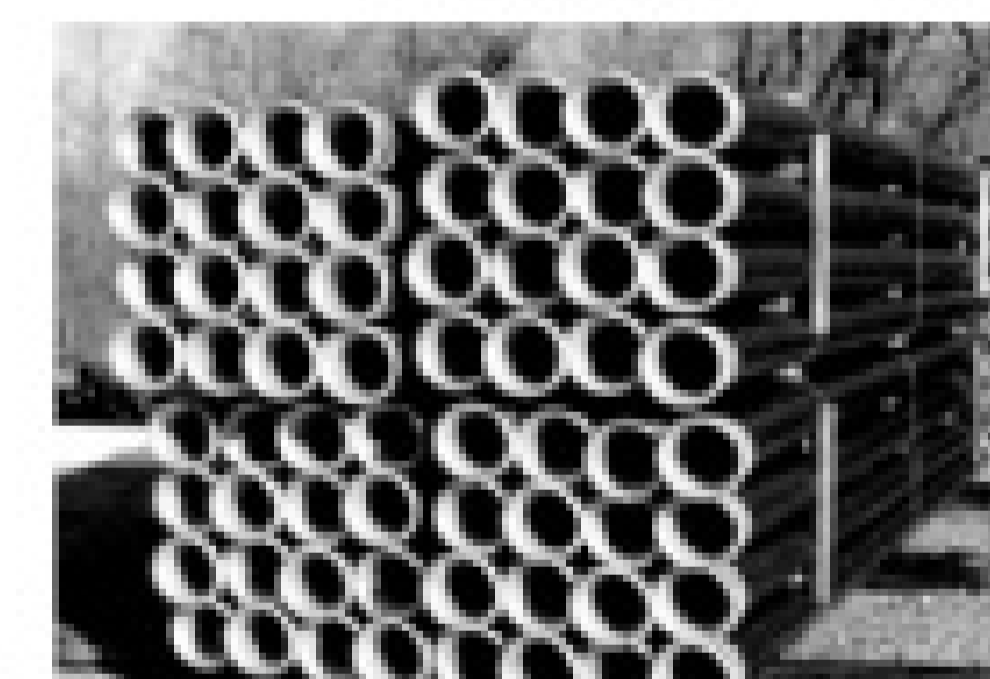
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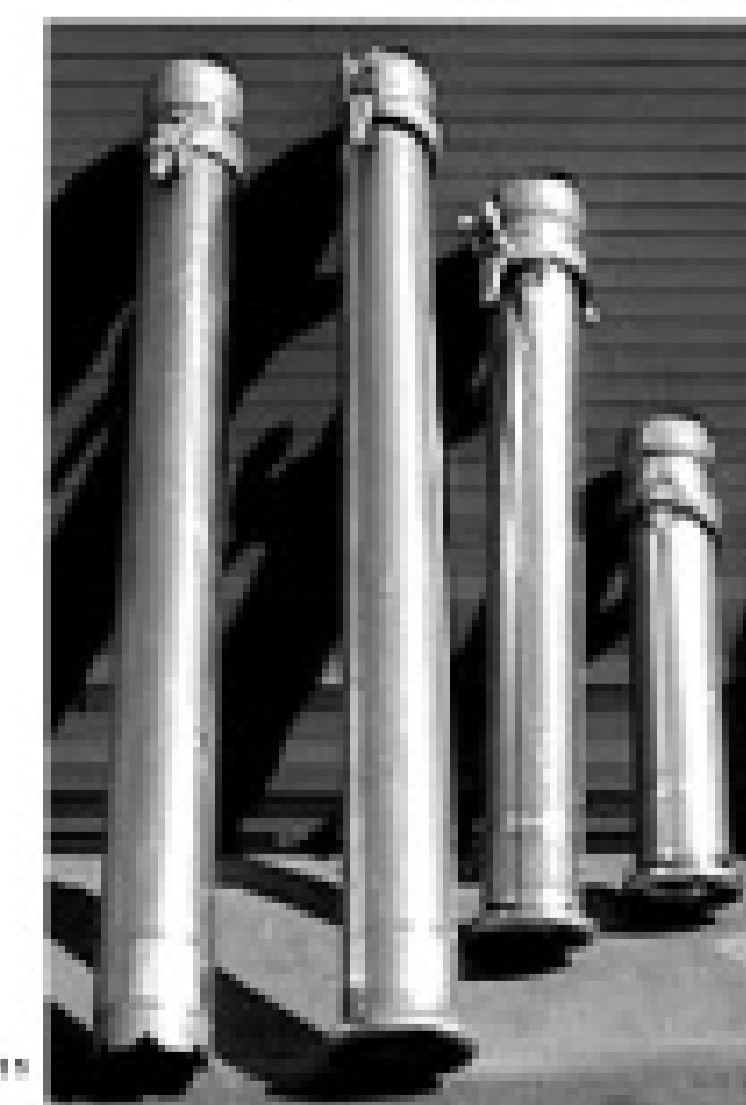
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Supporting the Vacuum Tank

Shopping for a new pump truck, a poster wonders about the best way to support the weight of the tank barrel

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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

Trough or no trough?

Question:

I need some help. I am having a tank fabricated and the company does not think I need a full-length trough on the tank. They say all I need is a 4- or 5-foot piece up front and the same in the back. Also, the builder doesn't recommend using any membrane (rubber, wood) between the trough and frame rail of the truck. This is the only manufacturer I have come across that deletes these items. Is this a big deal or should I spend my money on something else?

Answers:

Dropping the membrane between the tank and frame is like leaving the rubber out of motor mounts; it should have rubber (lasts longer than wood) between the tank and frame or you will hear clunking every time the tank moves. The tank should not be mounted solid. It should have at least one spring mount in front or back for flex. The hose trays should be full length. It is much easier on the hose. Every time the hose flexes, it loses some life. On the back of my truck I have three hose hooks, giving the hose less bounce, less flex and more life.

◆ ◆ ◆
We have always manufactured full-length skids made of 1/4-inch material. I don't think anyone could argue that it gives greater strength to the barrel. Tanks always collapse from the top down, never from the bottom up! A full-length skid would act as a rib. Also consider equal, even weight distribution as your tank and truck frame twist and contort.

I have seen skids that had been stitch-welded with cracked welds from twisting, contorting and varying pressure points. Skids that are 100-percent welded prevent moisture entrapment. This entrapment will cause extreme corrosion problems down the road. I have also seen skids made of lighter material buckling.

Wood, plastic or rubber act as an isolator between skids and truck frames. The idea is you don't want to lock down the tank to the frame, but allow the movement it needs. This becomes more important with larger diameter and longer tanks.

◆ ◆ ◆
I strongly recommend full-length hose trays and rubber skids with a stainless-steel channel between the rubber and tank. Wood holds moisture and shortens your barrel life. The stainless-steel channel is a barrier you should have. Wood will not last the life of the tank; it will either compress or rot and increase stress on your tank over time. You should get the best quality features to ensure longer tank life.

◆ ◆ ◆
I have seen a lot of other trucks with just 3-foot pads for resting the tank on the truck frame. All of these trucks are for oilfield work, so they have to be certified. Keep in mind that these tanks have two or more stiffeners around the diameter of the can, and they have six pads, two in back, two in the middle and two at the front of the tank. All have hoists, so they are not mounted to the truck except by

Dropping the membrane between the tank and frame is like leaving the rubber out of motor mounts; it should have rubber (lasts longer than wood) between the tank and frame or you will hear clunking every time the tank moves.

hinges at the back of the tank. For what it's worth, my new tank has six 4-foot rails for resting on the truck. I installed two stiffeners around the diameter of the can as well. It also has a hoist.

◆ ◆ ◆
With hoist units, you have your rear hinges as a solid point and the front lift cylinder is also a capture point. When the hydraulic cylinder is collapsed down, it has not bottomed out steel on steel, but nested on a bed of oil. So hoist units will float and have some movement. The full-length skid may not play the role as they do on a non-hoist tank. In any event, full-length skids give greater strength and integrity to the barrel.

◆ ◆ ◆
It's true the tank is not tied down, and there is movement. But when the hoist is down all the way, there is not enough oil left in the cylinder to act as a cushion. I have pads under the front corners of the tank and on the truck frame showing wear to prove that.

I agree that when a tank collapses, it collapses from the top and not the bottom (I've had two do that to me), but the top has no more support than the metal of the can itself (and from the baffles if you have them). The bottom does have support though.

How much more strength does a full skid give a can as opposed to shorter pieces? There is room for argument that shorter pieces of rail have enough support, depending on where they sit (I think the middle of the tank has to be supported as well), and it would weigh less. Not very much less, but as they say, "look after the ounces and the pounds will take care of themselves."

PTO or separate gas-powered pump?

Question:

I was asked which is more economical, a small gas-engine driven vacuum pump or a power takeoff-driven vacuum pump running off the transmission? I didn't have an answer and figured maybe you guys could help. I figured since most trucks run with a PTO, it is probably cheaper. I'm sure the numbers have already been crunched.

Answers:

Any diesel engine is going to be far more efficient than a small gas engine, and less polluting as well. I also think of the cost, space, and weight issues of carrying around and maintaining an extra pump. The PTO is definitely more convenient.



The real issue is "how many CFMs do you need?" Even a small pump will produce vacuum, but it may take forever. Large vacuum pumps require big horsepower, making PTOs more efficient.



Most small gas engines are not designed for long life or heavy use, and will need to be repaired/replaced more often than the PTO. Then there is the hassle of having more maintenance records, separate fuel sources to manage and maybe different oils and filters.



The best thing about the PTO is if I can drive to the jobsite, I am sure the PTO-driven pump will work all the time, unlike a gas-powered auxiliary engine that will refuse to start when most needed. ■

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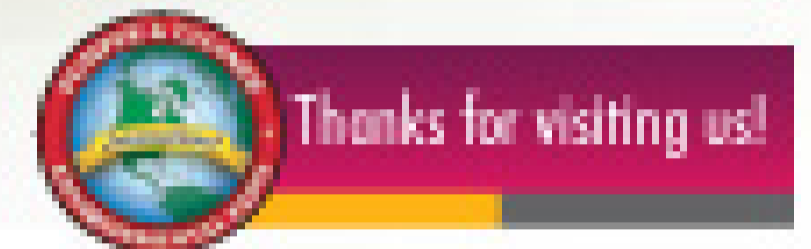
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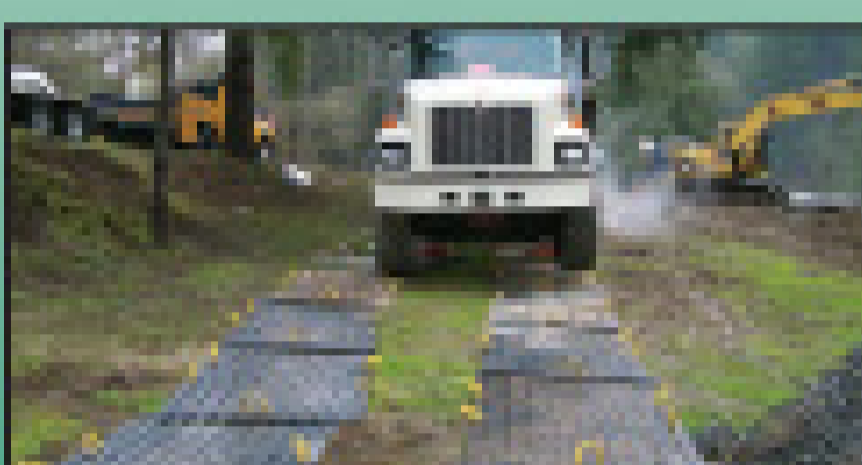
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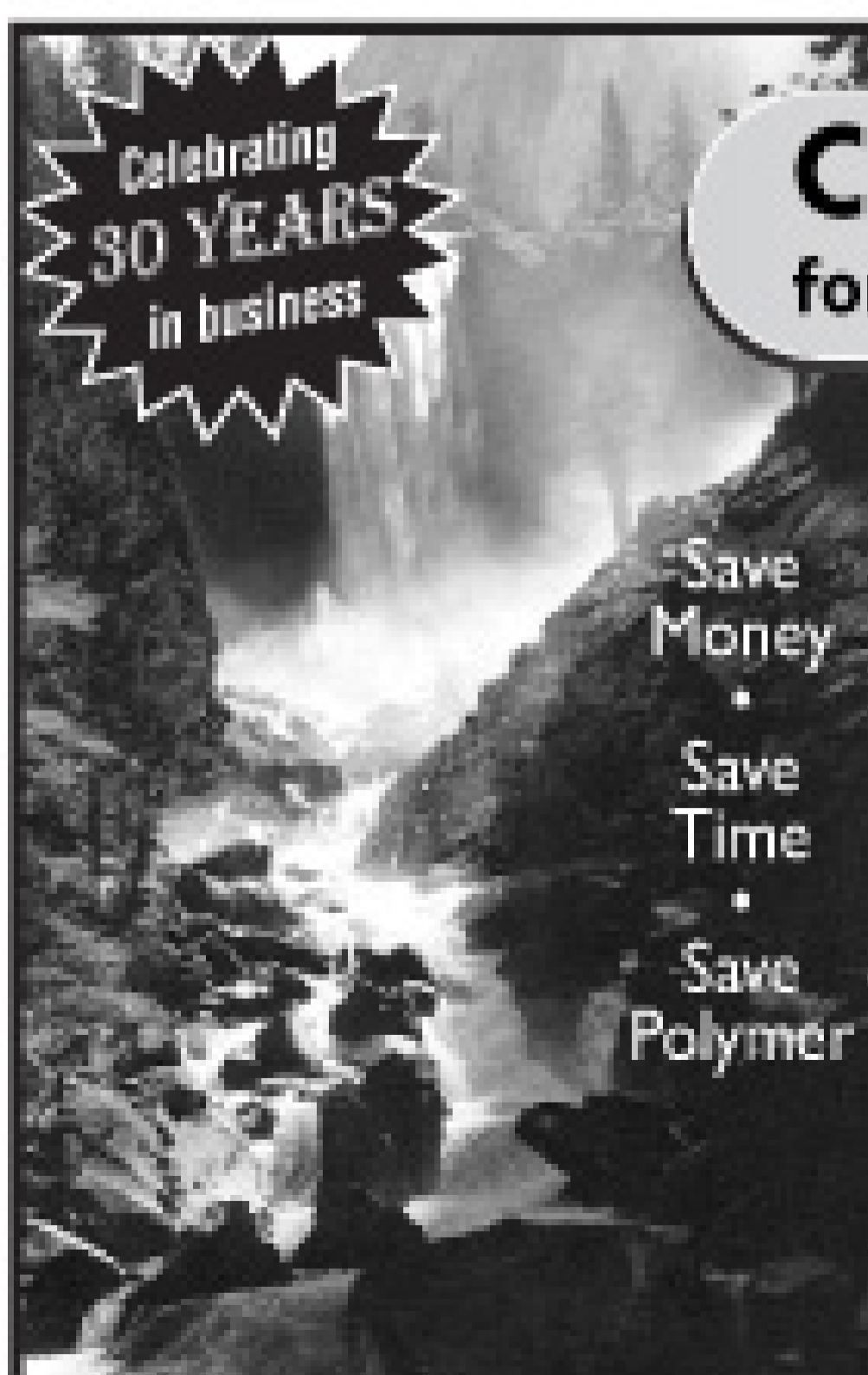
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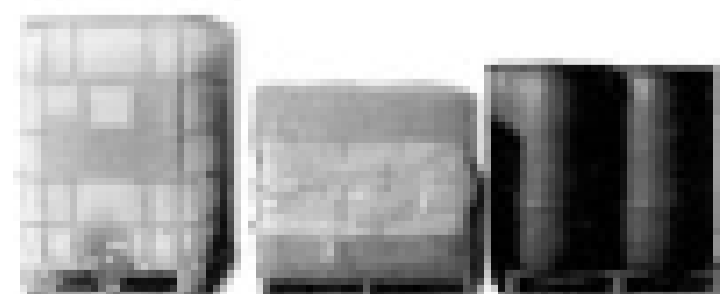


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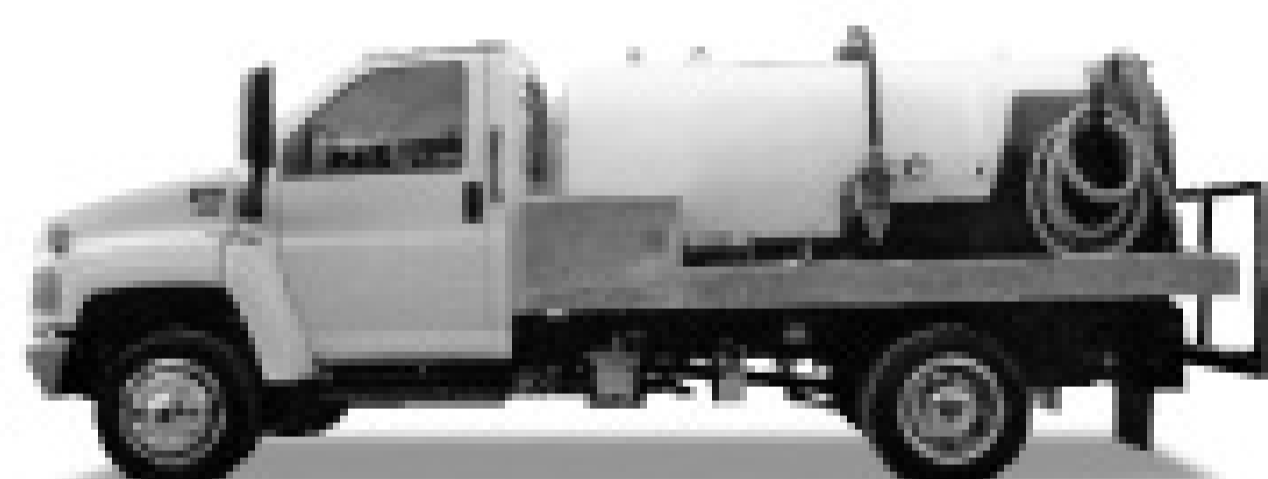
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By **Scottie Dayton**

ONTARIO: Provincial Regulations are a Hot Topic

After attending the National Association of Wastewater Transporters Inc.-sponsored Septage/Grease Trap Waste Treatment Symposium in Harrisburg, Pa., last September, Bob "Pepi" Murrell spearheaded the first Rural Waste Water Treatment Expo during the 2008 Ontario Association of Sewage Industry Services conference. More than 85 members attended.

David Bell of Saxe Law Office in Toronto spoke of the liability issues members could face. According to Bell, the government, by taking away disposal options and offering nothing in their place, has increased the challenges of doing business. "Those in the septage industry are faced with a myriad of liability possibilities: personal injury, failure to comply, and the potential of accidentally causing environmental harm," he says.

Bell encouraged members to perform a business risk assessment and look at their hiring practices. "How you hire, with a contract or with a written or verbal agreement, will have a direct bearing on your liability," he says. Bell also suggested scrutinizing contracts with municipalities. He pointed out the importance of understanding exactly what the agreement says about sampling responsibilities, proving what is in a load, and similar issues. Call Bell at 416/962-5882 or e-mail admin@envirolaw.com.

MISSOURI: Funding Assistance for Onsite Systems

Onsite or decentralized systems serve more than 25 percent of Missouri households, but funding assistance to individuals or small communities is limited. To help focus State Revolving Funds and other funding efforts for the greatest good, the Department of Health and Senior Services is asking pumpers to identify, quantify, and prioritize the needs in their areas.

The agency is seeking information about the cost of repairing or replacing different types of onsite systems. This will allow the state to include onsite/decentralized needs in the Clean Watershed Needs Survey. Doing so may lead to increased funding assistance for individuals and small communities. To participate, contact the Onsite Sewage Program at 573/751-6095.



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March 2-5

Ontario Onsite Wastewater Association Conference, Deerhurst Conference Centre, Huntsville. Call 905/372-2722 or visit 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.

March 11-13

Northeast Onsite Short Course, Marriott Hotel and Spa, Groton, Conn. Call 978/323-7929 or www.neiwppcc.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.

March 26-29

Portable Sanitation Association International Nuts & Bolts Meeting, Embassy Suites Hotel, Albuquerque, N.M. Call 800/822-3020 or visit www.psal.org.

March 30-April 2

Residuals and Biosolids Conference and Exhibition sponsored by the Water Environment Federation, Marriott Philadelphia Downtown, Pa. Call 703/684-2441 or visit www.wef.org.

April 7-10

National Onsite Wastewater Association Conference, Cook Convention Center, Memphis, Tenn. Call 800/966-2942 or visit www.nowra.org.

April 15-17

North Carolina On-Site Wastewater Treatment Conference, North Carolina State University, Raleigh. Call Joni Tanner at 919/515-1678 or visit www.soil.ncsu.edu, then Training, Short Courses and Workshops.

April 27-May 2

North American Society for Trenchless Technology No-Dig Show, Gaylord Texan Resort and Convention Center, Grapevine, Texas. Visit www.nodigshow.com.

May 12-15

California Onsite Wastewater Association Conference and Exposition, DoubleTree Hotel, Sacramento, Calif. Call or visit 707/579-4882 or visit www.cowa.org.

Oct. 14-15

Delaware Onsite Wastewater Recycling Association Conference and Exhibition, Dover Downs Hotel & Casino, Dover. Call 302/739-9331 or visit www.dowra.org.

Oct. 23-26

Ontario Association of Sewage Industry Services (OASIS) Conference and Expo, Orillia, Ontario, Best Western Conference Centre. Call 877/2020082 or visit www.oasisontario.on.ca.

Nov. 5-9

Portable Sanitation Association International Convention & Trade Show, Hilton Hotel Ocean Beach and Ocean Center Exhibit Hall, Daytona Beach, Fla. Call 800/822-3020 or visit www.psal.org.

Training & Education

Ontario Onsite System Brochure

The Ministry of the Environment and the Ontario Rural Wastewater Centre developed a brochure with information about protecting the environment through the responsible operation and maintenance of onsite systems. Call 416/325-4000.

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 as part of the Illinois Plumbing Heating Cooling Expo at the Drury Lane Conference Center, Oakbrook Terrace. The program is in its certification stage and will become eligible for CEUs. Call Bev Potts at 800/795-7422 or visit www.ilphcc.com.

Florida

Courses are at the Florida Onsite Wastewater Association's Training Center in Polk City unless stated otherwise.

- March 6 – Master Contractor Maintenance
- March 11 – Onsite Systems: How Are They Approved?, northeast Florida (TBD)
- March 12 – Onsite Systems: How Are They Approved?, northwest Florida (TBD)
- March 25 – Work Smart, Not Hard, southeast Florida (TBD)
- March 26 – Work Smart, Not Hard, southwest Florida (TBD)
- April 7-8 – Master III-Basic Florida Soils
- April 9-10 – Master I-System Design and Function
- April 10-11 – Master II-System Materials and Regulation Requirement
- April 22 – Smart Business Practices: Portable Restroom Rental Industry
- April 23 – Septage and Grease in Florida
- May 6 – Smart Business Practices: Portable Restroom Rental Industry
- May 20-21 – O&M Service Provider Program I, II, III, Miami
Contact FOWA at 407/830-4381 or www.fowaonsite.com.

Iowa

The Iowa Onsite Wastewater Training Center has the following courses:

- March 17 – Basic 101, Calmar
- March 27 – Media Filters, Indian Hills
- May 14 – Drip Irrigation Dispersal Systems, Ankeny
- June 19 – Basic Soils, TBD

Call Annette Adams at 800/362-2127, ext: 6464 or e-mail Dennis Hayworth at dahayworth@dmacc.edu.

Minnesota

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

- 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

- April 3-4 – Installing Onsite Systems, Bemidji
- April 11 – Contractor Safety/Pipelayer Certification, Continuing Education, Little Falls
- April 14-15 – General-Continuing Education, White Bear Lake
- April 16-18 – Designing Onsite Systems, Detroit Lakes
- April 22-23 – Inspecting Onsite Systems, Waseca
- April 28-30 – Introduction to Onsite Systems, White Bear Lake
- May 1-2 – Installing, White Bear Lake
- May 5-7 – Pumping and Maintaining, Mankato
- May 5-9 – Pumper/Maintaining and Service Provider Combo, Mankato
- May 6-9 – Service Provider, Mankato
- May 29-30 – Soils, Brainerd

Call 800/322-8642 (612/625-9797) or visit www.extension.umn.edu.

Missouri

The Department of Health and Senior Services is offering the following training professional CEU courses:

- March 4 – Basics of Onsite Wastewater, El Dorado
- March 5 – Basic Drip Irrigation Design and Installation, El Dorado
- March 13-14 – Advanced Installer, Jefferson City
- March 18-19 – Operation and Maintenance, Sedalia
- March 25-26 – Advanced Installer, Springfield
- March 25 – Troubleshooting, Columbia
- March 26 – Hydraulics, Columbia
- April 15 – Troubleshooting, Springfield
- April 15-16 – Advanced Installer, Cape Girardeau
- April 16 – Hydraulics, Springfield
- April 22 – Basics on Onsite Wastewater, Chillicothe
- April 23 – Basic Drip Irrigation Design and Installation, Chillicothe
- May 6 – Troubleshooting, Grandview
- May 7 – Hydraulics, Grandview
- May 20-21 – Operation and Maintenance, Camdenton
- May 27 – Troubleshooting, Maryville
- May 28 – Hydraulics, Maryville

Call 573/526-6095 or visit www.dhss.mo.gov/Onsite.

New Hampshire

The New Hampshire Department of Environmental Services is offering the following courses at its Concord auditorium:

- April 2 – Installers, review class
- April 8 – Installers, exam
- April 16 – Onsite Designers, review class
- April 22 – Onsite Designers, exam

Call NHDES Public Information Center at 603/271-2975.

North Carolina

North Carolina Soils and On-Site Wastewater Training Academy is offering the following courses:

- April 2 – Sediment and Erosion Control Workshop, Raleigh
- April 22-24 – Land Application/Residual Operator, Raleigh
- April 23-25 – Subsurface Wastewater Operator, Raleigh
- May 5-8 – Spray Irrigation Systems Operator, Raleigh
- May 13-14 – Writing A Certified Nutrient Management Plan, Raleigh
- May 20 – Introduction to Decentralized Wastewater, Fletcher
- May 21-22 – Onsite Wastewater System Inspector, Fletcher

Call Joni Tanner at 919/515-1678 or visit www.soil.ncsu.edu/training.

Pennsylvania

The Pennsylvania Septage Management Association offers the following training on March 19-20 at Grantville:

- Vac-Truck Training and Certification
- Basic Onlot Wastewater Treatment System Inspection
- Advanced Onlot Wastewater Treatment System Inspection
- Standards Refresher

New Jersey Septage Management Association members qualify for PSMA member tuition fees. Call Jackie at 610/350-0590 or visit <http://psma.net>.

Rhode Island

The University of Rhode Island's Onsite Wastewater Training Center offers these professional development workshops at its Kingston campus:

- April 17 – Bottomless Sand Filter Design and Installation
- April 30-May 1 – Conventional Onsite Wastewater System Inspection
- May 8 – Innovative and Alternative Technology Overview
- May 14 – Hands-On Component Installation
- May 29 – Innovative and Alternative Systems Field Tour
- June 4-5 – Innovative and Alternative Systems Operation and Maintenance
- June 18 – Soils Basics for the Onsite Wastewater Contractor (contact Mark Stolt)
- June 25 – Bottomless Sand Filter Design and Installation

Call Holly Meehan at 401/874-5950 or Mark Stolt, when directed, at 401/874-2915 or visit www.uri.edu/ce/wq.

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:

- March 5 – Markup and Profit
- March 13 – Control Panel Wiring
- March 19-20 – Exam Review
- April 2 – Maintenance Basics
- April 16 – Pumpers
- April 23 – Design/Install Subsurface Drip Systems
- May 6-7 – Combined Basics of Onsite Sewage
- May 14-15 – Installation Basics, Part 2
- May 20 – Mounds/Sand Filters
- May 22 – Maintenance Basics, Bremerton

Call John Thomas at 253/770-6594 or visit 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,

- March 6 – Shell Lake
- March 13 – Fond du Lac
- March 20 – Wieser Concrete Maiden Rock Facility
- March 27 – Rhinelander

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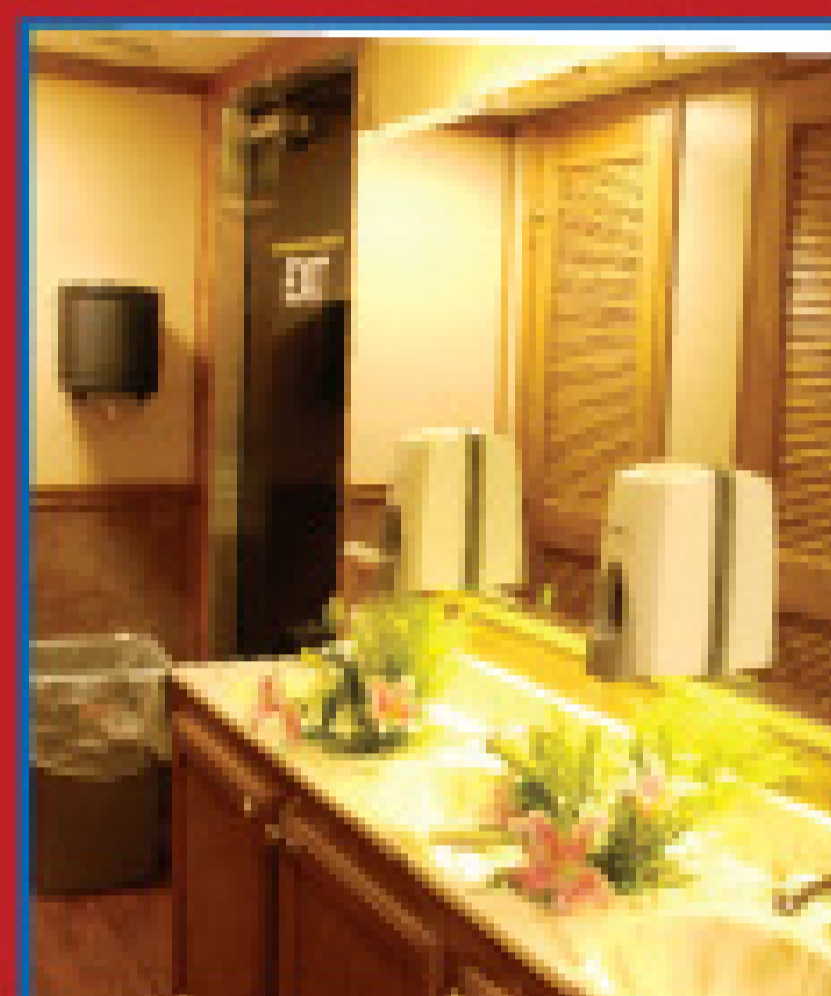
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A Helping Hand

Arizona's Palmer's Benjamin Franklin Plumbing donates time and supplies for various local charitable causes

When they're not out dealing with plumbing emergencies or jetting out sewer lines, the folks at Palmer's Benjamin Franklin Plumbing are volunteering their time to help out with projects around the company's Youngtown, Ariz., home base.

Work with Habitat for Humanity, the Packages From Home campaign to help soldiers, and many community event sponsorships is all

The Lighter Side

By Jim Kneiszel

We're always looking for ways to help make our community better,"

part of being good citizens in the community located near Sun City Ariz., according to Brian McQuiston, a spokesman for the plumbing contractor.

"It's critical for us to give back.

"When you can pull your team together and work on projects, it's amazing how much you can accomplish. And it builds morale in the company."

Brian McQuiston



The Palmer's Benjamin Franklin Plumbing team of Youngtown, Ariz., includes (back row, from left) Adam Vanderhei, Tony Schuett, Will Clowser, Paul Guitierrez, Chris Hart, Genine Serachie, Jim Lebo, Roger Anderson; (front row, from left) Lynne Bruhne, Nick Culpit, Emie Jiminez, Danny Fontana, Pam Zahn, Brian McQuiston, Connie Chavez, Charisma Jacobo, Bill Palmer, Jerry Hanen; (front) Jess Cordoza.

McQuiston says. "When you can pull your team together and work on projects, it's amazing how much you can accomplish. And it builds morale in the company."

Volunteers from Palmer's Benjamin Franklin Plumbing spent hours helping build this Habitat for Humanity home for a family in Glendale, Ariz.



The company has been operating under the Palmer name for 34 years, and affiliated with Benjamin Franklin Plumbing a year ago, McQuiston says. The company has long looked for charitable opportunities, among them has been sponsoring holes in charity golf tournaments and helping out with children's causes.

Palmer's has spent considerable time on Habitat for Humanity home building projects. McQuiston says employees recruit their families to help out with the houses, and have gone to the high schools where their children attend, seeking volunteers.

"All of our guys volunteer," he says. "Every year we try to top our previous year."

The company has ramped up its fundraising efforts for Habitat for Humanity, earmarking \$5 from every work invoice to go to the program, which helps low-income families build their own homes.

Most recently, the company signed up to provide a drop-off site for Packages From Home, a nonprofit organization that ships supplies to U.S. military personnel serving abroad. If Arizona pumpers want to drop off packages for the soldiers, they can contact Palmer's at 623/933-1375. For more information on the Packages From Home program, go to the Web site, www.packagesfromhome.org. ■

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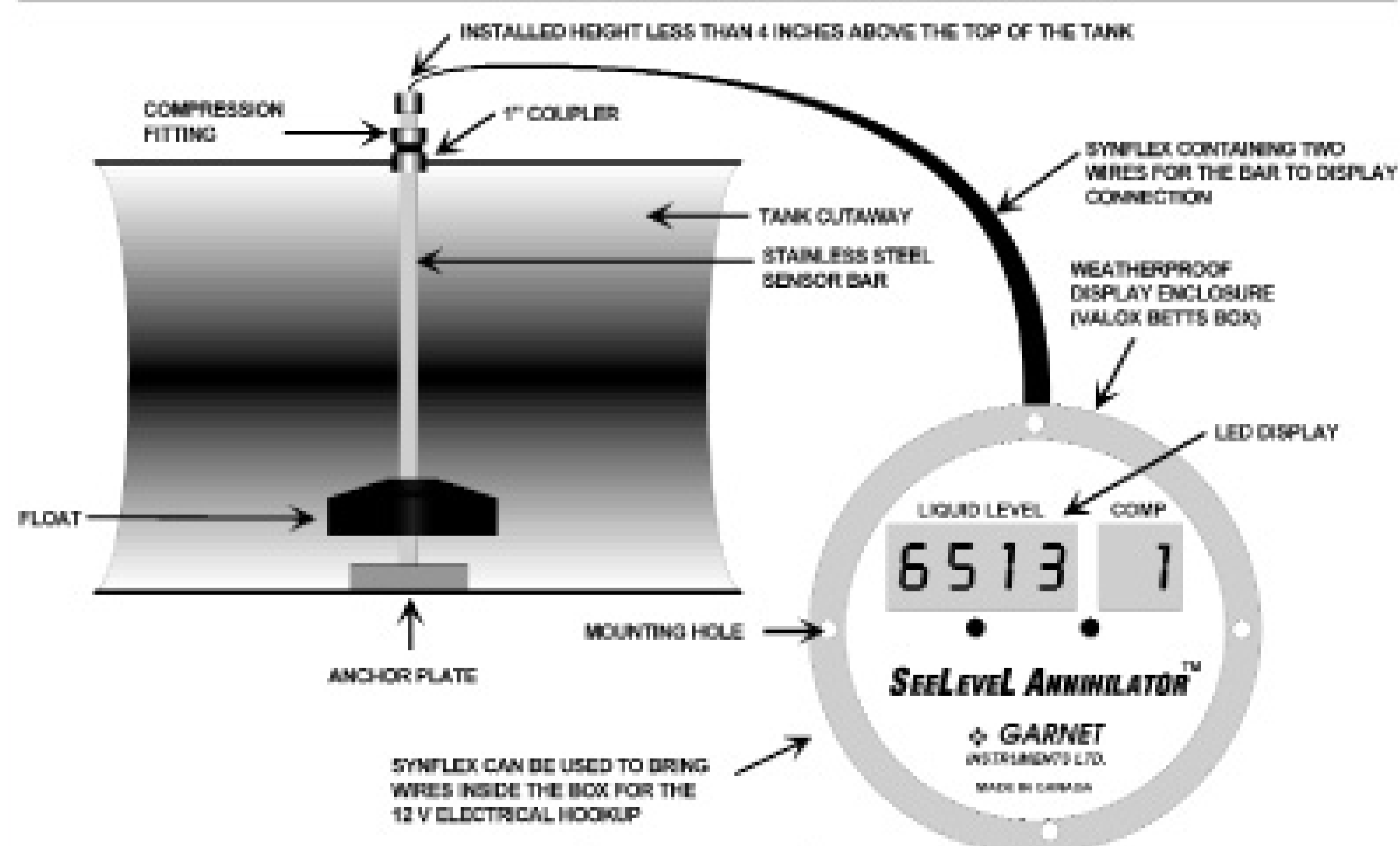
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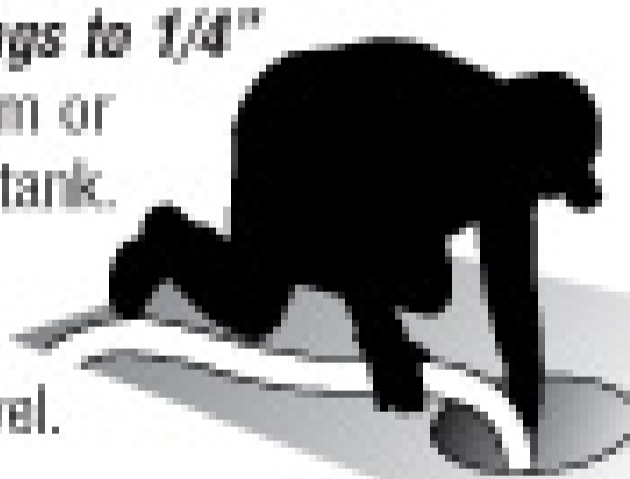
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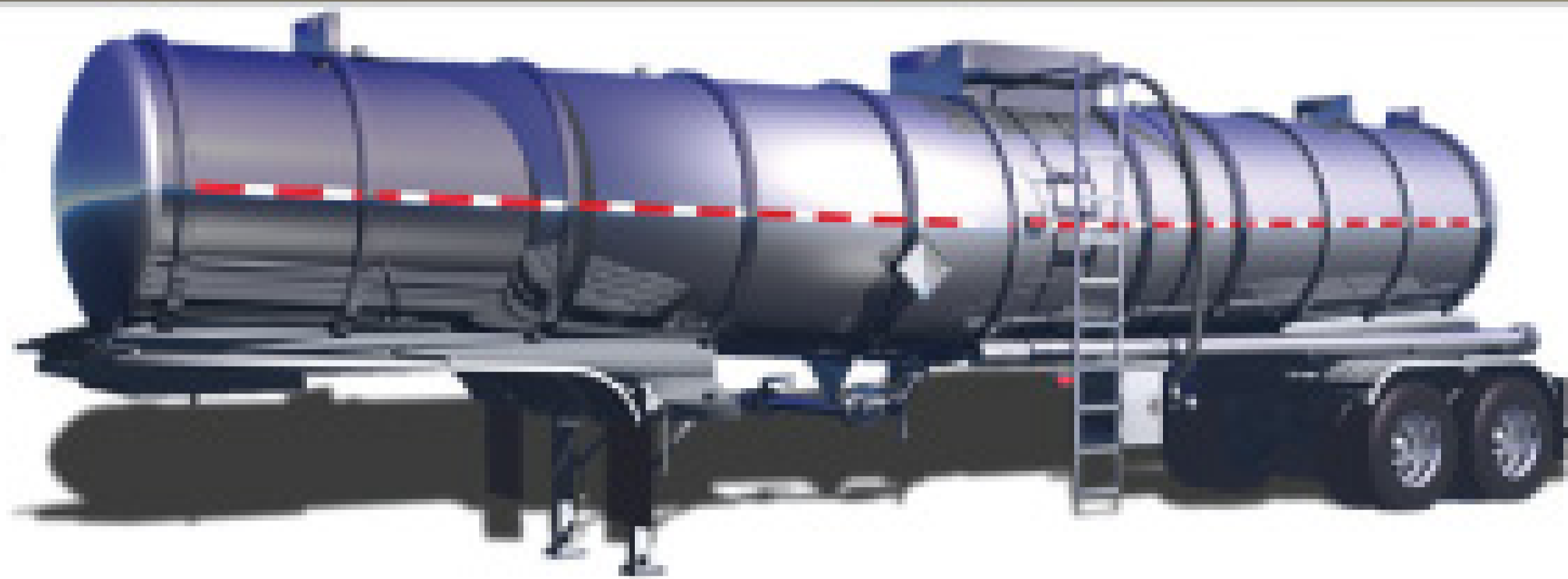
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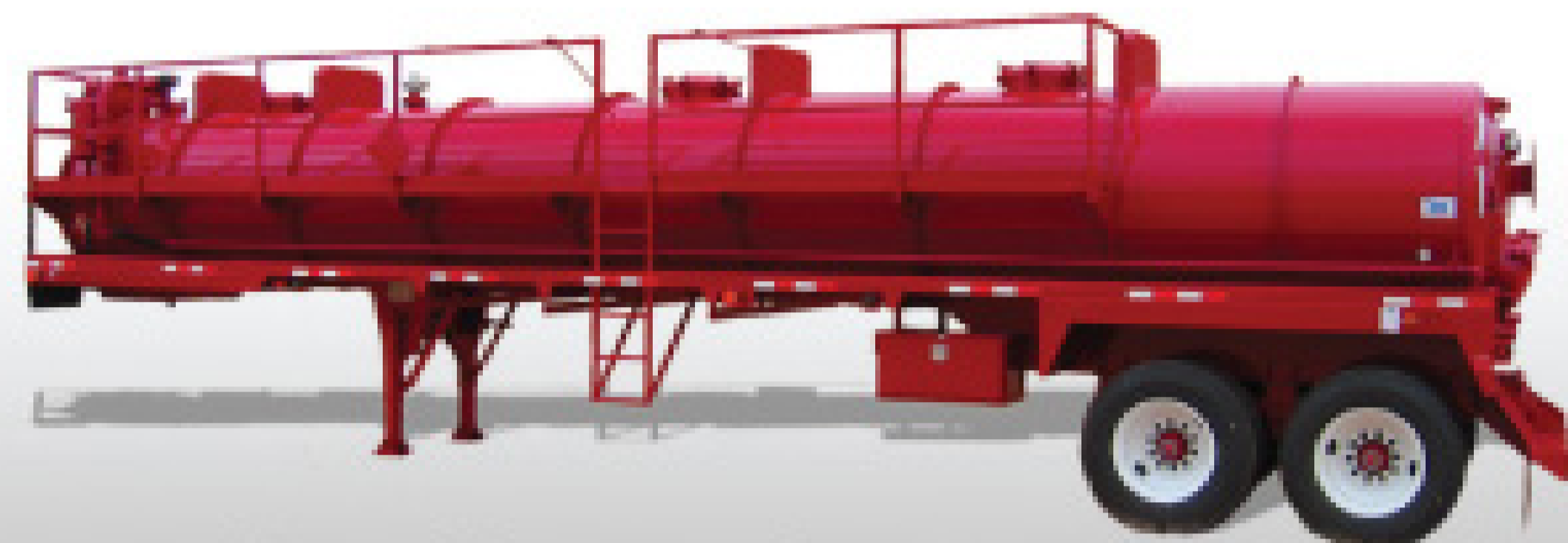
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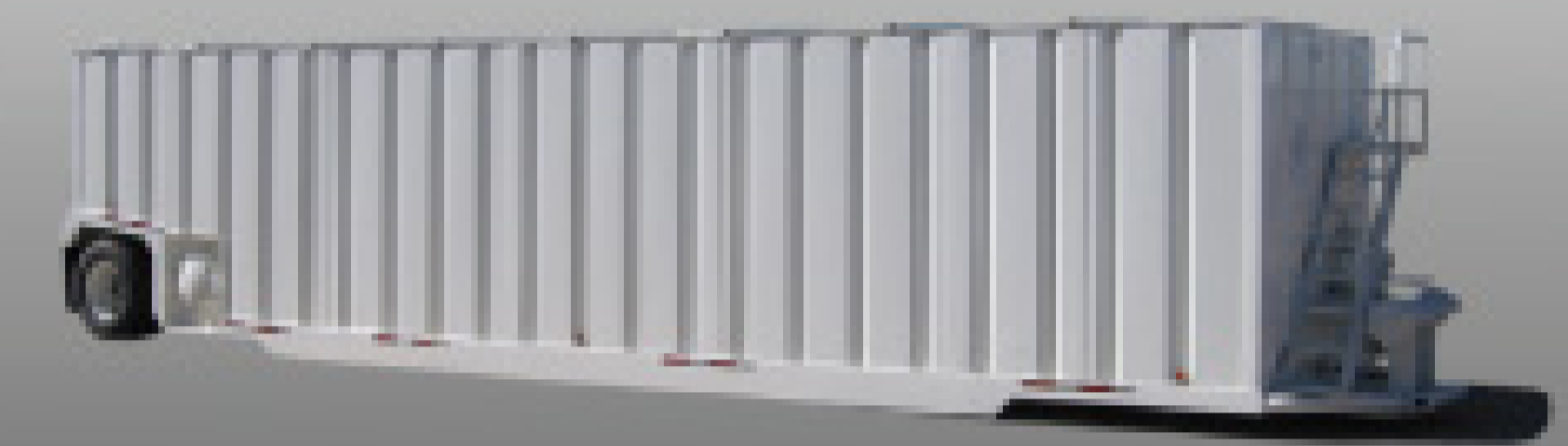
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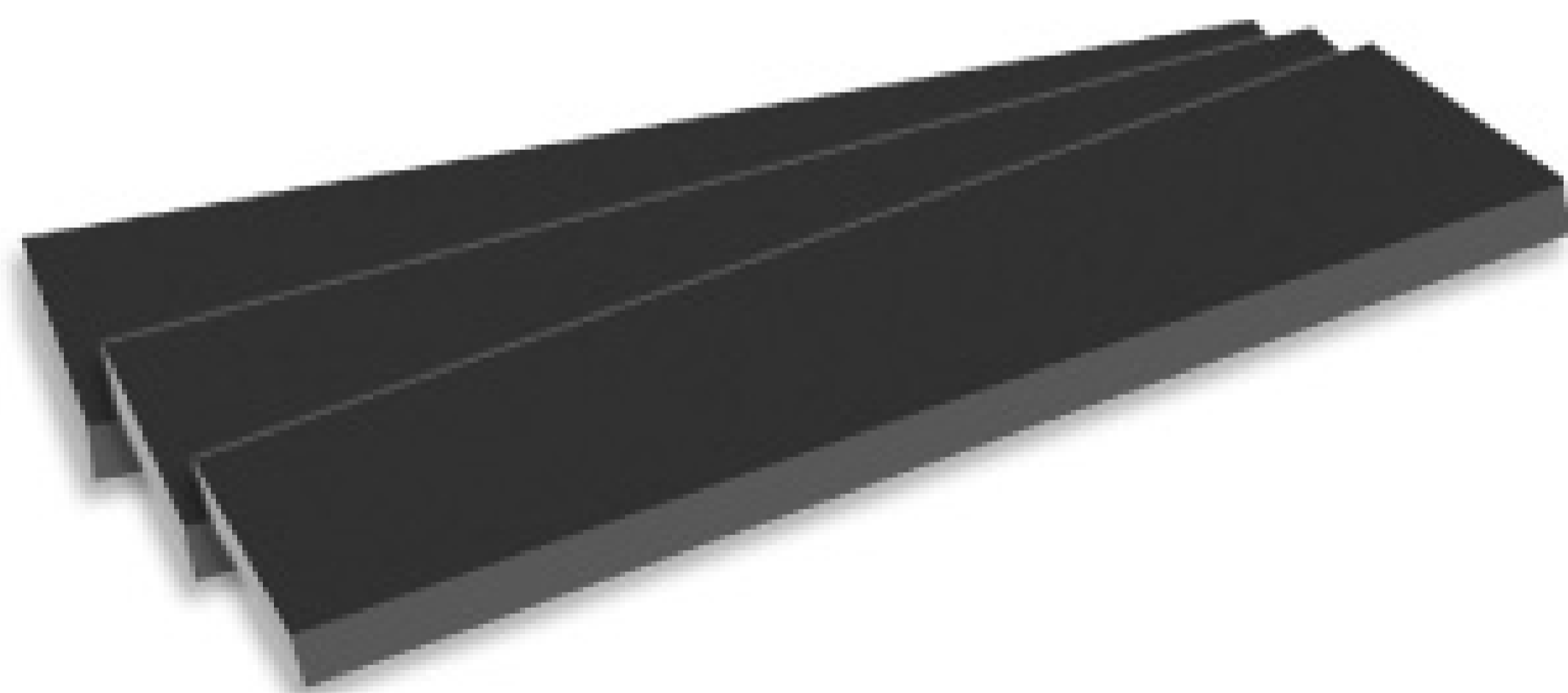
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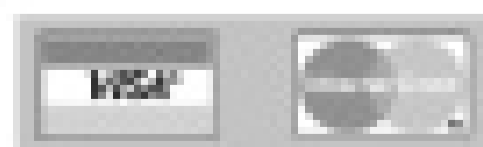
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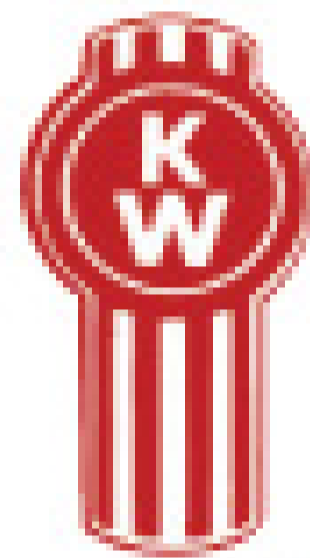
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Nurturing the Nest Egg

Market watchers warn of retirement investment pitfalls that can stall or drain funds earmarked for the golden years

By Ted J. Rulseh

Just for fun, try searching the Internet under “mistakes investors make.” You’ll find articles that list 15 mistakes. Or four. Or 18. Or seven. Or 10. And almost every list will include mistakes that others don’t.

Mistakes. We all make them. But judging from all these articles, and all the errors so many of us commit, it’s a wonder anyone makes it to retirement in one financial piece. Of course, most of us don’t make catastrophic blunders, like betting our life savings on a hot tip involving commodities markets. Still, it’s worthwhile now and then to remind ourselves where we can go wrong if we’re not careful.

So, here are some common investment mistakes, pulled from a variety of sources believed to be reliable. In no particular order of importance:

1. Expecting too much. The Merriman Berkman Next money management firm cautions against demanding perfection in order to be satisfied. “We’ve all known people whose attitude is that nothing is good enough for them,” principal Paul Merriman writes in an article on the firm’s Web site. “People who can’t stand to have anything but ‘the best’ are rarely successful at investing.”

Indeed, as a wise man once said, “The perfect is the enemy of the good.” No matter what investments you own, there will always be something performing better.

If you pay attention to that, you’ll tend to jump constantly from one investment to another — and do worse than if you stuck to a long-term plan.

2. Following fads. Remember the dot-com boom and bust in 2000? That wasn’t the first fad, and it won’t be the last. Fad-following is a key reason many people get the traditional “buy low, sell high” advice exactly backwards, according to Cathy Tuckwell, a Certified Financial Advisor in Toronto, Canada.

Fad investors tend to buy the “popular” stocks of the day, which typically become fashionable for brief periods. Many people invest at the height of a trend, just in time to ride it downward, Tuckwell says. She advises looking critically at prospects for an investment’s future performance — not just past performance.

3. Taking too little risk. Merriman observes that some people are afraid to lose any money at all. They want everything secure and

guaranteed — but that isn’t possible. “Very low risk almost always equates with low return,” Merriman says. “If you put your emergency money in a bank account and earn one percent, you may think you’re taking no risk. But in fact you are taking the very real risk that inflation will rob your money of its purchasing power.” It’s the same with money we invest for retirement.

4. Holding on to a loser. When an investment heads seriously south, it can be hard to admit having made a mistake and sell. The tendency is to try and hold on until the investment comes back at least to the price we paid.

“Not every investment decision you make will pay off,” says Dan Kiley, chairman and chief compliance officer with Retirement Corporation of America. “When you do make a mistake, acknowledge the error, sell the shares and invest in something more promising. The longer you stay anchored, the more money you will have tied up in assets that may never return what you originally paid for them.”

5. Taking advice from talking heads on TV. “These programs should come with a big disclaimer: For Entertainment Purposes Only — because that is just what they are,” says John Nyaradi, president of Ridgeline Media Group LLC and owner of Wall Street Sector Selector. “They’re fun to watch and provide fast moving commentary, but if you’re investing according to what you hear on television, you are doomed to failure.”

The “hot tips” you hear on these programs are already common knowledge in investment circles. Whatever good news the commentator is peddling, you can bet it’s already factored into the investment’s price. That means you won’t get a bargain.

6. Having a big head. “The majority of people (though men are more guilty of this than women) think they are better than average at a variety of tasks, such as driving and investing,” says Roger Ibbotson, Ph.D., chairman of Ibbotson Associates, a financial diversification company in Chicago. “But by definition, a majority of people can’t be above average. This unrealistic assessment of one’s own investing prowess causes investors to overtrade and pay the resulting higher fees and taxes.”

7. Putting too much faith in brokers. Investment sage Warren Buffett has asked

Ted Rulseh is the COLE Publishing editor of *Cleaner*®, *Onsite Installer*™ and *Municipal Sewer & Water*™ magazines. Readers can direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@cleaner.com.



“Not every investment decision you make will pay off. When you do make a mistake, acknowledge the error, sell the shares, and invest in something more promising.”

Dan Kiley

rhetorically why people drive Rolls Royces into the city to get financial advice from people who rode in on the subway. Brokers may know more about investing than the average person, but if they really knew which stocks and funds were the best, they would have long since retired. It’s wise to do research as a check against what a broker recommends.

8. Taking advice from amateurs. If we have a toothache, we go to a dentist. Yet many of us, when dealing with our financial health, put trust in “hot tips” or hearsay from friends, family members, or co-workers who have no real training or credibility. “The lure of the hot tip is all but irresistible to some investors eager to find a shortcut to wealth,” Merriman says. “Unfortunately, many investors have to learn the hard way that there are no reliable shortcuts.”

9. Trying to time the market. It’s tempting when the market gets rough to try and pull out at a high point, then try to get back in on the next upswing. Unfortunately, not even professionals can do that. No one can predict at any given time where markets will go. Furthermore, many stock market gains take place in short bursts. Those sitting on the sidelines miss those opportunities.

10. Procrastination. The specter of mistakes can be intimidating, but perhaps the worst investment mistake is to delay.

“Procrastination takes many forms,” says Merriman. “You don’t start saving for retirement until it’s nearly on top of you. You know you should review your investments, but other things always seem more pressing. You think you’ll catch up later when the market is better, when you’re making more money, when you have more time. And there’s the irony, because the longer you wait, the less time you have. Every day you delay is a day of opportunity that you can never get back.”

Most of us have probably made one or more of these mistakes at one time or another. And there are many more we could make that are not listed here. If we’re going to make mistakes, the goal should be to make little ones instead of big ones and, above all, keep trying to get better. ■

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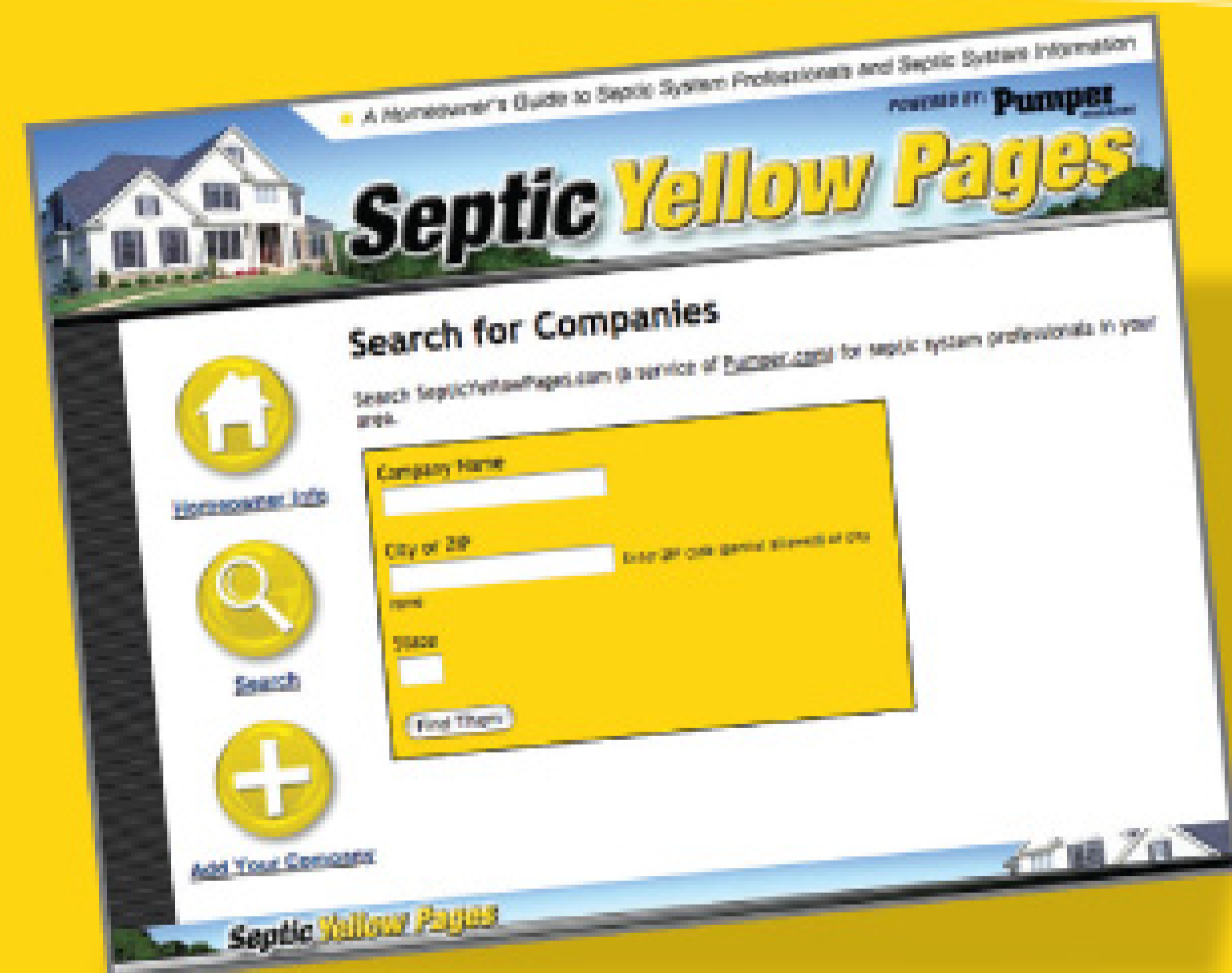
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NAWT Training Benefits Pumpers and the Environment

By Tom Ferrero

BASIC AND INSPECTOR TRAINING

Besides acting as the industry's voice at the national level, the purpose of the National Association of Wastewater Transporters Inc. is to disseminate information and act as a communication and education conduit.

Consequently, NAWT developed a national certification program for inspecting onsite systems, incorporating the five management levels proposed by the U.S. Environmental Protection Agency. Over the past four years, more than 2,000 inspectors have passed the examination and more than 1,100 are registered on NAWT's Web site.

As part of the project, NAWT trainers conducted "train the trainer" sessions in California, Texas and Iowa. The NAWT approach is used for continuing education programs in Arizona, Delaware, Ohio and New Mexico.

The NAWT onsite inspection course is at the operation level. It requires attendees to locate and identify all parts of the system, assess their condition, and determine if they are operating properly. Septic tanks, pump chambers, pretreatment media filters, aerobic and soil treatment units must be accessible and opened. Graduates must complete eight hours of continuing education every two years to maintain their certification.

OVER THE PAST FOUR YEARS, MORE THAN 2,000 INSPECTORS HAVE PASSED THE EXAMINATION AND MORE THAN 1,100 ARE REGISTERED ON NAWT'S WEB SITE.

OPERATION AND MAINTENANCE, PARTS 1 AND 2

As a member of the Consortium of Institutes for Decentralized Wastewater Treatment, or CIDWT, NAWT participates in developing standard educational materials that can be used nationwide. To date, the organization has written a University and Practitioner onsite wastewater treatment curriculum, and a comprehensive manual and training material on Operation and Maintenance. They also conducted train-the-trainer sessions on developing training courses and the use of the materials.

CIDWT training is conducted over four days, but NAWT's Board of Directors felt it was impractical for pumpers to be away from their businesses for that long. They also felt that it was important to incorporate field and hands-on experiences. Therefore, the training was split into two, two-day sessions. The first session covers operating and maintaining septic tanks, trenches, beds, mounds and at-grades. The second session covers aerobic tanks, single pass and re-circulating media filters. Both have in-the-field opportunities and an exam. Certified service providers will be listed at www.nawt.org.

VACUUM TRUCK TECHNICIAN TRAINING

This one-day course is for new owners and employees who operate vacuum trucks to clean septic tanks, aerobic treatment units, holding tanks or grease traps. It can also serve as a refresher course and overview for experienced operators. Training is done through presentations, videos, and hands-

on training using a vacuum truck. The Pennsylvania Septage Management Association developed a train-the-trainer program so the course can be presented in your state or company. Vacuum truck technician training includes:

- Basic pump truck operation
- Materials to pump and avoid
- Reasons to manage these materials
- Pumps
- Basic science of vacuum and pressurization
- Truck equipment and components
- Drive and control mechanisms
- Basic and advanced pump-out skills and procedures
- Loading and unloading
- Safety and emergency response plans
- Customer interaction and education
- Manifests and reports
- Government regulations

ONSITE INSTALLER PROFESSIONAL TRAINING

This one-day course provides training and an exam to prepare for the National Environmental Health Association Certified Installer of Onsite Wastewater Treatment Systems credential exam. Topics covered are:

- Planning and site evaluation
- Installing sewage tanks
- Installing below ground systems
- Installing above ground systems
- Installing pumps and pump stations
- Installing media filters

To bring NAWT-sponsored training courses to your area, contact Tom Ferrero, NAWT executive director, at 336 Chestnut Lane, Ambler, Pa. 19002-1001, 800/236-6298 or e-mail tom@ferrero.bz.

3RD ANNUAL WASTE TREATMENT SYMPOSIUM

It's time to finalize plans to attend the third annual Waste Treatment Symposium Sept. 10-11 at the Holiday Inn in Eureka, Mo. Call 636/938-6661 for room reservations and mention NAWT to receive our discounted rate. Topics include:

Day 1 (classroom)

Case histories
Description of the treatment process
Treatment alternatives
Economics of treatment
Dewatering operations
Belt filter press
Container filter
Rotary vacuum filter
Other treatment processes
Social hour for networking

Day 2 (in-the-field)

Tour of septage treatment facility
Septage conditioning (polymers)
Screening and grit removal
Hands-on dewatering equipment
Belt filter press
Container filter
Rotary vacuum filter
Other treatment processes
Peripheral equipment
(Lunch included both days)

Attendees will learn to evaluate available resources and match them to the necessary unit processes to economically and operationally develop a successful waste treatment facility. Presenters are industry leaders with firsthand experience. Vendors will give presentations about their equipment. A field trip to a septage treatment facility will introduce participants to equipment working with septage, grease trap waste and sewage sludge. The event offers a hands-on opportunity for those with disposal issues wanting to take control of their destiny. To register for the course, call NAWT at 800/236-6298 or download the application form at www.nawt.org.

RENEWING INSPECTION CERTIFICATION

Certification is good for two years. Professionals may submit CEU documentation any time during that period, but the certification is renewed only at the anniversary date. NAWT's inspection program requires eight educational hours, basically one day of training on inspection or related onsite subjects. However, the training must occur at least six months after the certification or renewal date. NAWT's Education Committee approves certificates received in onsite system inspections, installations, design, or operation and maintenance. It does not count hours related to municipal treatment plants, business or marketing.

SUMMARY OF NAWT RECERTIFICATION REQUIREMENTS

Renew only at your anniversary date.

Pumpers must wait six months after certification or recertification before accumulating continuing education credits. Pumpers must verify attendance through certificates or other official documents. Three representatives from the education committee will review requests for approval. Please submit them before the event to learn if they count for continuing education credits. Generally, sessions count as long as they pertain to onsite systems. Proprietary and business courses do not qualify.

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2. **Shovel** to dig it up;
3. **Pry bar** to uncover it.

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4. **Camera** to identify problems;
5. **Jetter** to remove buildup from lines; and/or
6. **Terralift** to fracture the soil.

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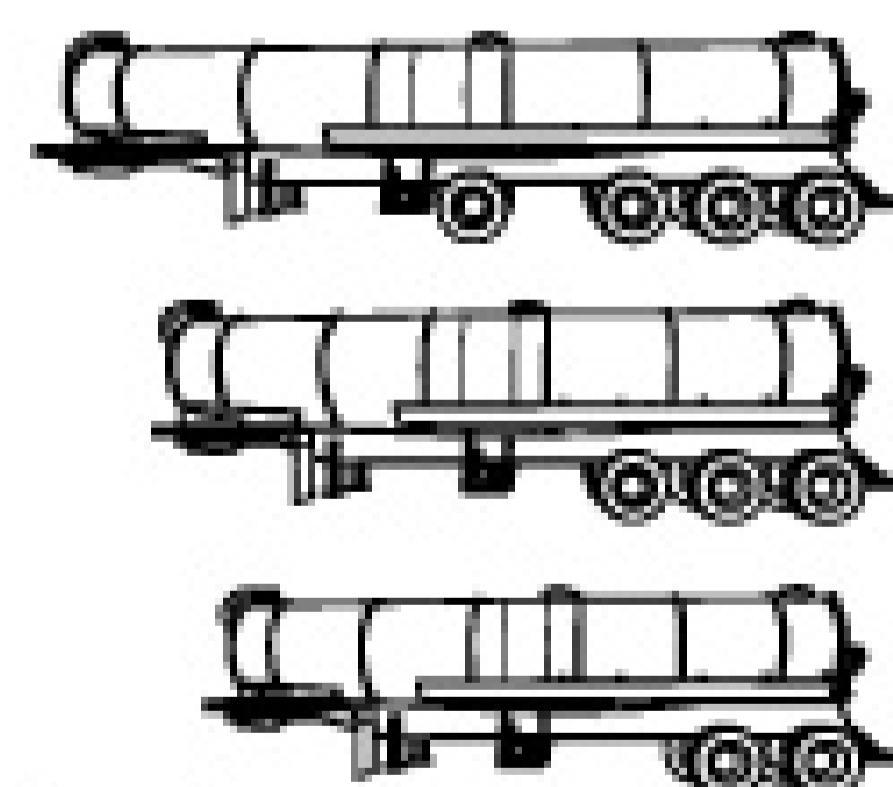
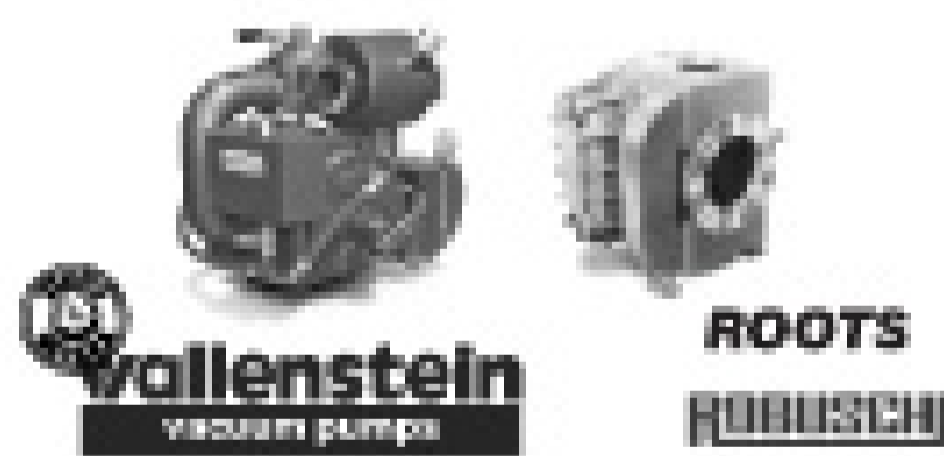
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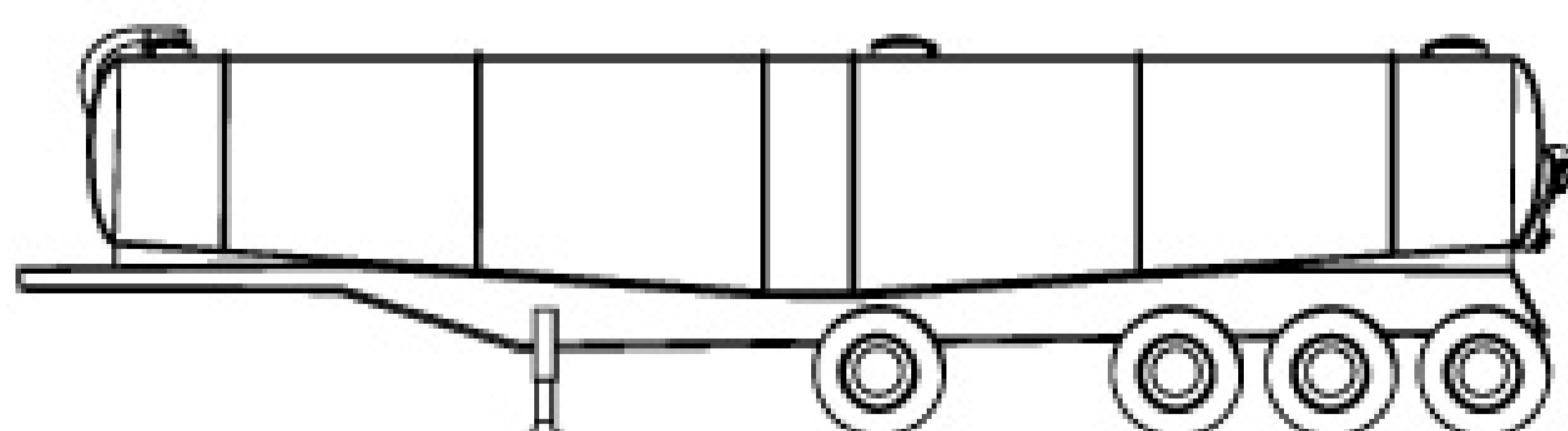
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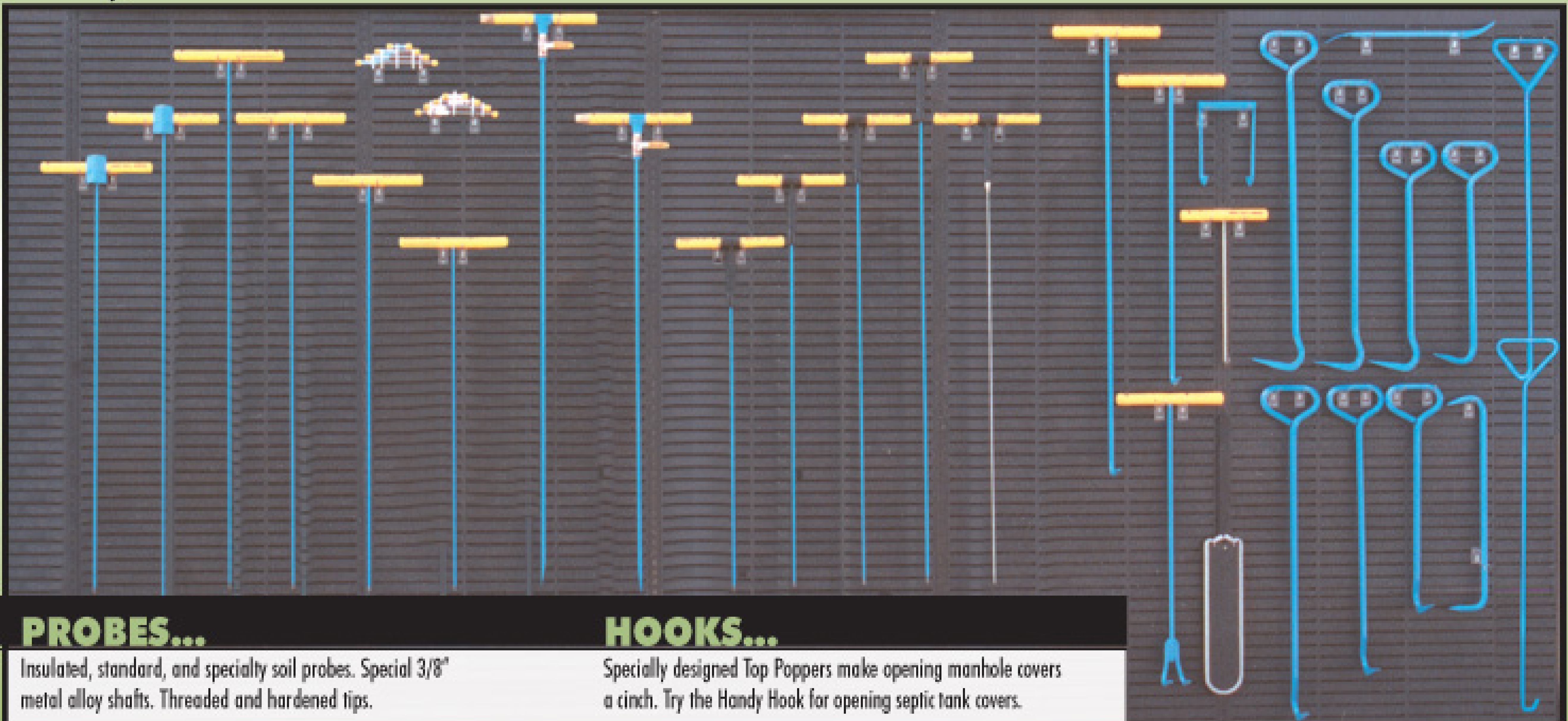
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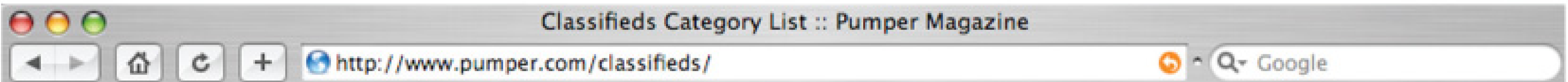


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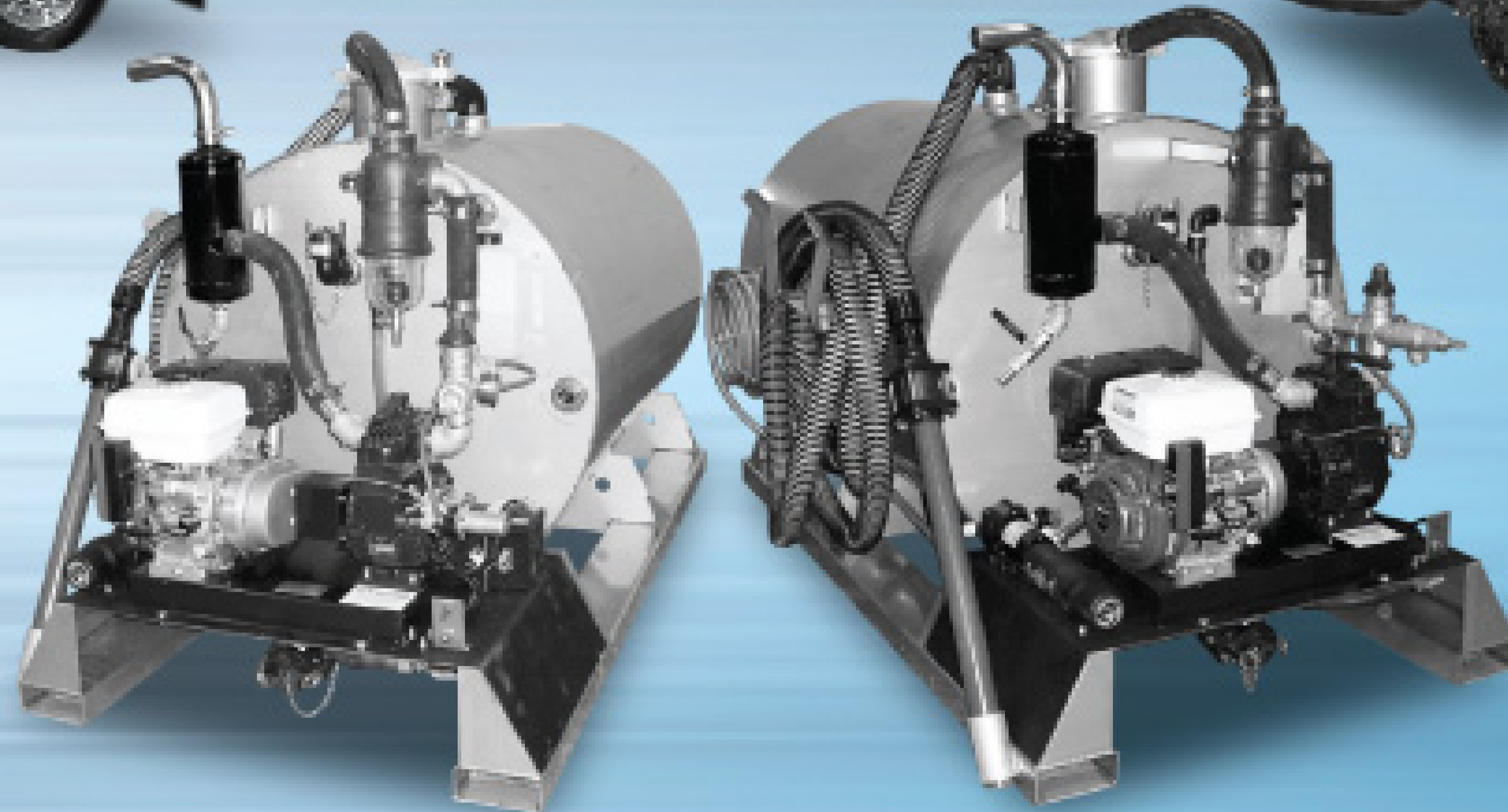
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We Need to Fix What?

How do you convince cost-conscious customers to move forward with necessary septic tank repairs?

By Mary Shafer

Everyone's had the experience: You're performing a routine pumping operation, when you discover a problem. Maybe a septic tank baffle has collapsed, or there's a crack in the tank. Right now, no big deal, but you foresee big trouble in the near future. So you tell your customer, and suggest the necessary repairs. The customer requests a quote, and when you render the estimate, he or she backpedals so fast you can feel the breeze.

What do you do in this potentially disastrous scenario? You sympathize with a customer facing a surprise repair bill, and some of them really aren't prepared to spend the needed money. But if the repair isn't made, very bad things are going to happen. You don't want to get blamed for negligent service when the stuff does finally hit the fan — maybe literally. Regulations also play a part in how these situations must be handled, depending on your location.

Approaching such a situation requires a combination of sound business ethics, good people skills, and sometimes the ability to be a little creative in the finance department. The key is understanding that you bring the most value to your customer when you act as a partner in solving their problems. Recognize the public relations opportunity presented by the situation, and provide positive options for them to deal with their dilemmas. Many times, they're as afraid of making the wrong decision as they are with making large, unexpected expenditures.

The trick is moving them from a bad decision to a good one. Here, four pumpers share their tactics for dealing with intransigent tank owners who simply want to ignore needed repairs.

"I'd say 25 percent of our customers go ahead with recommended service immediately after we identify the problem," says Jerry Thompson, former owner and now business advisor to Woody's Septic Tank Service. The rest will stall for time, so the company protects itself by writing the problem



Name: Jerry Thompson, Business Advisor
Company: Woody's Septic Tank Service
Location: Daytona Beach, Fla.
Employees: 25
Years in Business: 55

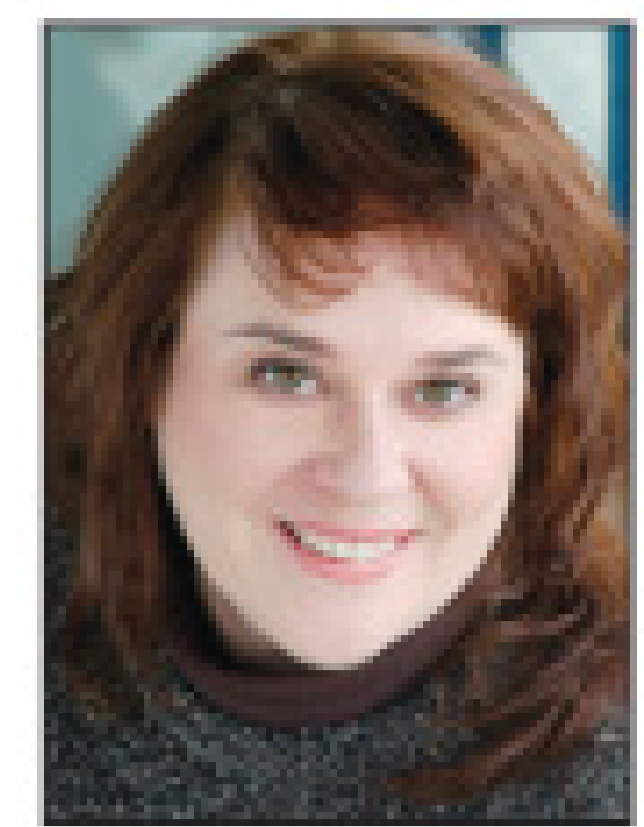
Jerry Thompson

Bonus

PIPELINES PLUS:

It's difficult to move an intransigent customer toward doing the right thing, but there are proven methods of helping someone see your side of the story. An article on the Internet may help you learn a few pointers about successful persuasion. Check out "How to Persuade and Influence People" at <http://tinyurl.com/2pnmrx>. Author Wolf J. Rinke is a motivational and management keynote speaker, seminar leader, management consultant, and executive coach. He offers some sound advice on helping people see your point of view.

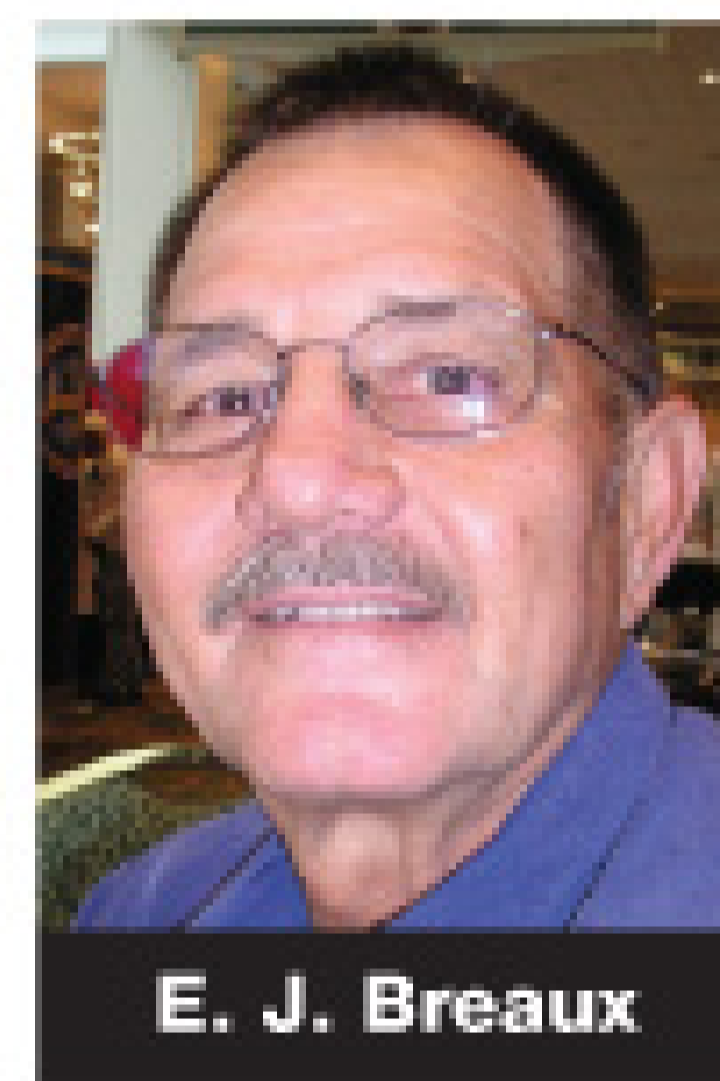
Comments may be directed to Mary Shafer in care of Pumper. You may also e-mail pipelines@pumper.com.



"I'd say 25 percent of our customers go ahead with recommended service immediately after we identify the problem ... It can come back on you if the system fails soon after service. But we have a record of our recommendations."

Jerry Thompson

clearly on the job invoice and on the pump-out ticket, along with service recommendations. The customer gets a copy along with the bill. "It can come back on you if the system fails soon after service. But we have a record of our recommendations" to guard against customers saying they were unaware of issues, says Thompson.



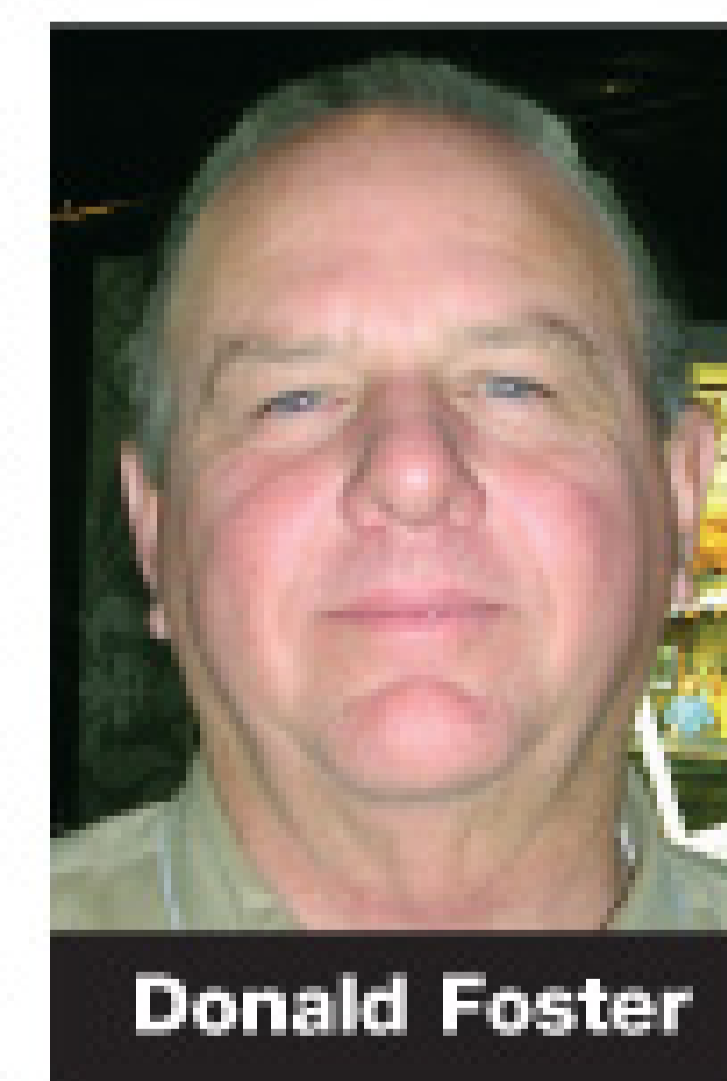
Name: E. J. Breaux, Owner
Company: E. J. Breaux Wastewater Treatment Systems
Location: Pierre Port, La.
Employees: 5
Years in Business: 25

E. J. Breaux

E. J. Breaux, along with pumping, installs about 350 septic systems a year in an area northeast of Baton Rouge. About 75 percent of his business is residential, where he specializes in package aerobic systems for any location using more than 3,000 gallons per day. He also services some commercial applications, including truck stops with extended systems that process up to 30,000 gallons daily.

When he encounters a home or business owner reluctant to perform needed repairs, it's not a matter of his personal discretion: Louisiana state regulations require paperwork. "We have to issue a report saying they refused repair," Breaux explains. If the customer does agree, Breaux will perform some of the repairs himself, and subcontracts others if they're too involved or time-consuming.

Donald Foster has managed to engender enough trust and confidence among his regular customers that he rarely encounters trouble when he tells them they need to make repairs. They understand that "we recommend repairs be done for their benefit," Foster says. "Most of the time, they'll follow our recommendations, if they can afford it." Foster doesn't do the work himself, which may account for the stronger credibility, since customers aren't likely to think he's simply trying to churn up more work for himself. He has a couple colleagues he'll regularly refer repair work to.



Name: Donald Foster, Owner
Company: Foster Septic Tank Cleaning
Location: Henderson, N.C.
Employees: 5
Years in Business: 31

Donald Foster



Name:
Larry Favreau,
Owner
Company:
L.R. Favreau
Septic Service LLC
Location:
Sterling, Mass.
Employees: **2**
Years in
Business: **18**

Larry Favreau installs, inspects and pumps septic systems in central Massachusetts, just north of Worcester. His service area includes about 30 towns in Worcester County. When he finds a problem in a tank, he explains to the customer in detail what should be repaired and why. "I'll also tell them what

will happen if they decide not to repair, and there are very few people who don't want to have it done then." If the customer opts to have the repair done, Favreau schedules another appointment and comes back later to perform the repair. Sometimes, with big system failures, he'll first perform a camera inspection.

In such a case, Favreau will set up a contract for people with massive system failures who are facing large repair or replacement costs. "It makes it easier for them to handle payments, and helps them to make the right decision."

When customers refuse to make a needed repair, Favreau protects himself with paperwork. "It's up to them. I don't like to get involved in people's finances. But they're going to know what I think they should do, and they're getting it in writing." ■

"I don't like to get involved in people's finances. But they're going to know what I think they should do, and they're going to get it in writing."

Larry Favreau

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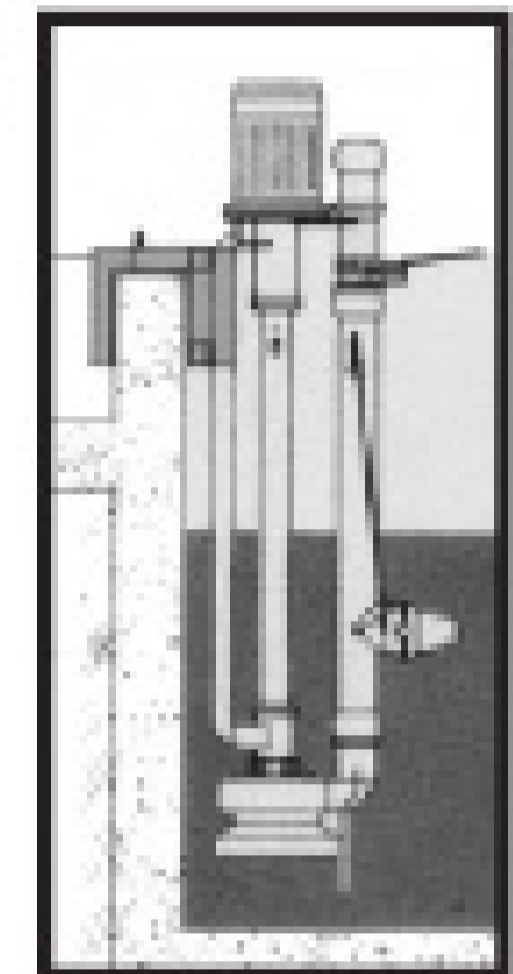
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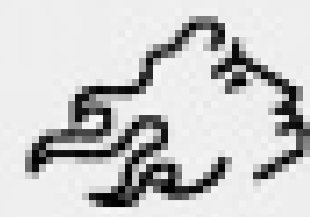
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Chris Russell
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PROMETHEUS

Product News

PRODUCT SPOTLIGHT

Higher fuel prices hit liquid waste haulers right where it hurts — on the bottom line. They're also finding it increasingly difficult to dispose of materials such as waste oil from frying grease.

Fergus Power Products tackles both issues with the SSI-250 Biodiesel Processor, which converts used fryer grease — or even virgin oil — into diesel fuel for about \$1 cheaper per gallon than the cost of commercial fuel (under current prices).

"You can make biodiesel fuel for \$2 to \$2.50 a gallon, depending on whether you use virgin oil or used oil, your local electricity rates and other factors," explains Jim Peterson, sales manager for Fergus Products. "This product is aimed at mom-and-pop outfits all the way to large corporations. Everyone is interested in an environmentally safe product that you can use in your vehicles, as well as reducing disposal costs."

The stainless-steel, electric-powered processor consists of three tanks mounted on a custom-built, stainless-steel skid. The processor is available in three sizes: 50-, 100- and 250-gallon capacities. Using a 100-gallon unit as an example, an

operator fills a tank with 100 gallons of used or virgin oil, 10 gallons of racing fuel (methanol), and small amounts of lye (sodium hydroxide) and 93 percent pure sulfuric acid. Each unit comes with measuring cups, and it takes about an hour to add in all the "ingredients," Peterson says.

The operator turns on the unit, which proceeds to pull the animal fats and proteins from the oil, producing glycerin. After



SSI-250 Biodiesel Processor from Fergus Power Products

that, the operator adds a granular silicone product, and during a subsequent wash cycle, a chemical reaction converts the waste oil into biodiesel fuel. The whole

Biodiesel Processor Turns Waste Oil into Fuel

By Ken Wysocky

"This product is aimed at mom-and-pop outfits all the way to large corporations. Everyone is interested in an environmentally safe product that you can use in your vehicles, as well as reducing disposal costs."

Jim Peterson

process takes about 24 hours, regardless of the unit's size, Peterson notes.

Aside from the need to occasionally oil the motor, the units are basically maintenance-free, Peterson adds.

"The processor cleans itself during the process," he explains.

The smallest unit has a footprint of about 4 feet by 4 feet, and the largest unit occupies about a 4- by 6-foot area. Each unit can be moved with pallet jacks, Peterson notes.

Currently, grease from grease traps cannot be used in the processors; it must be heated and filtered. But Fergus is working to develop a way to do that easily and cost effectively, Peterson points out.

For more information, visit www.ferguspowerproducts.com or call 218/736-6772.

Zoeller Introduces Pre-Assembled Package System

The Simplex 912 from Zoeller Pump Co. is a 24-inch by 24-inch, pre-assembled package system with 41-gallon capacity. The 360-degree molded handle acts as a secondary anti-flotation device, while flat areas allow for additional field installed inlets. Cover connections are threaded for vent and discharge piping. The unit is available with pump model 211 and cast-iron construction models 264 and 266. For more information: 800/928-7867; www.zoeller.com.



Simplex 912 from Zoeller Pump Co.

Signature Fencing Designs DuraDeck Ground Protection

DuraDeck from Signature Fencing & Flooring Systems offers heavy-duty ground protection. The portable, 4-foot by 8-foot roadway mats are made of 1/2-inch recycled polyethylene plastic and support vehicles up to 60 tons. The mats can be connected to form a continuous, solid roadway or platform of nearly any size, and feature a traction design on both sides. For more information: 212/953-1116; www.signaturefencing.com.

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The Scentbox portable restroom from Armal features long-lasting, fragrance-scented walls, and is available in five scent-matched colors.

For more information: 866/873-7796; www.armal.biz.



Scentbox from Armal

ADS Presents ARC 36 Leaching Chamber

Made of high density polyethylene, the ARC 36 leaching chamber from Advanced Drainage Systems Inc. features a 20-degree integral articulating joint for either straight or contoured applications. The corrugated chamber design eliminates flat surfaces and provides increased load-bearing capacity. The joint also incorporates a modified post and dome design for added strength. Available in 5-foot lengths, it offers a universal inlet/outlet cap with knockout inspection vent ports on every unit. For more information: 800/821-6710; www.ads-pipe.com.

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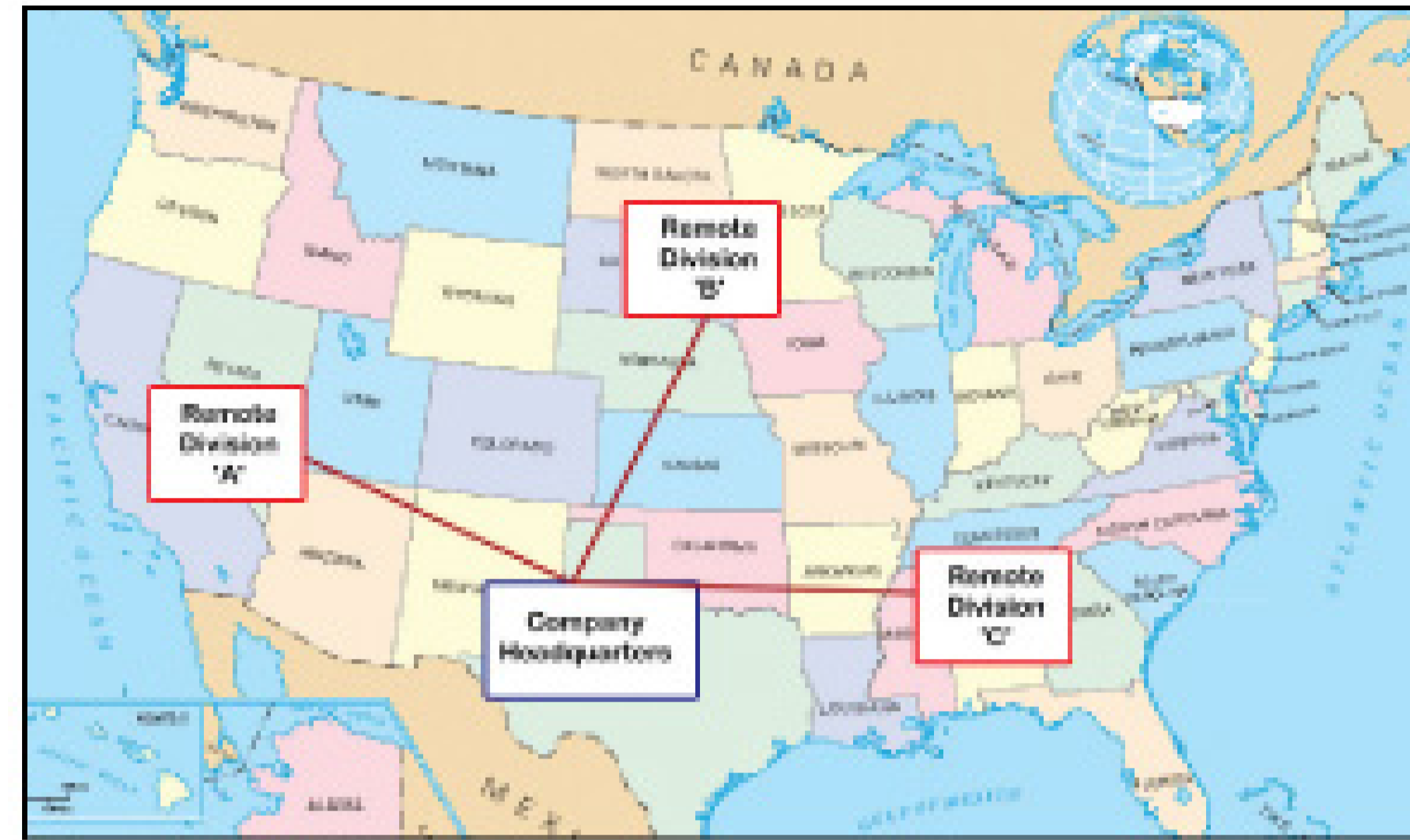
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Total Activity Control from Clear Computing

Water Cannon Designs Undercarriage Attachment

The Mud Cannon undercarriage cleaner from Water Cannon attaches to a pressure washer hose and requires only 5 1/2 inches of clearance. Featuring a stainless-steel Mosmatic swivel and spray bar, the spinning 4-nozzle rotating assembly cleans an approximately 24-inch area. The unit has a telescoping handle and can withstand temperatures up to 195 degrees F, as well as almost any type of liquid chemical or acid solution. For more information: 800/333-9274; www.watercannon.com.



Mud Cannon undercarriage cleaner from Water Cannon

Ameri-Can Designs Race-Team Shower Trailer

Ameri-Can Engineering is celebrating its 20th anniversary with the launch of its race-team shower trailer. The trailer contains both shower and restroom features, power generation capability and storage for additional equipment. The units can be customized with a full exterior wrap, displaying team sponsors and logos. For more information: 574/892-5151; www.ameri-can.com. ■

Go With the Flow

For the most accurate picture of sewage treatment capacity in a home, you have to crunch some numbers and make good guesses

By Roger E. Machmeier, Ph.D.

Q Any time the term “gallons per day,” or gpd is used, I wonder if it is referring to design or real gpd. New Hampshire stipulates a capacity of 150 gpd per bedroom, and most understand that this is a “peaked” design figure. If we have real metered water flows to design from, we will at least double this number for design. Maine uses a more realistic 90 gpd per bedroom. Other states have their own numbers. The 150 seems a common figure.

A Your letter and comments raise some interesting points. You refer to a “design or real gpd” (gallons per day). When the onsite sewage treatment system is designed, average daily sewage flow must be estimated. This is where the design must begin in order to determine the size of the onsite system.

Yes, 150 gpd per bedroom is a common value used to estimate sewage flow. This number is based on an estimated daily sewage flow of 75 gpd per person and each bedroom occupied by two people. The number of bedrooms in the home is then multiplied by 150 gpd to get the estimated average daily sewage flow from the household.

You indicate when metered water flows are available, you double the meter number for design purposes. Perhaps some of the following information will support your practice.

Over the years, a number of studies have looked at water use rates. Most were made before the introduction of toilets having a water use of 1.6 gallons per flush. A publication in 1975 found the single largest water use was from the flush toilet, with the laundry and bath tied for second. The data likely would be different today with the advent of low-flow flush toilets.

DOUBLE OCCUPANCY?

A number of studies at that same time showed the mean daily per capita water use to be somewhat less than 50 gallons per day. However, the general practice has been to use a value of 75 gallons as the water use rate for design purposes.

Some research scientists found all bedrooms in a home were normally not occupied by two persons. They suggested the occupancy rate for a home is normally one more than the number of bedrooms. The formula they presented was: Estimated daily water use = 75 (BR+1). Using this formula, a three-bedroom home would have an estimated water use rate of 75 x (3+1) or 300 gallons per day.

Another study used a different approach. A base flow of 66 gpd was established for the basic household uses of clothes and dish washing. Then water use by individuals was evaluated. This study led to the formula: Estimated daily water use = 66+38 times the number of persons. Using this formula a three-bedroom house would have an estimated daily water use of 218

Readers are welcome to submit questions to the Answer Man. Send your question to COLE Publishing by e-mail to 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.



And what will be the cost of this three-bedroom home? The cost certainly varies around the country, but the cost likely will be in the \$150,000 to \$250,000 range. Does it make good economic sense to try and save a few thousand dollars on the size of the onsite sewage system?

gallons per day. Again the occupancy is considered to be the number of bedrooms plus one.

The values from these three different approaches are presented in the following table:

inspection pipe at the drop box and at the end of the trench. Recent figures from an installer friend of mine in Minnesota indicate this trench system would cost around \$5,100.

ESTIMATED SEWAGE FLOWS IN GALLONS PER DAY (gpd)

Number of Bedrooms:	Type I: 150 x BR	Type II: 75 (BR + 1)	Type III: 66 + 38 (BR + 1)
2	300	225	180
3	450	300	218
4	600	375	256
5	750	450	294
6	900	525	332

You can see a number of average sewage flow rates can be used to estimate average daily sewage flow. However, it is necessary to select a sewage flow rate to design and size the onsite sewage treatment system. I would suspect your metered flow might be like a Type III home, but the design value like a Type I.

The size of the soil treatment system depends upon the soil characteristics and the average daily sewage flow rate selected. For an example, let's use a three-bedroom home at 450 gpd requiring 200 lineal feet of trench. The trenches will be 36 inches wide with 12 inches of rock under the 4-inch pipe, 2 inches of rock over the pipe. The rock is covered with geotextile fabric and each trench has an

If a Type II home is assumed, a 300-gpd system would need 133 feet of trench, which would cost less, but not in direct proportion because of some basic setup costs. Let's say \$4,000, or \$1,100 less.

If a Type III home is assumed, a 218-gpd system would need 97 feet of trench. Again, the cost would be less, but not half as much as the 450-gpd system. Let's say \$3,000, or \$2,100 less.

And what will be the cost of this three-bedroom home? The cost certainly varies around the country, but the cost likely will be in the \$150,000 to \$250,000 range. Does it make good economic sense to try and save a few thousand dollars on the size of the onsite sewage system? If I

were the prospective homeowner, I would ask for a full-size system. If I were a developer concerned with costs, I might want to save whatever I can as long as the system lasts beyond the warranty period.

BUILD TO SUIT

If I were selling an effluent distribution system more costly than trench rock, I might use the argument that my system was more effective than rock. I would argue that the size of my system could be reduced compared to rock. By reducing the size of my system, I could then be cost-competitive with rock-filled trenches.

Actually, what would be happening is less sewage flowing into my soil treatment system than the assumed design flow rate. But if no flow measurement were made, I could state my sys-

tem was treating sewage at the design rate.

A sewage flow rate has to be assumed to size and design an onsite sewage treatment system. This is the design rate to which you refer. The "real" or actual sewage flow rate can be determined only by using a water meter. Installing a water meter is a small price to pay for evaluating the performance of the onsite system. The meter will tell if a system failure is due to excessive water use.

I have been recommending installing water meters for onsite systems for years. My advice has, for the most part, fallen on deaf ears. If water meter data had been collected over the years for a variety of onsite systems, we would now have a much better estimate of "real" onsite sewage flows. ■

Installing a water meter is a small price to pay for evaluating the performance of the onsite system



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60 Detroit, Jake, RTLO-16713 transmission, RT46160 46,000 LB 4.33 ratio, New 3360 gallon tank, Masport HXL-400 pump, New paint serviced and checked.
\$66,950 plus F.E.T. on the tank



1996 IHC 9400

14,000 LB f/a 3406 Cat, Jake, 15 speed transmission, 46,000 LB rears hendrickson air suspension. New 3360 gallon tank HXL-400 pump serviced and checked from
\$62,950 plus F.E.T. On the tank



2001 Freightliners FL 120

C15 475 Cat, Jake, RTLO-18918 trans, RT46160 on Hendrickson spring suspension, 4-way locks. New 3360 gallon tank HXL-400 pump
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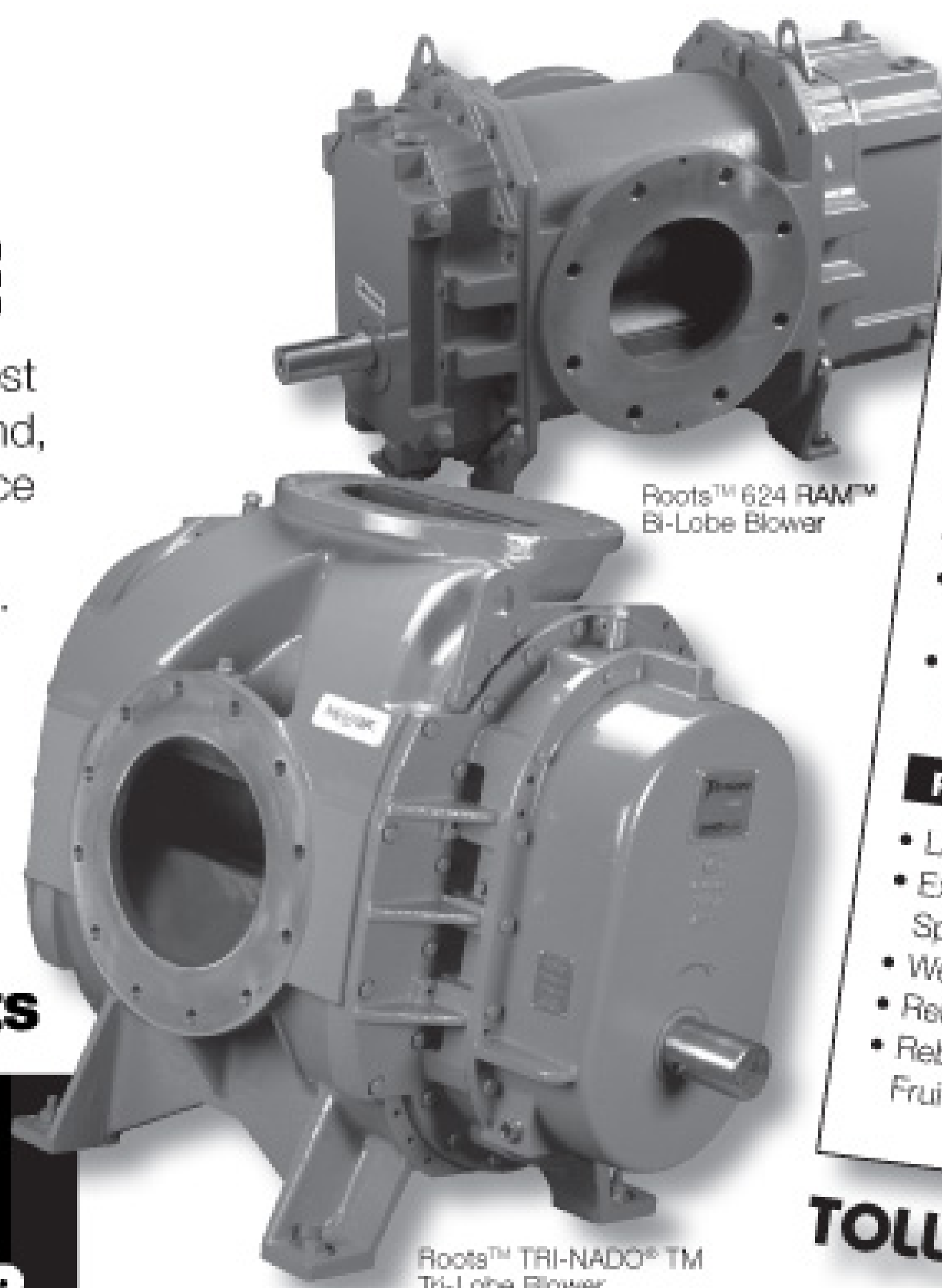
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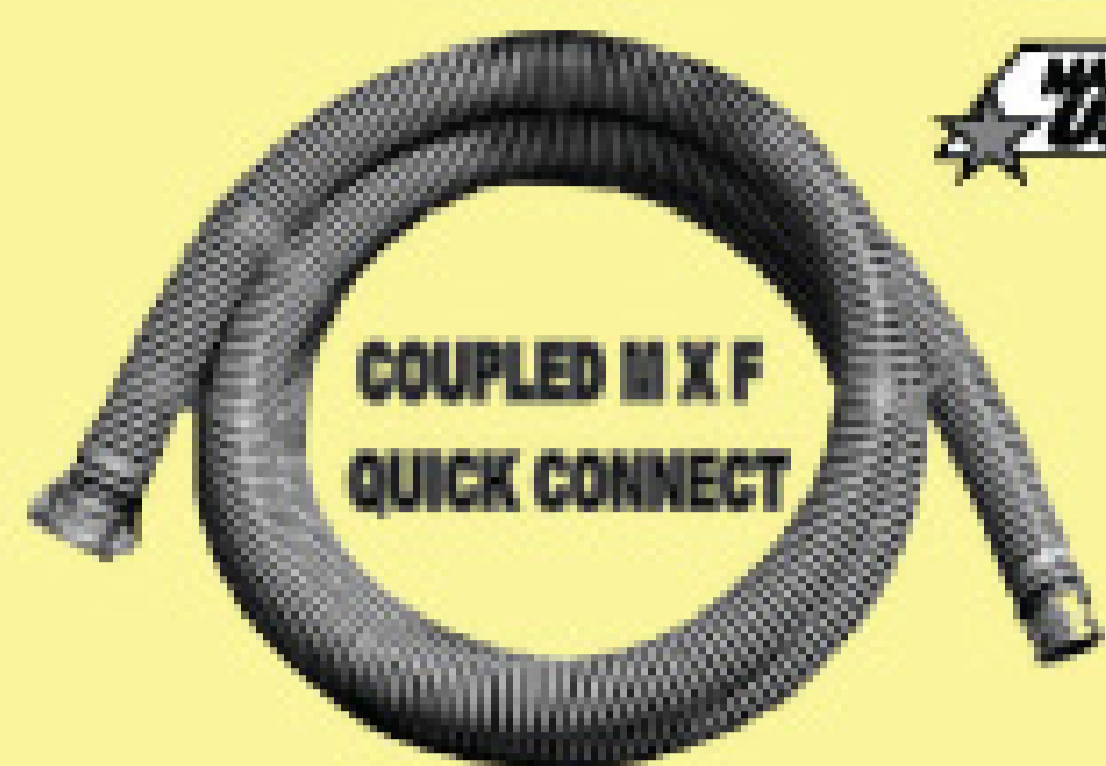
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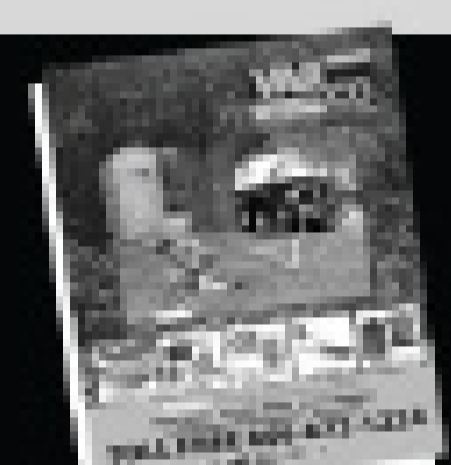
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Industry News

Vermeer Acquires Maxi Drill Manufacturer

Vermeer Corp. has acquired the operating assets of Horizontal Rig & Equipment of Conroe, Texas. HRE produces three drills with pullback forces of 500,000, 750,000 and 1 million pounds. Production will be moved to Vermeer's Pella, Iowa, location with distribution through the company's global dealer network. The drills will carry the Vermeer brand name.

Ameri-Can Appoints Andrews Sales Administrator

Mandi Andrews has been appointed sales administrator for Ameri-Can Engineering. She will be responsible for the coordination of all sales quotes, processing and assistance in the selection of custom-built sanitation trailers. She brings 10 years of restroom design and sales to her position.

TOICO Acquires GMF Co., Expands Sales Staff

TOICO Industries has acquired GMF Co. of Johnstown, Pa., and added sales representative Tom Edwards to its staff. Edwards has 30 years of experience in the portable sanitation industry. He will be responsible for sales and customer service in the Northeast United States. The company also has tripled warehouse capacity, moving to a facility at 1439 Londonderry Drive, Woodstock, Ga.

RIDGID Presents Video Contest

RIDGID is celebrating the launch of its new membership site (www.teamridgid.com) with a video contest, "How I Build my Reputation with RIDGID Tools." Customers are invited to record and post an original 1- to 3-minute video illustrating how they built their reputation with RIDGID tools. The contest ends April 30. Five finalists will receive an all-expense-paid trip to Cleveland, to tour the RIDGID headquarters. The grand prize winner will receive \$2,500 in RIDGID tools. ■

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2001 IH 4700, DT466E, Allison auto, non-CDL, air brakes, new MEC 6500 vacuum pump, new 1100/400 vacuum tank.



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2000 Freightliner, Detroit 60 series (430/470 hp) w/fresh overhaul, 10-speed, double frame, new Wally 753LNHR vac pump, new 3400 gallon vacuum tank.



2004 Kenworth T300, Cat C7 (210 hp), 6-spd., 33K GVW, new Wally 753HR (350 cfm), new 2600 gal. aluminum vacuum tank, 2-yr. nationwide drivetrain warranty.



2000 IH 4700, DT466, Allison auto, non-CDL, new MEC 8000 vac. pump, new 1600 gal. vacuum tank.



1998 Freightliner FL60, Cummins 5.9 (210 hp), 6-spd., Masport H75V vacuum pump, General 47 series triplex, 1100/200 gallon vacuum tank.



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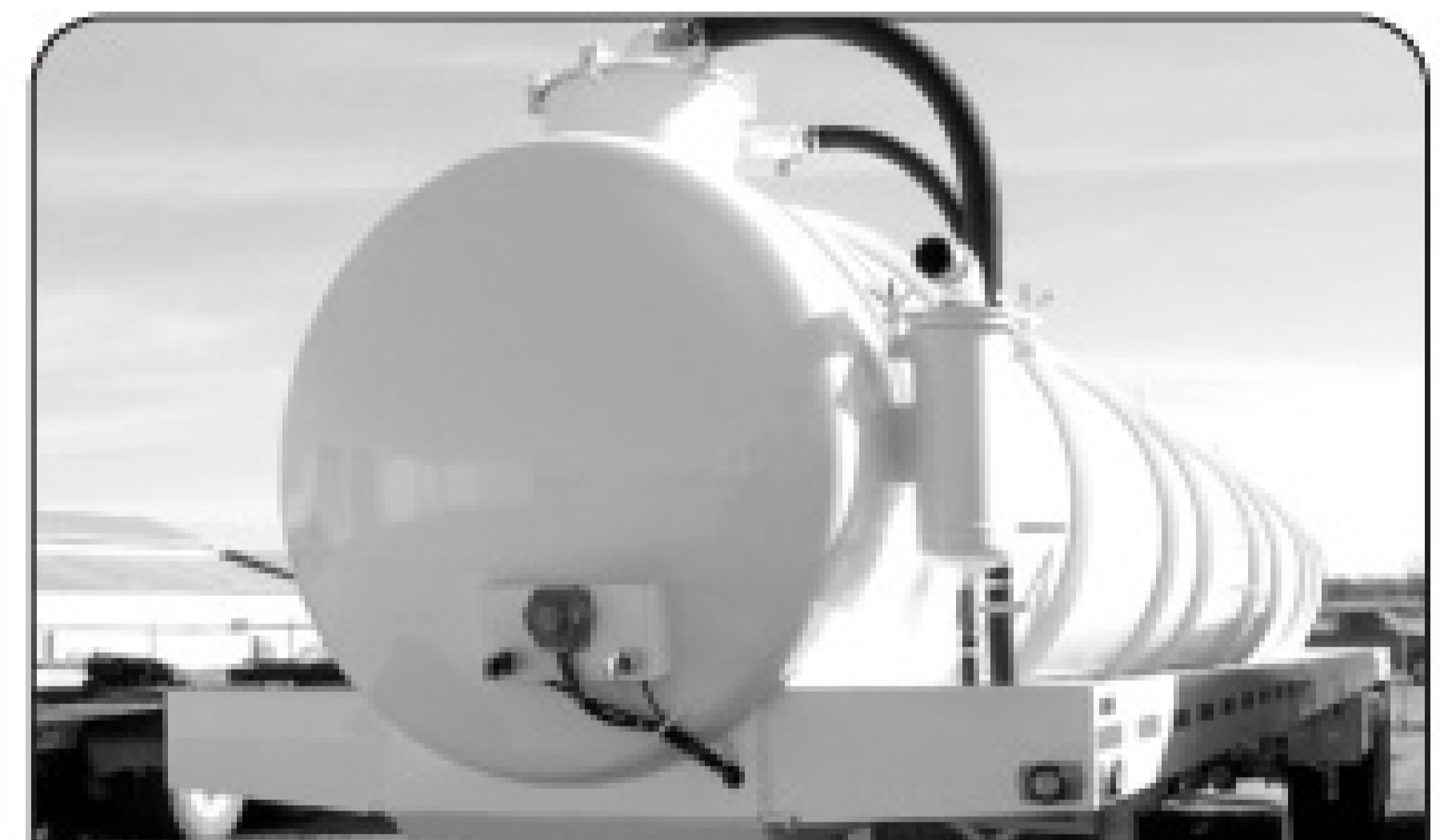


1990 IH 9400, Cummins NTC350 w/fresh inframe, 9-spd., new Wally 753LNHR vac pump, 3500 gallon vacuum tank w/full opening rear door.

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2003 F350 4X4 diesel Dyna Vac 125/300 vac system new April 07; Dyna Vac 125/300 vac system spare new in 2003; Explorer trailer hauls 12 toilets, new in 2004; 4 flush toilets, with sinks, 2 handicap toilets, 63 reg. toilets. Asking price \$85,000. Business located in Worcester Boston area. Computer and telephone number included in price. Contact Attorney William Cotting. 508-845-6006. (P4)

Septic, sewer and drain cleaning business located near resort area. High potential with lots of room for growth. Sale includes 3.9 acres of land with 2000 sq. ft double wide home, single wide mobile home with 1-1/2 baths, office trailer, 40x56 garage, 3 Keith Huber Dominator combination trucks, 2 locating ferrets, Cues camera, 2 Scooter cameras, Terralift with truck and trailer, backhoe, 5-ton dump trailer, plus many more extras. Service area is the Peninsula of Maryland and Delaware. Call Mike for details. 410-430-3431 or 410-546-2162. (P4)

BUSINESSES

FOR SALE: Septic and Portable Toilet Business located in White Mountains, Arizona. 150 toilets, 2 ADAs, 3 trucks. For more info, respond to: 11448 East Monte Ave., Mesa, AZ 85209. (PBM)

Thriving septic business in the beautiful northwoods of Wisconsin. One 3500 gallon tank on a 2003 Sterling Acterra, 210,000 miles. Room for growth in area. 2007 sales \$187,000. Asking \$170,000. 715-820-1709. (P4)

BUSINESS FOR SALE located in Central NJ. Septic business was established in 2001. Owner relocating. Sale includes NJ DEP License waste and 3500 gal. 1996 Volvo vacuum truck. A901 license can be used for container rolloff and res./comm. garbage. GO RIGHT INTO BUSINESS & AVOID THE 2-YEAR APPLICATION PROCESS! SERIOUS INQUIRIES ONLY. CALL FOR MORE INFO: 732-849-1900. (CP3)

Septic Tank Pumping & Grease Business in Tennessee: Owner retiring, family owned, in business for 20 years. Two trucks: 2002 Peterbilt, 3,000 gal. tank; 1999 Chevrolet, 2500 gal. tank, garage kept and regularly maintained. Great opportunity for growth. \$160,000 last year; \$200,000 this year. Residential & commercial. \$250,000. 865-579-5699. Ask for Bob or Patti. (P4)

FOR SALE: Septic and portable toilet business Located in Highland, Mi. Family owned for 60 years. 3 pumpers, 1 portable toilet truck, 1 dump truck, backhoe, dozer, approximately 90 portable toilets. Excellent client base, residential and commercial. Selling price \$350,000. Further details for serious buyer only. 248-889-0483 or 248-420-7779; email jan7mom@sbcglobal.net. (P4C5)

FOR SALE: Family owned portable toilets restroom business. Retiring after 33 years. 900 units plus handicapped units, portable wash stations, 4 trucks, 5 holding tanks, 4 trailers. Located in North Western Illinois. Serious inquiries only. Call 1-800-698-6928 or 815-441-8527. (P4)

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. (PT3)

MINI-BIODIESEL PLANT ASTM B100 - Turnkey Factory 200,000 to 2 million gallons per year. 818-760-2823. www.stopxon.com. (P3)

FOR SALE: 23-year-old restaurant service company specializing in hood system cleaning and ceiling restoration. Serving WV, OH and KY. Large loyal customer base. Grossing average \$500,000. All vans, equipment and experienced service techs in place. \$300,000. Will train. 304-372-2158. (CP7)

FOR SALE: 20-YEAR ESTABLISHED PORTABLE TOILET BUSINESS IN WV. ± 350 Tuff Johns, ± 50 Satellites, some fiberglass, 6-8 holding tanks (mobile office), 4 toilet hauling trailers: 2006 F550 w/100 gal. water, 250 gal. waste; 2005 F550 w/250 gal. water, 500 gal. waste; 1985 Mack pumper w/jetter, 2500 gal. waste, 1000 gal. water. 250-300 toilets on rental now. Gross \$350,000 yearly or more. Call 304-472-7962 for Tammy. (P3)

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 @ 617-326-3344 or rbedard@bwseptic.com. (PBM)

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)

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2004 and 2006 Super Products Mud Dog Hydroexcavators for sale or rent. Call 330-270-9900 ext.3. (P3C4)

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2008 Sterling LT9500 with a new Presvac 3,500 gallon c/s DOT certified 407/412 vacuum tank dump type with full open rear door. Presvac PVB750 vacuum pressure pump (Stock #13294A). www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

2008 Peterbilt 340 with a new Presvac 3200 gallon (US), C/S, DOT certified, full open rear door, dump-style unit. (Stock #13335 A,B,C,&D) 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 and a RCF500 pump. (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, carbon steel, DOT, vacuum tank trailer with pump & engine package. (Stock #13325) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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1990 Presvac 5,000, stainless steel, DOT with pump engine. (Stock #5008V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

JETTERS-TRAILER

2003 Sreco jetter. Model HP4030 TR/L/P. 300 gallon tank. Gas engine. 28 gpm, 4000 psi. 500' hose. Flexi-cam and VCR monitor. Low hours. Ready to use. Will email more info & pictures. \$23,000. 860-793-4293 ext. 1003. (P3CM4)

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!!! (Stock #13317) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2 SECA trailer jets. Both have Myers 35 gpm, 2000 psi pumps. New paint on both. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

1995 Harben 4016, good shape, new hose, \$8,200. 2008 laser jet, 4000 psi, demonstrator, \$12,000. 1988 Aqua Jet trailer mount, 2000 psi, 40 gpm, great shape, new paint, wheels, and axles w/brakes, \$9,800. 702-456-5388. (P4C5)

1991 SECA Trailer Jet, 40 gpm pump, low hours, ex-municipal. Unit price: \$8,000. Call Joe 312-208-6373. (P3)

JETTERS-TRUCK

2001 SECA truck jet, Myers 35 gpm, 2000 psi water pump, 1000 gal. plastic water tank, new paint. Was a city owned unit. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

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 TC6500 cab & chassis truck mounted jetting unit with JET EYE camera system, 3,000 psi @ 50 gpm, 1,000 gallons water, 600' hose, 500 cfm blower, debris tank and attachments. (Stock #13234) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

JETTERS-TRUCK

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

1997 VacCon V390THA on a Ford, 3-stage fan, articulating hose reel, extendible boom, new white paint. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

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

1991-2002 Vactor 2100. Stock units are available. Previously municipal owned. Rebuilt by factory authorized Vactor dealer. Financing available! Look for our truck stop ads. Call Joe Donlon 312-208-6373. (CP3)

1989 2110-C, L8000, new paint, 80 gallon, 2,000 psi pump rebuilt in 2007, 10 cu. yd. debris tank, rubber coated, telescoping boom, new boom hose 2007, articulating hose reel, 600' hose, one-stage fan replaced in 2007, 8' extendable boom, new vac tubes, with Vactor Higbee, new extending catch Payson tube, root cutter, saws and ripper cutter, nozzles, plus culvert clean nozzles. \$50,000 OBO. Well taken care of truck. Will consider trade plus cash. Ph 309-853-5270. (C4)

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. \$37,000 OBO. msubola@yahoo.com, 608-241-2382. (CP3)

1980 Ford F800 w/Model 810 Vactor: 68,610 miles, 4,750 hours, single axle, 1,000 gal water tank, 10 CY debris tank, good pumps, motors. Best offer. Call Jim @ 419-243-5108. jimk@edkellysons.com. (CP3)

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)

JET VACS

For Sale: 1989 2500 Intl. tandem jet/vac, B10 Aquatech, runs good, \$20,000 OBO. 304-799-4630 or ableseptic@verizon.net. (CP3)

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)

1991 Vactor 2110 on Ford L-8000, single fan modified with a hydro excavation water pump in addition to the original sewer clean out pump, 8' boom, 61,883 miles. \$35,000 OBO. 858-792-2479. (P3)

10/2002 Vac-Con on a 2003 Sterling, 8300 hours, 63,000 miles. 9-yard debris tank, 3-stage fan blower, 80 MPG Meyers/Cummins aux. \$107,000. 904 571-4688. (P3)

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)

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)

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

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)

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)

JET VACS

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)

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)

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)

FOR SALE: 1,000 gallon dual compartment septic tank form, top pour, excellent condition. \$5,000. Ph: 724-475-4625. (P3)

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(PBM)

FULL OPEN DUMP TANK, 2000 gallons, mounted on 1987 Ford F700, diesel, 5 speed, 310 CFM vac pump, big tool boxes, same owner since 1989. \$8,900. 405-235-8600. (P4)

PARTS & COMPONENTS

For Sale: Used Hibon Blower 9100 type SIAV100, used Hibon Blower STAV501, (2) used vane pumps #31817. 330-270-9900 ext. 3. (P3)

PORTABLE RESTROOMS

40 Blue Taurus toilets for sale. Good condition. \$200 each. Call Chris or Bruce 770-439-3131. Atlanta. (P4)

PolyPortables: 43 yel. w/white tops @ \$300 ea., 5 handicap lt. blue w/white tops @ \$500 ea., 4 yrs. old, nice shape. Michigan. 989-743-5055. (PT4)

300 tan PolyPortable units fair to good condition and jobsite ready. \$250 ea. OBO. Please call 863-655-2940 or email midflorida@areyoureadytopotty.com. (P4)

USED PORTABLE TOILETS: In Chattanooga, TN. Satellites, Poly-Portables, and PolyJohns ready to rent. Nearly 200 units to choose from. \$195 each. Can deliver 24 units at a time @ \$2.25 a mile. Also available 100 Synergy Ultras VIP toilets used only for special events, like new. 30 units are 6 years old and 70 units 5 years old. Sold only as group for \$32,000. Call Charlie 423-894-9994 or e-mail charlie@pitstopportables.net. (PT3)

Over 500 grey PolyJohn units next to new condition. Starting at \$200 each. Ready to earn you money! Located in SW Florida. Call 888-697-6943; erin@amberjack-inc.net. (PT5)

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 RESTROOMS

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

25 PolyPortable handicapped units. 150 PolyPortable standard units. All 3 to 4 years old and in good condition. Ready to rent. Call John at 860-302-7235. (P3)

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)

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)

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)

(4) PolyJohn 4-place sinks. Serviceable but need minor work (soap dispensers/pumps). \$175 each or all for \$600. Chris. 715-395-4000. (P3)

PORTABLE RESTROOM TANKS

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)

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IN YOUR AD, BE SURE IT CAN BE USED
IN ALL AREAS NATIONWIDE.

PORTABLE RESTROOM TRAILERS

2006 Wells Cargo Standard Comfort Elite III Restroom Trailer for sale. Lightly used for events. \$19,950. Call Chris or Bruce 770-439-3131. Atlanta. (P3)

(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)

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)

1997 Ameri-Can 32' Restroom Trailer: 7 women's stalls, 3 mens stalls, 4 urinals. Ready to rent. 920-979-7713. (PT3)

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)

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

WANTED: Would be interested in purchasing used PortaLisa restroom trailer. Call 601-879-3969. (PT3)

PORTABLE RESTROOM TRUCKS

1995 F-250 club-cab 4x4, 7.3 diesel, auto., 186,000 miles, 300/100, Conde Super 6 vacuum pump, 5 HP Honda engine, tires 75%. \$15,000. 208-879-2800 Idaho. (P3)

Model 1100 (750/350) Crescent Rectangular Vacuum Tank up-fitted to a **2007 International 4100** (pre-emissions) chassis. Carry 8 units, Masport pump and traps. **Now Available!** View our website www.crescent-tank.com. **Crescent Tank Mfg.** 585-657-4104. (P3)

PORTABLE RESTROOM TRUCKS

2002 4300 International, 25500 GVW, DT466, Allison, A/C, air brakes, 3-compartment tank (450/950/250), M-10 Moro pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures www.aacoinc.com/classified. Located Phoenix, AZ. \$40,000. 208-362-3193. (P3)

Portable Toilet Service Trucks: Reducing fleet, photos on request. Must sees: 2000 International 4700, 16' flatbed, 171,824 miles. 2004 International 4300, 2000 gallon Huber aluminum tank, 1500 waste/500 water, 116,475 miles. 2006 Freightliner M2-106, 22' flatbed will haul 12 Poly Portables, side lift gate and 100 gal. water tank. 2006 Freightliner M2-106, 47,000 miles, 1900 aluminum tank, 1400 waste/500 water. Call Anthony or Joey Boyett for prices at 251-946-3250. (PT4)

1999 F-550 Satellite, 600/350, 7.3 diesel auto, Conde Super 6 vacuum pump, tires 90%. \$18,000. 208-879-2800 Idaho. (P3)

Model 1100 (750/350) Crescent Rectangular Vacuum Tank up-fitted to a **2007 GMC 5500** (pre-emissions) chassis. Carry 8 units, Masport pump and traps. **Now Available!** View our website www.crescent-tank.com. **Crescent Tank Mfg.** 585-657-4104. (P3)

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)

2004 Chevy 1-ton, Duramax diesel, 373 axle, flatbed w/power liftgate, 2 storage boxes, 300 gal. waste & 120 gal. fresh, Honda electric start engine, new tires, 70,000, excellent cond., tank & truck. \$29,000. Michigan. 989-743-5055. (PT4)

USED '04 Model 800 (550/250) Crescent Rectangular Vacuum Tank up-fitted to a **'04 Chevy 5500** chassis. Tank upgraded with new Masport pump and traps, sanded, primed and repainted. Chassis has new brakes, pad, rotors, 6 new tires and also sanded, primed & painted. See pictures and additional upgrades on website www.crescent-tank.com. **Crescent Tank Mfg.** 585-657-4104. (P3)

PORTABLE RESTROOM TRUCKS

2005 F550 Ford, 2WD, 6-speed manual, 71,000 miles, white, 600 waste, 250 fresh, 12 volt water pump, Jurovac vacuum pump, PTO-operated, good spare/tires, 2-unit carrier. Excellent condition. Mississippi. \$26,000. 662-803-1592. (P3)

Model 800 (550/250) Crescent Rectangular Vacuum Tank up-fitted to a **2008 Isuzu NPR-HD** chassis. Carry 6 units, reduce fuel costs and improve productivity. View our website www.crescent-tank.com. **Crescent Tank Mfg.** 585-657-4104. (P3)

2001 Ford F-550 and 2002 Ford F-550 toilet trucks for sale in New Jersey. Both trucks are in excellent shape. Visit our website at www.vansant.info or call us at 732-367-0286. (P3)

1998 Chev. 3500 dually gas, 4x2 auto, 500/200, M-2 vacuum/pressure, 8 HP Honda engine, 103,000 miles, tires 90%. \$15,000. 208-879-2800 Idaho. (P3)

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)

2000 F-550 Satellite, 600/350, 4x4 7.3 diesel auto, 136,000 miles, Super 6 Conde vacuum pump, tires 90%. \$20,000. 208-879-2800 Idaho (P3)

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)

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)

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)

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PORTABLE RESTROOM TRUCKS

1979 F-360 gas dually w/40,000 miles on new engine, 4-speed, 270/100 tank, new 8 HP Honda engine, new Masport M-2 vacuum/pressure pump, tires 90% plus extras. \$10,000. 208-879-2800 Idaho. (P3)

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)

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.aocinc.com/classified. Located Salt Lake City, \$38,000. 208-362-3193. (P3)

(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)

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)

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)

PORTABLE SHOWER TRAILERS

2004 Ameri-Can Shower Trailer: 8 unisex stalls. On-demand propane hot water, fresh water hook up or 300 gallon on board. 920-979-7713. (PT3)

POSITIONS AVAILABLE

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)

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)

North American Services Group (NASG) is one of the largest and fastest growing privately held industrial cleaning companies in North America. We are searching for experienced supervisors, operators, and laborers for industrial cleaning, water-blasting, vacuum truck services, abrasive blasting, hydro-excavation and plant maintenance for our Salt Lake City, UT and Elko, Nevada expansion. We offer excellent pay, great benefits, including 401K with match, overtime and relocation package for suitable candidates. Please contact Rick Matteson at 800-866-6247. (P3C4)

Established **Industrial Cleaning Company** seeks operators & assistant/**Operations Manager**. Successful applicants need to be self motivated, hands-on, good communicator, willing to travel & learn the position throughout Arizona. Business based close to Tucson, AZ. Salary based DOE. Benefits, 401K, plus other incentives for the right applicant. Fax resume to 520-385-0557. (P3C4)

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

(3) 720 Battioni water-cooled pumps for sale. Good working order. \$1,400, \$1,200, \$850, or best offer. 616-897-3050. (P3)

460 Challenger pump, approx. 7 years old, clockwise rotation. \$1,000 OBO. Day 810-560-3268; Evening 734-878-5228. (PBM)

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)

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. (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. (PBM)

SAFETY EQUIPMENT

Large quantity of Tyvek, Saranex and CPF3 suits, slush boots. Rubber, leather and nitrile gloves. Fittings and tank entry equipment. Retail value over \$300,000. Sale price \$150,000 OBO. Will separate. 716-284-1260 or 716-510-2482. (CP4)

SEPTIC TRUCKS

1999 Vactor 2115, 1999 International, 15CF debris body, Roots PD vac. blower, 8' hydraulic boom w/joystick, hydraulic rotating hose reel, 600'x1" sewer jet hose, 80 gpm @ 2000 psi water jet system. Call for full specs and details. 305-251-8104. (P4)

1985 International, 400 Cummins, 145,000 on inframe, trans. rebuilt, new PTO and Wally pump done by Intl. dealer, 3400 gal., A/C, 70% rubber, good runner. \$22,000. In AZ. 928-667-0021. (PTI3)

SEPTIC TRUCKS

2001 Mack RD686DT with a 3,200 gallon (stainless steel) vacuum tank with a Masport HXL400WV water cooled pump. (Stock #7665V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2003 Sterling 9513. 430 Mercedes power. Aluminum rims, fuel tank and tool boxes. Custom built unit. 4000 gallon steel vacuum tank. 750 water cooled vacuum pump. 35,000 miles. Mint condition. Always garaged. \$65,000. Call 781-585-1725. (CP4)

1995 Peterbilt Model 379 with 1980 Reli aluminum 8000 gallon vacuum tanker. Both have been restored and are ready to haul/pump. \$45,000. 603-731-3212. (P3)

1990 International septic truck. DT 230 hp engine. 2600 gal. tank. Fruitland pump. New paint and tires. Call for more info. \$16,000 neg. 1-920-743-5099. (P6)

1981 Ford LTS 8000. Restoration 90% complete. Excellent truck. Restoration picture available. 2800 waste, 200 fresh. \$30,000 invested. I'll complete or you can. 330-784-6358. grandpahoov@yahoo.com. (P3)

2001 Freightliner, 3300 gallon, Mec 8000. Looks and runs excellent. Washed daily and garage kept. \$49,900. 231-228-7499. (P5)

1990 Ford Cargo Star 8000, diesel, 2500 gallon waste, 200 gallon fresh, good truck. Located in Wyoming \$12,000. Call 307-630-2717. (P3)

1977 International 4300, 290 Cummins, 3000/100, 260 Jurop vacuum/pressure pump, tires 75%. \$12,500. 208-879-2800 Idaho. (P3)

2004 Peterbilt Model 330, CAT motor, air ride susp., fully loaded, 3600 gal. Transway tank. Truck is like new, 50K miles, red. Asking \$82,000. 978-692-3085. (PBM)

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)

2001 Mack RD686DT with a 3,200 gallon (stainless steel) vacuum tank with a Masport HXL400WV water cooled pump. (Stock #7948V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

SEPTIC TRUCKS

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

1992 Ford L9000, AC, 3700 gallon tank. Moro M-9 pump, hoisted unit, full opening rear. Good truck for washbay cleaning and septic tanks. \$27,000. 913-631-5201. (P4C5)

1990 International, 2500 gal., good runner, A/C, Moro pump, 70 gal. fresh water, clean truck, single axle. \$19,000 OBO. Located in AZ. 928-667-0021. (PTI3)

1997 Peterbilt Model 357, CAT 3306 motor, Fuller 8-speed trans., 4200 gal. Transway tank, 800 Transway pump, 220K miles, red. Excellent condition, ready to work. \$55,000. 978-692-3085. (PBM)

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)

1997 Mack pumper, 3800 gal. steel tank, 450,000 miles. Asking \$42,500. Call 1-716-432-2885. (P3)

1994 FL 70 Freightliner, 1620 gal. full door dump, new Masport water cooled pump, new tires, new brakes, 6" air dump, 125-gal. wash-down tank. Excellent condition. One owner. 605-286-3359. (P3)

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

1984 International S2300 vacuum pump truck, 2600 gallon tank with Moro M10 pump. Good starter or backup truck. \$19,500 OBO. 229-834-4775. (P4)

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

Need a tank and truck, any size, any make truck? Let us help you get the best deal. Custom built to your specs. For information and a price quote call 800-545-0174. www.tanksandpumps.com. (PBM)

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SEPTIC TRUCKS

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

2007 Peterbilt 340 with a new Presvac 3600 gallon (US) aluminum vacuum tank unit. (4) 2009 Models Coming Soon. (Stock #1329 C, D & S). www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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. CCV/Brian Touey 805-896-3777. (PBM)

SLIDE-IN UNITS

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. Crescent Tank Mfg. 585-657-4104. (P3)

SLUDGE APPLICATORS

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. \$38,500 OBO. Day: 810-560-3268; Evening: 734-878-5228. (PBM)

Agco Terra Model #2004 Gator sludge applicator. 4 hours on rebuilt engine, 4 newer tires. Located in Ohio. Call 412-403-4027. (P5)

TANKS

Used 3050 gal. vacuum tank 72" x 16', primary/secondary shutoffs, hose trays, 20" top/rear manways, 3/3" site glass, 4" air valve with rebuilt DRUM S440 vac, pump 400 cfm. \$5,900 OBO. Pictures 402-371-7024. (P6)

Used 3600 gallon vacuum tank, 72" x 16' w/hose rack, front/rear valves, primary/secondary shut offs, 2 manways, site tube. \$3,500 OBO. 920-795-4754. (P3)

New 3400 gallon tank, never used, 36" manway bottom, 20" manway top, 3" intake, 4" dump, epoxy primered. \$10,000. Delivery available. Other tanks available. 800-721-2774. (P3)

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. (PBM)

TANK TRAILER

New Presvac 5,500 gallon, carbon steel, DOT, vacuum tank trailer with pump & engine package. (Stock #13325) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

1990 Presvac 5,000, **stainless steel** DOT with pump engine. (Stock #5008) 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. Phone 800-521-6893. (CPBM)

Crust Busters - Portable, lightweight machine guaranteed to mix up septic tanks and grease traps! Save time and money! www.crustbusters.com, 1-888-878-2296. (PBM)

TOYS

Septic pumper and vacuum die-cast toy trucks in your choice of colors and logos. Several cabs available. Call 877-450-2100 or write to Granite State Collectibles, PO Box 440, New Ipswich, NH 03071. (PBM)

TRAILERS VACUUM/TANKER

1993 Presvac 5,800 gallon steel vacuum tank trailer. Asking \$15,500. Call 1-716-432-2885. (P3)

TRUCKS\DELIVERY

1985 Mack DM600, 6-spd, cab replaced, 4000 gallon tank, 3 valves, Moro A-C4 pump, 1-15,000 lb. Bethlehem Mfg. mountrail bed, 18' bed, 10' boom, double post on back. 252-491-2321. (P6)

TV INSPECTION

2001 Chevy Cube Van, white with 48,000 miles, with roof top AC, Aries pan/tilt camera with two tractors, 550' of cable, DVD or VHS. Call 641-660-6991 or 641-673-9377. (P5C6)

Must see! 2 X Envirosight camera systems 2005 pan-and-tilt camera 4X digital zoom Rover 100 steerable crawler 4-12" automatic motorized reel PCU with monitor, text generator, footage counter. Portable or truck installation. Serviced and inspected Envirosight. 613-227-8659. (CP4)

TV Inspection Equipment: 3 RST inspection vans, PipeTech software, 1 Vactor. \$75K OR BEST OFFER. WWW.PICS-LLC.COM. 615-347-9021. (CP3)

TV INSPECTION

2001 Aries Saturn 3 Pipeline Video Inspection System mounted in an enclosed trailer. VC-3000 video capture system, TR-2000 camera transporter 6' to 30", 1200' reel/winch with level wind, PE-1111 pan & tilt camera with aux. lights. Misc. skids, poles, tiger tales, emergency repair kit. Unit is ready for work. PRICED TO SELL \$9,999. 715-967-2838 or 1-866-203-2033. (P5)

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1998 Cues TV grout unit, 34,880 miles, color camera, diesel, generator. 972-938-1905. www.empireequip.com. (CPBM)

Aries TV sewer inspection system, pan & tilt, on tracks, color, in 1993 Ford E350 box van, roof air, 7.3 diesel, 80K miles, Martin diesel generator 7.5 kw, TV, VCR, 3 units available. Call or email for more info and pictures. We can ship to any location. Very nice City owned trucks. Asking \$29,950 ea. Call 573-374-8785 or email elitemotors@charter.net. (CP4)

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1989 series 2000 Vactor vacuum box, excellent condition, auger from bag house, hydraulic boom, photos available upon request. \$5,000. 204-633-4879. (CP5)

1982 Ford Vactor unit, wet-dry, 1976 Hend. V6 Detroit, V4 Detroit, vacuum truck; 1970 Hend. V6 Detroit, V4 Detroit, vacuum truck. All in working condition. 806-273-2865. (P3C4)

2000 Vactor 2100 on 2000 Sterling LT9501. All options, list \$330,000 new. Roots 1016 PD blower, 80 gpm/2,500 psi jetter, 1,300 gal. fresh water, debris body flushout, pump off, cold weather recirc., Jake, hydro-ex kit, air purge, hyd. tool option. Only 102,000 miles, 4600 hrs. Tom 719-499-0647. (CP4)

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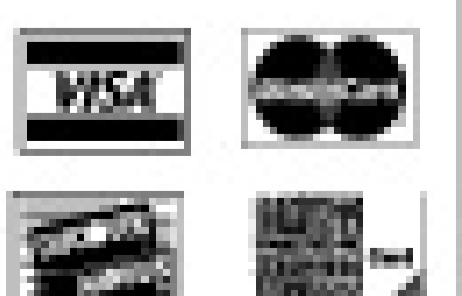
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Classy Truck of the Month



Steve 'O' Septic Monticello, Minn.

Owner Steve Langanki bought this 2000 Sterling LT 9501 in 2007 when he started his pumping business. The truck, bought from Glen's Truck Sales, was previously used as a lumber hauler. Langanki shortened the frame by 54 inches, then had it converted for pumping at Engle Fabrication Inc. in Sauk Centre, Minn. The truck sports a 3,300-gallon steel tank with HXL400WV Masport pump with fully coated hose trays and heated collars. Power is provided by a 310-hp C10 Caterpillar engine coupled with a 10-speed Eaton-Fuller transmission. The truck was painted a dark metallic blue by Engle. Custom lettering and logo were done by Jeff Hoglund Sign. The no-frills chassis has no chrome accents and the interior is basic, with only air conditioning and air-ride seats. The truck carries a Schmitz Bros. Crust Buster. The truck is used mainly to haul residential septic waste.

Show us yours!

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Send photos of your truck after it has been lettered with your company name, and please pose the owner(s) with the truck. Any industry-related truck is acceptable. Please limit your submission to one truck only.

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. E-mail your materials to 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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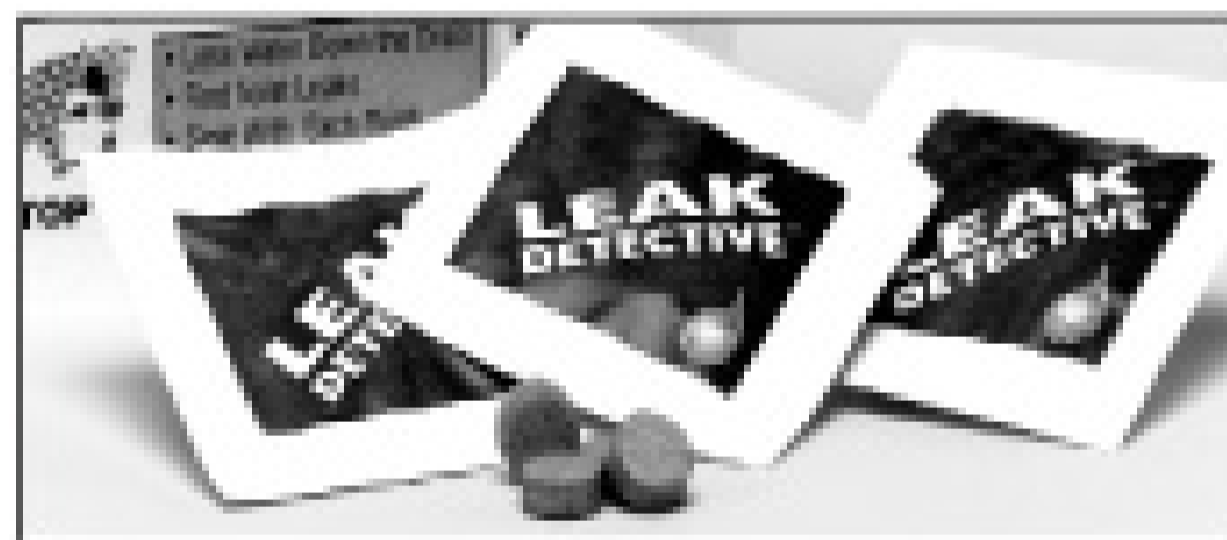
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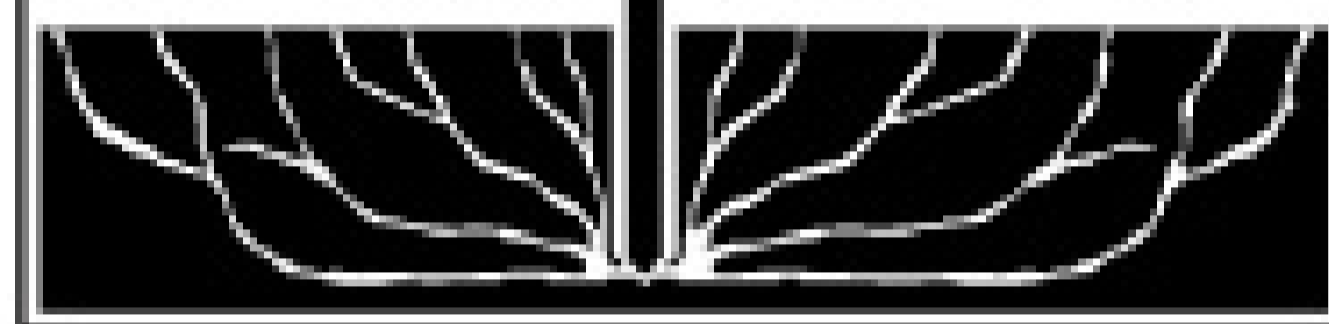
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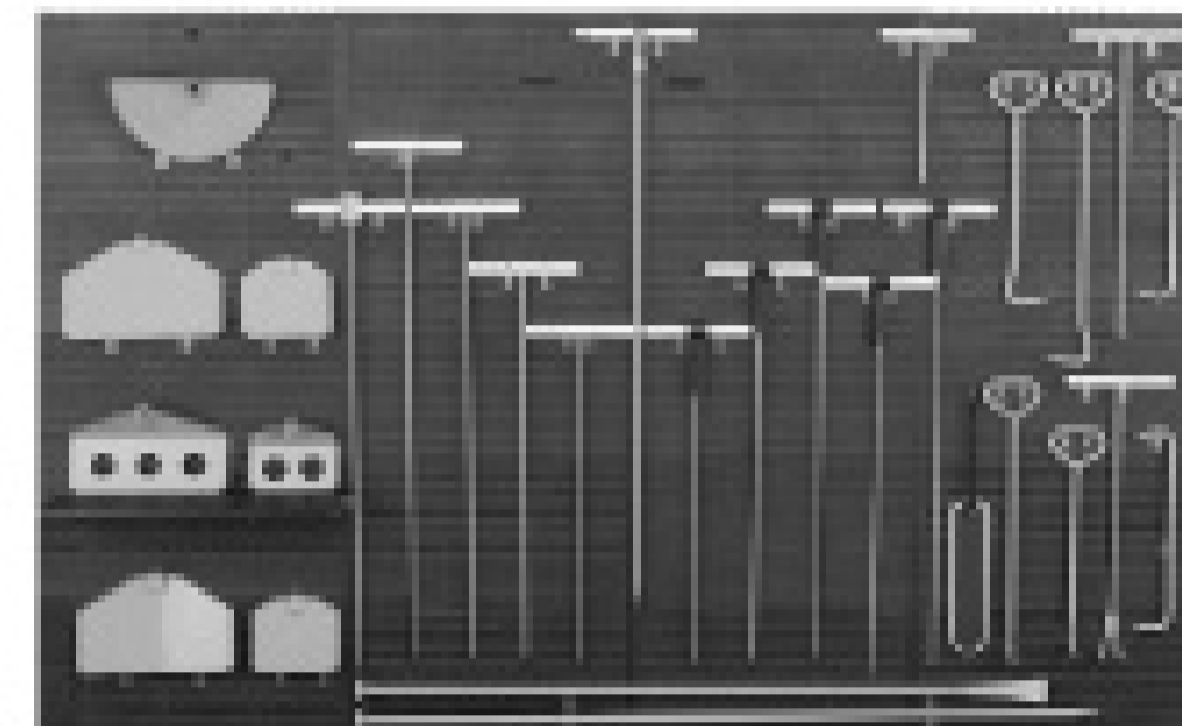
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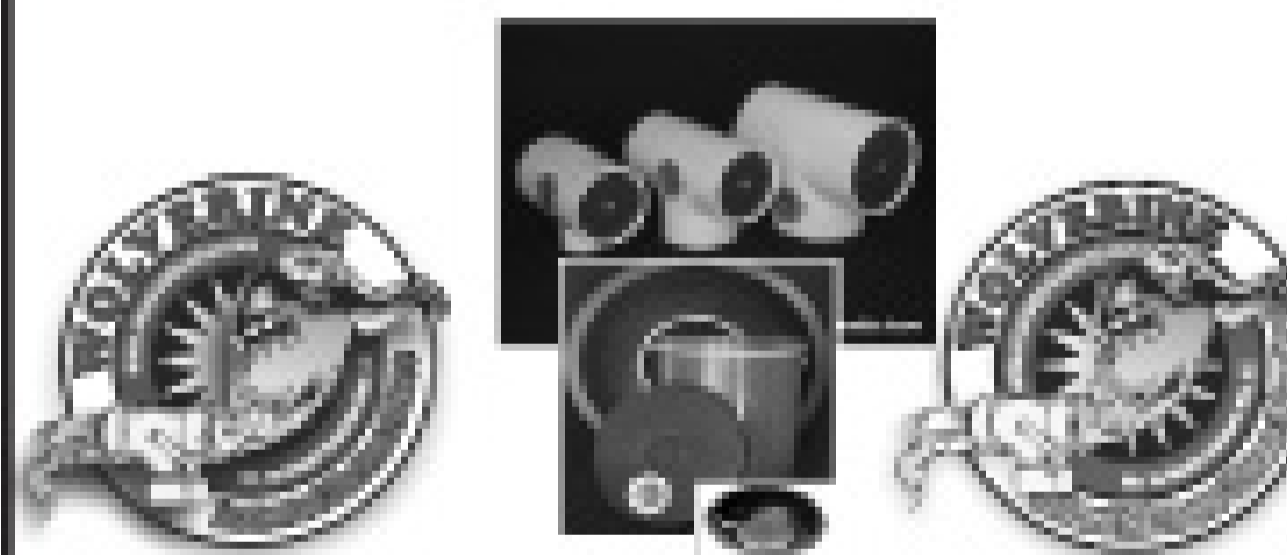
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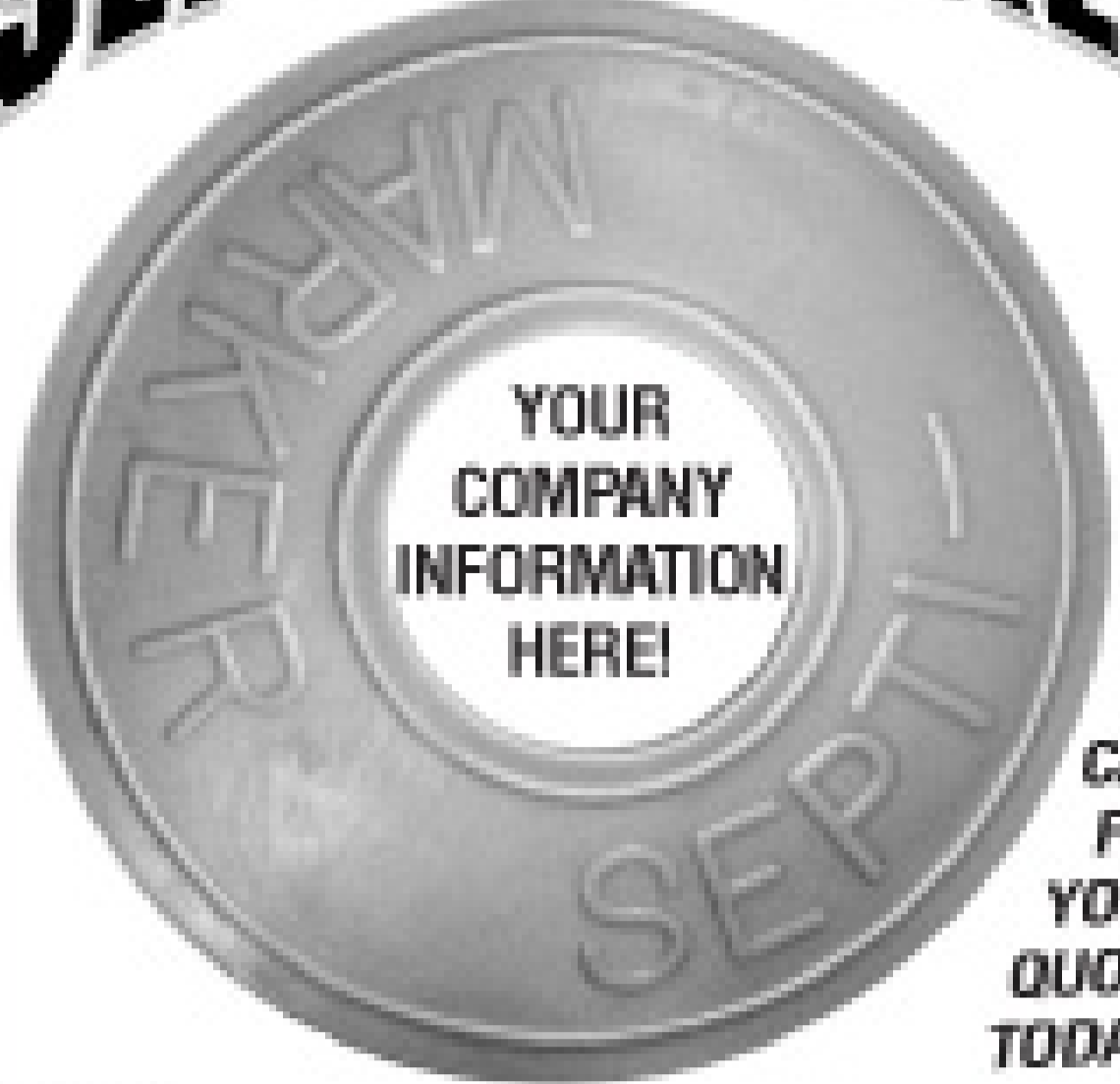
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March



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P3



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P3



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P3



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P3



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989-743-5055

P3



1995 Mack Septic/Great Pump Truck: 5-spd. trans., 3,200 gal. tank, new Demag/Wittig vac pump truck. Looks and runs excellent.\$38,500

561-753-3446

P3

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March



Shower and Restroom Trailers: Platinum and Gold Series, new and used available. Each with separate men and women sides.

CCI/Brian Touey 805-896-3777 PBM



2005 F550 4X4 Diesel: 6-spd., XL package, H2 Masport pump, 950 gal. tank, 600 waste, 200 chemical, 150 fresh, 2-place toilet rack, 75,000 miles.....\$37,500
Call Ryan at 801-430-7287 P3



1994 Vactor 2110/1995 International 2554: 10-yd. debris body, 1,000 gal. water, 8' telescopic boom, rotating hose reel, dual roller wind guide, hot shift PTO, fuel/water separator. (Stock 1452)
Call Joe 312-208-6373 P3



Vactor 2110 Mounted on a Ford L8000: Fold-down pipe racks, debris body flush-out. Call for many other options not listed. (Stock 1453)\$32,500
Call Joe 312-208-6373 P3



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.
.....Price Reduced to \$59,500
Call Don 954-943-9100 P3



1999 Vactor 2100 on a Sterling Chassis: CAT 3126 engine, Allison auto. trans., 80 gpm @ 2500 psi, accumulator, debris body flush-out, 4' extend. boom, fold-down pipe rack. (Stock 1445)
Call Joe 312-208-6373 P3



2005 International: 4000 Series, Model 4300, DT 466, 6-spd., H4 Masport pump, 1500 gal. tank, 1000 waste, 150 chemical, 350 fresh, 2-place toilet rack, 88,000 miles.\$42,000
Call Ryan at 801-430-7287 P3



2004 Sterling Aquatech B-10 Sewer Cleaner: 300 hp, 62,195 miles on truck, 824 Roots blower, 2000 psi, 80 gpm General pump.\$150,000 OBO
Call Javier at 786-402-3092 CP3



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



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 P3



IN PROGRESS 2007 Freightliner M-2: 250 hp Cat, 6-spd. manual, 18,000 miles, full factory warranty, NEW 2500 gal. vac. body, Masport HXL400WV vac pump, 2 manways, 3 sight eyes, 4" discharge, 3" inlet, painted to suit.\$67,000
Call Terry 734-777-0390 P3



1996 International DT-466: 33,000 GVW, new 2100 gal. LMT vac. tank, 20' manways, Masport HXL 75WV water cooled pump, heated valves 3" & 4", LED lights.
.....\$28,000
Call Tim @ LMT 1-800-545-0714 P3



1995 Guzzler Vac Truck: 28" H.G. liquid ring vac pump, new tires, new paint, great running truck.....\$80,000
609-332-4149 CP3



O'Brien 3510-FC: Brand new 9 hrs of operation, with beacon light washdown gun and wireless control. 350 gal poly. tank, electric reel oversized high-torque motor, Giant-triplex pump 10 gpm @ 2,500 psi Honda engine twin-cyl. electric start high-impact thermoplastic sewer hose 400'.
786-439-9593 P3



1990 Dodge 1-Ton & 1985 International Pumper 2,000 Gal.: Both run great and are working, need some work, great for starting in the pumping business. Package deal.....\$18,500
814-277-6227 P3



2000 International 4900 Nearing Completion: DT466/225 hp, manual trans., NEW 2500 gal. vacuum body, Masport 400 cfm vac. pump, 24"x24"x60' alum. tool box, 100' 3" suction hose.\$39,400
Call Terry 734-777-0390 P3

Pumper TRUCK STOP

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March



1999 IHC 8100: New 2500 gal. carbon steel tank, new NVE pump package, 6' dump, 4" inlet, 36" rear manway, Cummins M-11 350 hp, standard trans., 32,000 GVWR.....\$41,250

352-323-6284 X 201 P3



2000 US Jett 10K and 4K: 600 gal. tank, 100 hp Deutz, 747 hrs., mounted in 14' heated box on a 2000 Chevy 6500, 45K, Cat dsl., excellent condition.

641-673-9377 or 641-660-6991 CFBM



1979 Mack RS612LT: E6 2-valve 315 hp, 10-spd. Eaton Fuller, 2500 gal. tank, Masport H75W, air ride, water tank, tool boxes, aluminum/steel wheels, recently painted, 90'-3" hose. Just serviced!!

.....\$18,500 OBO
Call Stanley @ 360-701-8516 P3



1996 GMC W7 Keith Huber Unit: 3-compartment 900 waste 300/300 fresh, DC-10 washdown pump, 2-unit rear carrier, 123,000 miles.\$20,000 OBO

269-435-4611 - Constantine, MI P3



1991 Freightliner: 3176 Cat, 275 hp, 9-spd., A/C, spring ride, 2500 gal. tank, Moro vac pump. Tank 7 years old, new paint cab and chassis.\$24,000

877-898-5104
hullstruckbodies.com P3



2002 FL60 Freightliner: 180K miles, 3126 Cat motor, new clutch, trans., A/C compressor. 1500 gal. waste, 200 gal. water, new MEC 8000 pump. Lots of extras. Please call!\$47,400 OBO

830-560-0021 P3



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 P3



1999 F-450 Toilet Service Unit: Fresh water washdown pump, newer brakes, pump and tires, new aluminum tool boxes. Will paint to suit.

Call Terry 734-777-0390 P3



1997 Vactor 2110: 6055 hrs. on 1997 Ford, 27,974 miles, needs aux. trans., new 600' hose, rebuilt rear jetter pump, 10 cu. yd. debris tank, 1,000 gal. water tank.

.....Best Offer
860-289-7555 P3M4



2002 International: DT366 engine, 6-spd., non-CDL, new 2000 gal. tank and Jupop PN84 vac pump, new paint and tires, looks like new inside and out.\$29,500

877-898-5104
hullstruckbodies.com P3



2000 International: 800 gallon waste, 250 water tank, new pump, 2-unit carrier, 110K. Located in MD.....\$16,500

Call Doug @ 410-310-5151 P3



1990 Ford Tri-Axle Pump Truck: 350 Cummins, 8LL trans., 5,000 gal. tank, heated valves, 6' dump valve. Good condition.\$21,500

800-858-3111 P3



2006 F-350 Gas 4x4: 10,000 miles (factory warranty), 225 waste, 100 fresh, Battioni pump, DC-10 washdown, 5.5 Honda, 8-toilet trailer, 10 toilets, 1 hand sink, 1 carrier.....\$37,000

315-375-7867 P3



1993 Isuzu NRR: 400 waste, 400 fresh, DC-10 washdown pump, 2-unit rear carrier, 236,000 miles.\$10,000 OBO

269-435-4611 - Constantine, MI P3



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 P4



1999 Hino: 650 gallon waste, 250 water tank, 170K. Located in MD.\$15,000

Call Doug @ 410-310-5151 P3

Pumper see photos in COLOR at www.pumper.com TRUCK STOP



March



2000 International 4700: DT466, A/T, A/C, P/S, 400 gal. waste, 200 water, 8' x 8' deck for toilets w/electric lift gate.\$37,500

Brian: 509-525-9410

Email: info@randystruck.com P3



1993 Mack c/w Cosco Mastervac: Wet/dry, 5300 cfm blower, with pump off, full opening rear door, full dump, dual bag-house, hose trays, boom, PERFECT.

.....\$90,000

Call Jason 416-509-5520 P4



1995 Peterbilt Model 379: 425 hp with 1980 Reliable 8,000 gal. aluminum tanker. Both mint condition. Ready to haul.

.....\$50,000

603-731-3212 P3



1995 International 4700: T-444, A/T, A/C, P/S, 800 gal. waste, 700 water, supply boxes, fold-down 2-place toilet rack.

.....\$19,000

Brian: 509-525-9410

Email: info@randystruck.com P3



2002 Mud Dog Freightliner Hydro-Excavation Truck: 27" vacuum, 87,032 miles, 3,739 hours on blower (rebuilt @ 2,500 hrs.), water pump recently rebuilt.

.....\$175,000 OBO

Call Malcolm 307-787-6333 PBM

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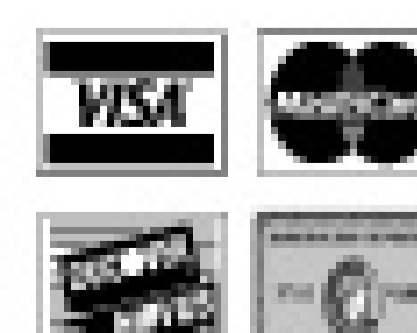
• **ONLINE** ad form at: www.pumper.com; www.pumpertrader.com,
www.cleaner.com, www.mswmag.com

• **FAX** this completed form to: 715.546.3786 and **E-MAIL** photo to:
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