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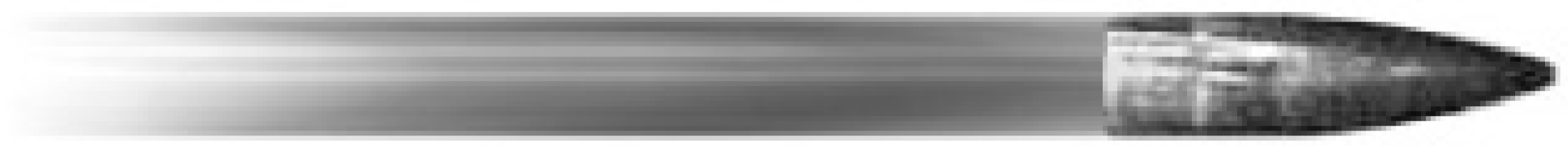


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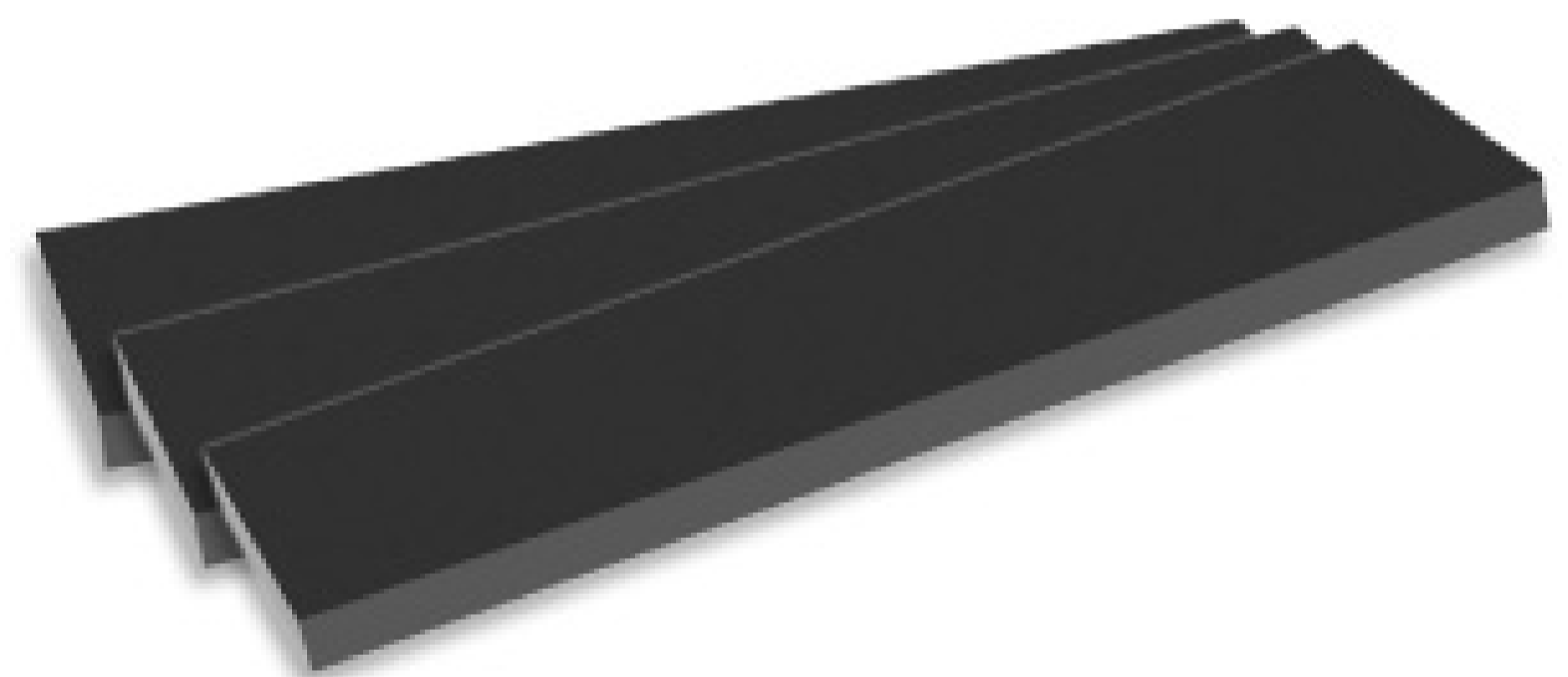
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Pumper

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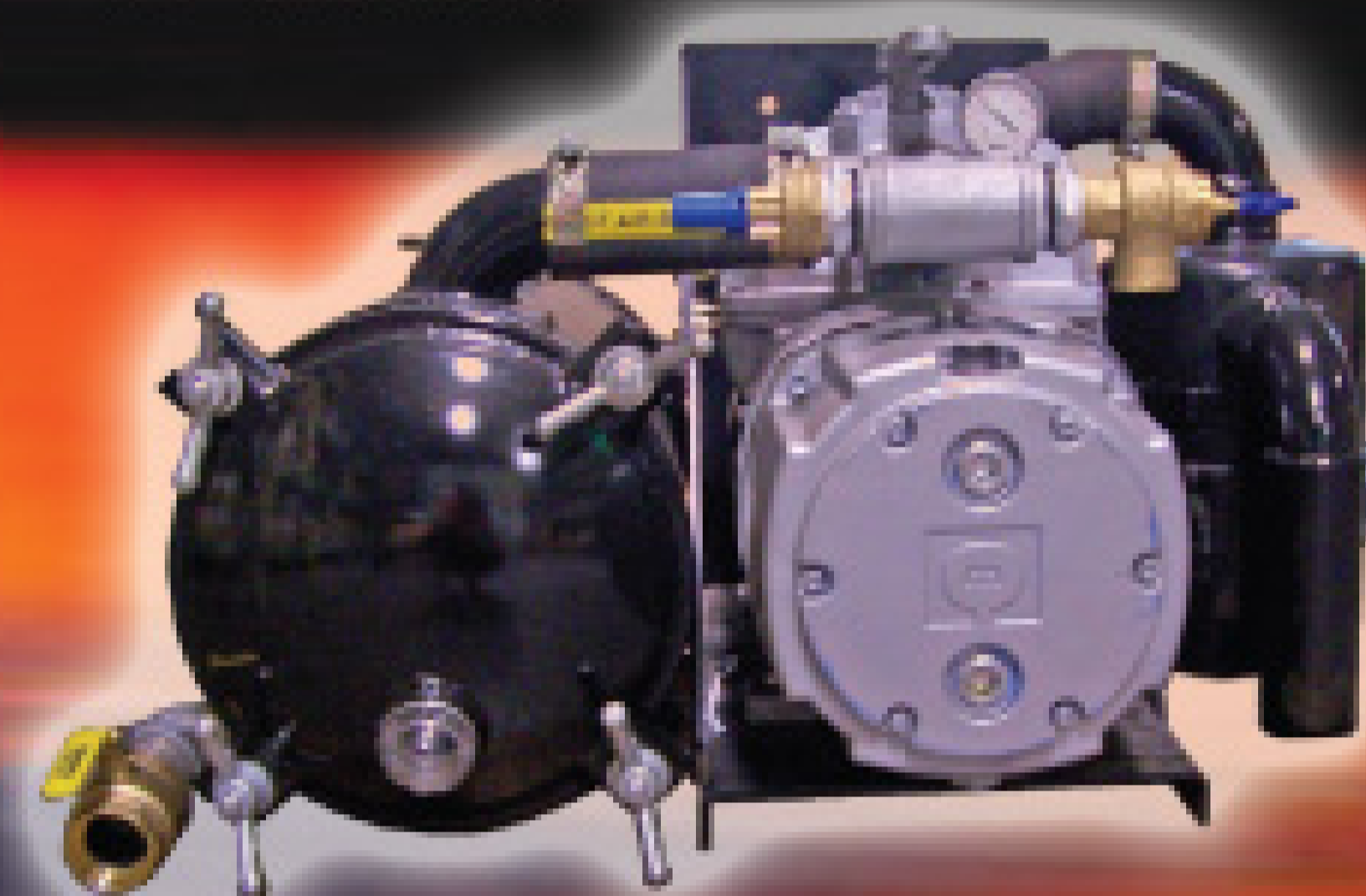
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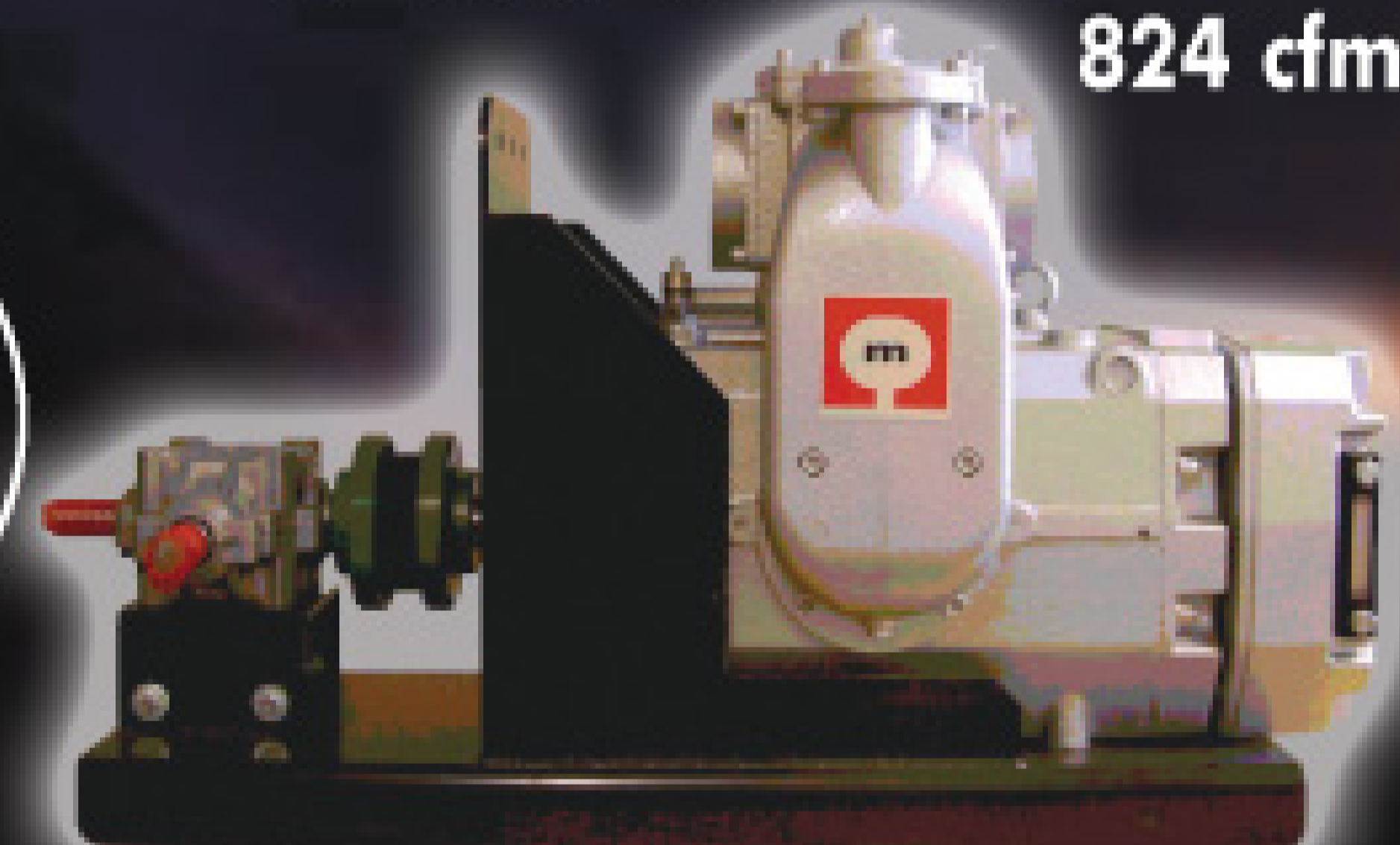
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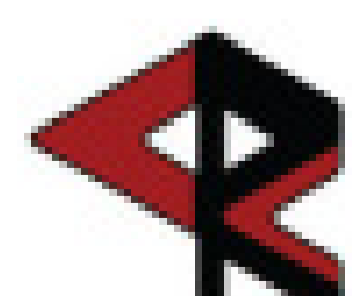
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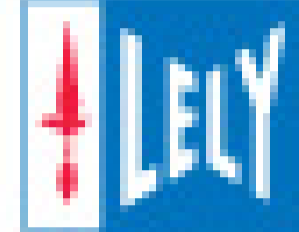
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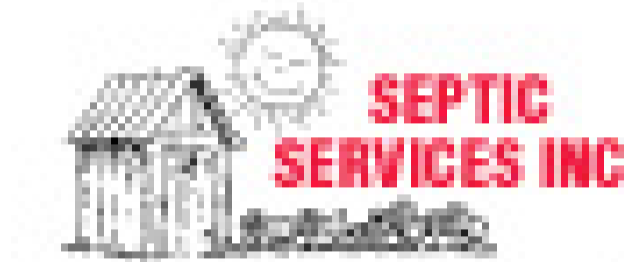
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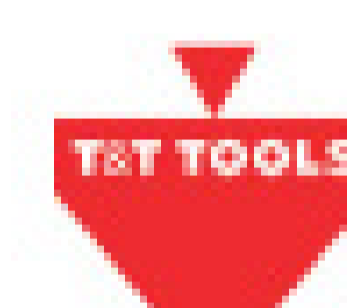
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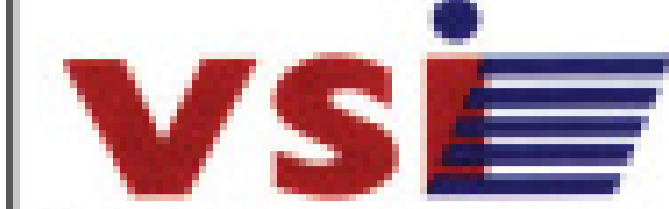
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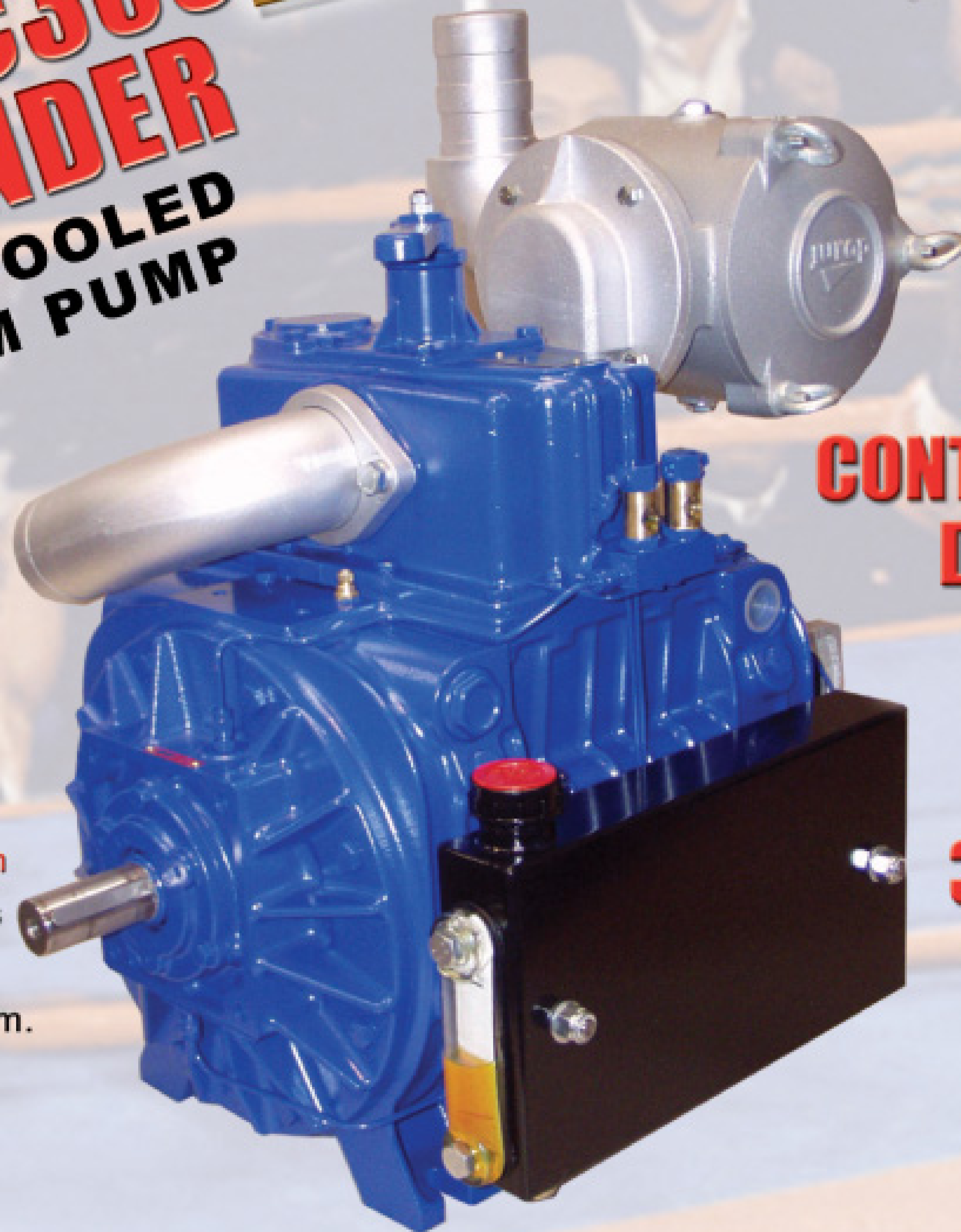
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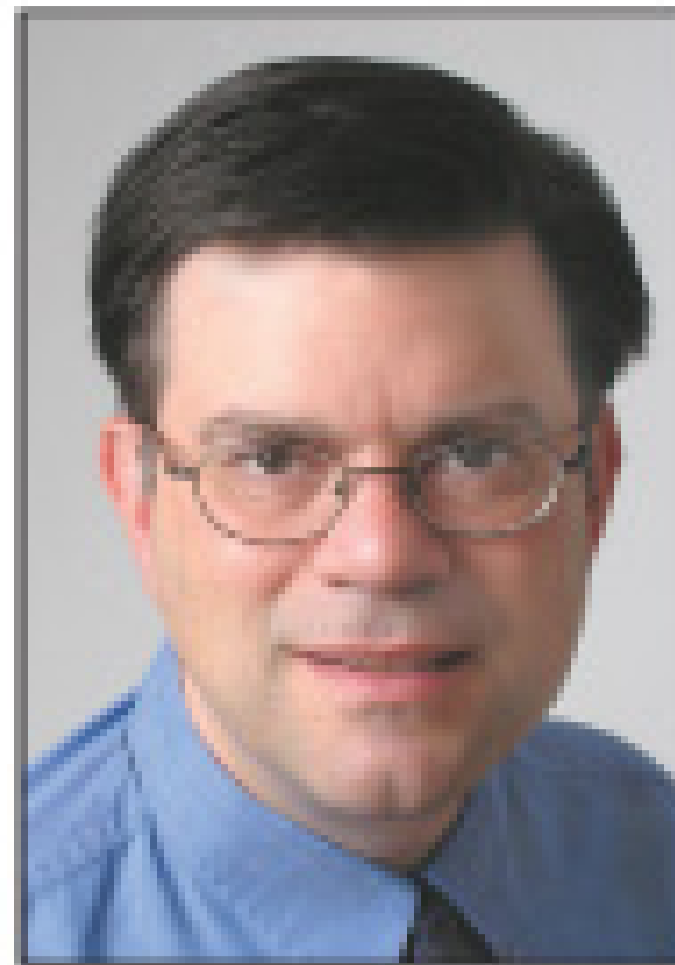
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Make a Difference With Avalanche of Expo Information

By Jim Kneiszel, Editor



I am just returning from the Pumper & Cleaner Environmental Expo in Louisville, the industry gathering that gets its name in part from this publication. The major marketplace for the liquid waste industry has gotten bigger every year I've attended and provided me with incredible learning opportunities.

But talk about a big hangover! No, I'm not referring to an alcohol-induced stupor. This is more of an information-overload hangover.

I'm returning home with a Grinch-sized sack of materials — business cards, product brochures, promotional giveaways and scribbled notes — that I have every good intention to read over. My digital camera's memory card is stuffed with images to accompany stories.

It's with great trepidation that I hauled that sack to the office, knowing full well the challenge of processing all the useful information at the same time I'm trying to catch up with work that piled up while I was away.

Having met so many enthusiastic pumpers in Louisville, I know many of you are dealing with the same trade show hangover. To wring out all the benefits of attending the Pumper & Cleaner Expo, we must force ourselves to dump that bag of materials on the conference table and see how we can best take advantage of what we learned. Here are a few suggestions to get you started:

REVIEW EDUCATION DAY NOTES

Education Day was chock full of excellent presentations on best practices, safety and emerging technologies. Review your notes on the seminars you attended. If you want to dig deeper than your notes, or if you missed a seminar that interested you, you can order tapes or CDs of the presentations at www.conventiontapes.com or by calling 800/747-6334.

Turn your notes into a team meeting or tailgate safety talk with your staff. Or simply provide key employees with the tapes or CDs to listen to at their convenience. While these small steps aren't like taking staff along to the Expo, the effort will get valuable industry information in employees' hands and help stress the importance of professionalism in the workplace.

LOOK FOR A GOOD MARKETING IDEA

I'm sure you chatted with other industry professionals at the Expo, and from those discussions you can likely mine one idea to help your business attract more customers. Seasoned Expo attendees know the value of comparing notes with other contractors and come home with a boatload of good marketing ideas. Rather than try to implement a laundry list of new programs, choose one idea to focus your post-show efforts. Put all of the great ideas you heard in a file to use down the road as you have time.

TALK TECH WITH WORKERS

Shuffle through all the brochures and pull out the top 10 products you think could help you develop new niche service markets or run your business more efficiently. Gather the crew, pass around the brochures and find out if your workers on the front lines can see profit-building applications for the tools and equipment. You might be surprised to hear your drivers, for instance, come up with a great timesaving idea utilizing a new product you saw at the show.

START PLANNING FOR NEXT YEAR

If you attended the Expo this year, you're probably already pumped to go to the 2009 show. Start thinking about which of your employees would benefit from attending with you next year. If you missed the Expo, consider marking your calendar to attend next year, Feb. 25-28. We'll see you there. ■

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

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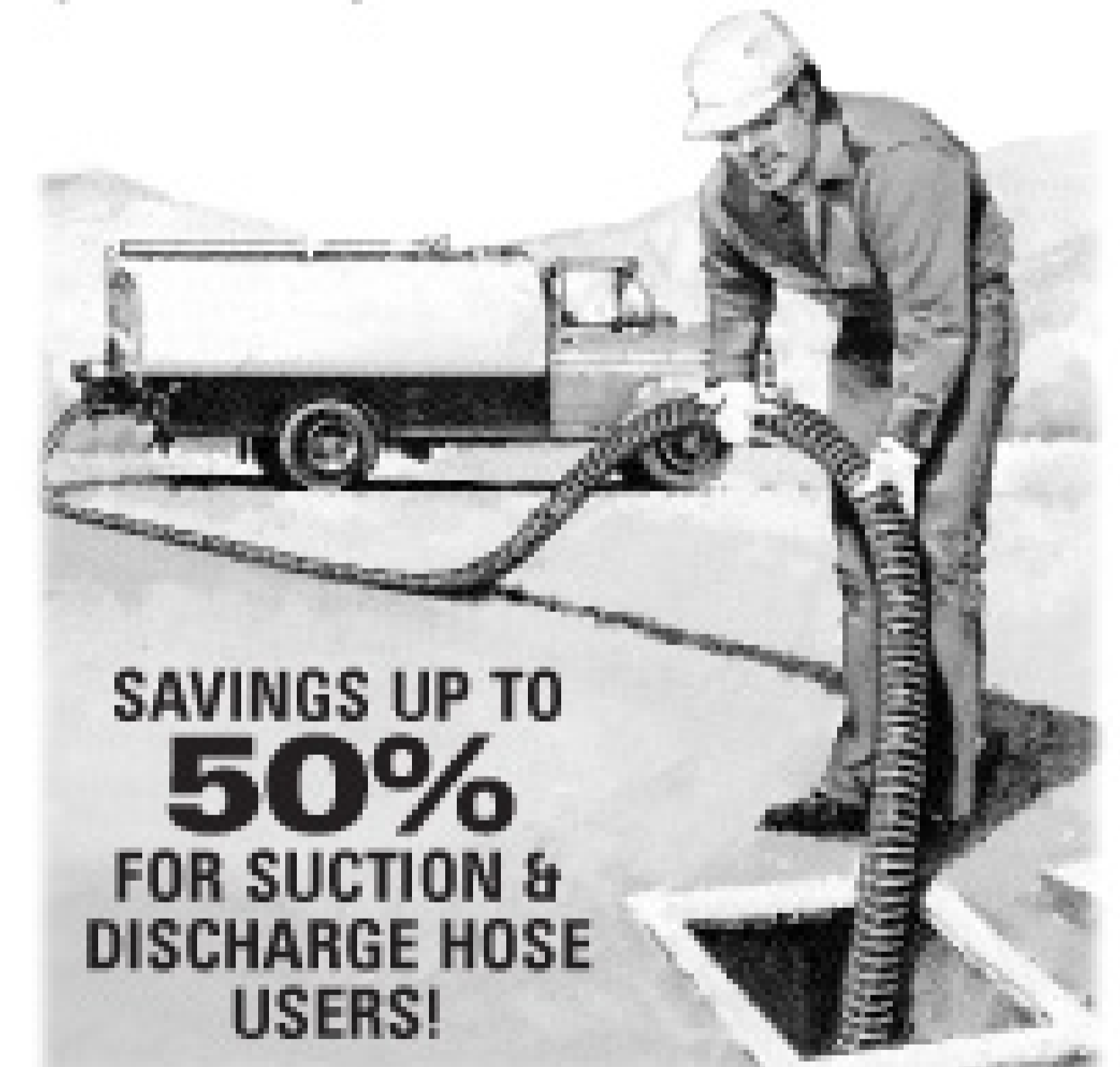
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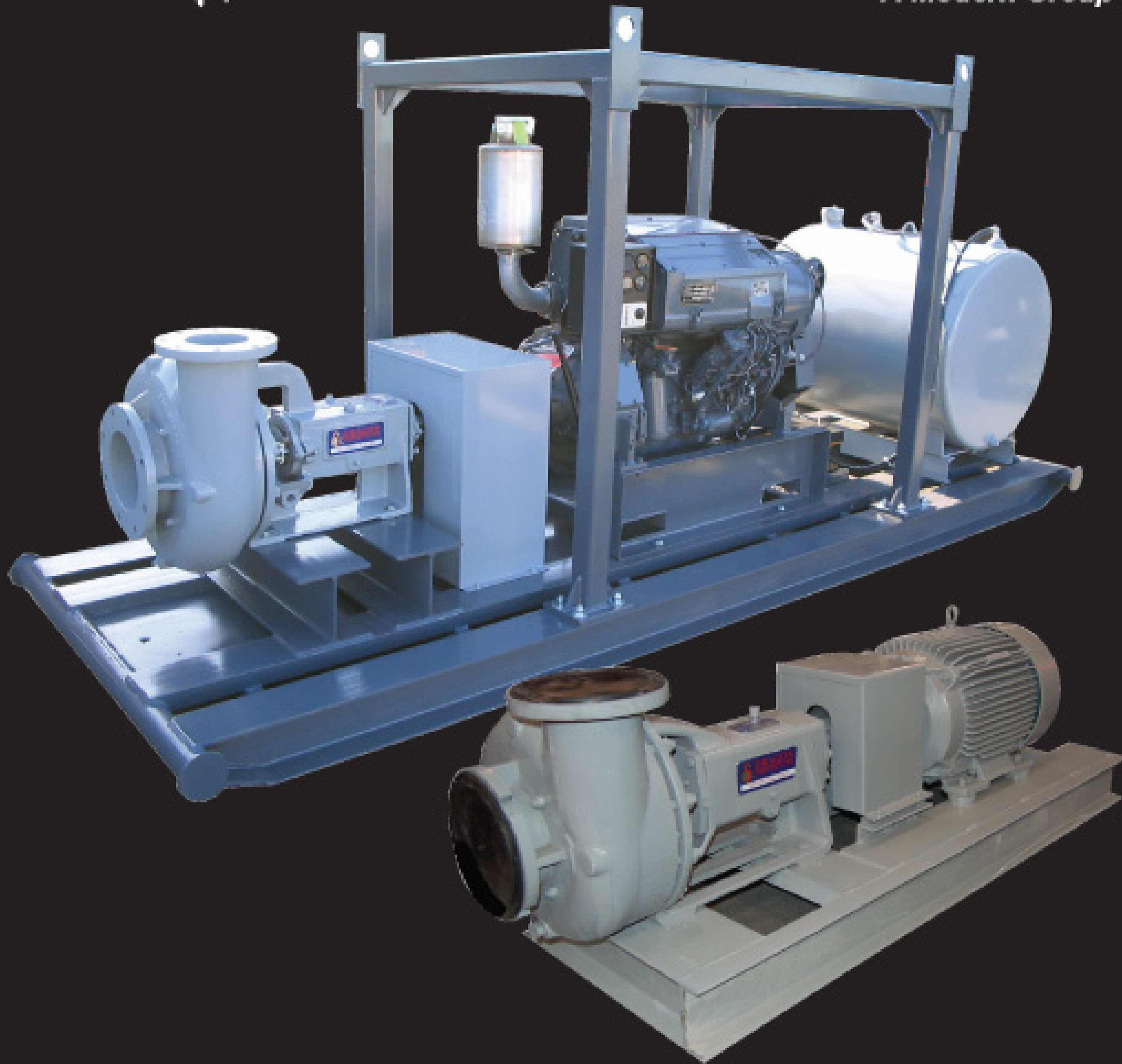


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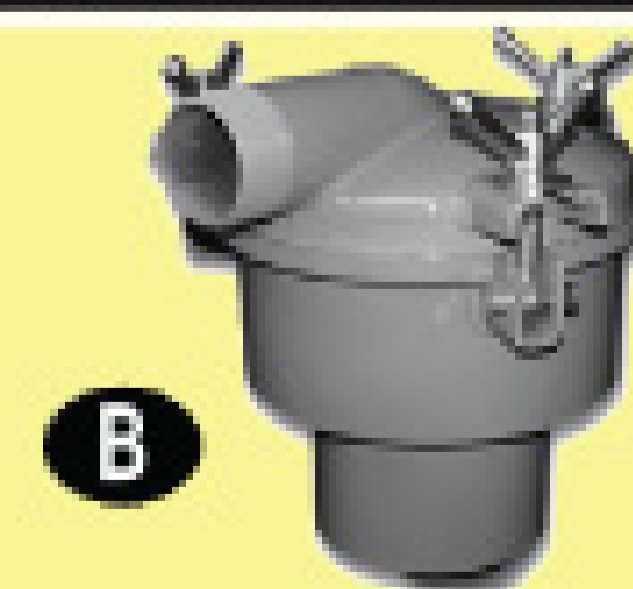
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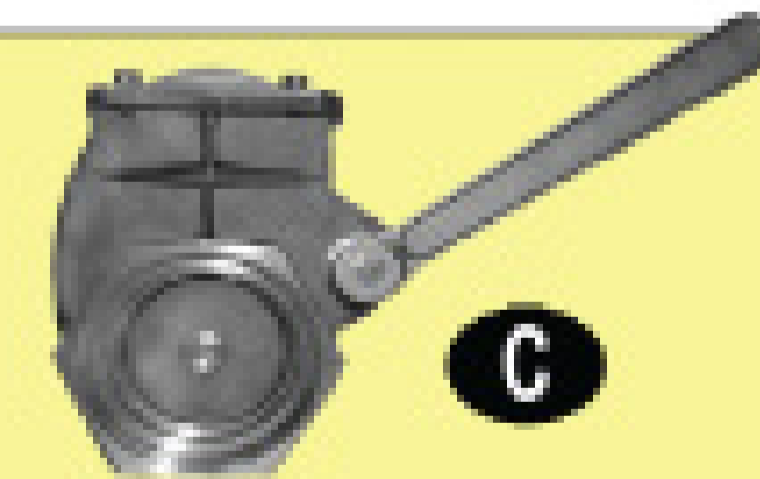
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Panning For Golden Customers

Inexpensive marketing tools and concepts will help you mine valuable new and repeat business

By Joe Weber

Every company, regardless of size, has a marketing budget. Some of those budgets are large and some are small. But even if you have a limited budget, you can still produce great marketing results.

There are many opportunities to promote your company without emptying your wallet. Be creative. Look at who your current and potential customers are. Now think of ways to put your products and services in front of them and keep them thinking about you.

In many cases, purchasing decisions are based on timing. You want to be in front of that customer when it's time for them to buy. Rather than coming up with revolutionary marketing tactics and strategies, focus on relatively simple, cost-effective methods that can deliver revolutionary results: making a game plan, rubbing elbows, building your prospect list, putting yourself out there, and staying in touch.

MAKING A GAME PLAN

Always start with a plan. It will help you determine what to do, when to do it and how much it's going to cost. You can create a comprehensive sales and marketing plan on your own; there are many free resources to help. Search online for "marketing plans," or go to your local library. Some tools will be geared toward Fortune 500 companies and others designed for small companies. Take everything you gather and treat it like a big buffet line. Determine what makes sense for your business and dig in. Be

practical. Don't bite off more than you can chew. Your plan should be achievable. With no investment other than your time, you can build a marketing plan that will drive results.

RUBBING ELBOWS

People like to buy from people they know. So how do you get to know them? In most areas there are Chambers of Commerce and industry associations. By joining these groups and participating, you will begin to develop relationships with individuals who can refer you to their company's portable sanitation purchasing managers.

Don't forget about referrals. If you believe you're doing a good job, ask your customers for referrals. "Do you know any other companies that you could refer me to?" It's just a question and it doesn't cost you a penny. A local auto dealer originally from Germany built his business by asking everybody he knows, "Who do you know wants to buy a car?" His is now one of the largest dealerships in the state.

BUILDING YOUR PROSPECT LIST

Resources are available that won't break the bank. The *Yellow Pages* are a good start. You can peruse online business listings as well. These listings won't tell you the size of the prospective customer though, so try your local business journal or similar business publications. They typically print a book of lists, which contains local business resource lists such as construction companies, golf courses, and special attrac-

Rather than coming up with revolutionary marketing tactics and strategies, focus on relatively simple, cost-effective methods that can deliver revolutionary results.

tions. They also print building permits and newly awarded construction projects. If you've joined professional associations or Chamber of Commerce groups, you will have access to their lists. These resources can account for a prospect list in the hundreds.

PUTTING YOURSELF OUT THERE

Build a presence within your market and promote it. Do you have a Web site? You don't need to know programming or be a design genius to start a basic Web site. You can purchase your domain (Web address) and for a minor investment of time and money you will be up and running with your own Web site. For resources, go online and search for "Web site templates domain names." If you can't afford to hire a Web site designer, this is a better alternative to not having a site at all.

Brochures and flyers will go a long way in your promotion. Today, most of this can be done at home or in your office with a computer and printer. Templates are available online. Do a search for "free brochure templates." Quick-print shops may do free design and layout if you get the printing done at their shop. Don't let budget constraints prevent you from using these marketing tools.

Another obvious handout is your business card. They are inexpensive to print, so be liberal

Joe Weber is marketing manager for Hampel Corp., Germantown, Wis.



and hand them out to everyone you deal with. Get your name and number in your customers' and prospects' hands. Also, what do people see when they drive down the road? They see your trucks, trailers and equipment. Put your company name on your entire fleet. Get signage on everything. The more people who see your name, the more calls you'll get.

STAYING IN TOUCH

The most obvious way to stay in touch with your customers is to call or visit them. This can be time-consuming if you don't have a sales person. Postcards are an inexpensive and versatile way to stay in touch with prospects. Search online for "postcards," or try your local quick-print shops.

If your service is required once a year, flag your customers to receive a reminder mailing from you prior to their next service date. Build in an offer and get them to call you. E-mailing and faxing is economical, but should be used sparingly. When faxing, be sure you're not violating do-not-call laws. Get your customers' permission to send periodic faxes. Some people do not like to receive sales solicitation via fax and e-mail. If you use this method, try to send information that has value and not just a sales pitch. Remember, you don't always have to be selling, but keep them thinking about you. ■

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What might upset this "bacterial action"? Let's look at the labels of some typical home-care products....

AGAIN FROM WEBSTER'S

Disinfectant: "a means for destroying bacteria."

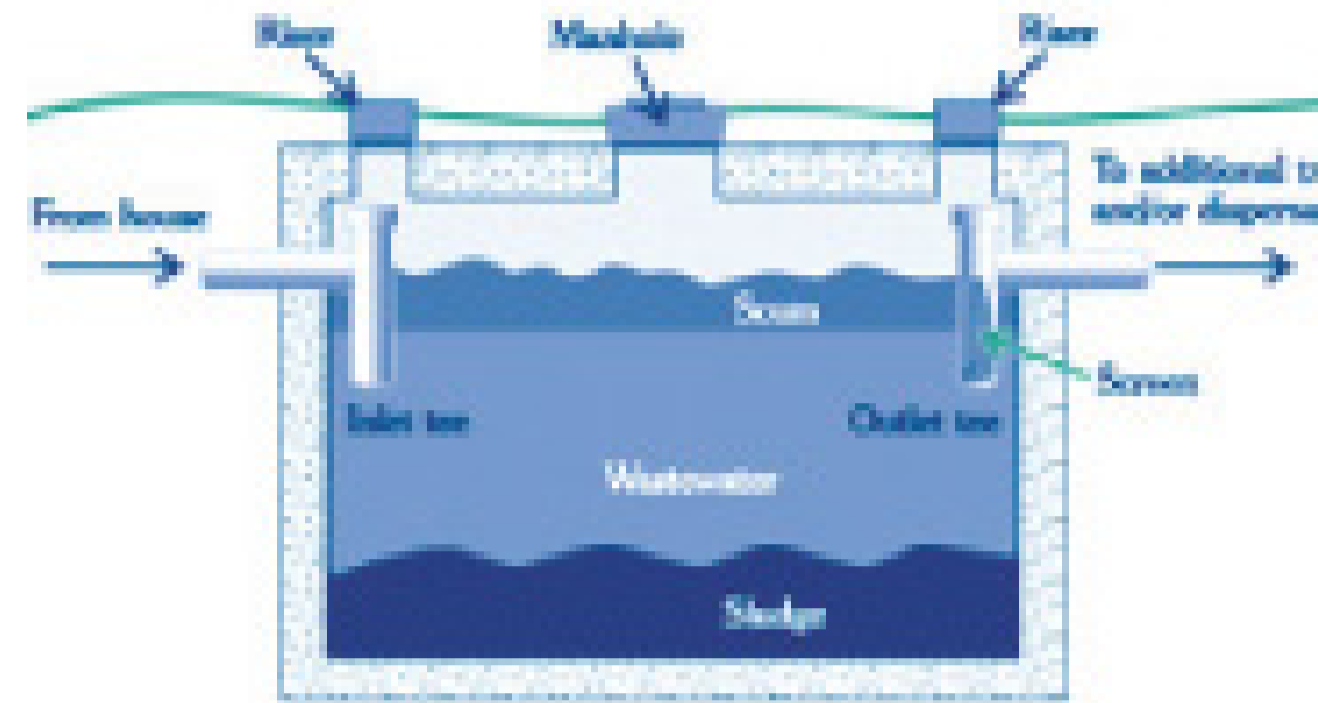
Antibiotic: "having the capacity to inhibit the growth of or destroy bacteria."

Sterilize: "to cleanse by destroying bacteria."

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

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

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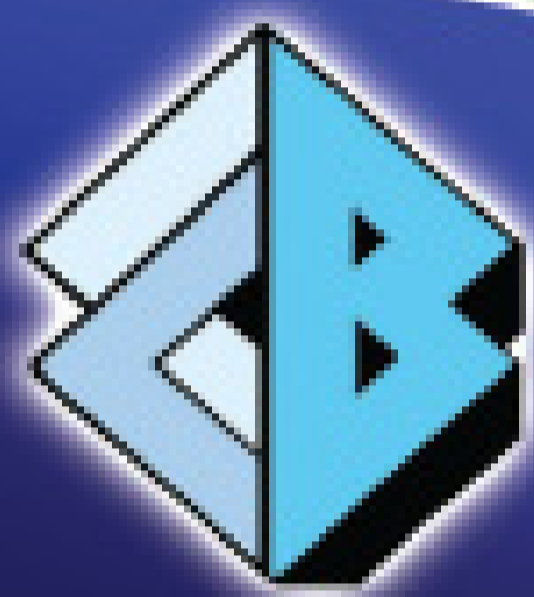
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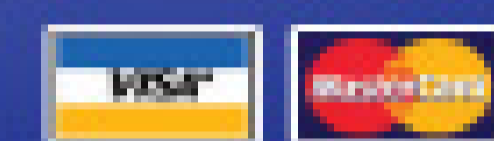
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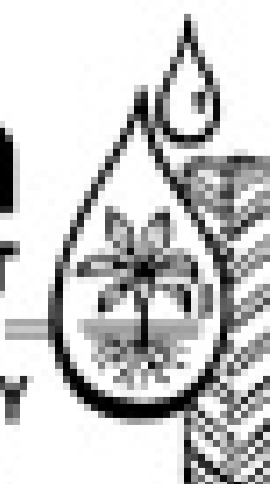
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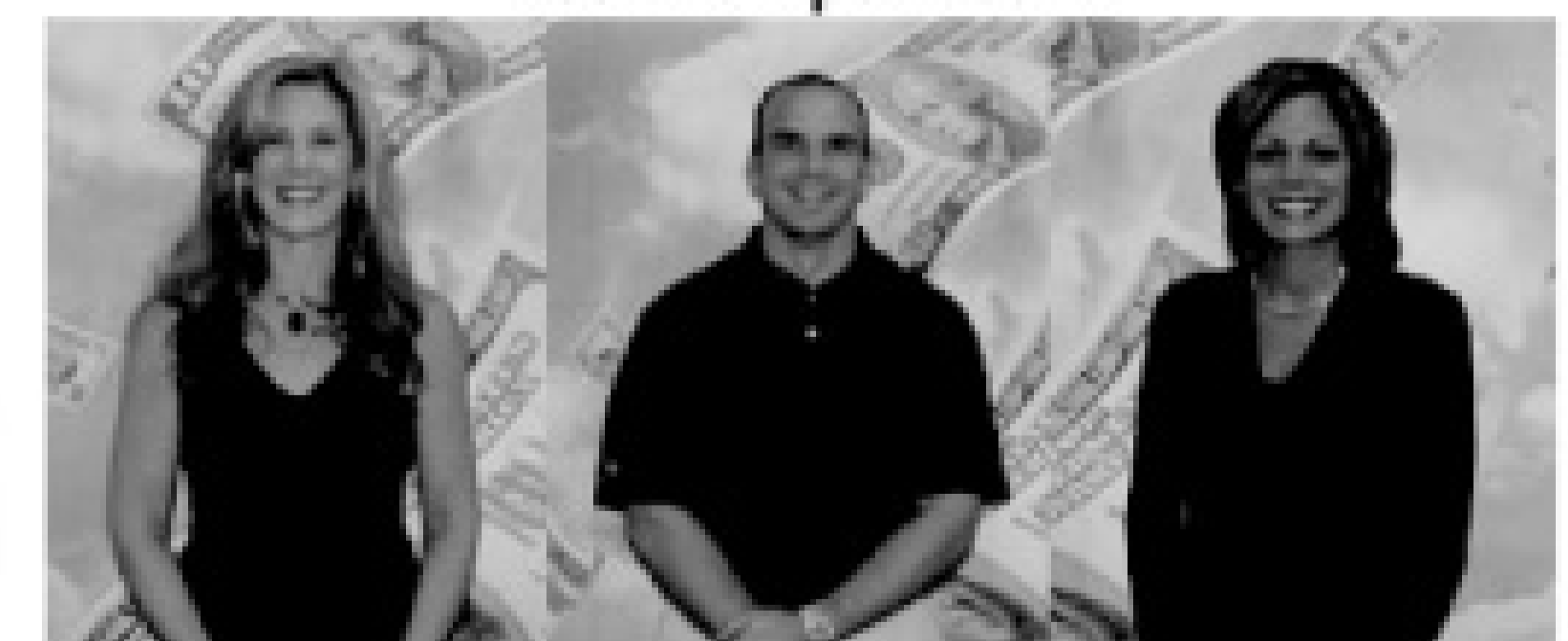
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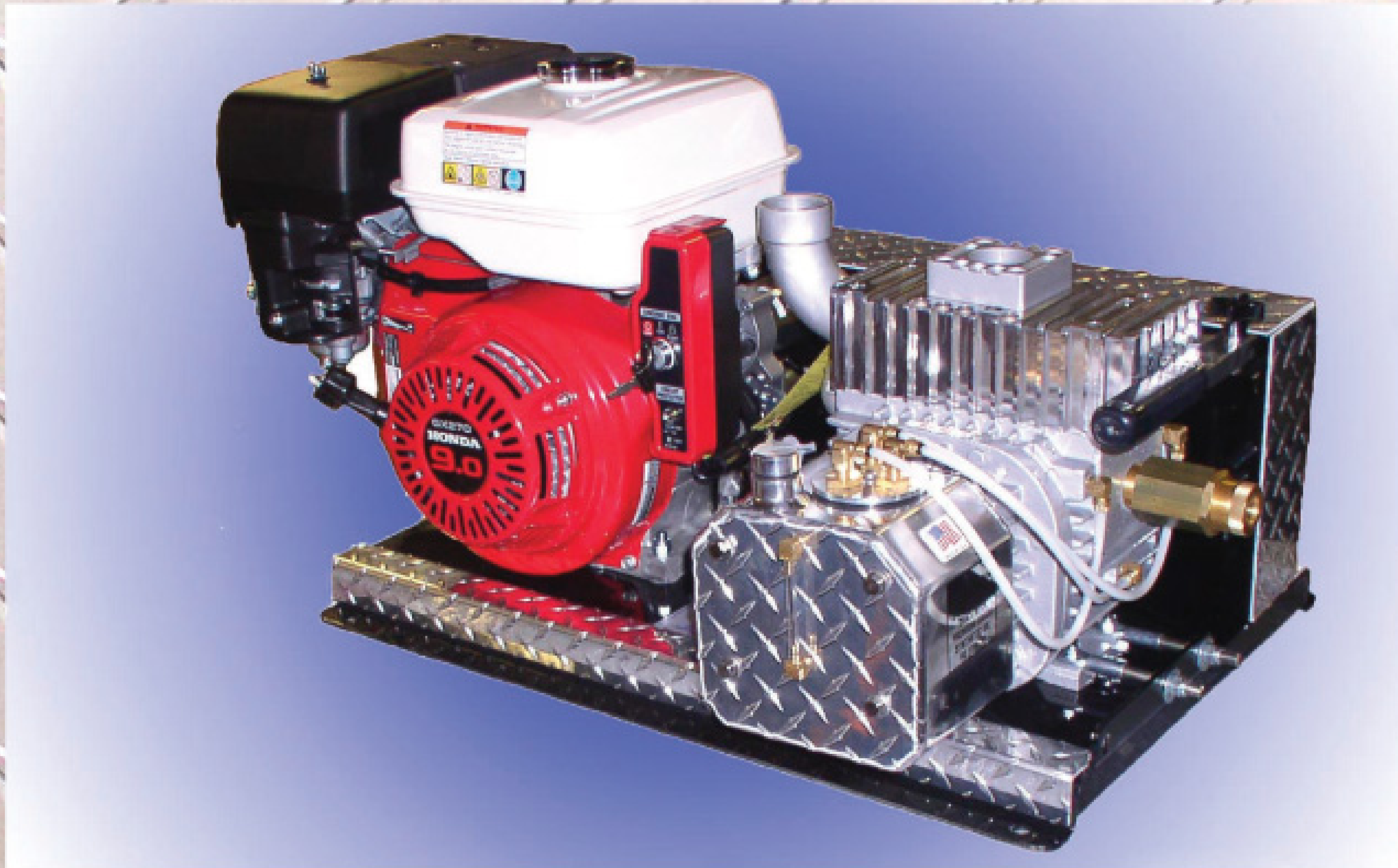


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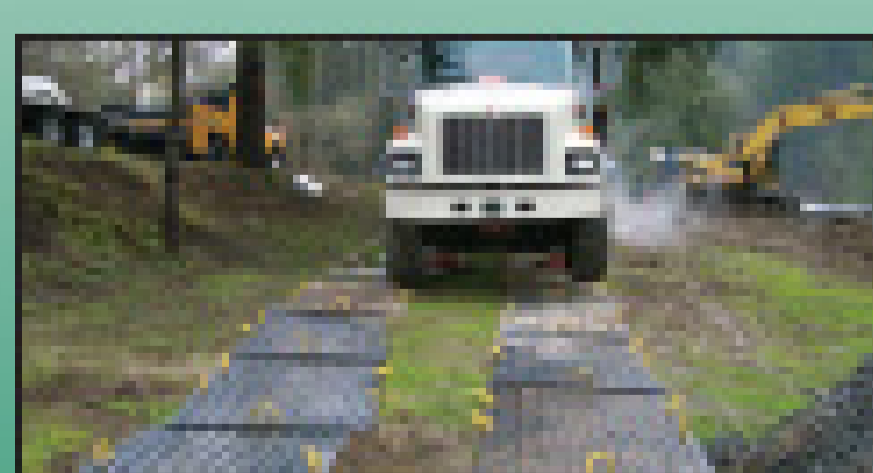
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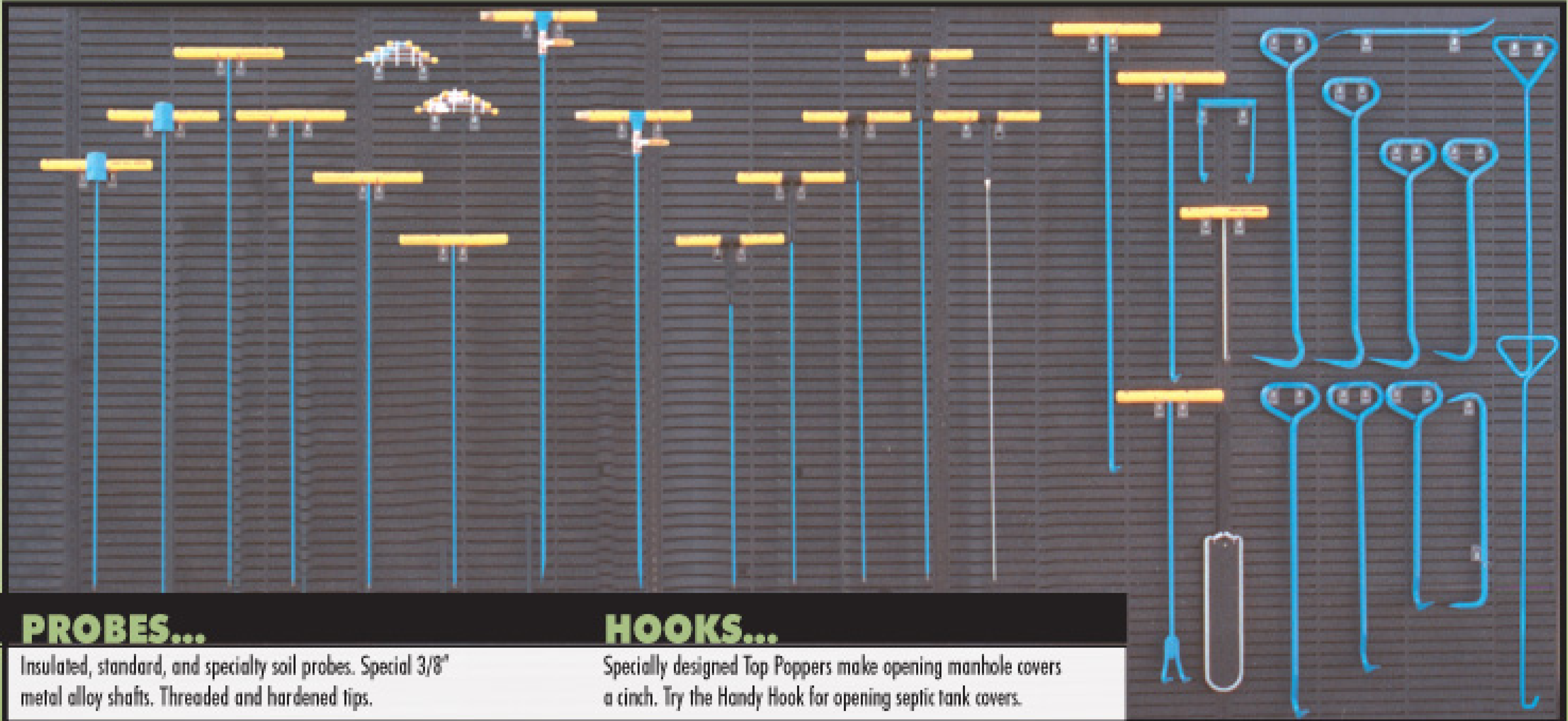
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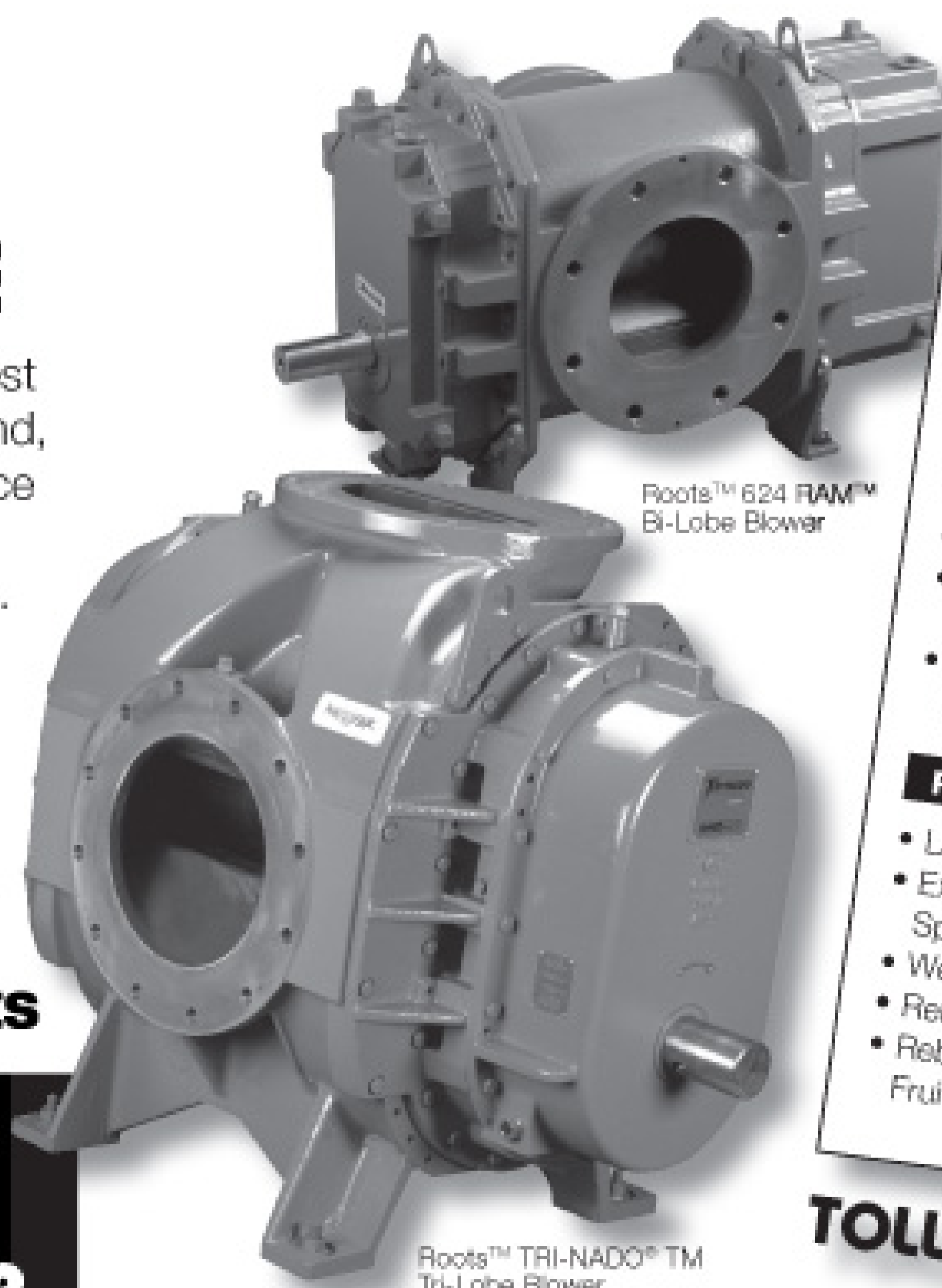
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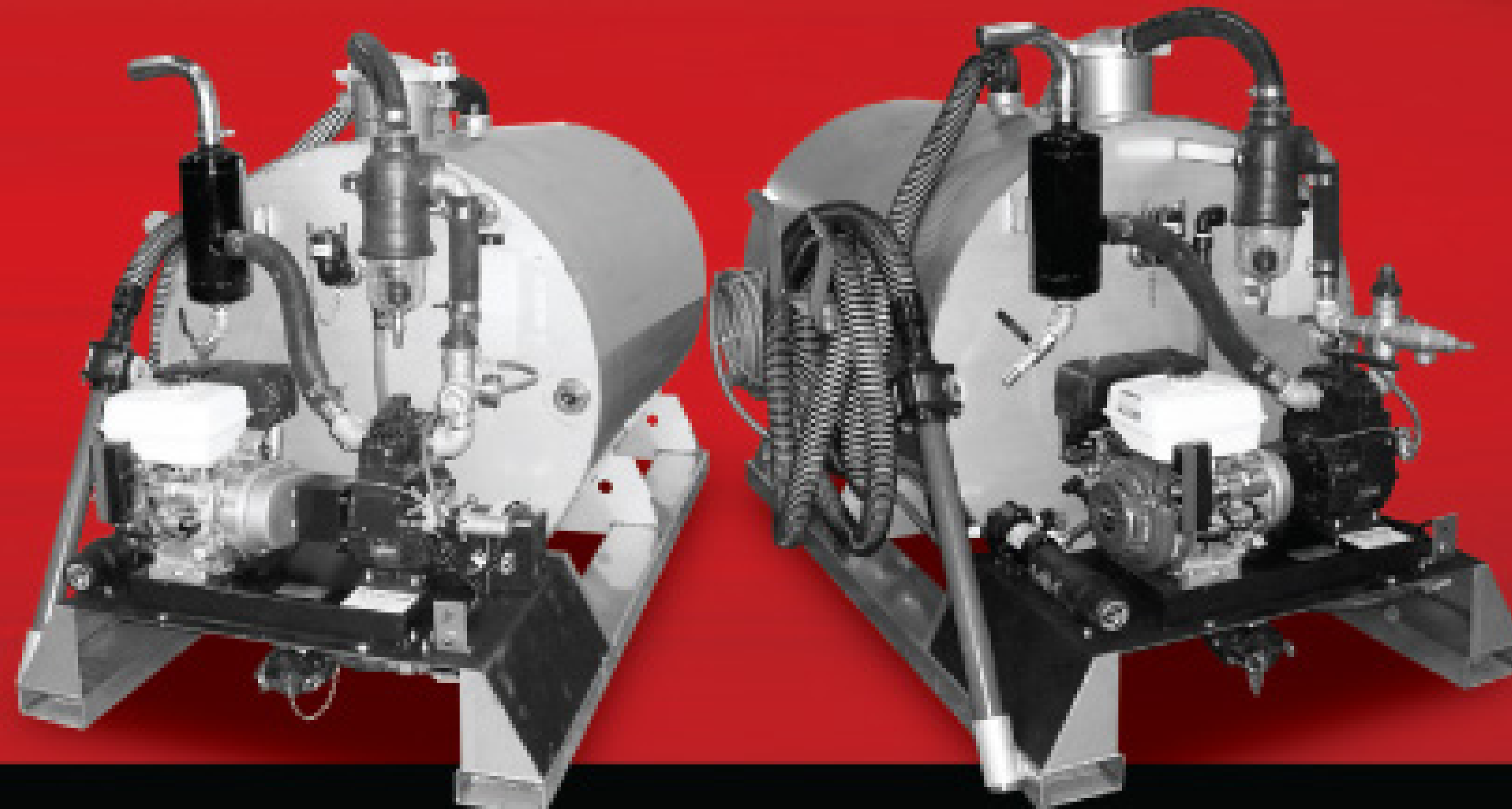
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Vermont Revises Rules to Allow Broader Use of Onsite Systems

By **Scottie Dayton**

The Vermont Agency of Natural Resources has revised onsite rules to allow constructed wetlands, sub-surface drip distribution systems and smaller onsite systems. Previously, design flows for single-family homes had to accommodate at least three bedrooms. The design requirement is now a minimum of two bedrooms.

The rules also waive the replacement drainfield requirement if the primary system handles 150 percent of the design flow and uses pressure distribution. Mound systems also do not require a replacement area if sized for 100 percent of the design flow.

The previous rules did not

mention composting toilets, although they have been allowed for years. The revisions specifically allow composting toilets, reduce the size of the onsite system to handle just gray water, and eliminate the requirement to install an onsite system for flush toilets even though composting ones are proposed.

A new exemption allows residences with outhouses or outdoor water pumps to continue as is until they apply for a permit to construct a piped supply or system. Vermont's rules are at www.anr.state.vt.us.

VIRGINIA

New rules requiring mandatory licensing of onsite soil evalu-

ators, installers and providers become effective July 1, 2009. Licensing will fall under the Department of Professional and Occupational Regulation, which has created a board to determine the type of training or certifications required.

K.R. Davis' Coastal Plains Environmental Group manages, operates and maintains small-flow alternative wastewater treatment systems. His company's lobbying on behalf of licensing resulted in Gov. Tim Kaine appointing Davis to the regulations board. Contact him at 804/966-9190 or krdavis@cpeglc.com.

PENNSYLVANIA

The state Department of Environmental Protection filed a petition in Commonwealth Court to enforce a 2002 order requiring Cromwell Township to provide public sewers and operate the treatment plant. Malfunctioning onsite systems are causing the township's problems.

When the township received sewer bids that exceeded initial estimates and would have raised user rates, it signed an agreement to send sewage to the Orbisonia-Rockville Joint Municipal Authority. The DEP approved the plan, but newly elected township supervisors repealed the ordinances.

"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.

MISSOURI

The state Department of Health and Senior Services Onsite Sewage Program is updating its inspection and evaluation forms to allow better assessment and reporting of the condition of onsite systems. The agency will phase in the forms over six months, and conduct mandatory training classes for inspectors and evaluators. The training will qualify for continuing education credits. The phase-in period is expected to conclude in July 2008. After that, no old forms will be accepted.

NATION

The Water Environment Research Foundation has completed the first research phase for responding to reports of illness possibly caused by land-applied biosolids, animal manure, food residuals, septage and compost.

The investigation procedure will undergo pilot testing and refinements before being implemented, but organizations or individuals may use it before the subsequent research phases are completed. The project was the highest ranked priority at the 2003 WERF Biosolids Research Summit. Download the report at www.werf.org. ■



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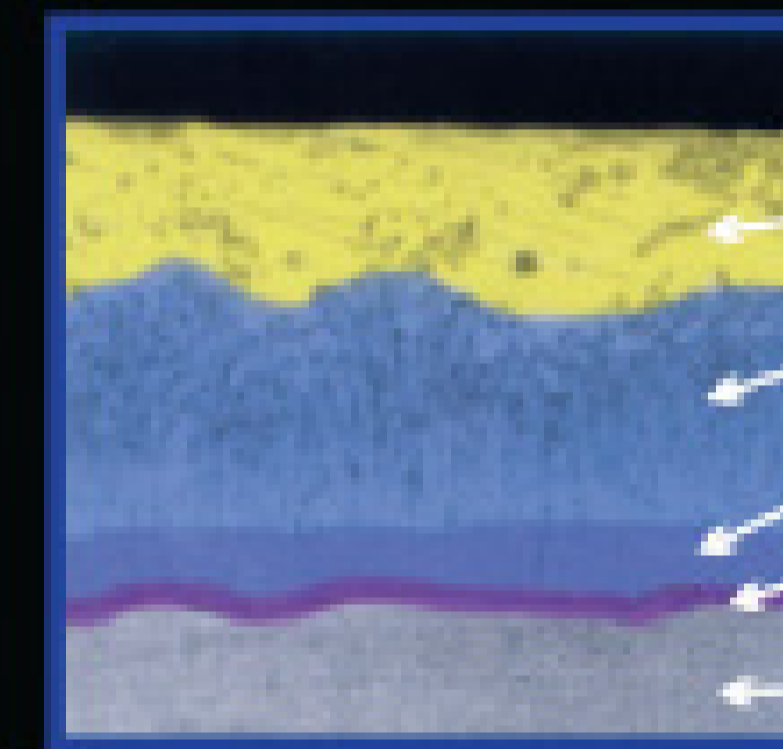


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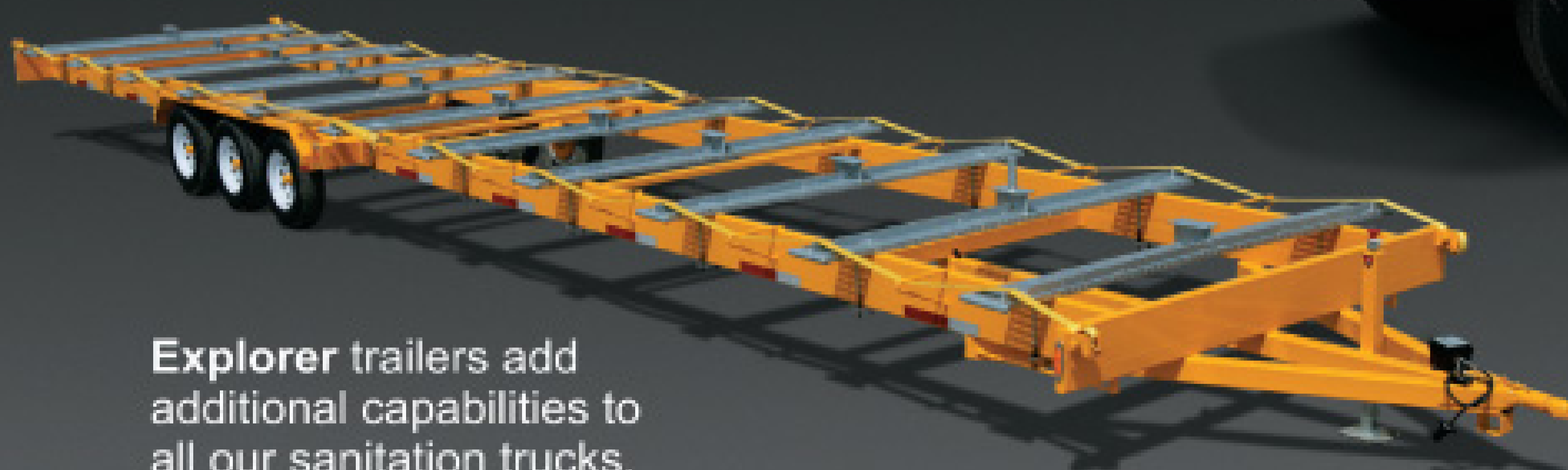
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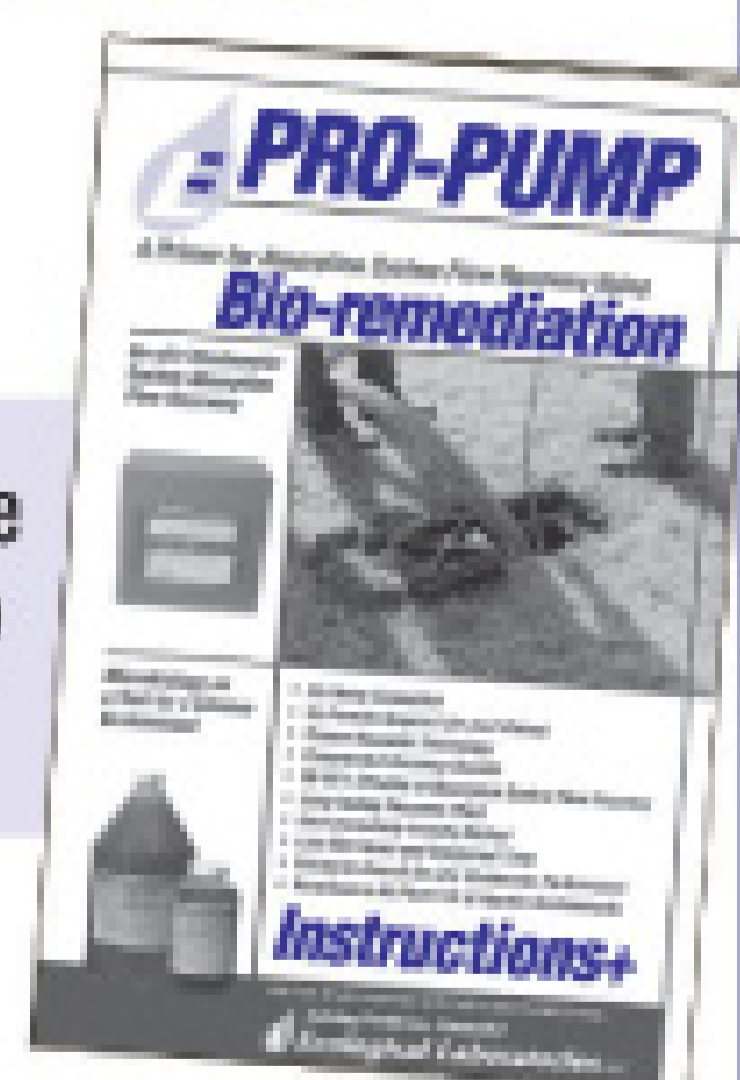
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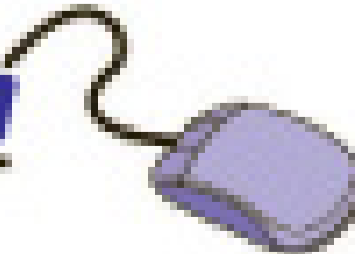
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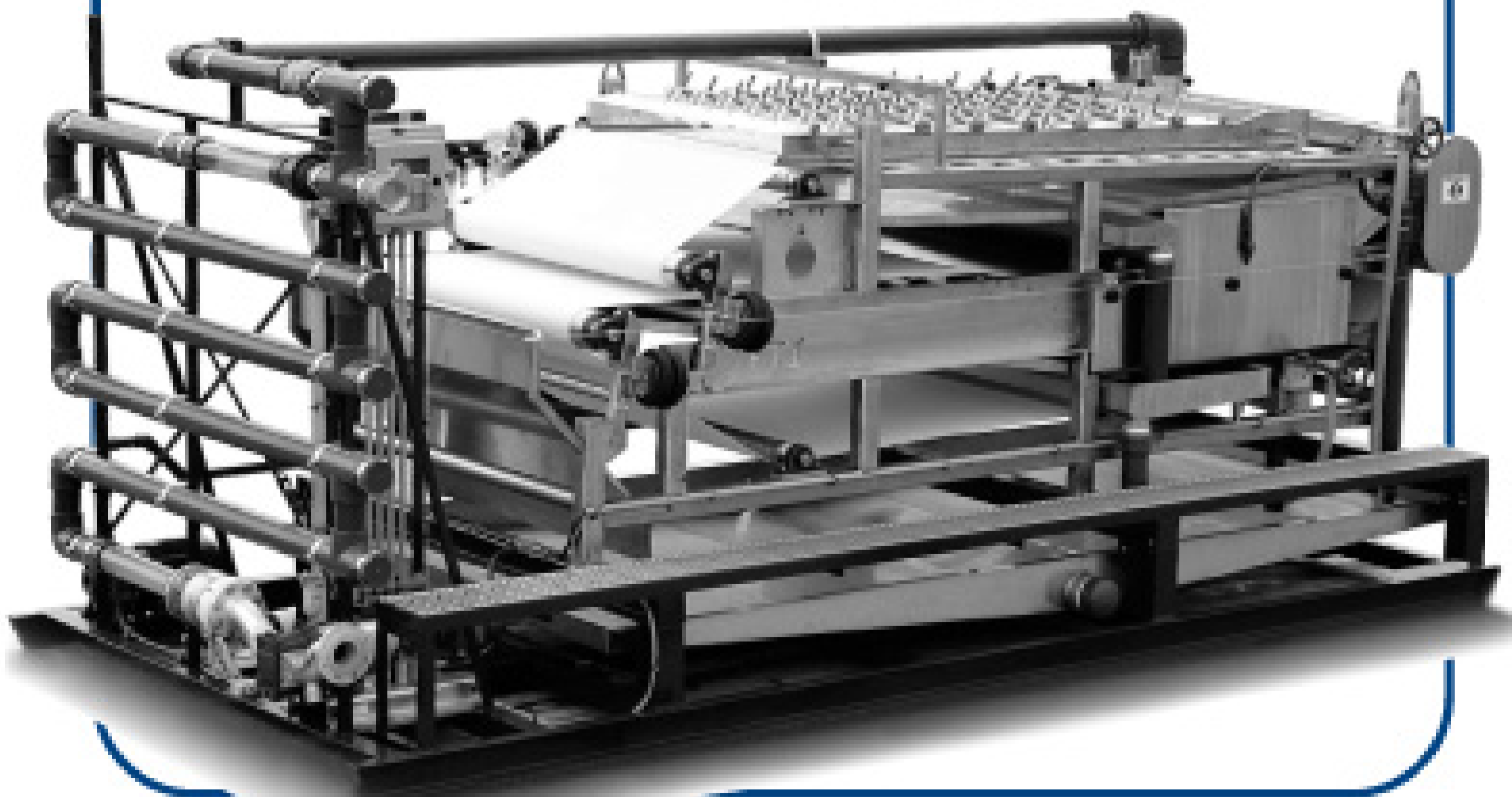
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By Ed Wodalski and Jim Kneiszel

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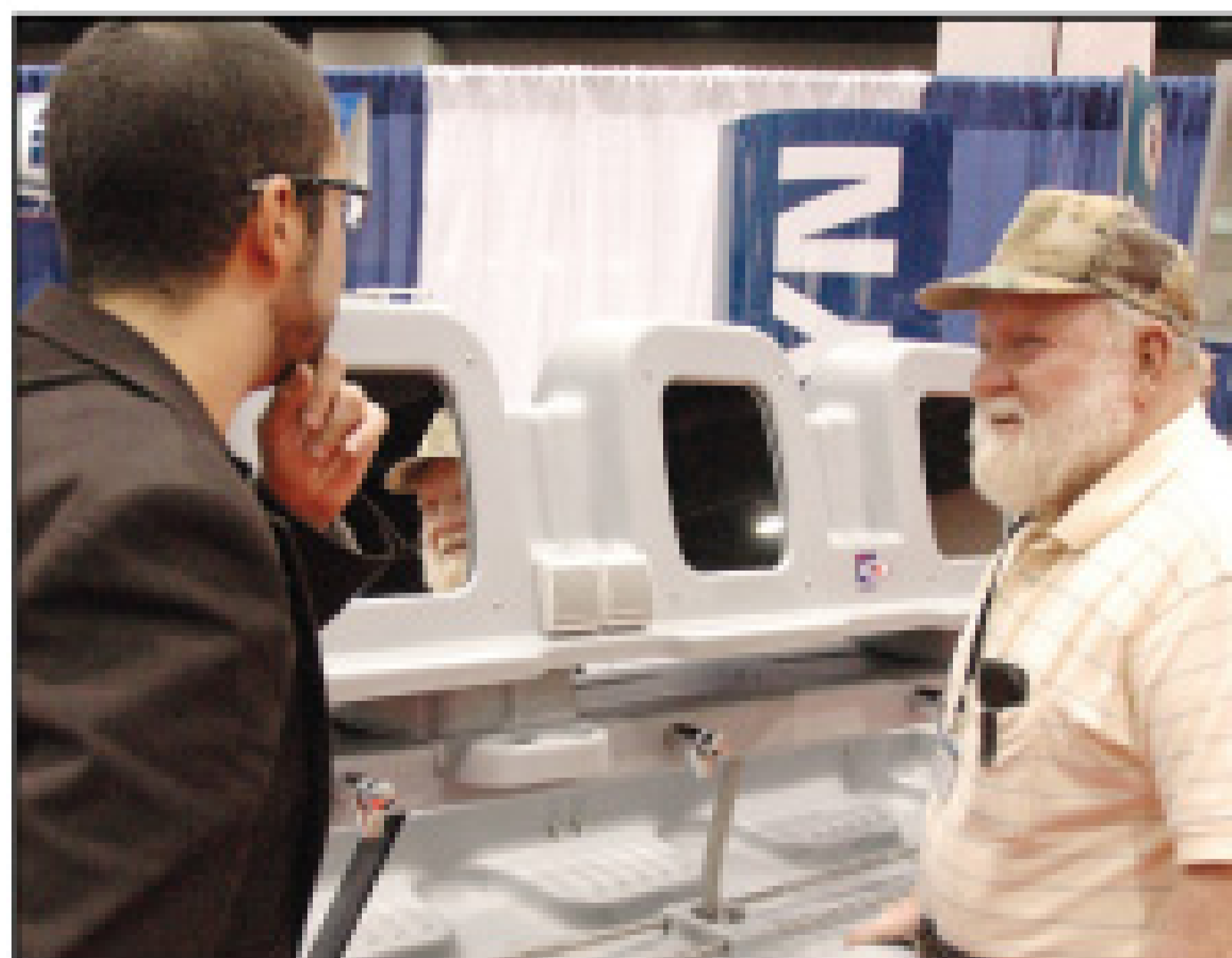
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LED, and yellow filter alarm LED are included. The alarm horn generates 83-85 db. **888/565-8908; www.septronicsinc.com.**

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Wipe Off graffiti remover from **Sunrise Environmental Scientific** is formulated to remove spray paint, crayon, ball-point pen, fingerprints, marker pen, pencil marks, tape residue, lipstick and more from Formica tops, washroom walls, concrete, brick, chrome and certain synthetics or plastics. It also can remove decals from vehicles and other metal surfaces. **800/648-1153; www.sunriseenv.com.**



TRIO OF EVENT RESTROOMS

Three new variations of the **Hampel 1.5 portable restroom** add a splash of color to satisfy discerning special event customers. The **Taj** is white with gray interior accents designed for wedding usage. The **Oro Rojo** is a gold and

red unit with color-coordinated interior colors. The **Grandeur** is produced in a classy two-tone gray color to provide a neutral backdrop for any event. The special units feature a StyleLight single station sink with towel holder and soap dispenser, an oversized mirror and a recirculating flush system. **800/549-1558; www.hampelcorp.com.**



SCENTED RESTROOM

The **Armal Scent Box** comes in five scents and colors, with the scent embedded into the plastic during the manufacturing process. Based on the new **Top Line** restroom, the units are Strawberry Field, Apple Blossom, Pinewood Trail, Rose Sensation and Vanilla Bean. The scent is designed to

last 3-5 years and can be recharged. Each Scent Box has its distinct color and a new embedded graphics product, called Mybox, allows restroom contractors to personalize units with their own logos or a variety of pre-designed graphics. The Top Line units have new beefier hinges, ergonomic door latch and other upgrades.

770/491-9458; www.armal.biz.

MOBILE VAC BOOM

Designed for hydro-excavating or vac-excavating, the **Mobile Vac Boom** flex-hose extension from **Ace Supply** attaches to a mini-excavator, excavator, skid-steer or backhoe, providing greater safety and more precise excavation.

814/899-3644; www.mobilevacboom.com.



COMPACT RESTROOM TRAILER

Black Tie Manufacturing has downsized its **Optimum Series** trailers. The smaller **8c** and **10c** models are unisex on both sides, run on basic 20-amp electrical service and can be appointed with a large array of options and features. The single-axle models can be pulled with a pickup truck or vacuum truck. The diminutive 8c weighs 4,000 pounds and has an overall length of 12 feet. **877/253-3533; www.blacktiemanufacturing.com.**



ALPHA MOBILE TRAILERS

The new **Century Series** and **Denali** restroom trailers manufactured for **Alpha Mobile Solutions** by Forest River were introduced in 2007, offering several configurations with a sanitary white interior featuring solid surface countertops, one-piece non-skid rubber flooring and china toilets for durability. The units have folding aluminum steps, crank-

down stabilizing jacks and several sizes to serve any special event customer.

877/789-1213; www.alphamobilesolutions.com.

DRAINFIELD REMEDIATOR

The **Aquaworx remediator** from **Infiltrator Systems Inc.** is designed to restore failing septic systems with minimal landscape disruption. Inserted into an existing septic tank, it reverses the drainfield clogging process. The unit includes a bacterial catalyst, a blend of aerobic bacteria that accelerate the consumption of clogging matter (biomat) in the drainfield.



The system includes an airlift column. Cusped plastic is wrapped around the bottom outside of the unit and placed within and above a bubble diffuser. The cusped plastic provides a substantial surface area for colonization of the introduced bacteria. The unit aerates and circulates effluent within the septic tank to generate an active bacteria culture, which creates an aerobic environment within the unit. These bacteria then enter the drainfield and consume

the clogging layer. **877/278-2979; www.infiltratorsystems.com.**

MINI DREDGE

The **Geoform International Inc. DINO Six** sediment removal system is a **mini dredge** designed to work with a dewatering bag

process from Industrial Fabrics in septage ponds, stormwater retention ponds and sludge lagoons. The hydraulic unit employs a 5-foot horizontal cutting head powered by a 60-hp Cummins diesel engine and a 6-inch discharge to send sediment to dewatering tubes or spoil piles. Working depth is 14 inches to 10 feet. The compact 3,000-pound unit can be used in small lagoons where other solutions aren't feasible. **913/782-1166.**



ALPINE RESTROOM

Five Peaks Technologies introduced the **Alpine**, a basic restroom with straight lines that contrasts with the angular look of the company's established Five Peaks Aspen and K2 models. The unit features a standard 60-gallon rotomolded drop tank and skid, an ergonomic grab handle, single integrated door return spring and single-wall construction with twin sheet construction in the door and jamb.

231/830-8099; www.fivepeaks.net.





AGITATOR SYSTEM

Gallup Agitator Systems Inc. showed its **Vac Truck Agitation System** installed in a Kenworth T-800 with a 3,500-gallon stainless steel waste tank. The agitator is designed to remove solid sediment from vacuum

trucks, trailers and tank bottoms. Now being marketed for use in sludge pits and other industrial pumping applications, the unit has been used in oil field and oil rig situations and to transfer heavy mud waste and industrial sediments. **403/793-4862; www.gallupagitator.com.**

INDUSTRIAL TRAILER

The new **Industrial Unit** from **Jag Mobile Solutions** is built to perform in the most adverse conditions, such as in fire response, oil field service, industrial and construction sites. The unit features floor and walls sprayed with heavy-duty truck bedliner protector, diamond-plate cover panels, brushed aluminum trim, one-piece floor, super heavy-duty hinges and stainless steel sinks. **800/815-2557; www.jagmobilesolutions.com.**



DUAL HEIGHT HAND SANITIZER

Filling a need for convenient hand sanitizers for children and the disabled, **PolyJohn Enterprises Corp.** introduces a dual-height **SaniStand**. The two-up, two-down system with offset foam sanitizer dispensers conveniently serves two adults and two children or disabled

individuals at once. The unit uses drop-in bags of non-alcohol hand sanitizer from PolyJohn's Rid-It line of products. **800/292-1305; www.polyjohn.com.**

ODOR NEUTRALIZER

Environmentally friendly, water-based **Odor-Solv** distributed by **Jack Doheny Supplies Inc.** is designed to kill mold and bacteria-causing odor, rather than masking the smell. The light-blue formula has virtually no odor of its own and can be diluted for use in restrooms, sinks, showers, and other sanitary applications. **248/349-5048; www.odorsolv.com.**



LANDSCAPE ROCKS

Artificial rocks and boulders from **Topp Industries Inc.** can be used to hide above-ground components of onsite treatment systems. The rocks are made of weather-resistant polyethylene resin that is fade-resistant and has a natural look and feel. **800/354-4534; www.toppindustries.com.**



FAMILY FRIENDLY RESTROOM

The **Family Room** enhanced access unit from **PolyPortables Inc.** features a wall-mounted, reinforced Koala baby changing station, extra hooks, trash can, a corner-mounted toilet with 40-gallon tank (60-gallon tank

optional), motion-activated lights (soon to be converted to LED technology), hand sanitizer and a recessed mirror. **800/241-7951; www.polyportables.com.**

MINI CONTAINER/RESTROOM COMBO

Restroom operators who want to test the waters with trash containers can start with the **RedBox+ Mini**, a 10-foot container manufactured by Wastequip that also hauls two portable restrooms. The unit is transported and placed with a hydraulic lift trailer controlled by a 9-hp Honda engine. The tandem axle trailer and combo unit can be pulled with a half-ton pickup truck and is designed for use at weddings, racetracks and small remodeling construction jobs. The units are made at 27 locations. **877/611-8069; www.redboxplus.com.**



WELLS CARGO PLATINUM

A contemporary European look is the hallmark of the new **Platinum Series Comfort Elite** restroom trailer from **Wells Cargo COG**. Standard features include Corian countertops, floating cabinets, vessel sinks, in-counter soap dispensers, backlit shatterproof mirrors, decorative lighting, china toilets, two 19-inch LCD televisions and CD/DVD player with AM/FM stereo. **888/574-4222; www.wellscargocog.com.**

EFFICIENT FILTER

BioDisc filters from **Geoflow Inc.** are placed between the effluent pump and the drip dispersal field to trap debris that could plug tubing and drip emitters. The units are designed for flows high in organics.

The disc filters are protected with molded-in Geoshield material to discourage biological growth on the element. Filters can be installed in a self-cleaning mode with a second filter and two solenoid valves, or they can be cleaned manually. The filter body and discs are molded from nylon resins. Filtration is 120 mesh/130 micron. The two-piece body is serviced by untwisting and includes an O-ring seal. **415/927-6000; www.geoflow.com.**



DUAL-PURPOSE TANK

The **MultiTank** from **Roth Global Plastics Inc.** can be used as a septic, holding or pump tank, rainwater tank, or potable water cistern. It has an inner layer of FDA-approved virgin HDPE, two inside layers of polyethylene for stability, and an outer layer of black UV-stabilized polyethylene. The tanks are manufactured with a computer-controlled blow molding process. **866/943-7256; www.roth-usa.com.** ■

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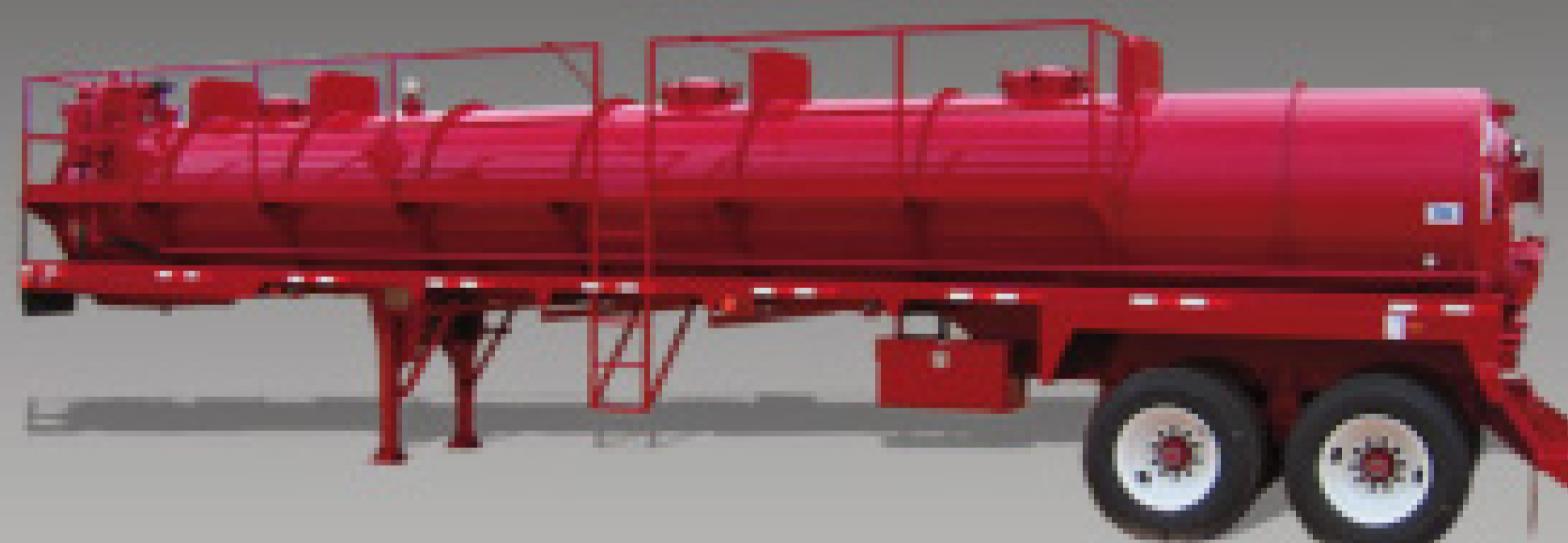
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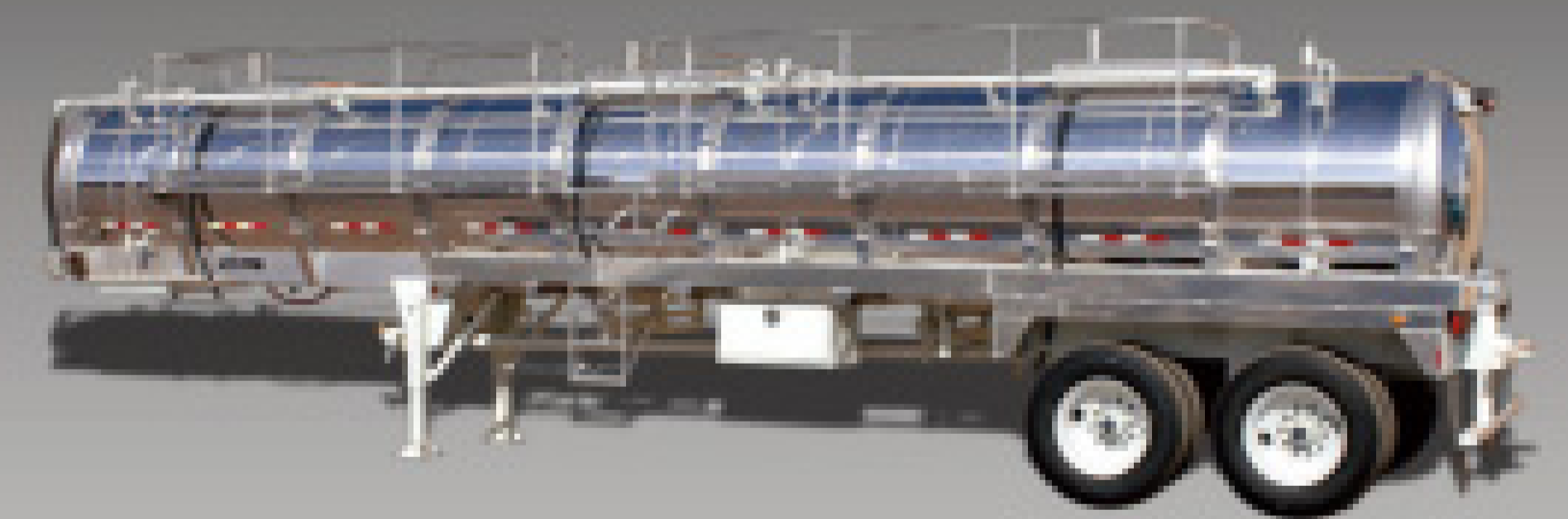
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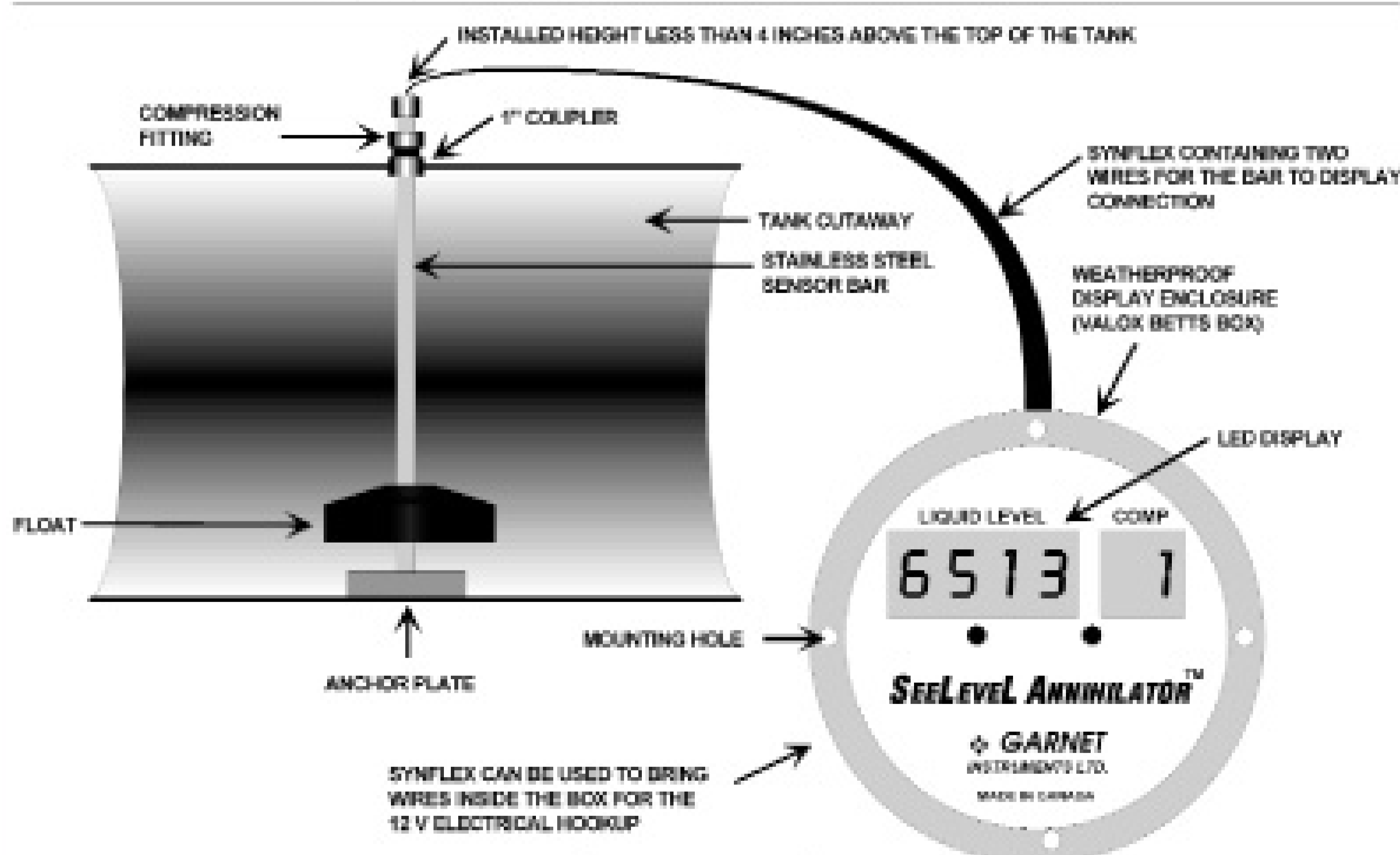
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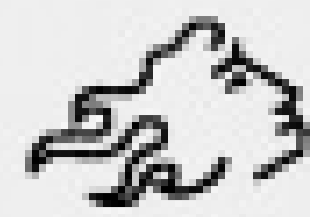
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Pumping in PARADISE

Longtime Hawaiian portable sanitation provider overcomes logistical issues to thrive in tropical island territory

By Sharon Verbeten



A row of trailer-mounted NuConcepts restrooms (above) helps Paradise Lua provide high-class special event service. At left, George III and Jeanette Grace, the owners. (Photos by Anthony Consillio and courtesy of Paradise Lua)

George Grace III has been a powerhouse concern in the state for more than 40 years. Today the business serves three of the state's larger islands with an inventory of 2,500 restrooms.

PLYWOOD UNITS

Jeanette Grace calls the company's founder — her late father-in-law, George Grace Jr. — a “pioneer” in the state's portable sanitation industry, getting it up and running at a time when others weren't as forward-thinking. He initiated his concept on the island not long after Hawaii gained statehood in 1959.

“He was a construction worker himself,” Grace says, “so experiencing no restrooms on a job-site made him think.” He built a restroom out of plywood and fiberglass and toted the unit to a bank, looking for financ-

ing. “They thought he was crazy,” she says. “They couldn't grasp the concept.” But he succeeded in convincing the bankers; then it was up to the public to embrace this newfangled idea.

“It was kind of slow going in the beginning until people started seeing it, using it,” she says. Paradise Lua mainly serviced the construction industry, but soon branched out into special events and military contracts.

Grace, who began working for the company in the 1980s, recalls the “interesting” atmosphere at Schofield Barracks, a U.S. Army training base on Oahu, which rented her company's units. “I remember units on the training site getting run over by Army tanks. Sometimes



Technician Jeff Smith prepares to service restrooms at Ko'olina resorts.

Even when you live in paradise, running a portable sanitation business is not without its challenges. And Paradise Lua, a firm serving the Hawaiian Islands, is no stranger to the ups and downs of the industry. They just happen to face issues those on the mainland may never encounter.

Despite the challenges of serving multiple locations — separated by vast expanses of ocean — the firm owned by Jeanette and

Profile

Paradise Lua Kapolei, Oahu

Owners: Jeanette and George Grace III
 Founded: Early 1960s by George Grace Jr.
 Employees: 28
 Services: Portable sanitation
 Service area: Oahu, Kauai and Hawaii; plans to expand to Maui in 2009
 Web site: www.paradiselua.com

HAWAIIAN ISLANDS

"I NEVER DREAMED I'D BE IN THE SANITATION BUSINESS, BUT I CAN'T IMAGINE MY LIFE NOT IN IT."

Jeanette Grace

they got mistaken for targets ... and were blown up; it was interesting," she says.

Based on Oahu, Paradise Lua continues to serve the military's needs through contracts that they bid on. "What we cater to are the different branches of the military that come down for special training," Grace says. "A lot of them are in remote areas where you need four-wheel drives to get to." She estimates about 20 percent of the company's business is on military sites.

When Grace's father-in-law was ready to retire in the 1990s, Grace and her husband took over the business and continued to expand its market share and client base. She estimates about 60 percent of the business caters to construction, with the remainder made up of special events, the military and private individuals. The special events, Grace says, are similar to those businesses serve on the mainland, with the possible exception of luaus.

This is Paradise Lua's second year servicing the Great Aloha Run, held on Presidents' Day. They provide more than 200 units to the busy event, held in downtown Honolulu. Another high-profile special event they serviced was the National Football League's Pro Bowl at

Aloha Stadium in Honolulu.

"We are a supporter of the University of Hawaii Warriors, so we donated units to Aloha Stadium," Grace says. "There were 44 units on the inside of the stadium for the Pro Bowl. We also had one of the restroom trailers out on the Wednesday before the game for the Paradise Cove Pro Bowl Luau (an event for Pro Bowl players and their families). We have been doing this event for years and enjoy it every time."

In addition, Paradise Lua also serves private parties, concerts and golf tournaments. "Our rentals for special events range from portable units to restroom trailers, depending on the number of attendees and time frames."

GROWING PAINS

With growth comes expansion, naturally.



Setup and maintenance are being done onsite to ready a Paradise Lua restroom trailer for a special event.



A typical event setup for Paradise Lua features central shared hand-wash stations and appropriate screening in front of a urinal unit, shown at the right.

But how do you expand across an ocean? That was the logistical challenge Paradise Lua faced when it decided to extend its reach beyond Oahu. That base camp is where the company stores the majority of its units, mostly from PolyJohn Enterprises Corp., and some from PolyPortables Inc. and NuConcepts, restroom trailers from Ameri-Can Engineering, and transport trailers from Explorer and Wells Cargo.

Grace says they keep 80 to 100 units onsite to fill short-term rentals, but most of the company's 2,500 units are in the field — on one



This Isuzu vacuum truck is easy to see in a crowd and is highly maneuverable when servicing a well-attended event on the islands.



Paradise Lua has long served the National Football League Pro Bowl festivities in February, which includes this trailer set up for players and guests.

“OUR BIGGEST HEADACHE IS (INTER ISLAND) SHIPPING BECAUSE ONLY ONE COMPANY DOES IT. THAT CREATES A BIG CHALLENGE. YOU DON’T WANT TO RUN INTO AN ISSUE WHERE A BARGE GOT OVERBOOKED AND THEY’RE UNABLE TO TAKE OUR STUFF.”

Jeanette Grace

island or another. That goes for their fleet as well. Trucks — primarily Ford F-350s and Ford F-450s with a combination of Masport and Conde pumps — are delegated to each island, where they stay.

On the big island of Hawaii, Paradise Lua has three vacuum trucks — among them, a 1997 Ford F-350 4x4 that utilizes a Best Enterprises Inc. 300-gallon waste/110-gallon freshwater stainless steel tank. Three of its tank trucks on the other islands have the same capacity. Two service trucks on Oahu feature Keith Huber tanks, outfitted with Masport pumps.

Maintaining inventory on each island (Oahu, Kauai and Hawaii) has proven to be a time-saving and economical measure — ensuring that units are readily available on each respective island. “Now we really don’t have to take from the Oahu inventory,” Grace says, adding that each island’s base camp is kept fairly well stocked.

When the company purchases new units, for example, they have the manufacturer ship directly to the island where the units are needed because the cost of shipping is so high. “It’s cheaper for us to purchase unassembled units,” she adds. “We can fit 88 unassembled portable toilets into a container rather than 20 assembled units. We’ll fly people up there to assemble the units,” she says.

Likewise, Paradise Lua must pay a hefty shipping fee to get its trucks shipped from the mainland. Depending on the vehicle’s dimensions, shipping costs range from \$1,600 to \$5,000 per truck.

Occasionally, increased demand requires Paradise Lua to ship units or trailers between islands. And while that can get expensive,

At right, the climate is so good that unassembled components for PolyJohn PJ3 units are stored outside at the company yard. Below, workers have an assembly line of PJ3 restrooms going. Paradise Lua buys all units unassembled to save shipping costs. Below right, Geoffery Grace and Nahe Medeiros assemble units under supervision.



Grace says the company rarely passes the shipping costs on to the customer.

“Our biggest headache is shipping,” Grace says, “because only one company does it. That creates a challenge. You don’t want to run into an issue where a barge got overbooked and they’re unable to take our stuff.”

“Everything is shipped by barge to the other islands,” she says, adding that the distance between the islands can range from 100 miles to several hundred miles. They can ship about 20 units in a 40-foot container load. It costs \$605 to ship single units in a 20-foot container, \$1,000 for a 40-foot container.

In its inventory, Paradise Lua has 10 restroom trailers, located on both Oahu and Hawaii. “If we have a special event that requires a restroom trailer, we do ship those from island to island,” Grace says. Roundtrip cost is about \$1,300.

The price of doing business across an ocean is part and parcel of owning a business in Hawaii. But fortunately, “We’re at the stage right now where the units on each island are enough to service (that island); we haven’t had an instance lately where we’ve



had to take from one island to another,” Grace says, adding that the company usually ships on a quarterly basis.

And to keep costs down, maintaining units in good working order is a priority, especially in a hot, humid climate, which puts added demands on deodorant products. “It basically means we have to purchase chemicals that are stronger than the others,” Grace says.

BRANCHING OUT

Paradise Lua employs 28 full-time staff, moving them around as needed. The company transferred two Oahu drivers to Kauai, for example. And Grace also sent her niece and nephew to run that office. “I would say maybe 80 percent of our employees are family members,” she says. “I think it works out quite well. They are the future of Paradise Lua.”

As staff move to accommodate the growing business, Paradise Lua is focusing on even



Koa Grace (left) and Keoki Medeiros (right) load a restroom on a truck carrier for return to the yard.

Stepping in when competitors fail

Hawaii has a population of about 1.3 million, spread out among eight main islands. So there would appear to be ample opportunity for those wanting to enter the portable sanitation market there.

But Jeanette Grace, co-owner of Paradise Lua, says that appearance has caused some potential competitors to fail. In turn, however, Paradise Lua has been able to expand its business through acquisition of some of those corporate failures.

"There's quite a bit of competition (on the islands)," Grace says. "Some companies have been around for 20 years, and a lot of new companies want to try it."

Several entrepreneurs have gotten into the business hastily and realized "the turnaround income is not what they expected," Grace says. They then come to Paradise Lua, asking if the company would be interested in purchasing them.

"We've bought out several smaller companies," Grace adds. That has helped increase both Paradise Lua's fleet and market share.

In one case, it also got them more fully entrenched in another venue. "On the Big Island, there was a company that closed down and had inventory he wanted to sell, so we purchased the inventory. That kind of helped us expand on the Big Island."

Technician Jeff Smith gives a regular cleaning to an Isuzu service truck.



Below, the Paradise Lua crew includes (back row, from left) Theo O'Neal, Keoki Medeiros, Jeanette Grace, Liona Spencer, Ronell Grace and Joe Mangca. Front row, from left, Lani Medeiros, Geoffrey Grace, Nahe Medeiros and Polly Grace.



greater expansion in 2008. "We're looking to branch out on Maui," Grace says, hoping to add the state's second-largest island to its chain by 2009. "We've had a lot of inquiries about our services."

Grace admits it can be costly to take that leap, so Paradise Lua has been researching the market and scoping out sites for a base camp.

"Once we plant ourselves and the roots start taking place, we don't want to worry about moving around," she says. "We want to do a bit more research (on Maui) to make sure there is a bit more work. We'd need to make sure there's enough business to pay for itself," she says. "We'd need to get a base yard and decide if we're going to relocate drivers from Oahu to Maui or hire from that island."

Grace adds that there is a lot of construction taking place on Maui, but the company remains firmly rooted at its home base as well.

adds.

While it may seem hard to believe that a water-locked island could provide ongoing construction projects to service, Grace says that hasn't been a concern. "Construction is an ongoing thing ... with people moving to Hawaii," she says. Hotels, shopping centers, new homes and road-widening projects provide plenty of work.

Paradise Lua has followed the state through decades of change and growth, and it likewise has done the same. Grace credits their company's longevity to its passion for customer service. "For me, the most rewarding thing is to hear people actually compliment my business. Customer service is a priority," she says.

And that's become especially important to Grace, who simply married into the portable restroom business, but has never looked back. "I never dreamed I'd be in the sanitation business, but I can't imagine my life not in it."



Accounting staff Tanya Mason (standing) and Ronell Grace are shown in the office.



Technician Angel Rodrigues pulls returning units from a flatbed trailer. The units will be cleaned and returned to service.

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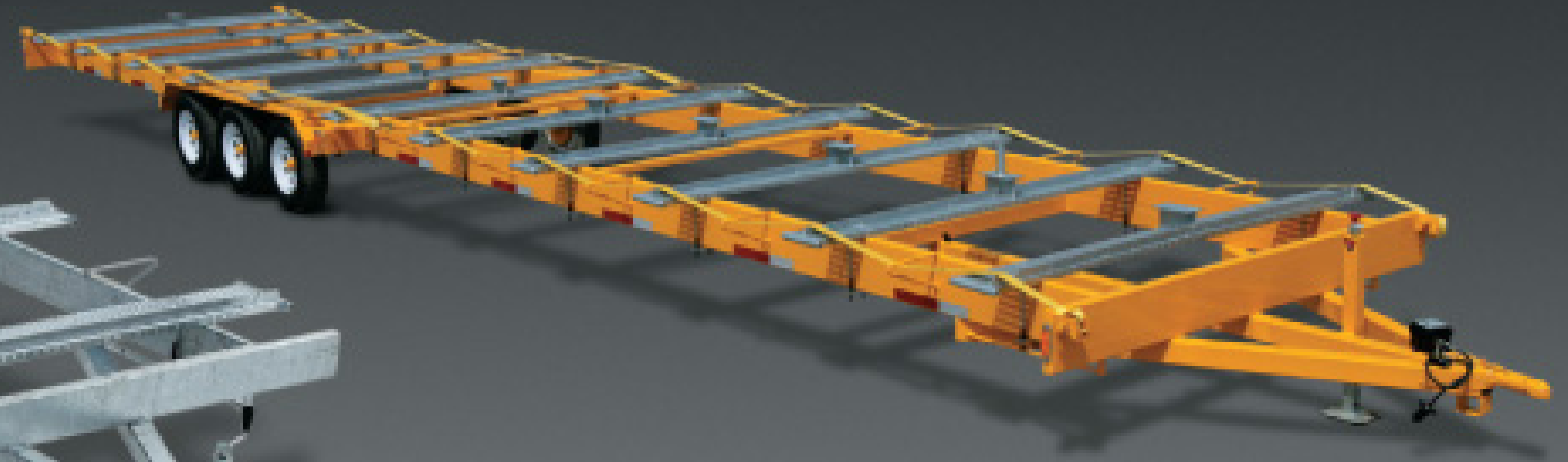
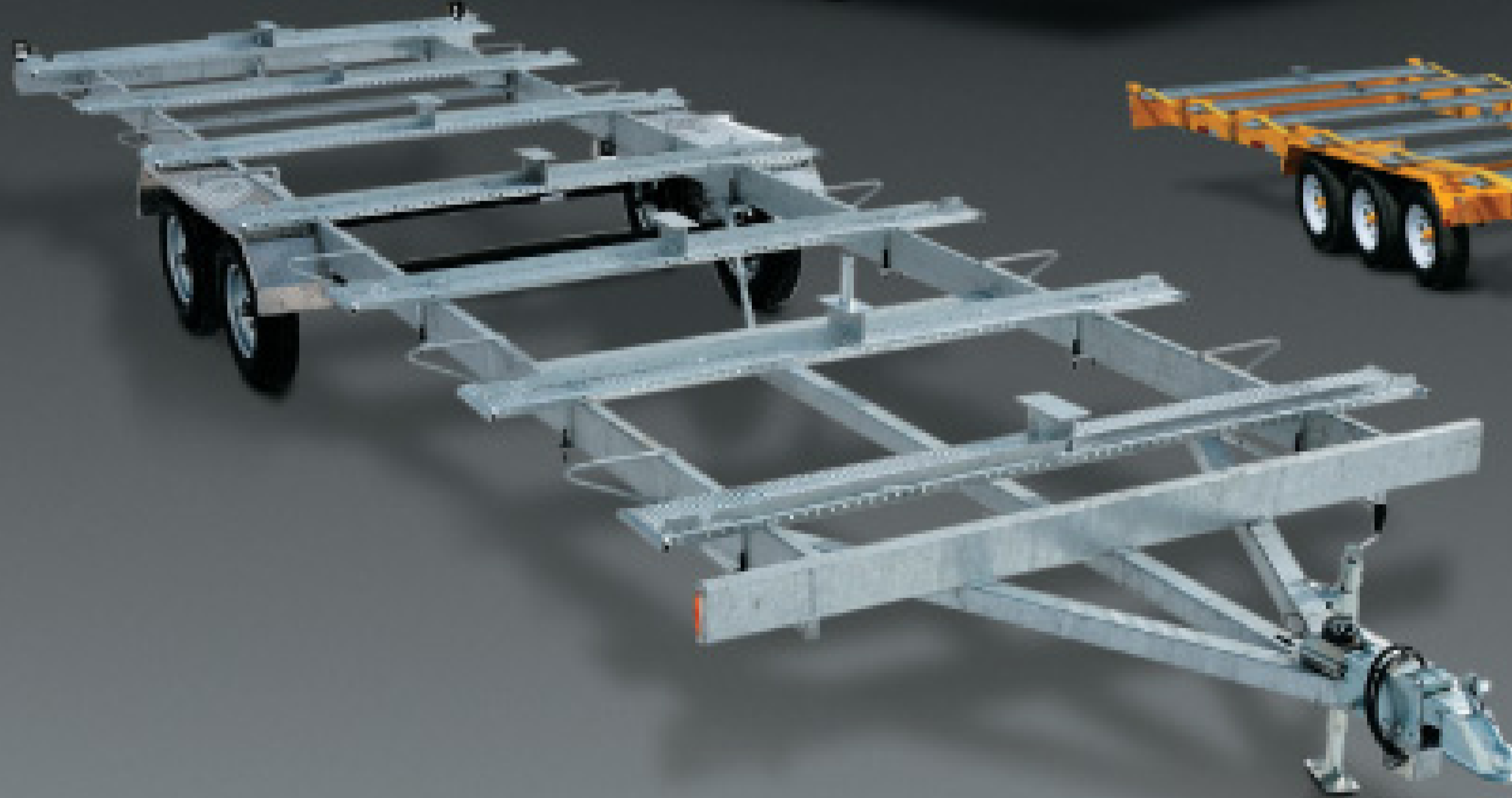
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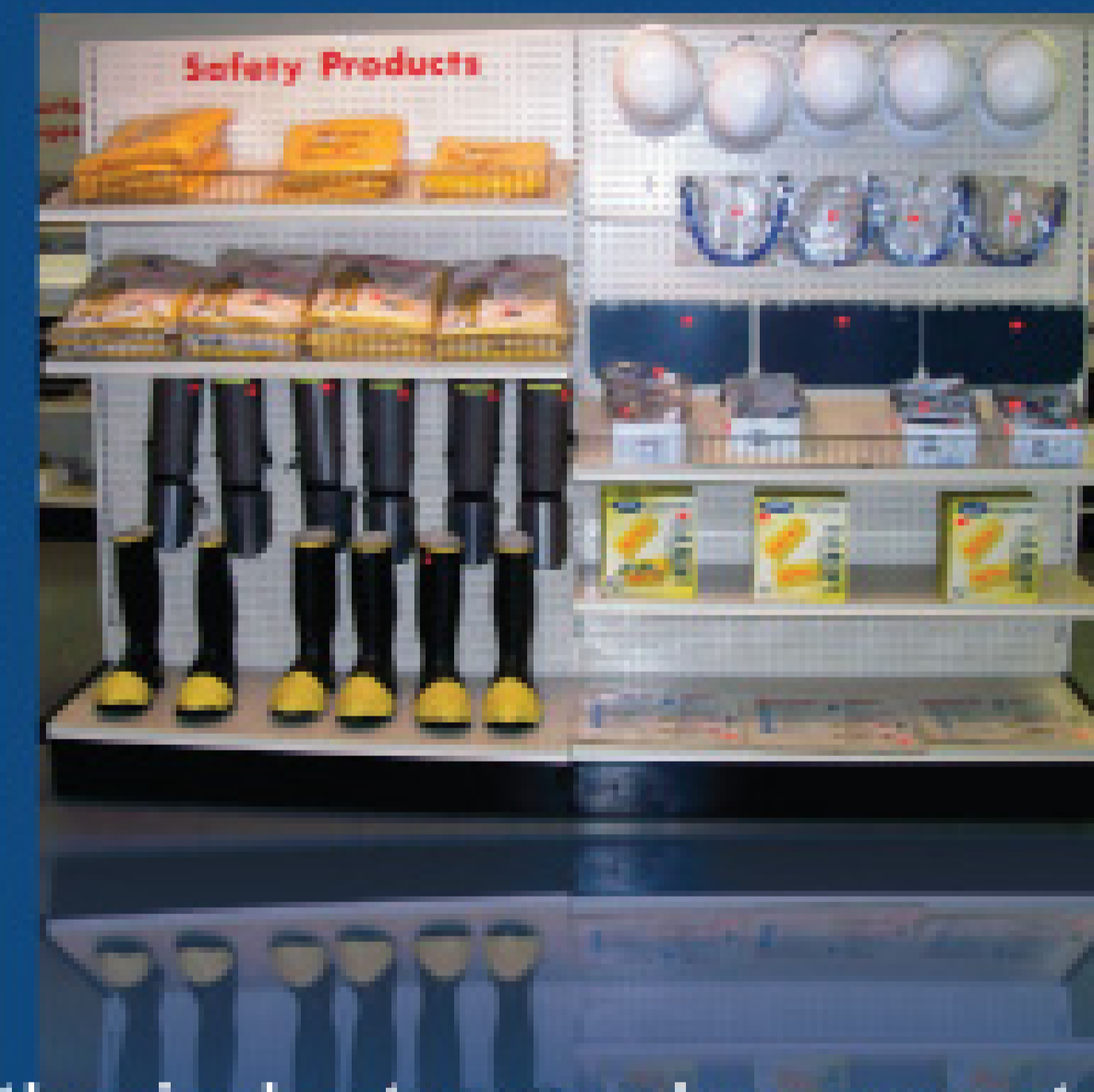
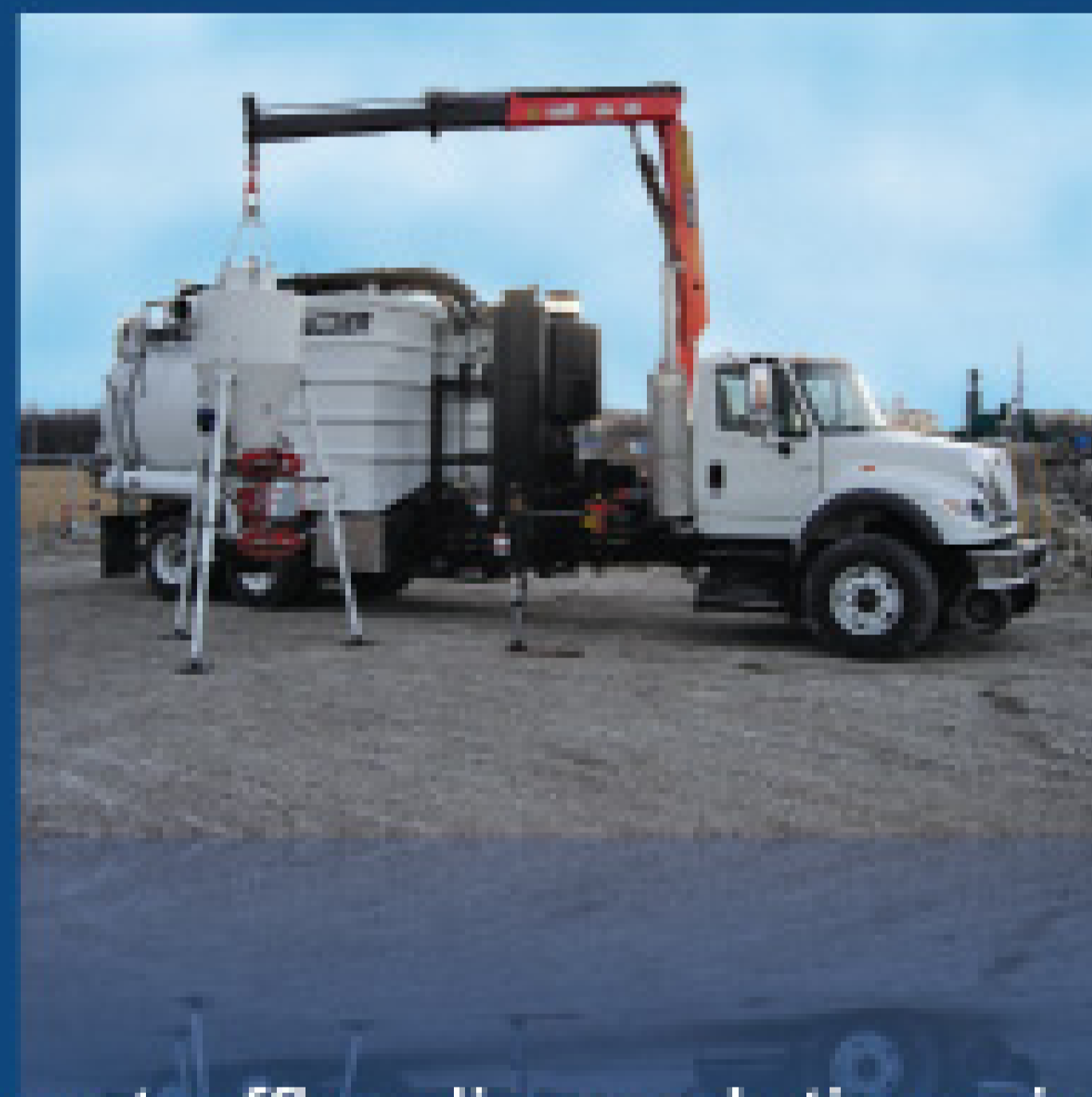
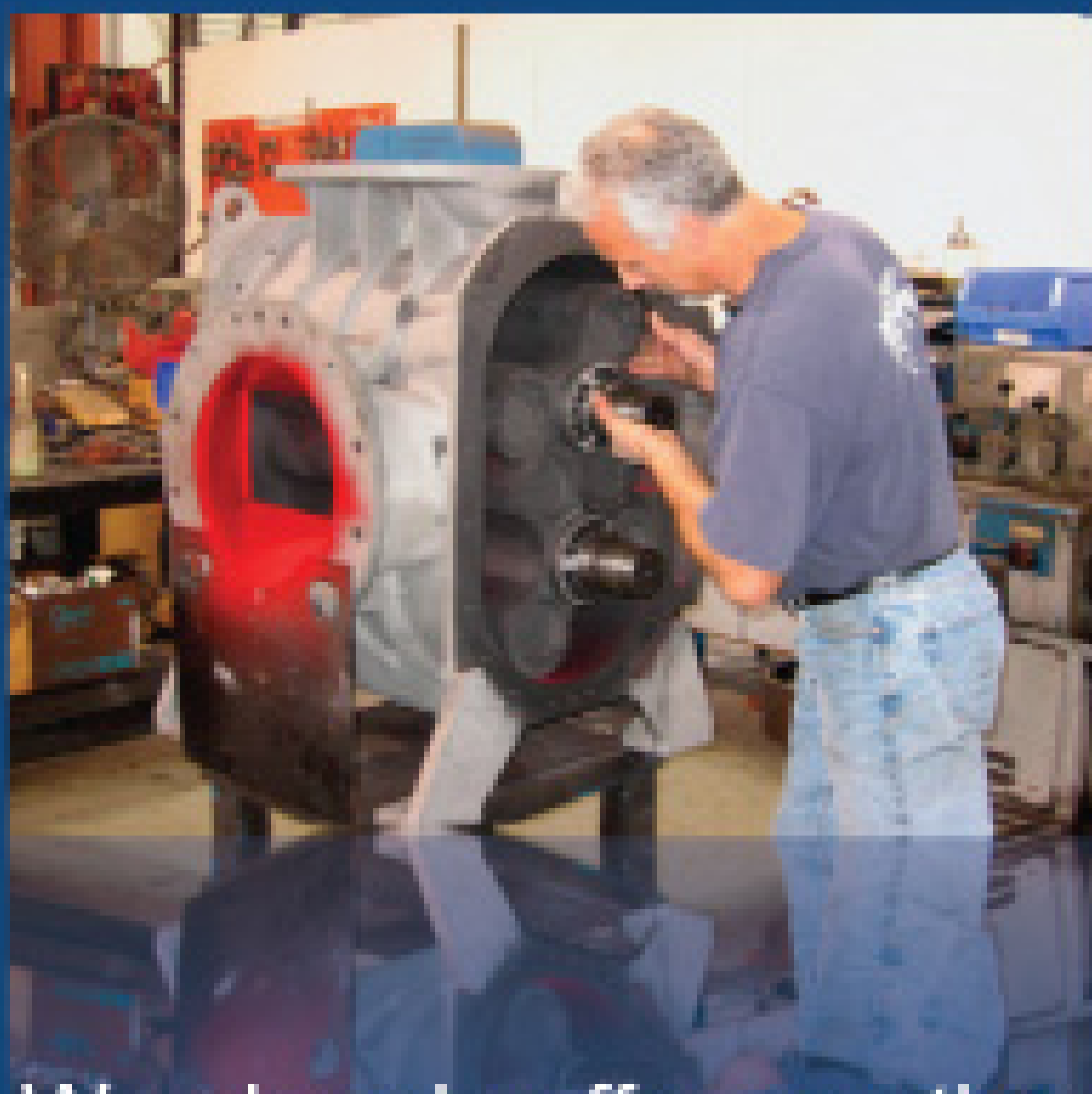
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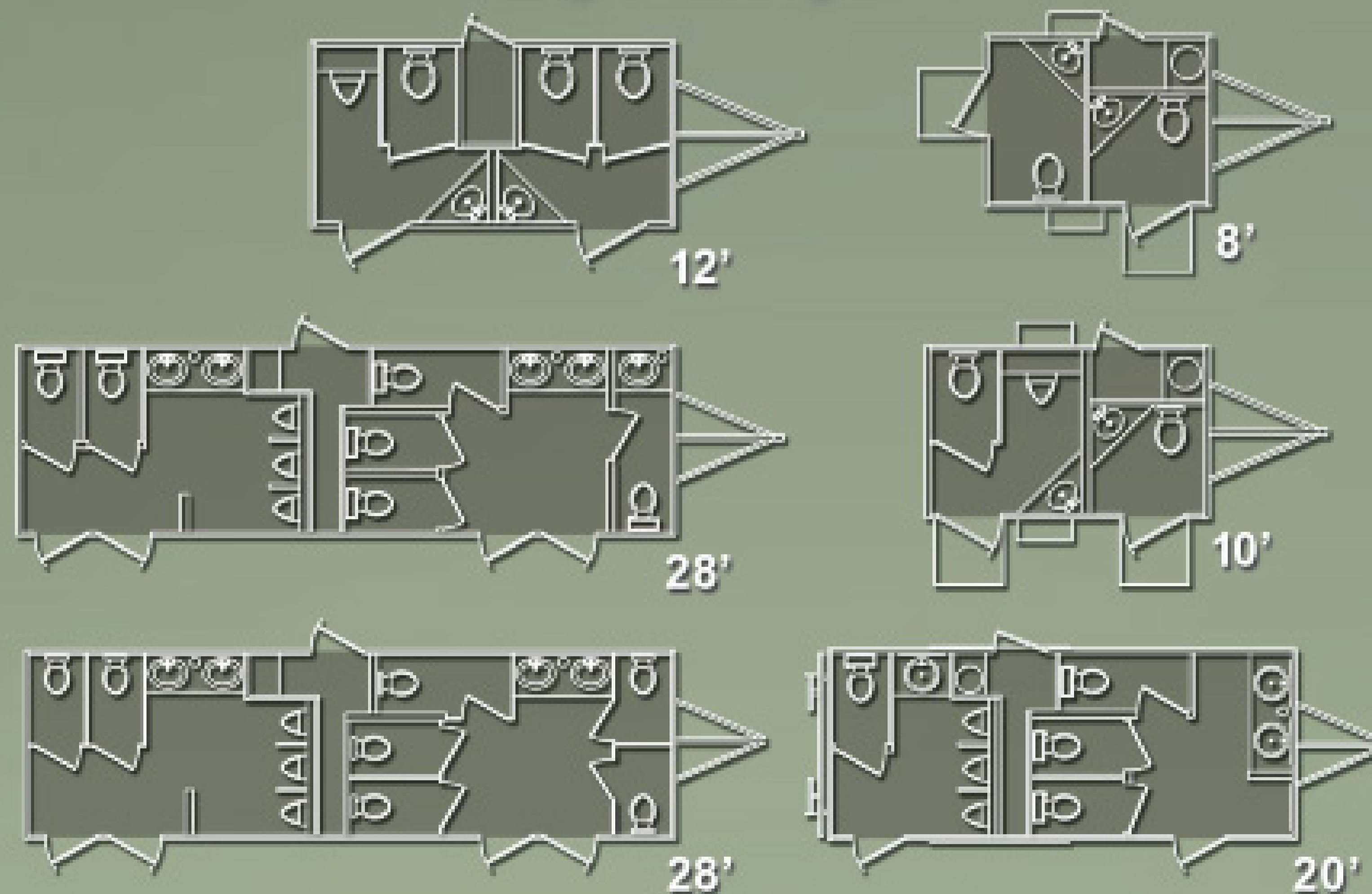
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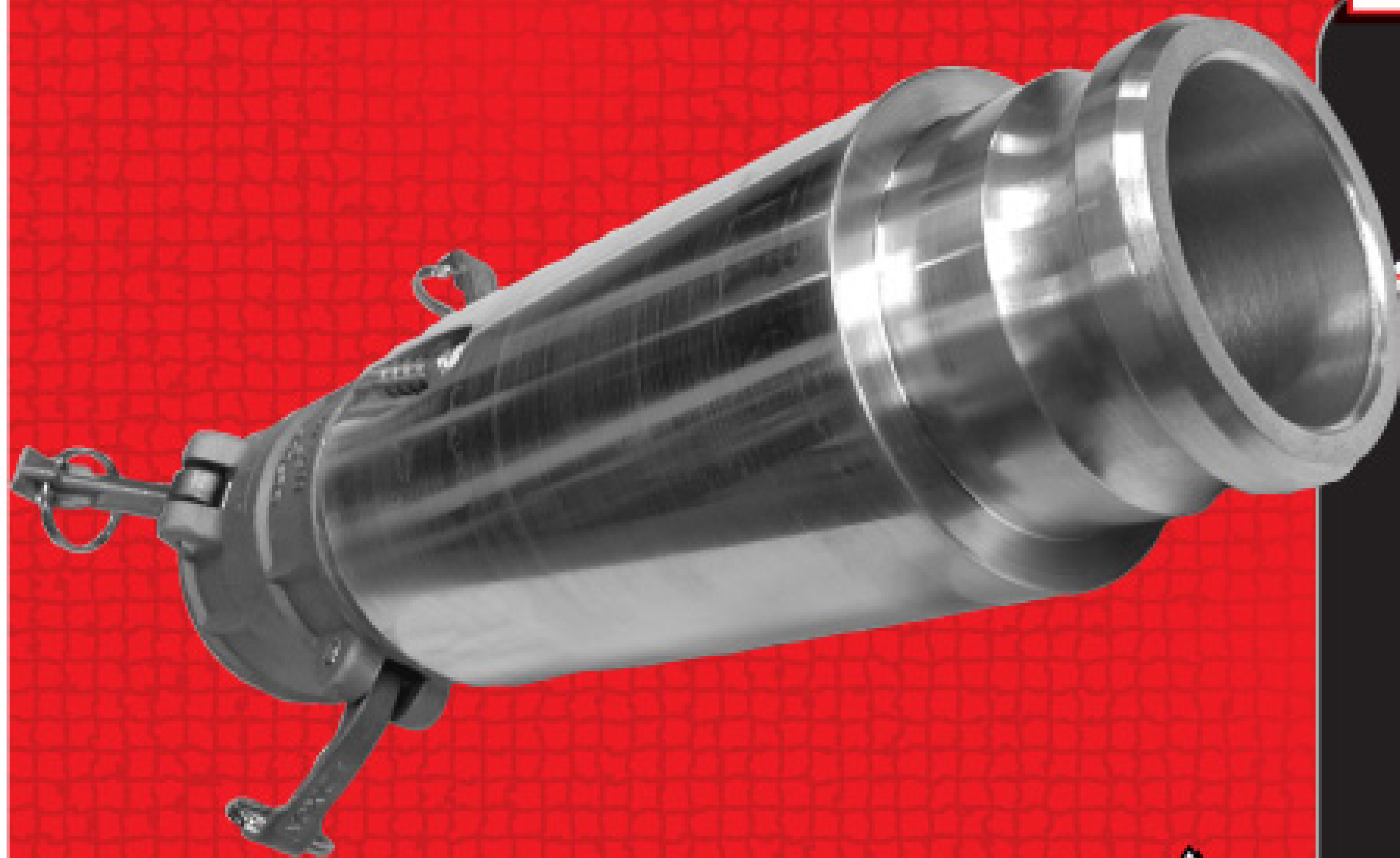
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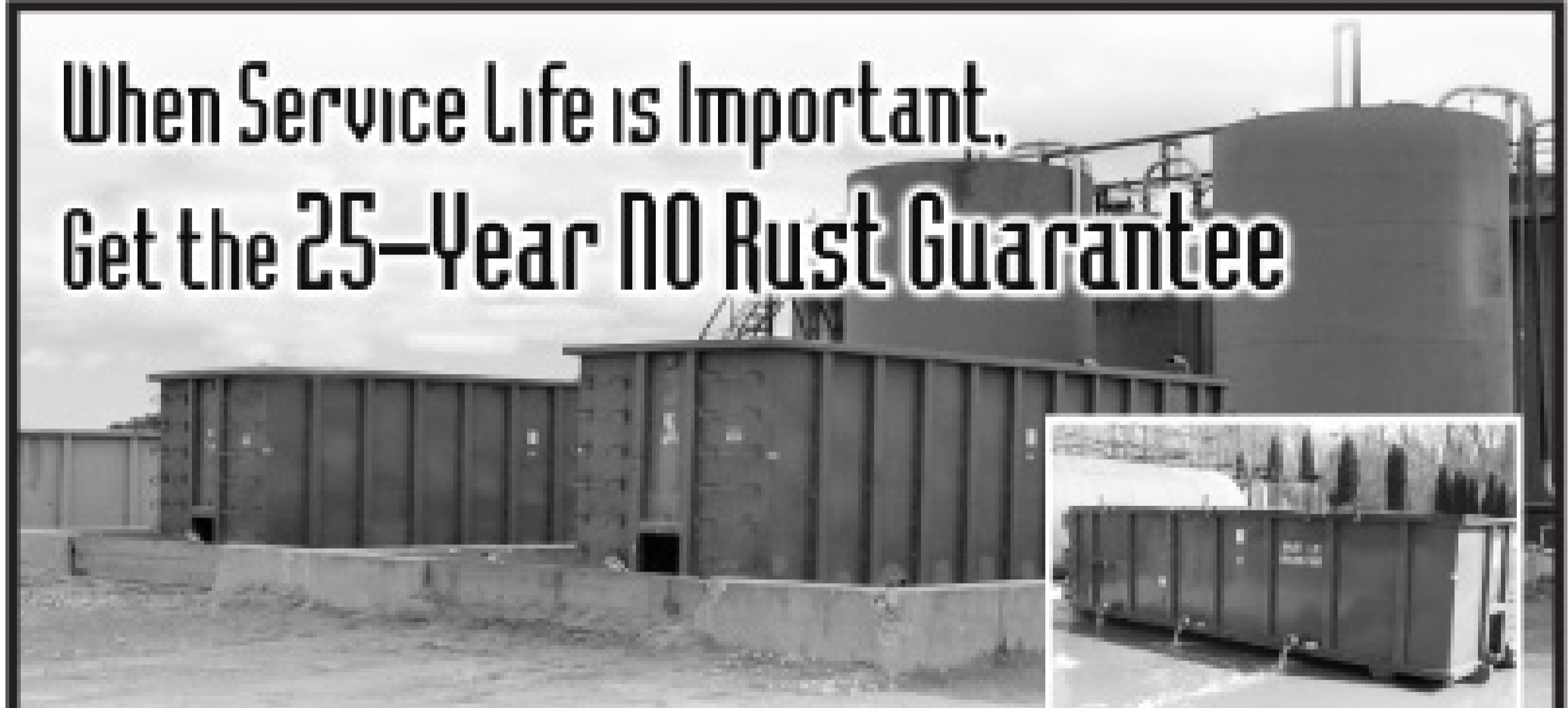
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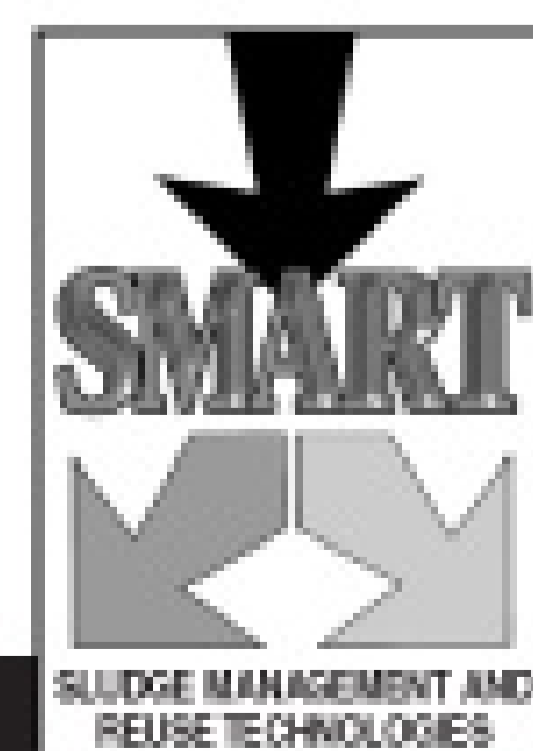
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Bruce is Bullish on Portable Sanitation

New United Site Services CEO says the industry will overcome a slump caused by the housing downturn

As the new president and chief executive officer for restroom services giant United Site Services Inc., Kevin Bruce has an interesting perspective on the portable sanitation industry.

Bruce joined USS in August 2007, bringing with him more than 30 years of senior management experience. His career includes stints as the CEO of Strategic Equipment and Supply Corp., a provider of equipment services and supplies for the food service industry; a senior officer for the North American business unit of SG Lufthansa/Sky Chefs, an in-flight airline caterer; and a senior officer at PepsiCo.

great experience.

From a business perspective, there's clearly an opportunity to bring in elements from other industries — other approaches and disciplines — that can help the company and the industry advance.

Pumper: What trends do you see emerging in the portable sanitation industry? For instance, do you anticipate more and larger national service providers?

Bruce: Interestingly, most industries are not consolidated due to difficulties and the capital required to execute a consolidation. The portable sanitation industry has traditionally had few barriers to entry, but many barriers to consolidation. Local entrepreneurs have been able to go into the business and make a good living with minimal capital investment.

Moreover, there has been little available technology that can differentiate a large player from a small one. But we are starting to see many of those factors change.

Pumper: Do you see a trend toward more technology in terms of, for example, computerized truck routing, GPS tracking, laptop computers in trucks, etc.?

Bruce: I think it all starts with service. Quite frankly, some customers don't care if there's a laptop computer in a truck. Sometimes a clipboard and a route sheet is appropriate technology. It all comes down to analyzing things and making a decision about capital investments versus return on capital. It's up to each individual operator to make that determination.

In our case, USS is moving ahead to implement the first service verification system in the country. Using a combination of third-party and our own proprietary systems, we'll be able to verify delivery and service of our restrooms nationwide. The system allows us to know — on a real-time basis, nationwide — when service is taking place, right down to the Global Positioning Systems coordinates. This allows us to deploy services in a very efficient manner. Additionally, a driver entering a large residential development will know exactly where the units are. And the service is factual and data



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Kevin Bruce

based, which helps resolve potential disputes with customers.

Pumper: Do you see increased sanitation regulation on the horizon?

Bruce: Yes, I would expect to see regulations increase. The Portable Sanitation Association International is a leading provider of expertise to many governmental agencies and, as a result, we can really help craft regulations that accomplish a good public purpose while also supporting our industry.

It is clear, for instance, that the health, morale and productivity of construction workers are improved when there are adequate sanitation facilities onsite. The PSAI has been working with the Occupational Safety and Health Administration to change the current regulation of one restroom for every 20 workers to one for every 10 workers. We fully support PSAI in these efforts.

We've seen California adopt hand-washing regulations for jobsites and special events. We expect to see this expand to more states as health officials recognize the positive effect it can have on public health.

In short, we have to be very mindful that we're dealing with a service that, when properly executed, is very low profile. When it's not properly executed, it's not low profile. Philosophically, I'm as free market as you can get — but there's definitely a need for regulations.

Pumper: What is your opinion of standards of professionalism in the industry?

Bruce: Bringing a strong level of professionalism to our industry is helpful to both our customers and our employees, and I would expect to see an ongoing effort for certification and education. New technologies, such as call recording, will help companies improve the

Pumper Interview

By Ken Wysocky

USS has purchased dozens of smaller portable sanitation companies and has ambitious plans to grow via further acquisitions. Its equipment inventory includes more than 156,000 portable restrooms and more than 1,000 service and delivery vehicles. USS does business in more than 50 locations nationwide, providing service throughout the continental United States.

Along with portable restroom services, the company responds to emergencies and disasters with equipment and supplies, ranging from fuel and trucks to fencing and mobile command centers that can operate when phone and power lines are down.

Overall, Bruce is bullish on the portable sanitation industry, and shares some thoughts on the increasing role of technology, the potential for increased industry regulation, the rewards of business diversification and the need for professional standards of service for portable sanitation operators.

Pumper: What prompted you to switch gears and join the portable sanitation industry?

Bruce: I think the industry has a tremendous amount of upside. It provides a service that's often overlooked — until it's needed. You're involved in everything from large special events down to important family occasions, such as reunions, barbecues and such. I think providing that kind of service is a really

skills of their customer service teams.

With call recording, we have a consolidated call center that includes the ability to record phone calls so employees can learn how to better manage customer needs over the phone. We can zero-in on training opportunities, and reward those who are doing a good job.

Pumper: What do you think the future holds for the special events and construction markets?

Bruce: I think these will remain very important areas of emphasis, regardless of the current situation in the residential homebuilding segment. We have contracts with large national customers that are an important part of our growth. That said, we also work hard to capture every small event possible. We'll serve any customer from a backyard wedding with one portable toilet to a huge air show with hundreds of portable toilets and a fleet of restroom trailers.

Pumper: What are some logical areas where portable restroom operators can diversify?

Bruce: Well, for USS, diversification includes septic, stormwater pollution prevention programs, erosion, fencing, power, recre-

ation and special events. Different market segments require different services.

PHILOSOPHICALLY, I'M AS FREE MARKET AS YOU CAN GET — BUT THERE'S DEFINITELY A NEED FOR REGULATIONS.

Kevin Bruce

For example, when we provide emergency response for a disaster, we see urgent needs for potable water, power generation and showers. Special events, on the other hand, often require temporary fencing, barricades, mobile storage and temporary offices. Some of these services overlap market segments, while others are somewhat unique to a particular segment.

Let's put it this way: A rising tide lifts all boats. The name of our company is United Site Services, and there's a reason for that — we're not limited to portable sanitation. We look for ways to help our customers meet their particular needs. We do that by asking them about their needs ... and I would encourage all operators to think that way.

The capital requirements or geographic constraints may create barriers, but that doesn't stop folks from thinking about broader services. Necessity is the mother of invention ...

look around and see how you can leverage your strengths elsewhere.

Pumper: What challenges does the portable sanitation industry face going forward?

Bruce: The most obvious challenge is our nation's homebuilding downturn. Each region of the country has been affected differently. Red-hot markets, such as California and Arizona, have seen the biggest corrections.

But other areas, like the Northeast, have been affected less because housing represents a smaller part of the portable sanitation market. Other strong markets, such as Houston, haven't been as affected by the subprime lending market problems because strong underlying economic growth sustains demand for housing.

The long-term forecasts for population growth in the United States remain strong, and this is the underlying driver of housing demand. We don't see the current housing market creating a fundamental change in the demand for portable sanitation; it's more of a short-term, over-supply issue. Our industry will have to work through this dynamic. Growth will begin again, but on its own timetable. ■

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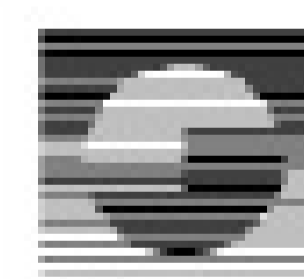
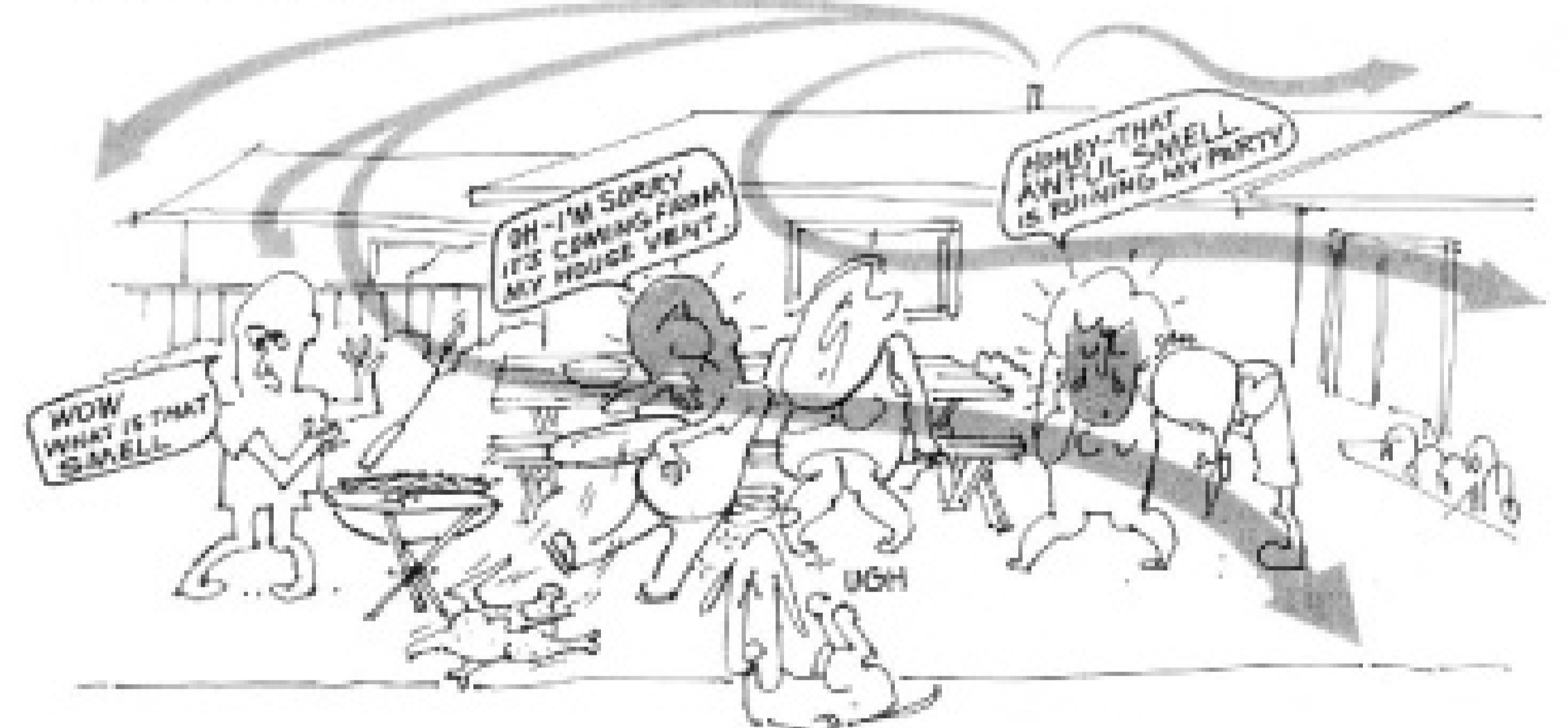
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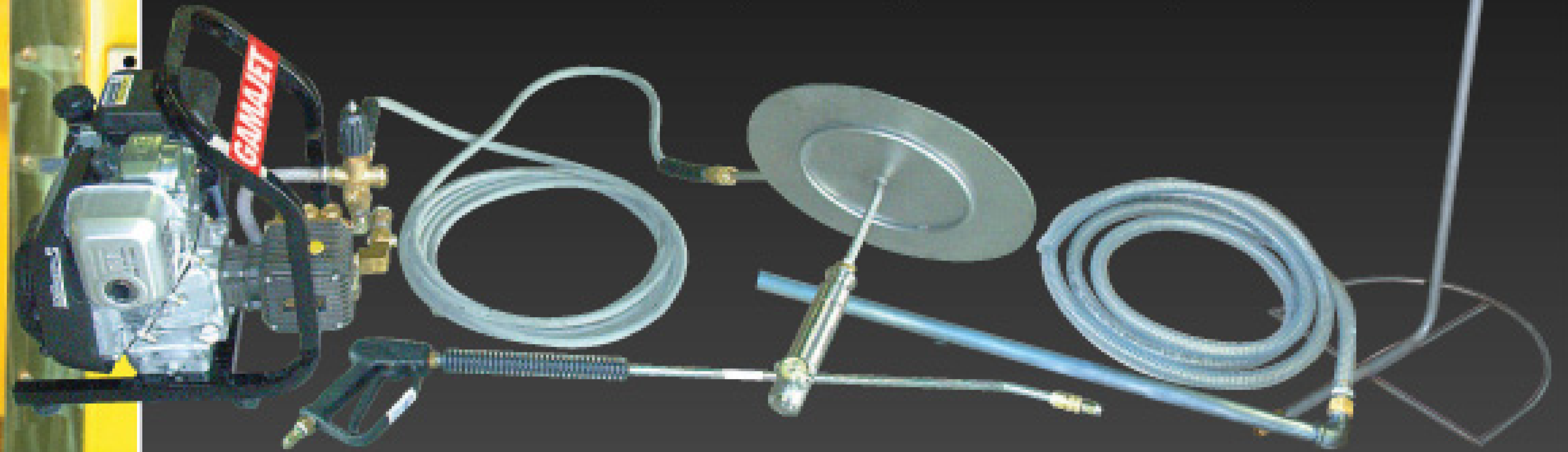


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HITTING the BOOKS

Mike Ellingson is a one-man crew serving eastern Washington State, pumping septic systems and providing portable sanitation. (Photos by Melissa Ellingson)

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Profile

M-n-M Sanitary Republic, Wash.

Owner: Mike Ellingson

Years in business: 13

Service area: About a 75-mile radius around Republic in northeastern Washington

Specialties: Portable sanitation and septic tank cleaning

Affiliations: Portable Sanitation Association International

Web site: www.mnmsanitary.com



WASHINGTON

Stidious Washington pumper does his homework and overcomes financial and technological challenges

By Ken Wysocky

When Mike Ellingson married his wife, Melissa, in 1999, he drove to the wedding in a Ford F-350 restroom service truck — fully stocked with toilet paper.

“I was working the day of the wedding, so I drove my work truck to the ceremony,” he recalls. “I had an ample supply of toilet paper inside, which was a big mistake. I wasn’t really thinking — I was just trying to get there.”

Of course, by night’s end, there was more toilet paper on the truck than inside it.

That anecdote illustrates two things that have helped Ellingson build a successful portable sanitation and septic pumping business in Republic, a small town in rural northeastern Washington: Work is an integral part of his life, even on special occasions, and he

learns from his mistakes. “When I started out, I had no clue,” he candidly admits. “The whole business thing was one big learning process. But I like to learn how things work, and it’s always interesting to me to see how other businesses work, and apply what they do in my business. I’m always trying to improve.”

“Over the years, I’ve learned a lot and come a long way.”

HUMBLE BEGINNING

Ellingson’s education in Business 101 began in the early 1990s, when he started working for 10-7 Septic Service, a small portable restroom and septic tank cleaning outfit run as a side business by a retired police officer. (In case you’re wondering, “10-7” is police call code for “out of service.”)

“The owner wanted to get out of the business, so his son and I were going to buy it,”

Ellingson explains. “But then the son got married and moved away, so that left me to run the business, which consisted of about 100 accounts, most of them septic service customers.”



Ellingson, working with a unit, started his business by buying out a former employer.

“THEN YOU LEARN MORE ABOUT IT AND REALIZE YOU DO MAKE YOUR OWN HOURS — 24 HOURS A DAY, SEVEN DAYS A WEEK! BUT I’VE NEVER BEEN AFRAID TO WORK HARD, SO THAT WAS A GOOD THING.”

Mike Ellingson

Ellingson was 19 years old when he took over the business in 1994. His motivation at the time was very simple:

“As a young, dumb kid, I just loved to drive trucks,” he says with a chuckle. “Plus, I guess owning your own business seemed kind of neat — you know, be your own boss and make your own hours.

“Then you learn more about it and realize you do make your own hours — 24 hours a day, seven days a week! But I’ve never been afraid to work hard, so that was a good thing.”

A good thing, indeed. On a typical day, Ellingson rises at 5 a.m. and tries to catch up on paperwork at his home office. On three days of the week, he then heads out to service restrooms — about 30 a day. The accounts are far apart; it’s common for Ellingson to drive 250 miles a day.

On the other two days of the week, Ellingson cleans septic tanks. He handles emergency septic calls on Saturdays and Sundays.

“I work an average of 60 hours a week, and 80 hours in summer isn’t out of line,” he notes. The only respite is during the slower months from January through April.

STEADY GROWTH

After he got married, Ellingson changed the name of the business to M-n-M Sanitary, which stands for Melissa and Mike. Business grew, slowly but surely.

“I had no master plan, though I wish I would’ve,” he says. “It all just kind of happened. I just kept doing good work and kept answering phone calls.”

At first, Ellingson obtained more and more special event work — local festivals and celebrations, dirt-track car races and county fairs. Then, in 2001, the U.S. Forest Service asked M-n-M to provide portable restrooms for a camp of firefighters battling a forest fire. That

led to an annual renewable contract to provide the forest service with restrooms from May through October.

“One year they wanted more than 100 units, and I had only 10 available,” he says. “To avoid buying more, I rented units from companies in Spokane (about 125 miles southeast of Republic).”

As business mushroomed, so did the company’s inventory. Ellingson now owns about 135 standard portable restrooms. About 110 are from Satellite Industries Inc., and the rest are PolyJohn Enterprises Corp. units.



Ellingson operates with two trucks. The septic pumper is a 1993 Kenworth T600 that he built out himself with a 3,000-gallon steel waste tank and a 135-gallon aluminum freshwater tank that used to be a fuel tank. It’s equipped with a Masport H75V pump. The restroom service truck is a 2001 Chevrolet 3500 equipped with a 600-gallon waste/100-gallon freshwater/275-gallon deodorant mix steel tank that he bought from another service provider.

Ellingson also owns a trailer that carries a 725-gallon plastic freshwater tank. It’s used to

Pumping, drain cleaning and associated work make up about half of Ellingson’s work. The other half is portable sanitation.



Left, the septic rig for M-n-M Sanitary is this 1993 Kenworth T600 with a 3,000-gallon tank. It’s pulling a utility trailer carrying RIDGID drain cleaning machines.

clean out vault toilets in the area’s national forests. In addition, he carries RIDGID K-1500 and K-50 sectional cable drain cleaning machines in a small cargo

trailer.

Portable restrooms make up about half of M-n-M’s total revenue, and septic tank cleaning adds another 25 percent. Two smaller business sidelines, drain cleaning and waste disposal, round out the balance.

LEARN FROM MISTAKES

Making a go of the business was anything but easy during the early years, Ellingson remembers.

“For the first seven years, I also worked at a local mine and as a postal service employee to make ends meet,” he says.

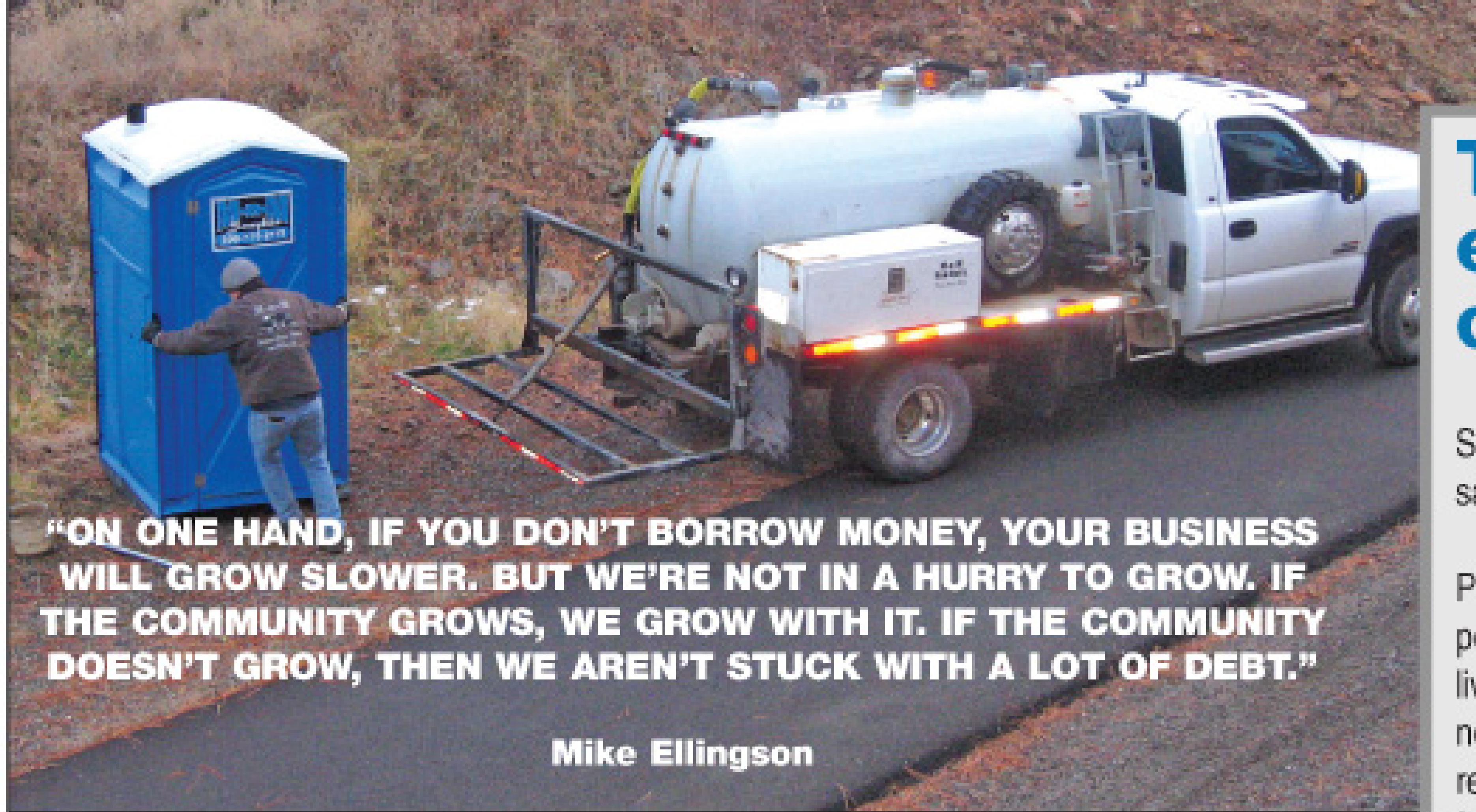
One of the biggest stumbling blocks was lack of financial know-how. For instance, he borrowed money early on to buy new restrooms, something he rarely even considers now.

“I don’t finance anything anymore,” he explains. “A low debt load is a lot less risky. For instance, if I’d get hurt, I wouldn’t be able to make the payments on a loan.

“On one hand, if you don’t borrow money, your business will grow slower. But we’re not



Ellingson runs his restroom route with this 2001 Chevrolet 3500 with tanks for waste, freshwater and pre-mixed deodorant. He services about 30 restrooms per day and runs three routes a week.



"ON ONE HAND, IF YOU DON'T BORROW MONEY, YOUR BUSINESS WILL GROW SLOWER. BUT WE'RE NOT IN A HURRY TO GROW. IF THE COMMUNITY GROWS, WE GROW WITH IT. IF THE COMMUNITY DOESN'T GROW, THEN WE AREN'T STUCK WITH A LOT OF DEBT."

Mike Ellingson

Most of Ellingson's restroom inventory is from Satellite Industries, with additional units from PolyJohn Enterprises Corp. He serves the U.S. Forest Service and many events in northeastern Washington.

in a hurry to grow. If the community grows, we grow with it. If the community doesn't grow, then we aren't stuck with a lot of debt."

Ellingson has also learned it's critical to keep up with paperwork, especially invoices. He also found out that knowing the costs of doing business is essential to proper and profitable pricing.

"You've got to know what your costs are before you even make a dime," he emphasizes. "And you can't forget to consider your own wages in that equation. I think that a lot of times, people underprice themselves."

Ellingson points out that a good accountant is invaluable to any small businessman. Initially, Ellingson hired one just to handle federal income tax payments.

"Now our accountant reviews our profit-and-loss statement on a monthly basis and

keeps us on track. They're helping us spend money in the right places and be sure we have enough money to pay quarterly taxes," he says.

"Before that, I was going through life blind and not paying much attention to money," he continues. "I'm a worker, not a bookkeeper. But now I'm more of a bookkeeper, and I don't mind it because I know what my expenses are, which makes it easier to price correctly instead of underbidding yourself."

SERVICE SPURS GROWTH

Fortunately, Ellingson didn't need any lessons in customer service. Meticulously cleaned restrooms are a high priority, and customers take notice.

"You have to take time to clean the toilets, not just wash them out," he asserts. "And don't forget to wash the doors. When you sit down on a toilet, the only thing you see is the door, and if

it's dirty, people think that's really gross."

Good service provides another benefit — less money spent on marketing. While Ellingson admits that being the only operator in the area helps immensely, he still has to do a good job to obtain repeat business.

Technology advances even a remote one-person operation

Embracing new technology is one way that M-n-M Sanitary increases efficiency, profitability and customer satisfaction, says owner Mike Ellingson.

For example, Ellingson recently purchased a Global Positioning System to help him navigate his way to new portable restroom and septic tank cleaning customers who live in the sparsely populated region he serves in far northeastern Washington. As the only septic and portable restroom operator in a rural area, he services everything from farms to remote bus stops.

"I grew up here, and there are still a lot of roads that I don't know about," Ellingson says. "Also, there's not a lot of good road signage, or address numbers on houses.

"The GPS gives me peace of mind, more than anything," he adds. "There's a lot less anxiety when I'm trying to find a place, and you think you should be there and you're not, or you're wondering if you've gone too far and don't know about it."

Ellingson now can tell customers with reasonable accuracy what time he'll arrive for a service call because the GPS system estimates how long it will take to get to a destination. That's a benefit customers really like, he says.

Back at home, Ellingson also invested in accounting software to help him with everything from finance management to invoicing to estimates.

"QuickBooks is a very simple program — I taught myself how to use it," he notes.

Two years ago, Ellingson hopped on the information superhighway with a sophisticated Web site. The site highlights the various services his company offers and includes photos of the various restrooms available. He includes a Web page with value-added information about how septic systems work, how often they should be pumped, basic "dos-and-don'ts" for onsite system newcomers."

"I don't do any marketing at all, except for the phone book and a Web site," he observes. "Business just seems to come to me. And during summer, I'm usually so busy that I'm not worried about getting new customers.

"But it's a lot of feast and famine; you work your butt off in summer and can't wait for winter, then come winter, you can't wait for summer so you can start earning some money again."

Busy or slow, Ellingson enjoys one constant in his life as a hard-working sole proprietor: his continuing education in the world of business.

"I'm always trying to improve," he says. "Every day I learn something new." ■

Ellingson washes down his rig after dumping a load at a local disposal site.



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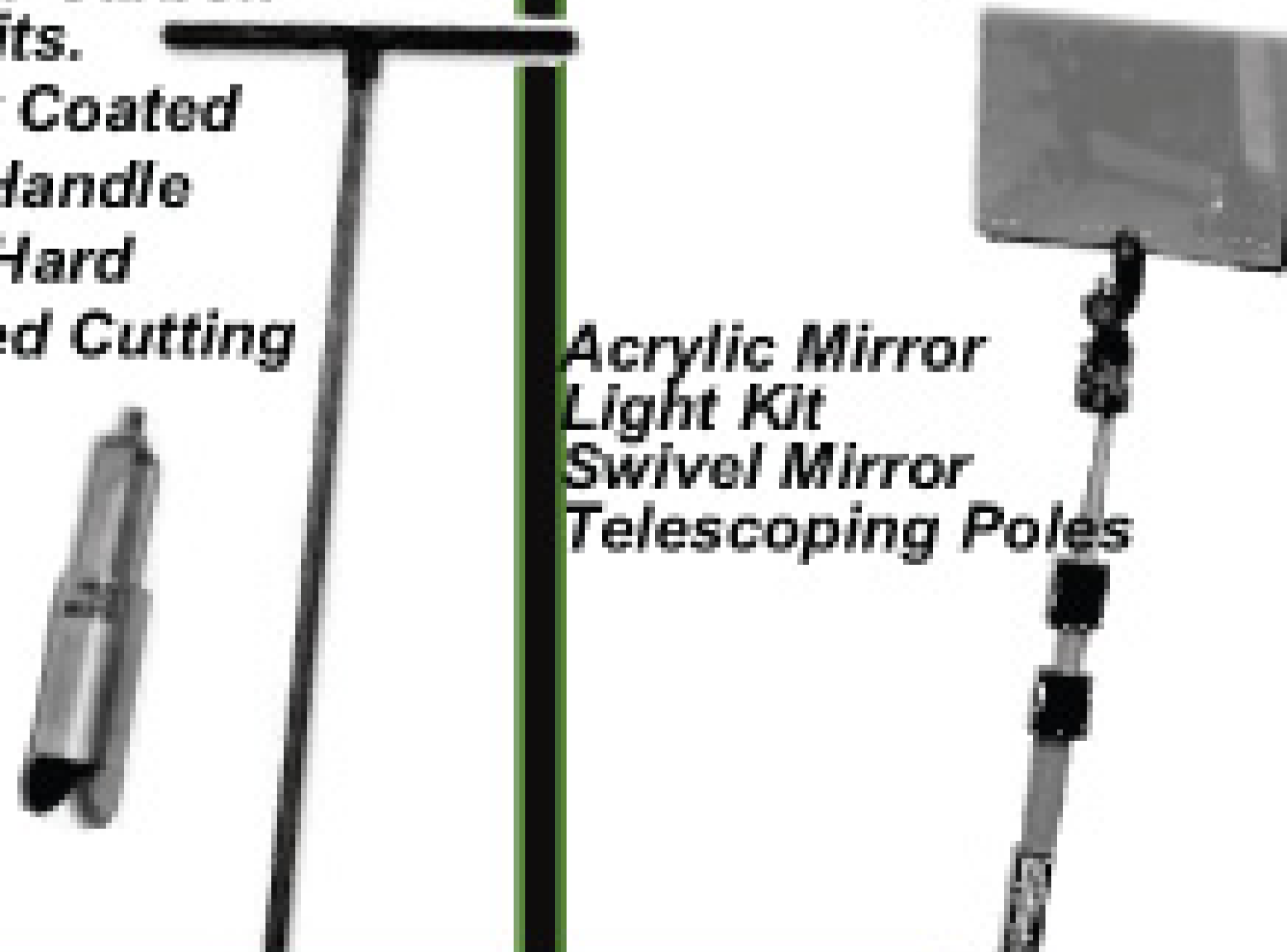
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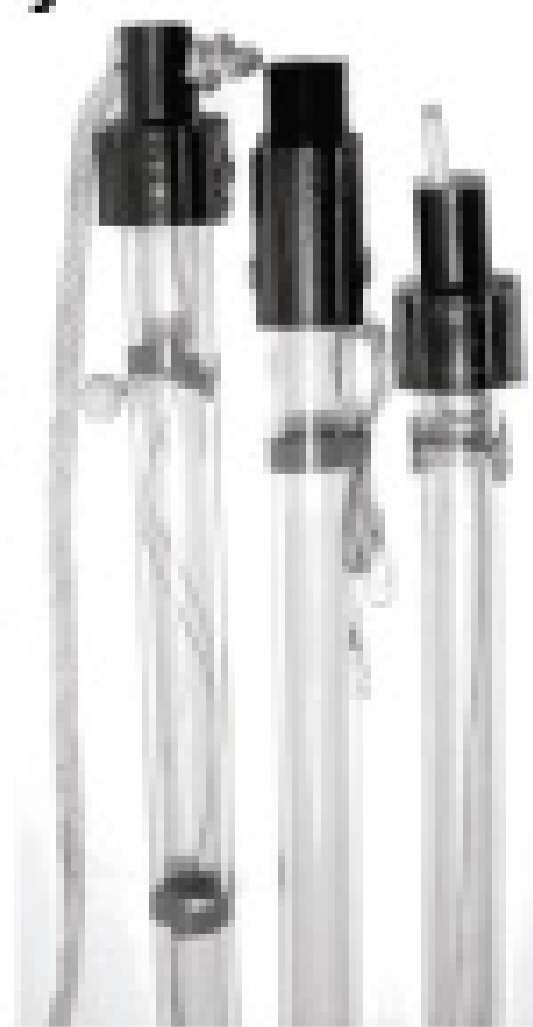
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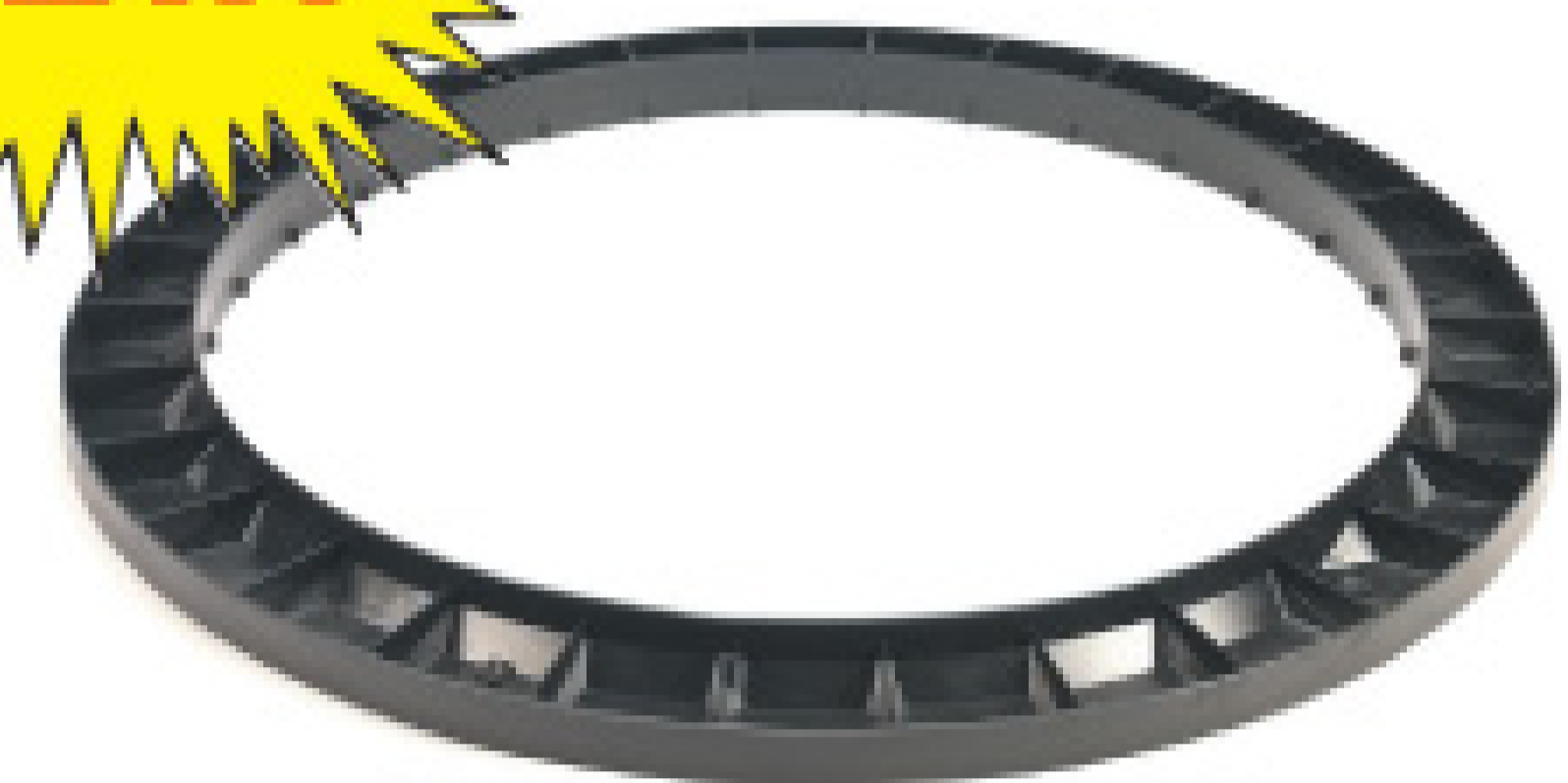
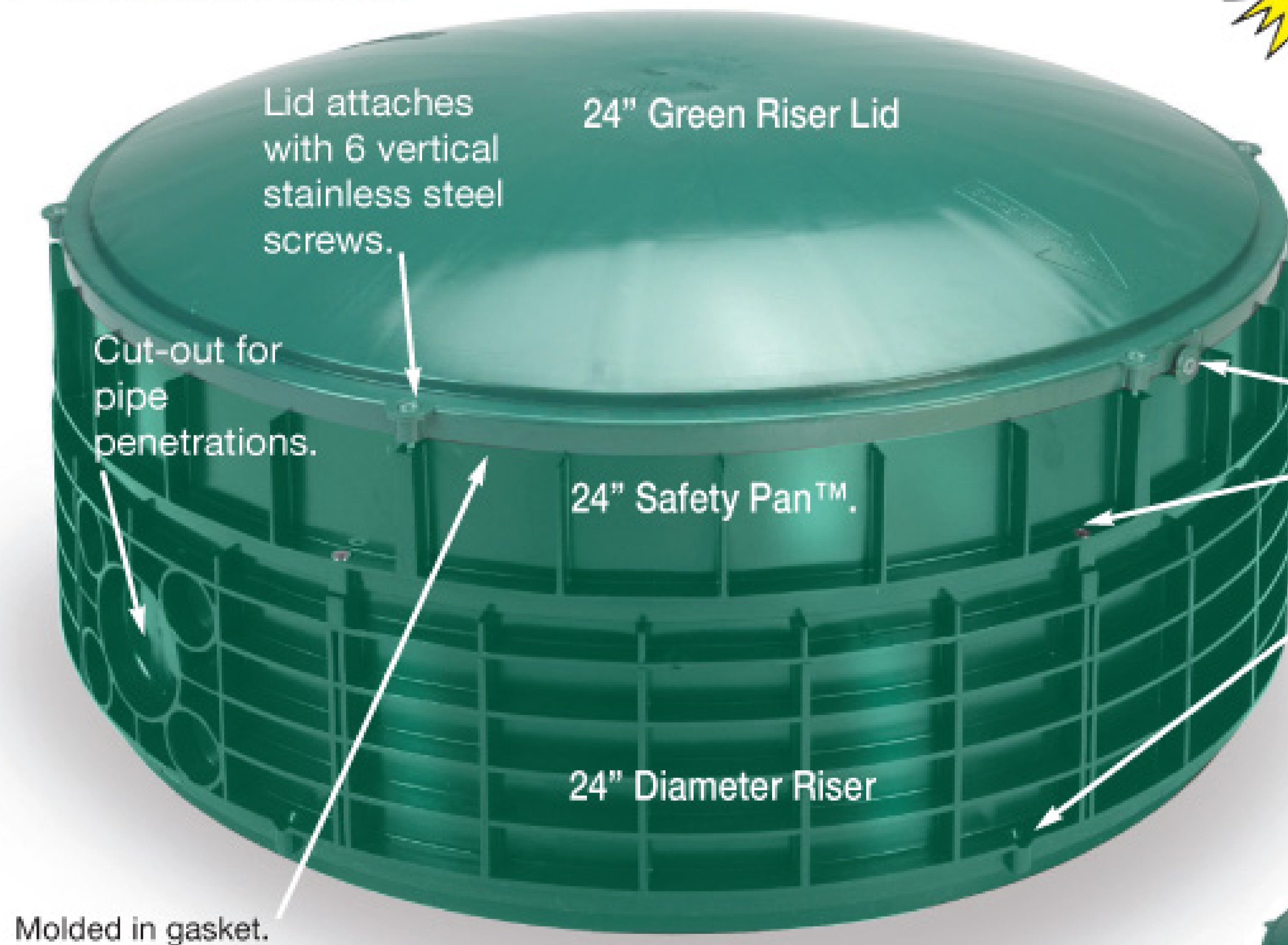
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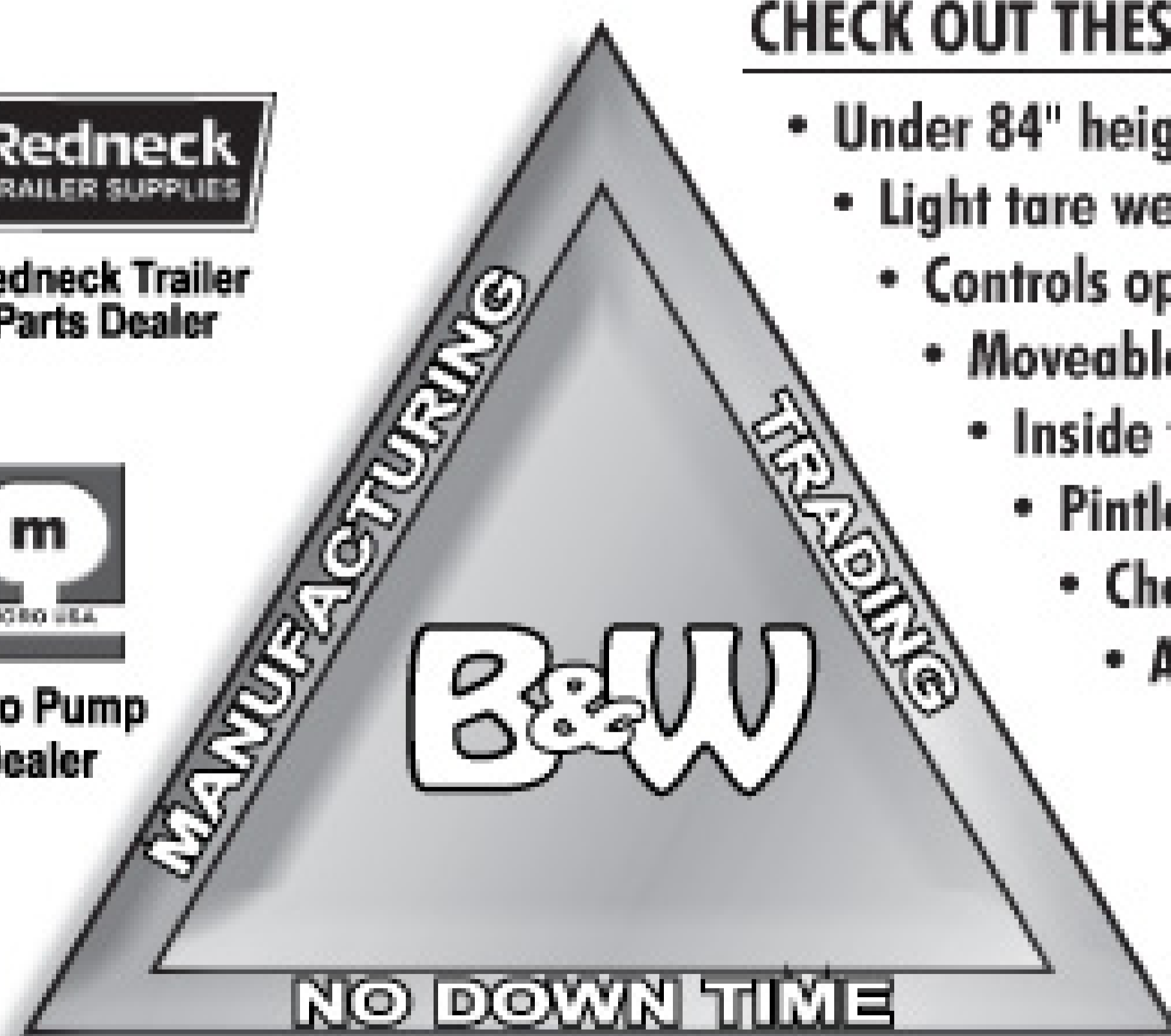
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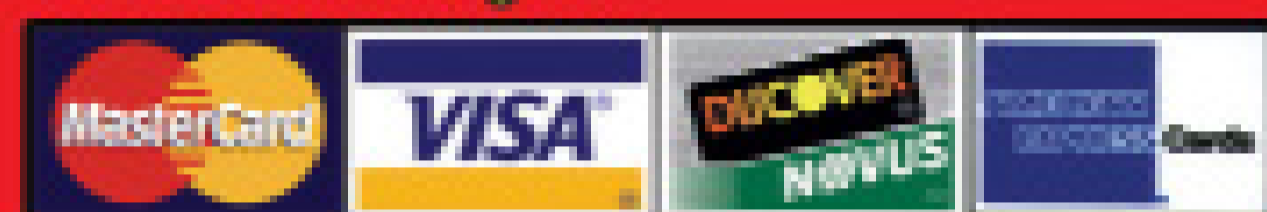


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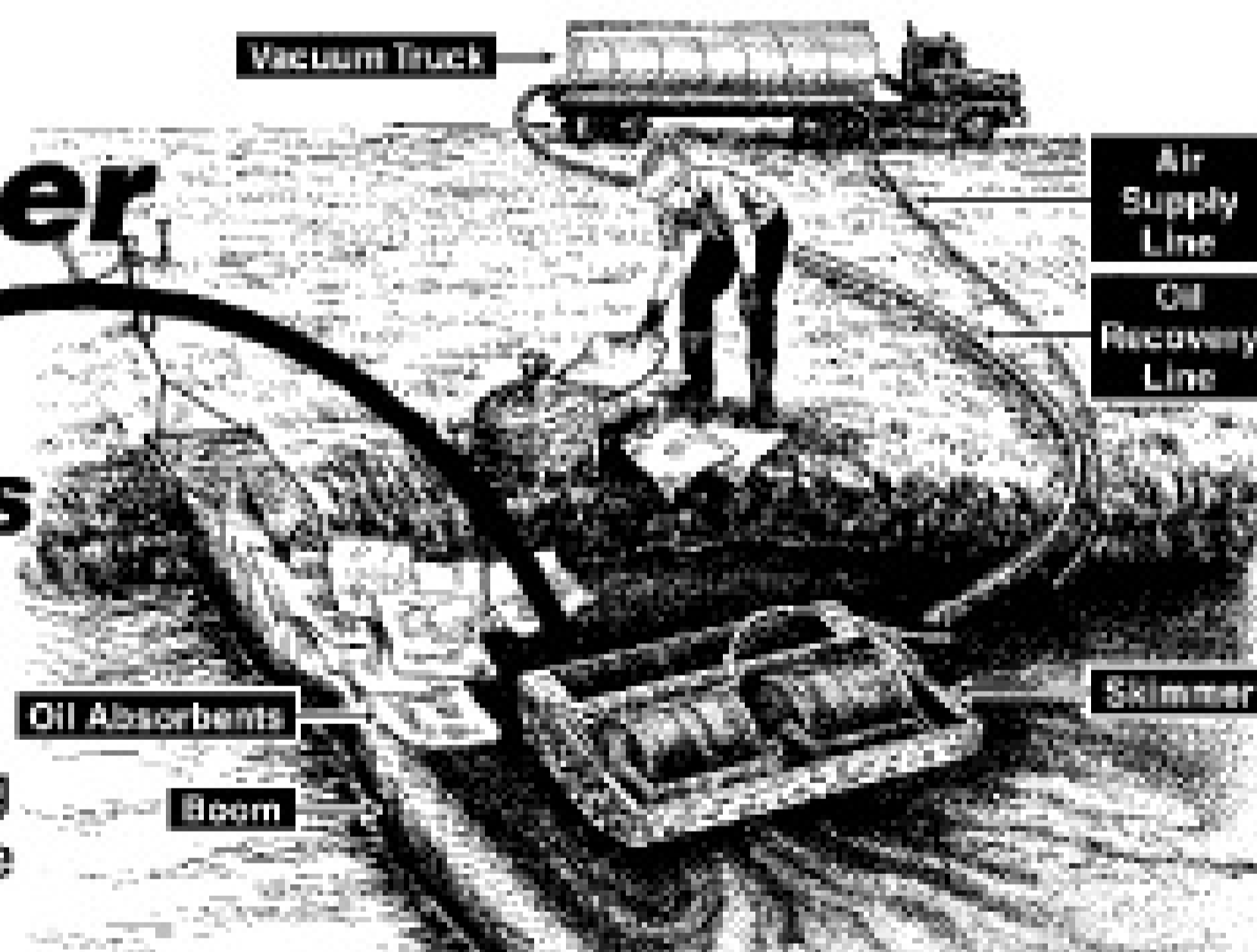
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Strength in Numbers

Atlanta-area companies join hands to trade ideas on dealing with an economic downturn and raising professional standards

By Ken Wysocky

Challenged by an economic downturn and concerned about a lack of industry professional standards, a group of veteran portable restroom operators in metropolitan Atlanta has banded together to share equipment, ideas and resources.

“Jeff Wigley (owner of Pit Stop Portables Sanitation Services Inc.) and I thought it was a good time to see if other companies out there



Name:
Jeremy Hawkins
Company:
Blu-John.com Portable Sanitation
Location:
Cumming, Ga.
Years in Business: 7

Jeremy Hawkins

would be interested in forming a group that could come up with ideas to help each other out — explore possible synergies and efficiencies,” explains Jeremy Hawkins, owner of Blu-John.com Portable Sanitation in Cumming, Ga.

Other operators enthusiastically agreed, and the Metro Atlanta Work Group, or MAWG, was born. To be a member, a company must have at least five years of operating experience in Georgia and be an active member of the Portable Sanitation Association International, which advises the group to be sure matters are conducted in a professional, above-board manner, says Hawkins.

The group has met about a half dozen times since forming in 2007. It is only a work group, not a formal association or organization. The only forbidden subject at meetings is pricing, Hawkins emphasizes.

“Our goal is not to exclude people, but rather include the professionals who are going to be here in the long run,” notes member Claudette Orzech, owner of Happy Can in Atlanta.

Adds Hawkins, “We want to raise the operating bar so that every Tom, Dick and Harry can’t jump into this business overnight.”

So far, members agree the collaboration is a resounding success. Whether it’s sharing equipment, covering parts of each others’ routes when it makes sense geographically, bouncing ideas off each other or just simply commiserating, the group’s efforts are helping each member weather the economical storm.

“There’s no reason why other companies around the country can’t do this, too,” Hawkins notes. “In fact, we plan to stay together even after the economy rebounds to help strengthen our industry in our marketplace.”

Here’s what other members had to say about the group’s benefits.

“I agreed wholeheartedly when I was asked to join,” recalls Mark Slade, who says the meetings offer a valuable opportunity for members to talk about changes in the industry.



Name:
Mark Slade
Company:
Comfort Zone Portables
Location:
Alpharetta, Ga.
Years in Business: 10

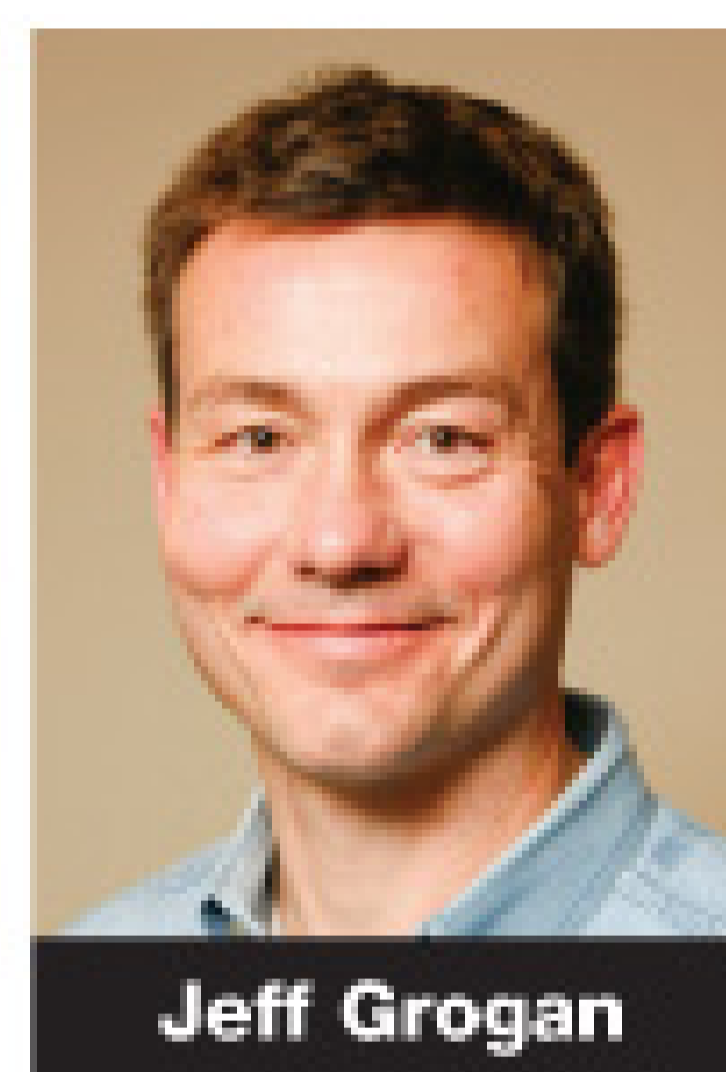
Mark Slade

“This group will be much more beneficial in two years than it is now. I think we’ll be invited to air our views on legislation and regulations affecting our industry, which probably wouldn’t happen without this group. Even this early, there’s a little bit of clout here.”

Lewis Carter

“We all run into each other from time to time and talk, so with the downturn, it started to make more sense ... to trade ideas — war stories, if you will — and see if we can’t create efficiencies on our own profit-and-loss statements.”

Experienced operators know how to “batten down the hatches” during an economic downturn and reduce costs by cutting company fat that’s built up over the years. Inexperienced operators, however, tend to cut prices as a knee-jerk reaction, which then induces a ripple effect that harms everyone, he notes.



Name:
Jeff Grogan
Company:
Grogan’s Sani-Service Inc.
Location:
Cumming, Ga.
Years in Business: 20

Jeff Grogan

“I was excited about joining,” says Jeff Grogan. “It gave me comfort knowing I wasn’t the only one having a hard time.”

The information exchanged at meetings led Grogan to change from fuel cards good for only one brand of gasoline to generic

cards that can be used at many different gas stations. That way his drivers can shop for the best fuel prices on a daily basis.

“Even a few cents a day adds up when you’re fueling several trucks,” Grogan notes.

Because of the meetings, Grogan now buys products in larger quantities to get volume price breaks.

“I’m real excited to be a part of the group,” says Chuck Shropshire. “I think it would have come about even without an economic downturn — it’s been on the verge of happening for a couple years.”

As for benefits, Shropshire says the group has created some synergies on servicing routes, as well as borrowing equipment he otherwise would have been forced to buy at a time when money is tight.



Name:
Chuck Shropshire
Company:
Johnny On the Spot Inc.
Location:
Cartersville, Ga.
Years in Business: 20

Chuck Shropshire

"Right now, I'm servicing units for other members and they're servicing units for me, so it's a win-win situation all the way around," he comments.

One of the best benefits of the meetings was a unified push to get route drivers PSAI-certified, Shropshire adds.

"The certification process was very successful at my company," he notes. "It defined our processes, our cleaning procedures and our overall standards ... and gave my drivers much more pride in what they do than they had before. Prior to this certification process, they didn't realize that they could be recognized for meeting a professional standard in this industry."



Name:
Claudette Orzech
Company:
Happy Can
Location:
Atlanta, Ga.
Years in
Business: **7**

"It's a wonder we didn't think of this earlier," says Claudette Orzech about the group's formation.

One of the group's main goals is to elevate the status of the industry in Georgia, she points out.

"Specifically, we're working with lobbyists to pass legislation regarding operating procedures — things like drivers and certification, waste disposal, safety and insurance requirements," Orzech says. "We want to ensure smaller companies that come into the area know what the minimum standards are, and we want contractors to know that we're certified and are handling liquid waste properly."

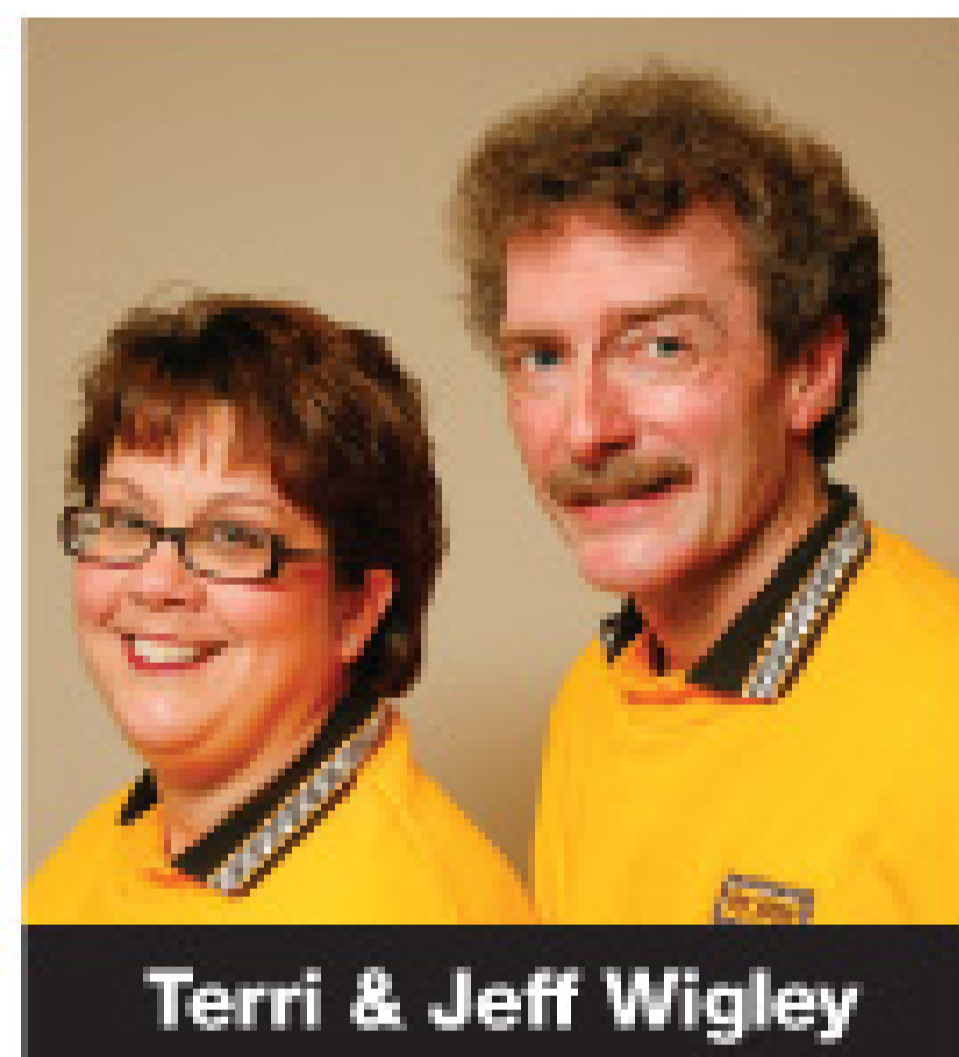
Orzech also agrees that the PSAI certification class was a huge success, and she plans to use the certifications as a marketing angle to differentiate her company from those without certified drivers.

"We had 65 drivers turn out for the certification," she notes. "Without this group, there wouldn't have been that many in the class."

"Just getting to know each other has been fun," observes Terri Wigley. "It's hard to put a value on that ... it's good to know you're not alone."

Terri Wigley said that because of the meetings, Pit Stop is doing more volume buying to take advantage of price breaks.

"I think there's even a possibility in the future of ordering supplies



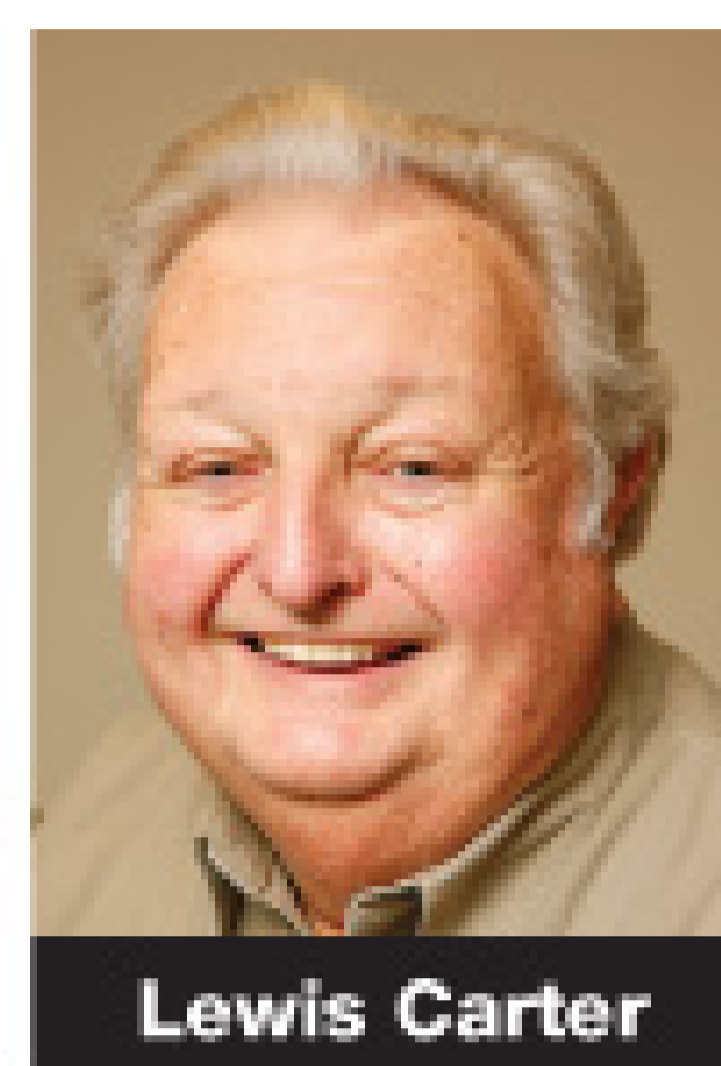
Name:
Jeff and Terri Wigley
Company:
Pit Stop Sanitation Services Inc.
Location:
Hiram, Ga.
Years in
Business: **13**

Terri & Jeff Wigley

as a group," she points out.

Jeff Wigley said one of the main reasons to form the group was to dispel the notion that portable restroom service is a commodity.

"If it was a commodity, and all service was the same, then customers could just pick the cheapest company and keep going," he explains. "But we all feel there's value in what we do. There should be a difference when you use a PSAI-certified company. It's all about professionalism."



Name:
Lewis Carter
Company:
King Can
Location:
Conyers, Ga.
Years in
Business: **8**

Lewis Carter

"We all knew a group like this was needed," says Lewis Carter. "We just didn't know who would step forward, or whether there'd be good chemistry among the people involved. But I'm very pleased."

Carter is convinced the group's value will grow dramatically in the future.

"This isn't just about getting through some economic trouble," he observes. "This group will be much more beneficial in two years than it is now. I think we'll be invited to air our views on legislation and regulations affecting our industry, which probably wouldn't happen without this group. Even this early, there's a little bit of clout here."

Carter echoed other members' concerns about industry newcomers diluting professional standards.

"If a job with a contractor lasts a year, we want to be able to assure the contractor that we'll still be around doing business by then, as opposed to someone who just drops a hose in a tank and thinks that's all there is to it," he emphasizes. ■



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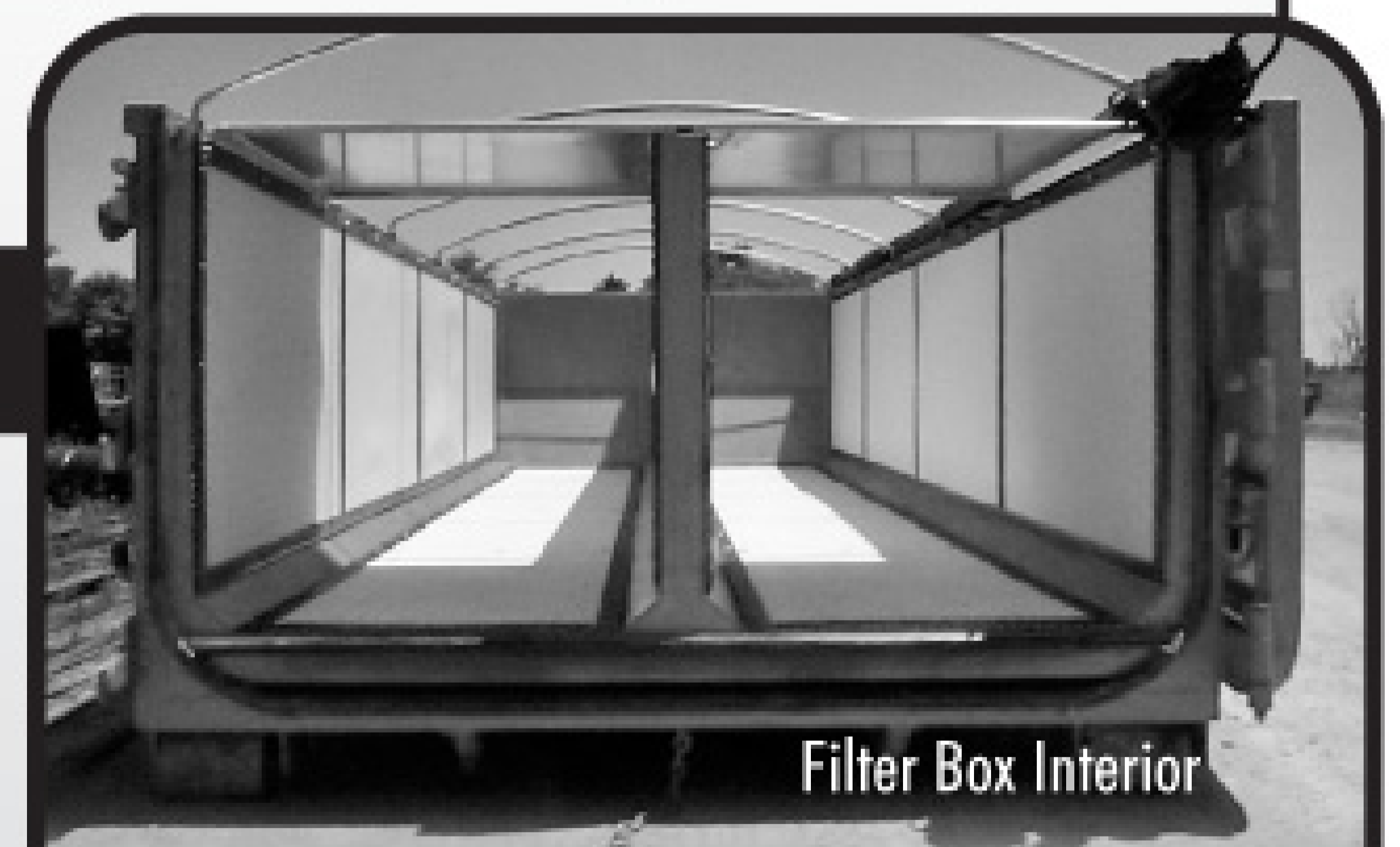
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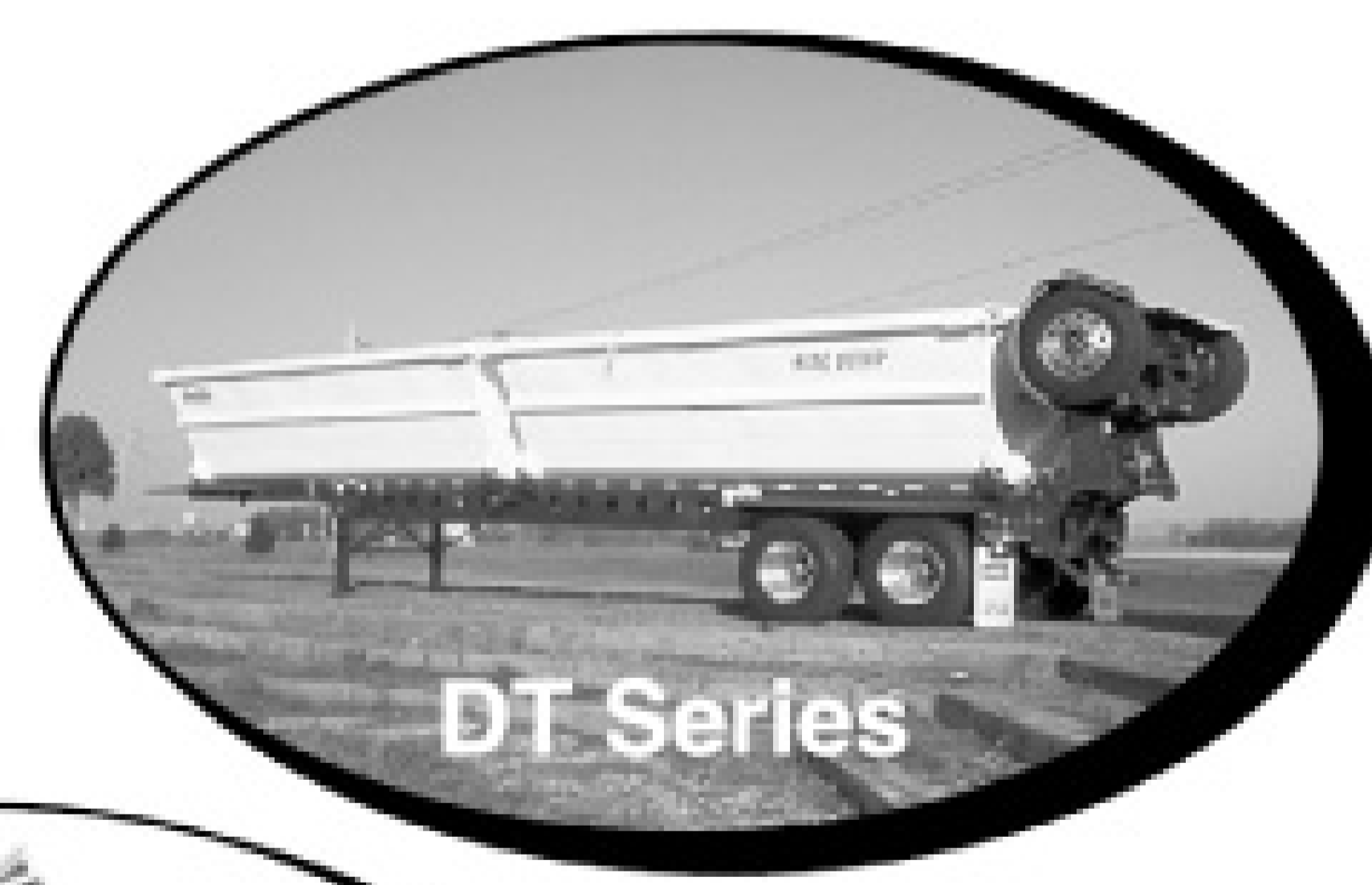
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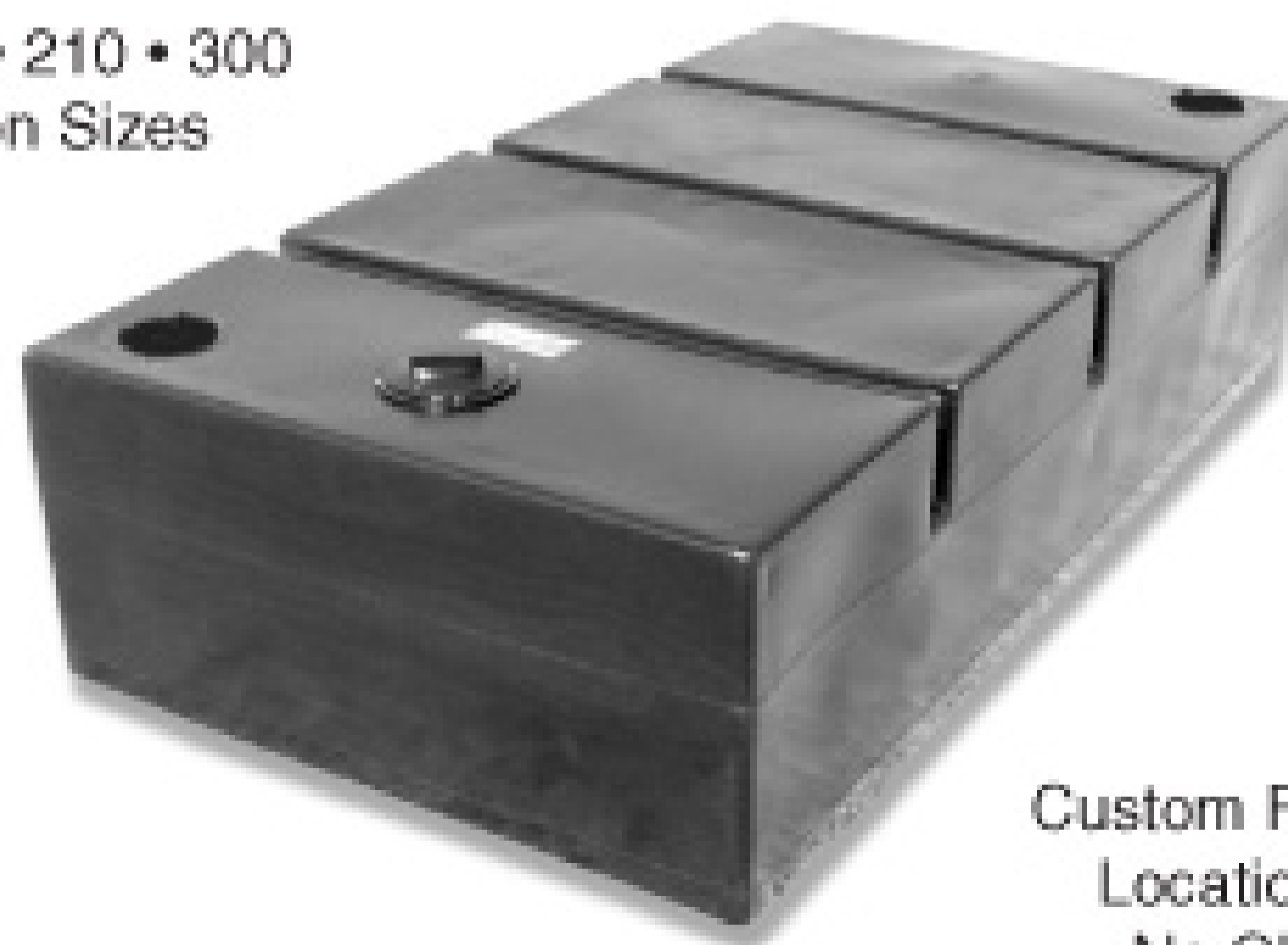


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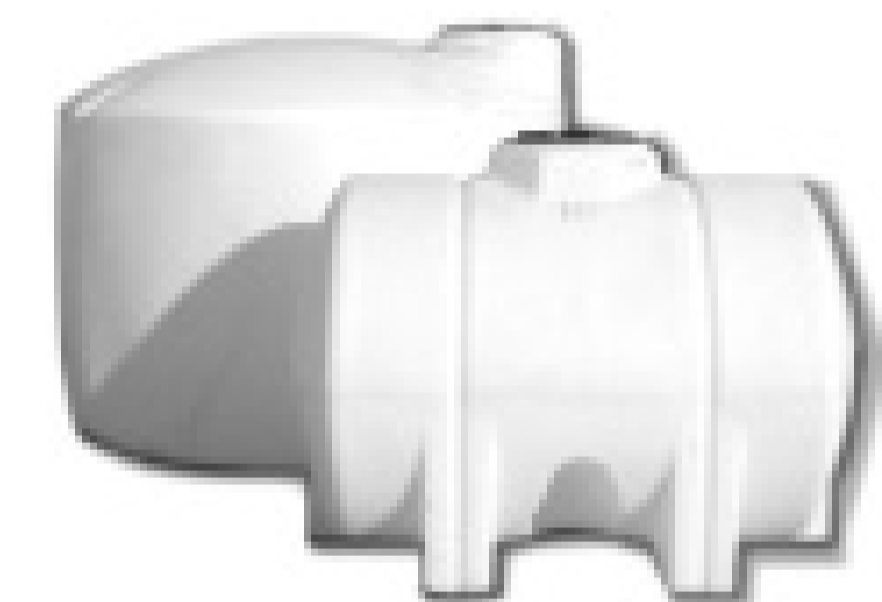


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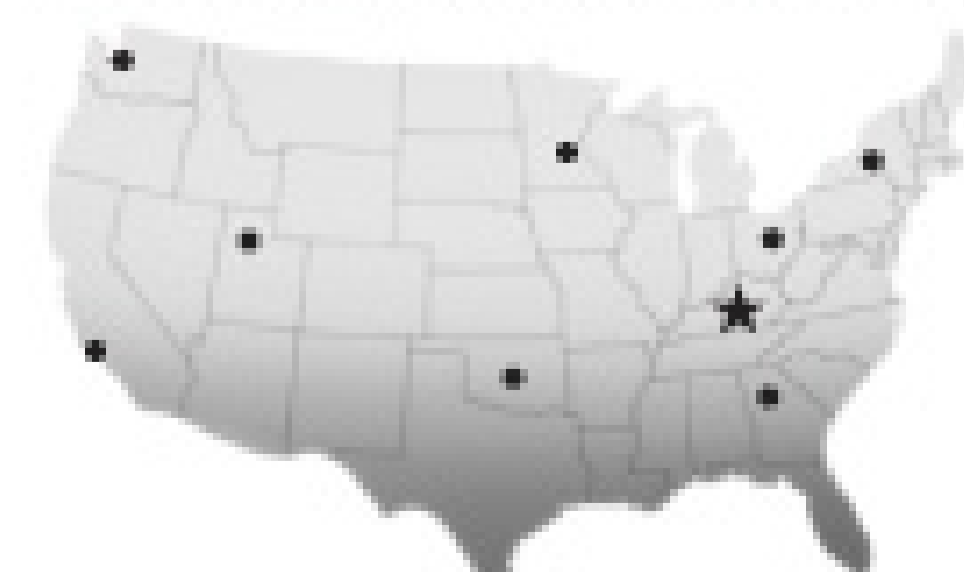


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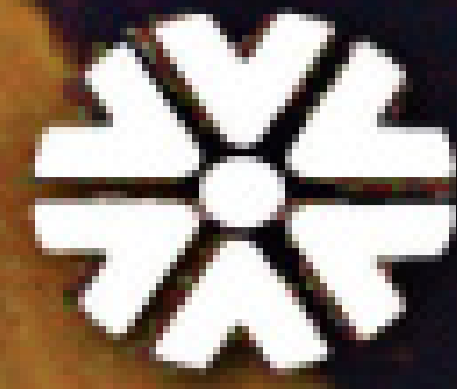
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Choose Drainfield Carefully

Get under the topsoil and research the best possible effluent distribution plan before you start digging

By Roger E. Machmeier, Ph.D.

Q Of course, the flow numbers given in your article ("Depth Charge," October 2007) are for trenches ... reflecting a common attitude (bias) found in many areas that all normal systems are trenches. A drainfield is, in this view, a network of trenches. But, in New Hampshire and Maine, with thin, rocky soils often with shallow water tables, trench systems are rare. Many contractors have never installed one. We have installed leach beds as a mainstay system since the beginning of design rule, with other types as a less common alternative, until the advent of the fabric-based systems in the '90s. The proportion of bottom to sidewall is very different for beds versus trenches. Yet, as the bed ages, it becomes, in essence, a "fat trench."

I see your numbers reflect an important factor: regarding the soil unit as a whole, rather than as, say, bottom area only. This is from the notes on reducing length based on depth of stone (gravel or rock).

A I appreciate you having taken time to write to me with your opinion of trench systems and describing the leach bed systems being installed in thin, rocky soils with shallow water tables in your area. Frankly, this doesn't seem like a good treatment practice to me and I'll explain why.

Any soil absorption system

must have a large enough area of a suitable soil exposed for adequate treatment of the average daily sewage flow. Some of the key words here are "suitable soil" and "adequate treatment." Suitable soils have percolation rates of from 1 to 60 minutes per inch and no seasonally saturated conditions closer than three feet to the bottom of the absorption area.

DO THE MATH

The soil absorption area can be available in leach beds, but more absorption area is available in drainfield trenches. It is a common practice to size the absorption area based on the bottom area. For example, if 600 square feet of absorption area is called for in the design, this could be a leach bed 10-feet-wide by 60-feet-long. It could be 200 lineal feet of 3-foot-wide trench with a minimum of six inches of rock below the 4-inch pipe and two inches above the pipe for a total rock depth of 12 inches. It could also be 300 lineal feet of 2-foot-wide trench.

The total amount of soil exposed to sewage tank effluent is quite different in each of these three systems when the amount of sidewall area is added. The following table shows the amount of total absorption area of the three examples above:

Square feet of soil exposed to effluent in various systems			
	10- x 60-foot leach bed	200 feet of 3-foot wide trench	300 feet of 2-foot-wide trench
Bottom Area	600	600	600
Sidewall Area	140	400	600
Total Area	740	1,000	1,200

Heavy construction equipment with wheels must not be used in mound construction. Track-type equipment with a low ground pressure must be used. There is a definite art and science to properly constructing a sewage treatment mound.

It is for this reason that the bottom area of a leach bed should be sized 50 percent greater than a trench system. If 600 square feet is the required bottom area, a leach bed should be sized as 600 plus 50 percent of 600 for a total of 900 square feet. Then the soil exposed in a leach bed will begin to approach the amount of soil exposed in a trench system.

You referred to my column on increasing the depth of rock. Trench bottom areas can be reduced when there is more than six inches of rock under the distribution pipe. The reason for the reduction in bottom area is the increased sidewall area. The reductions are as follows:

- For 12 inches of rock below distribution pipe, reduce bottom area by 20 percent
- For 18 inches of rock, reduce bottom area by 34 percent
- For 24 inches of rock, reduce bottom area by 40 percent

The bottom area of a leach bed cannot be reduced with additional rock depth, simply

because there is very little sidewall in a leach bed.

You state that "as the bed ages, it becomes, in essence, a 'fat trench.'" As the biomat develops in the bottom of a leach bed, the effluent level rises. But I would not refer to it as a "trench." As one can see from the table, there is very little sidewall in the leach bed as compared to either the 3-foot-wide or the 2-foot-wide trenches.

I do not understand how leach beds can be effective to properly treat sewage tank effluent where the soil is thin and rocky with shallow water tables. One could certainly keep the bottom of a trench as far above the shallow water table as the bottom of a leach bed. If there is any slope on the ground, a leach bed would require some excavation on the upslope side to keep the bottom level. This would not be necessary with shallow trenches.

The soils you describe as not being suitable for trenches do not seem to be suitable for leach beds either. From your description, it seems that sewage treatment mounds would be the most effective sewage treatment system.

I have written about mounds before, so this is just a little refresher course. Installation of a mound uses a 10-foot-wide rock

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.



bed with pressure distribution. There is no excavation of the original soil, which, as you state, is "thin."

The soil should be slightly roughened, but handled with care to preserve the soil structure. A layer of clean sand is placed on the original soil after vegetation and other surface trash is removed. The top surface of the sand layer is level. The sand layer tapers down on each side of the 10-foot-wide rock bed to expose more of the original soil to the effluent.

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The pressure distribution system is perforated plastic pipe, usually 1-1/2 inch in diameter,

placed on 40-inch centers in the 10-foot-wide rock layer. Perforations of 1/4 inch are drilled every 36 inches in the bottom of the perforated laterals. A pumping station is required in addition to the sewage tank. The pump delivers about 25 percent of the average daily sewage flow to the perforated lateral system with each cycle.

My opinion is that leach beds are not the best system to use for proper sewage treatment in the soils you describe. If those leach beds do in fact treat the sewage, then trenches can be used. If leach beds do not treat the sewage because of poor soil conditions, then sewage treatment mounds must be used if proper treatment is the goal, as it should be. ■

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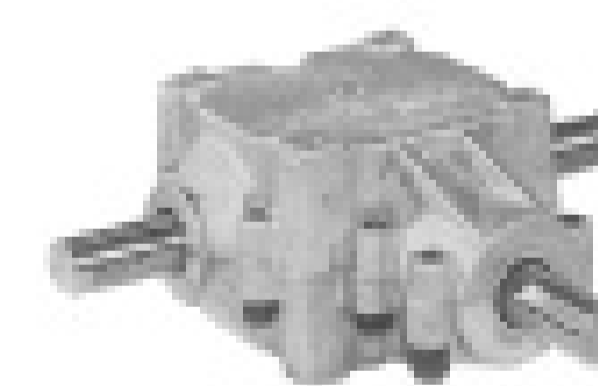
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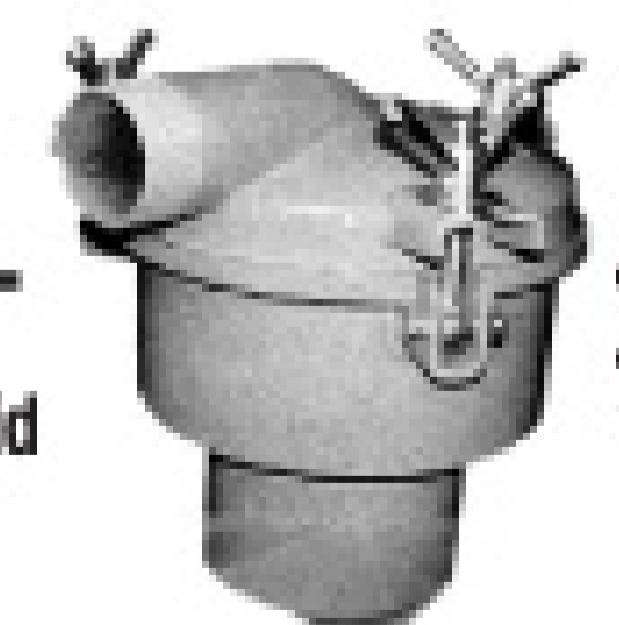
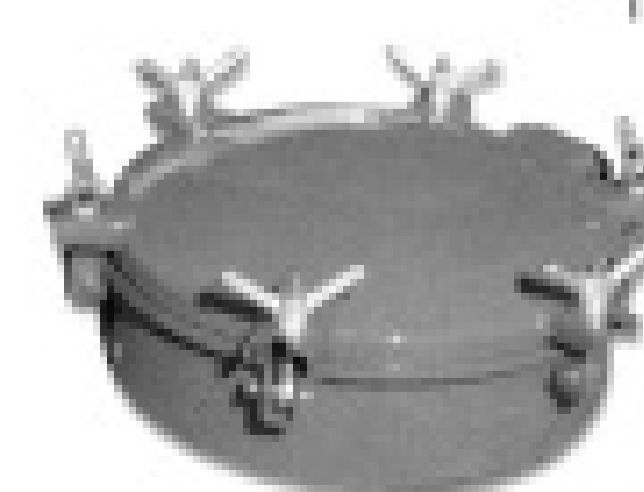
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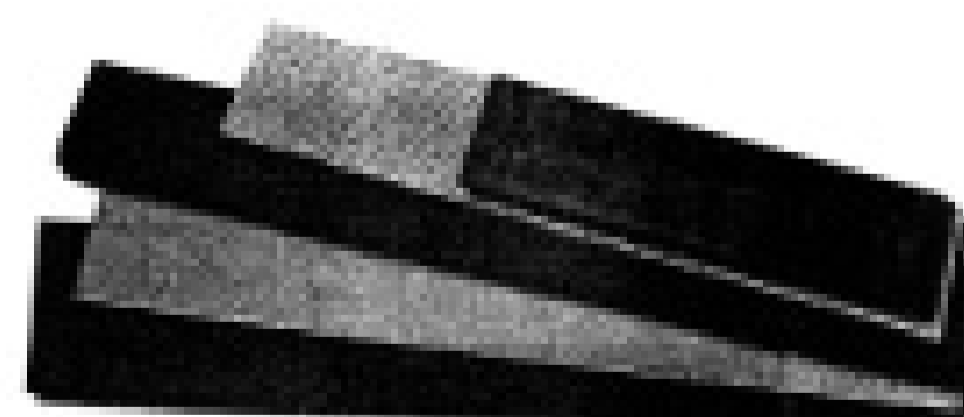


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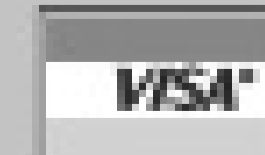
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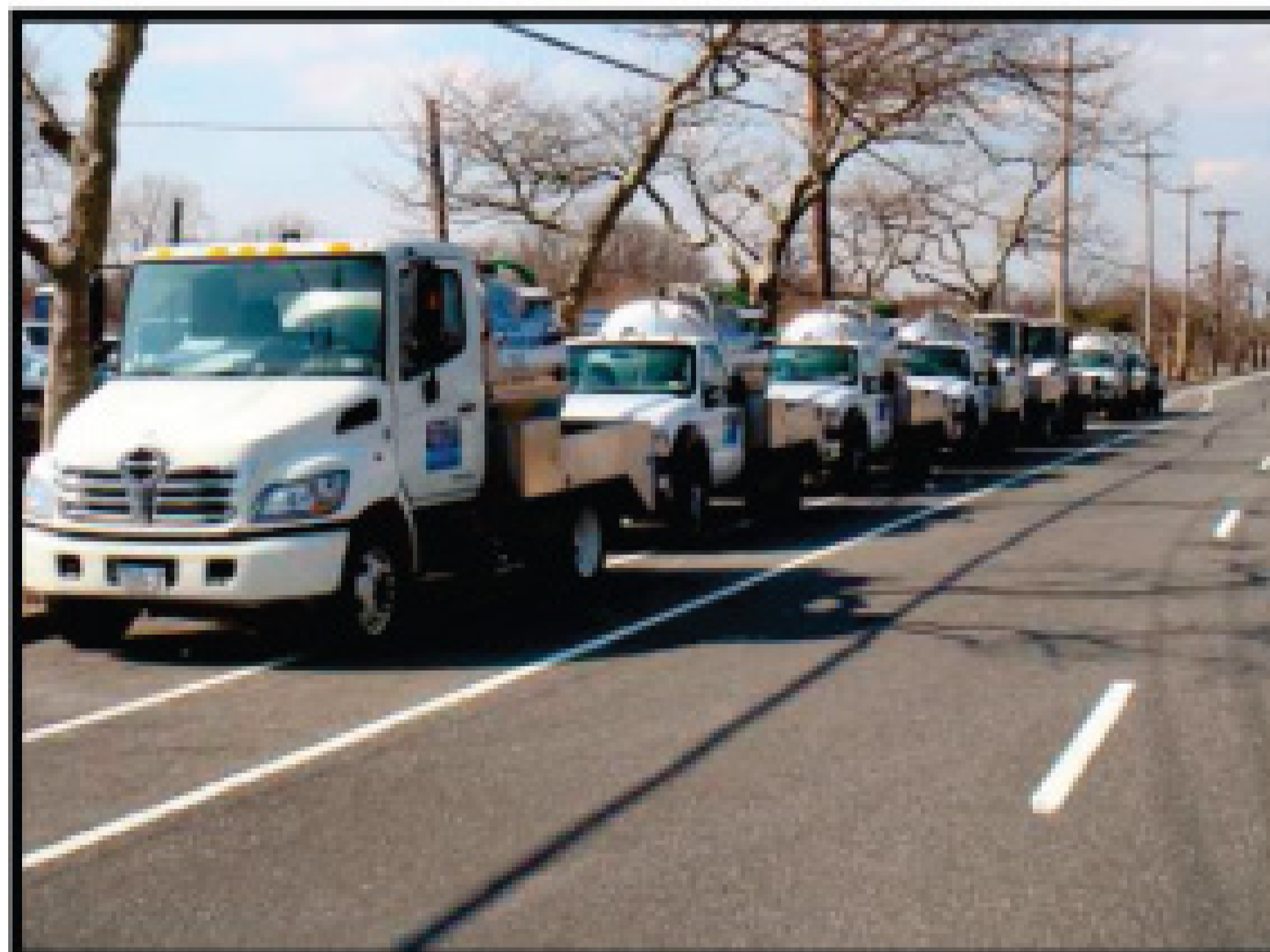
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has just purchased their 70th truck from Best Enterprises. The brother duo of Charles & Kenny Howard head up this corporation with style and integrity. Call-A-Head was started by their father in 1976, and has been going strong for 32 years. Charles took over as President and CEO in 1981, with Kenny following as Vice President in 1989. The company runs over 60 trucks in their fleet. A normal day is 52 trucks running with an average of 50 to 70 stops per day for each truck . They plan to have at least 10,000 toilets set out by 2009.

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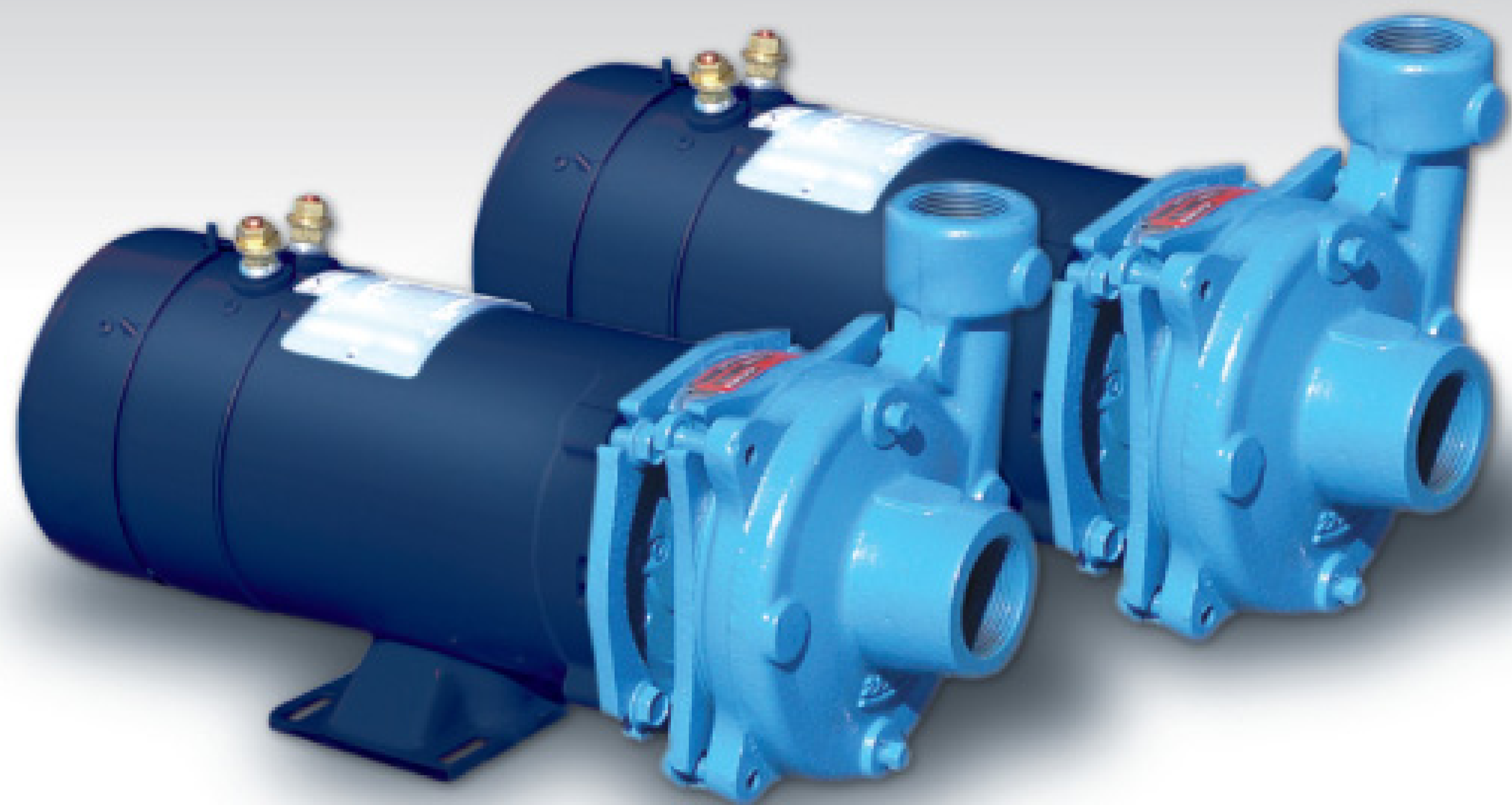


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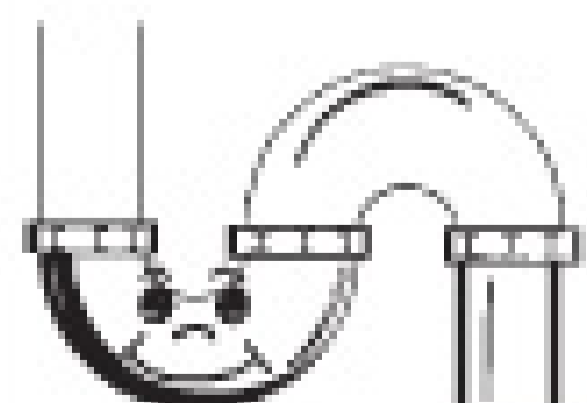
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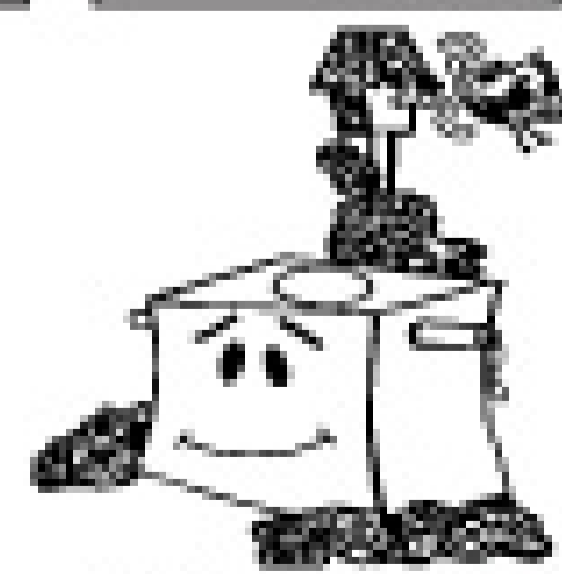
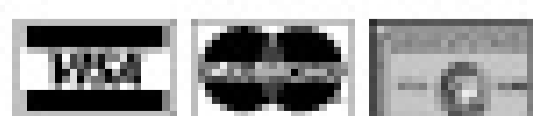
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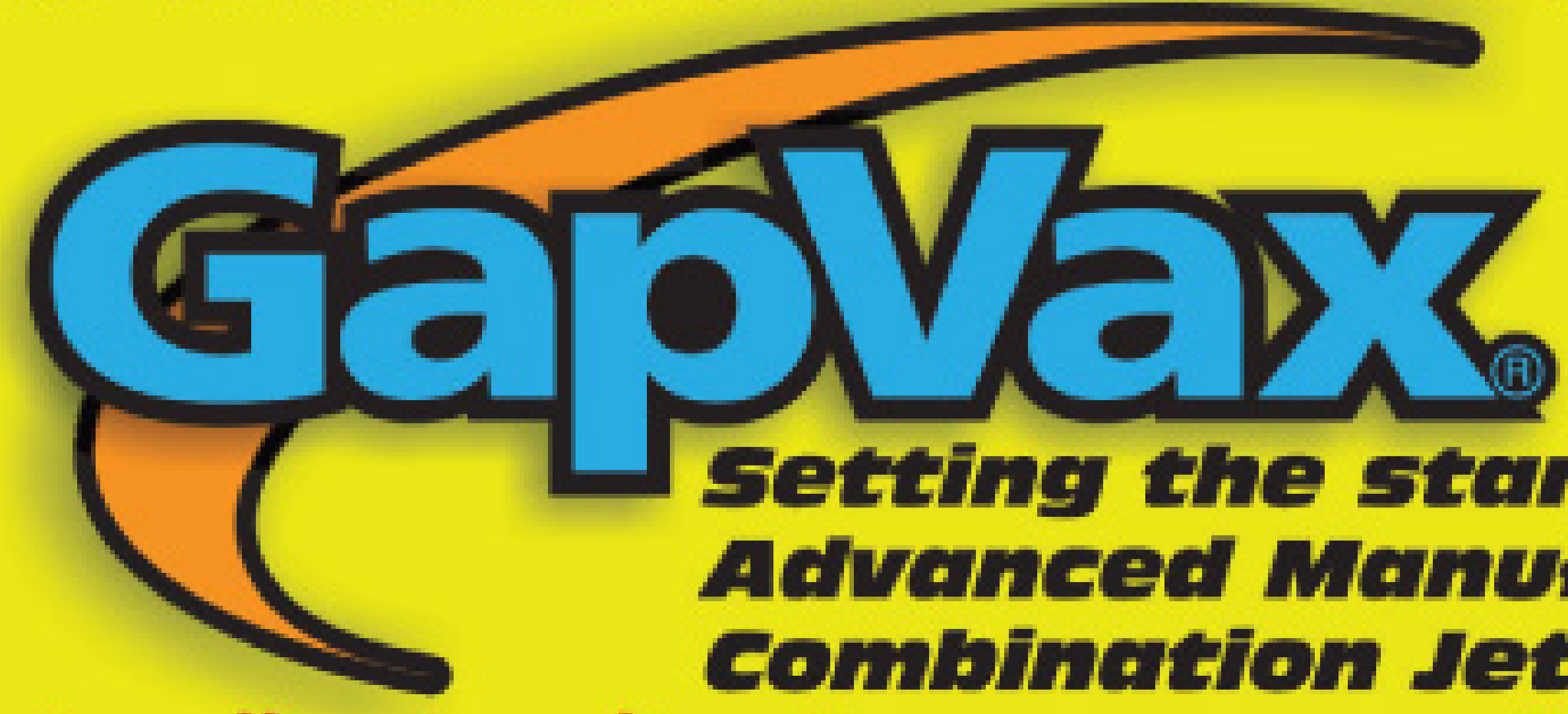


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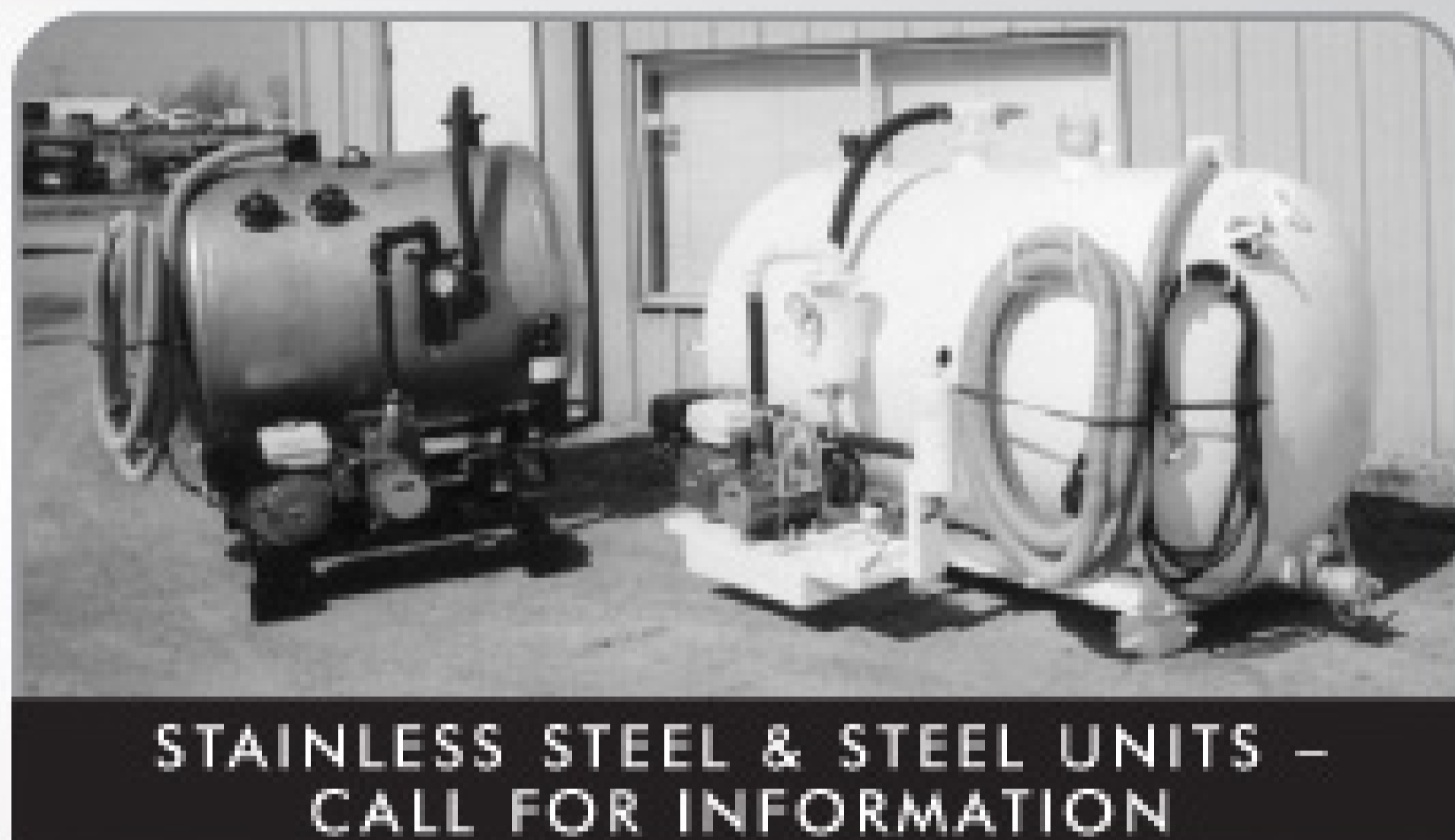
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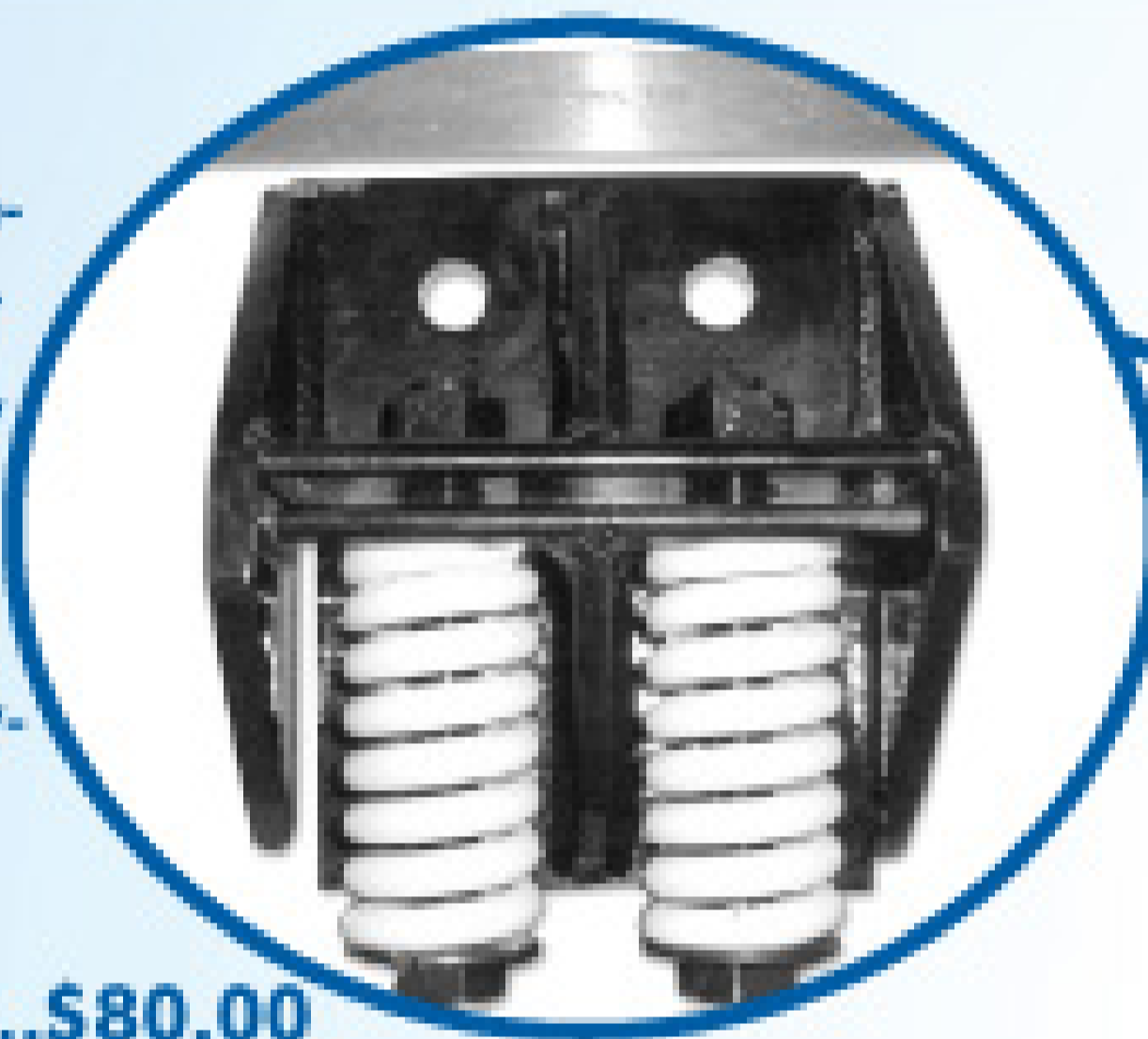
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Thank you, Mark and Matt Herman of
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Thanks to Jim Kristich of A Jax Services for
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Thanks to Jerry Jones of AAA Sanitation for
 purchasing at the show this 28-foot trailer.
 It carries 14 standard toilets.

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Classy Truck

of the Month



Martin Septic Service

Winchester, Va.

Owners Terry and Susan Carlyle capture a lot of attention for their business with this red and white 2001 Mack Vision built by House of Imports in Miami, Fla. The truck, built in 2007, is powered by a Mack 430 engine with a 13-speed Eaton-Fuller transmission, which pushes a 3,600-gallon steel tank (3,300 gallons waste/300 gallons fresh). A Jurop pump handles the vacuum. The truck also features a 3,000-psi jetter with an automatic hose reel and 200 feet of hose. The outside is appointed with aluminum diamond-plate hose trays and storage boxes and aluminum wheels. The truck was lettered with a simple design by Jay Pennington Signs. The gray-colored cab features air conditioning, CD stereo, cruise control, air-ride suspension, Jake Brake and power and heated mirror. Driver Paul Sites uses the truck for residential and commercial pumping, jetting service lines and cleaning drainfields.

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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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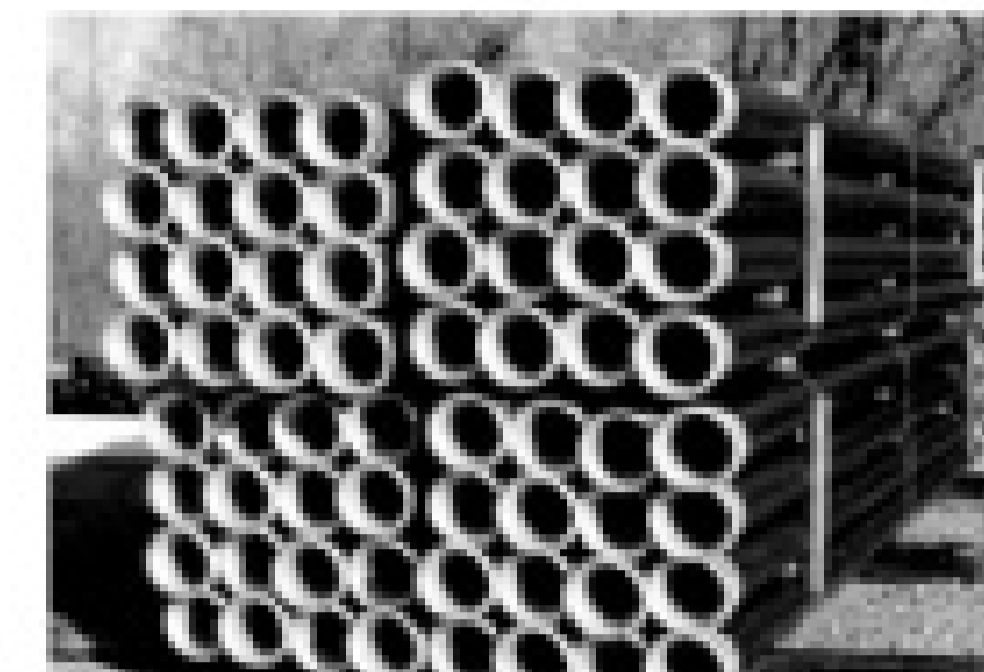
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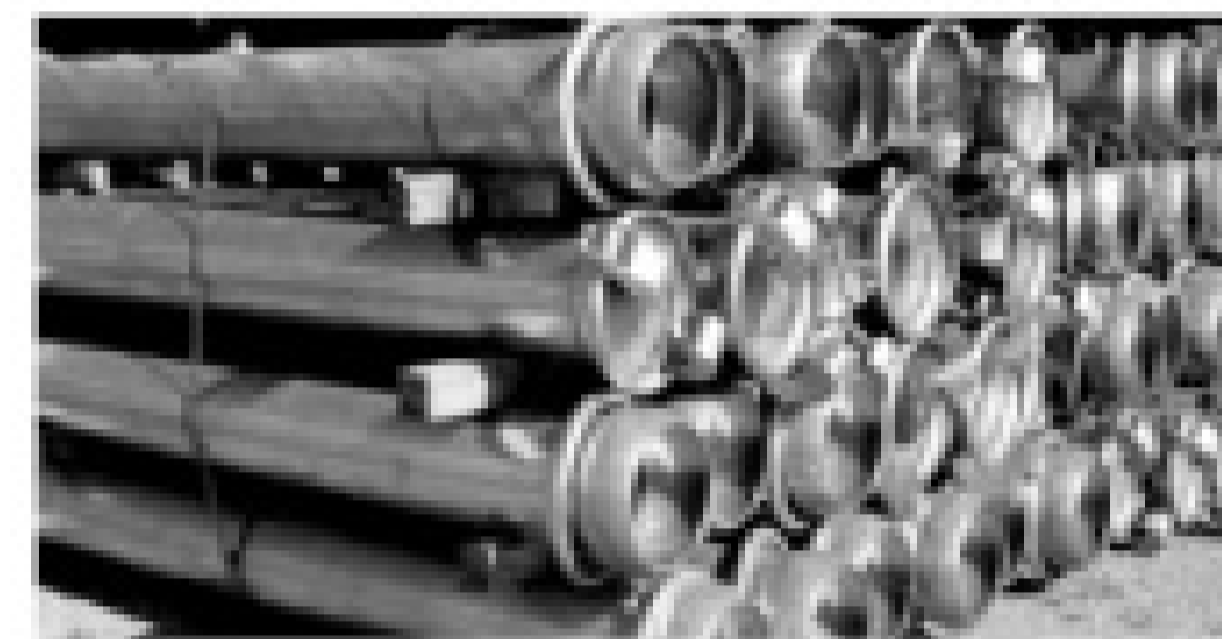
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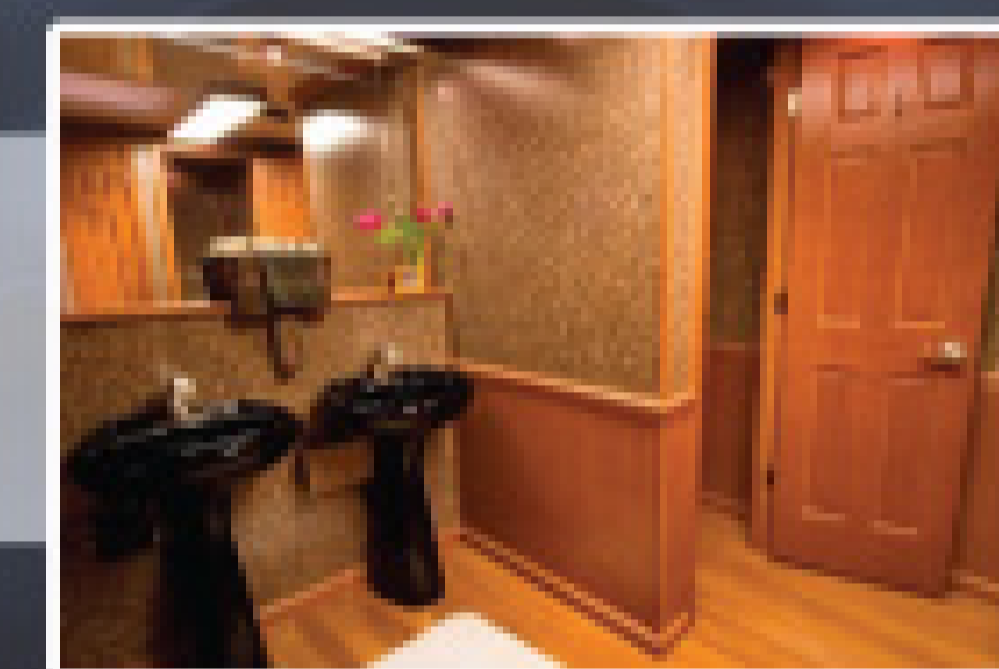
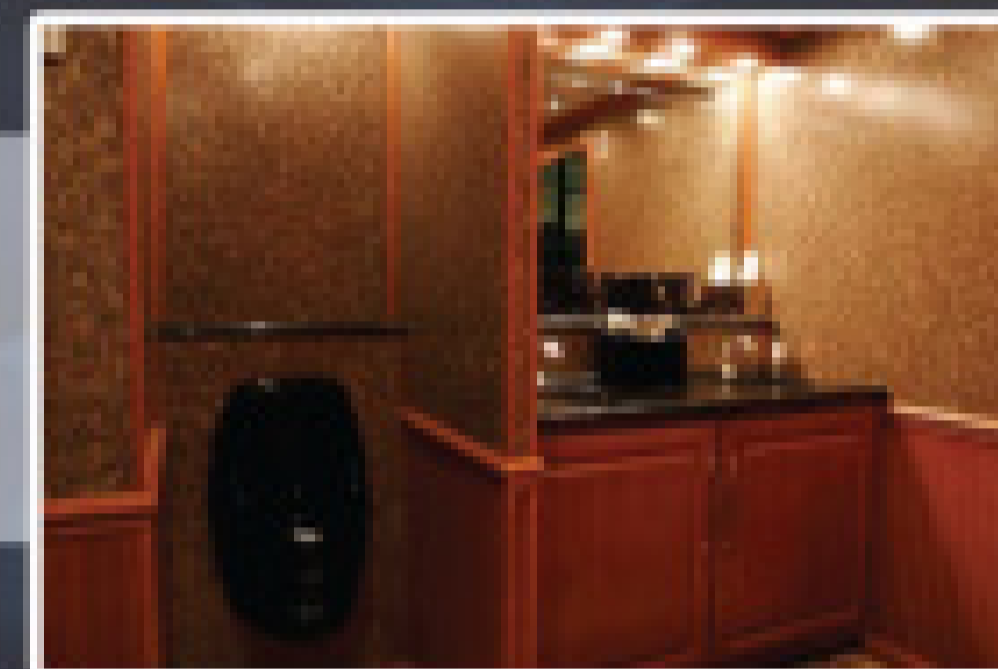
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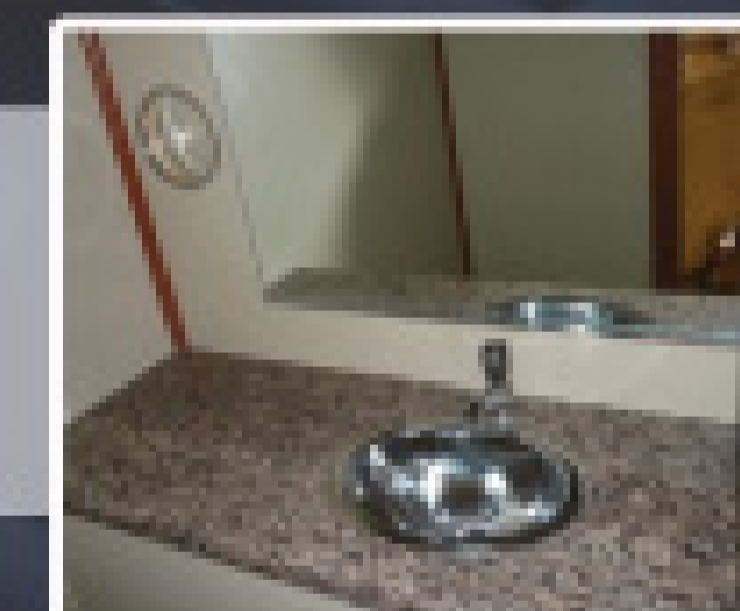
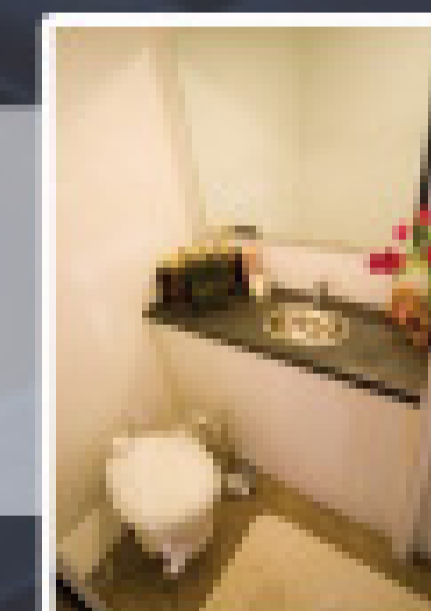
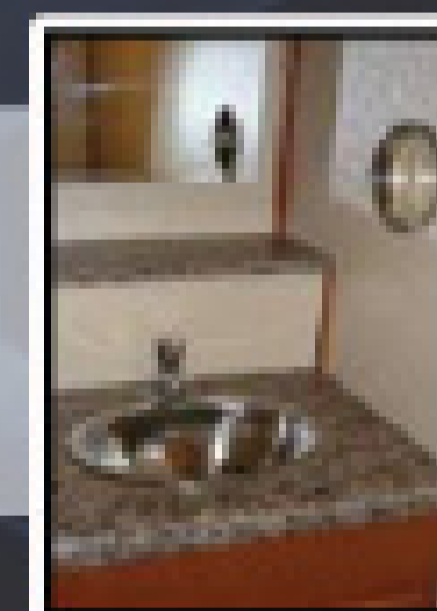
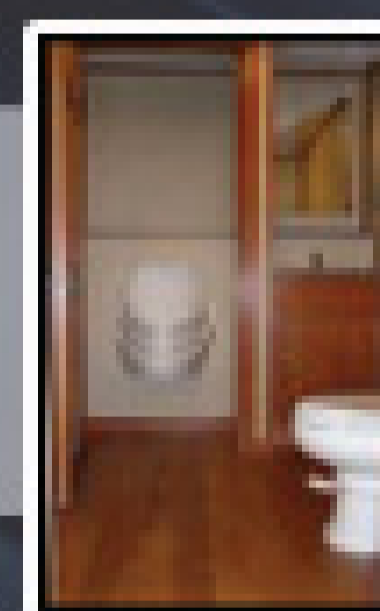
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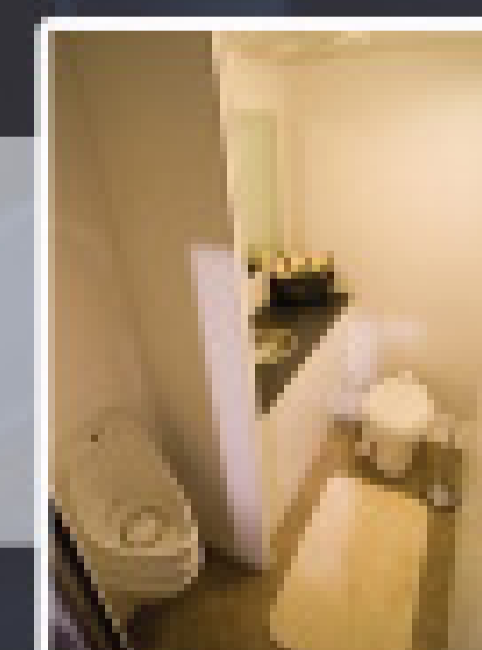
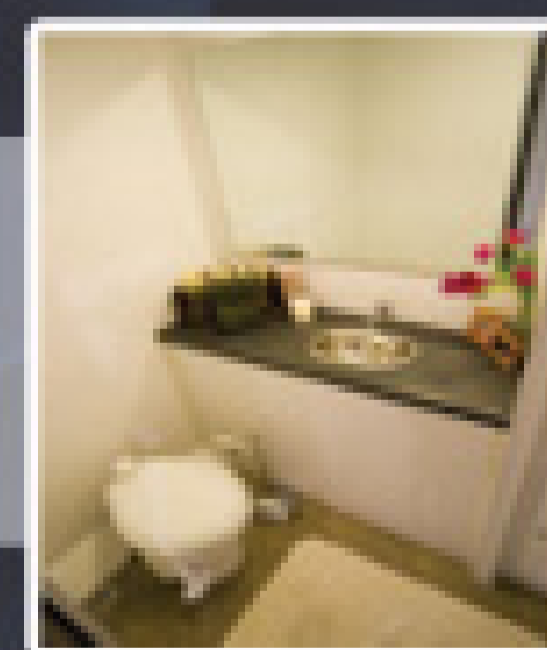
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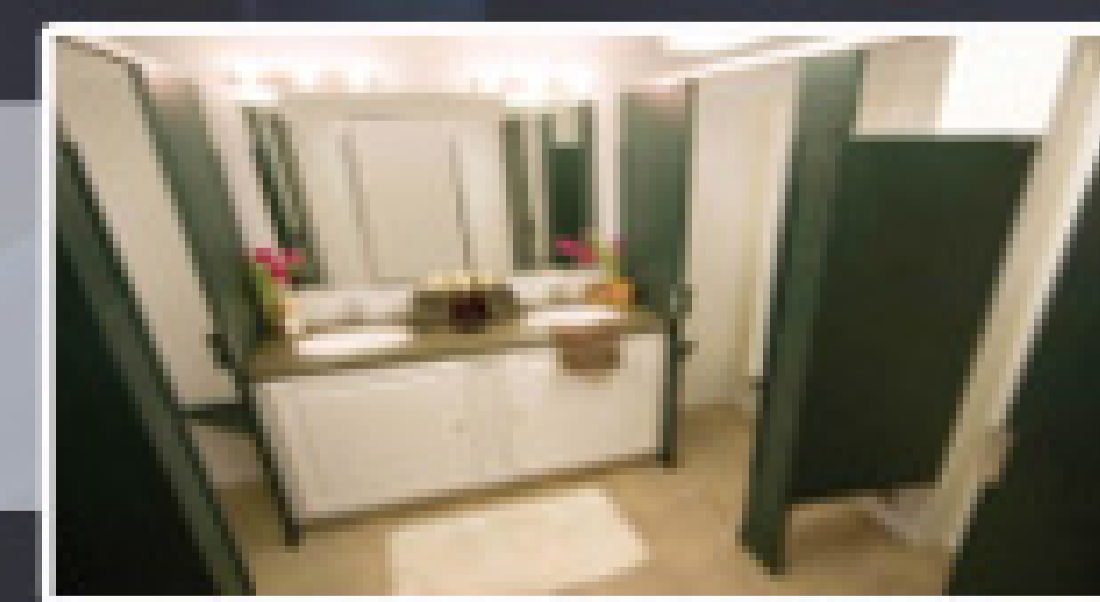
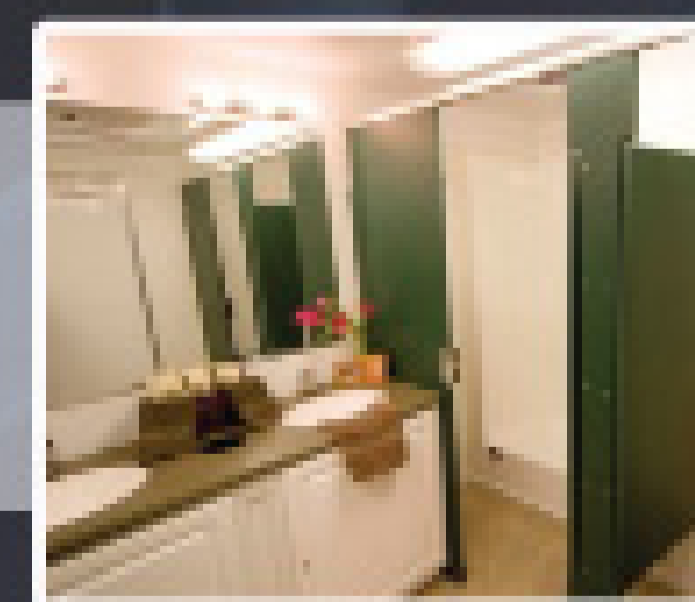
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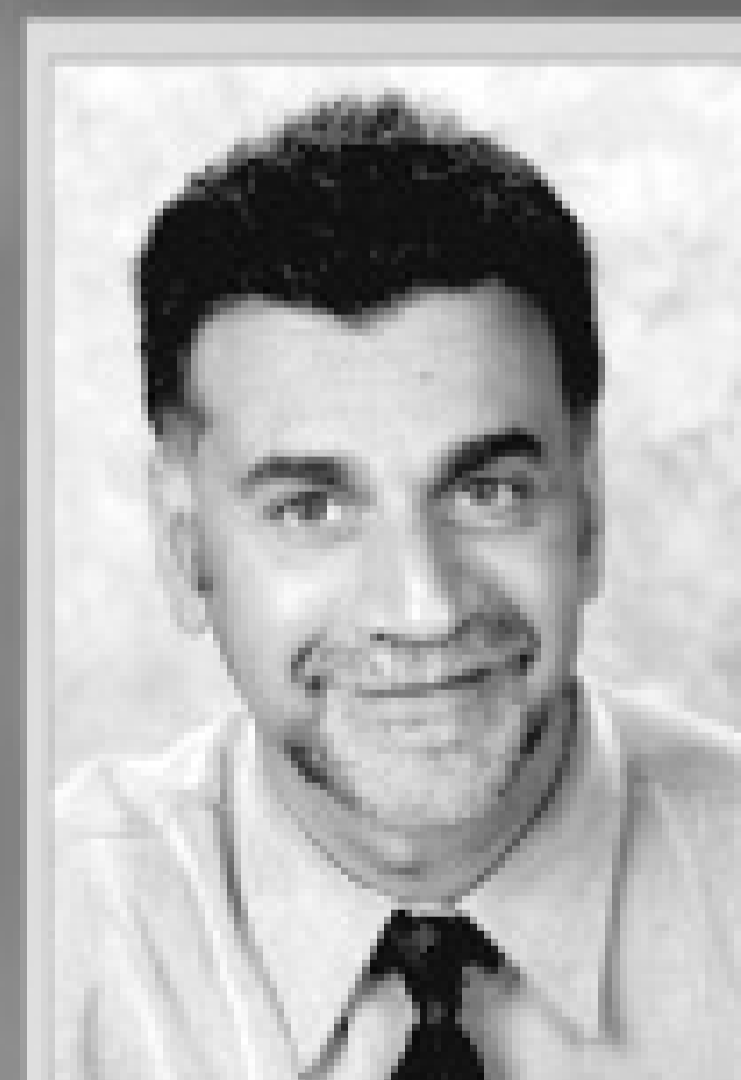
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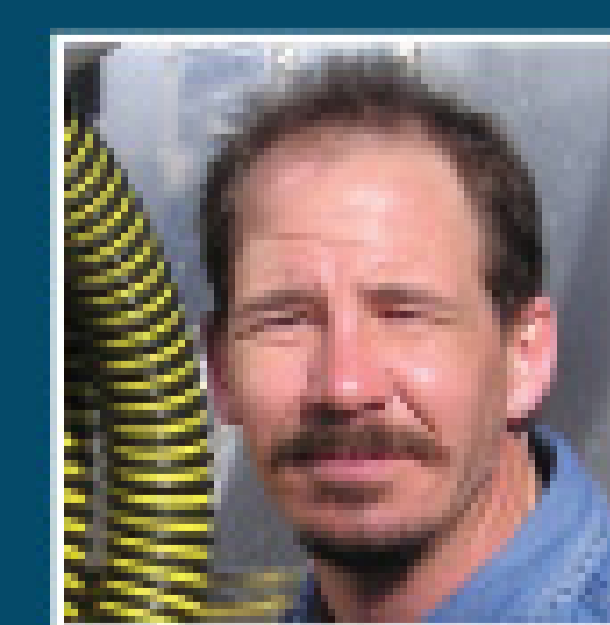
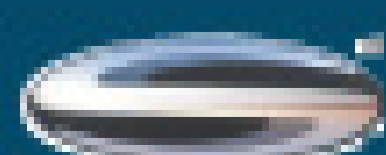
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Association News

By **Scottie Dayton**

Texas Hosts No-Dig Show

The Gaylord Texan Resort and Convention Center in Grapevine is home to the No-Dig show, April 27-May 2. Four educational tracks representing more than 100 presentations and panel discussions will cover sewer, stormwater, and potable water solutions, theoretical models, gravity and pressure pipes, design/build and assessment concepts, case histories, and mainline and lateral trenchless rehabilitation.

Special pre- and post-conference seminars include new construction techniques and rehabilitation methods, good practices guidelines in horizontal directional drilling and new installation methods, damage investigation workshop, and the NASSCO Pipeline Assessment Certification Program and Manhole Assessment and Certification Program. For more information, visit www.nodigshow.com.

Training & Education

National Association of Wastewater Transporters Inc.

NAWT has scheduled sessions in the following locations:

- June 5 – Inspector Recertification Training, Flagstaff, Ariz.: Call Kitt Farrell-Poe at 928/782-3836; kittfp@ag.arizona.edu
- Aug. 26-27 – Inspector Training and Certification, Tucson, Ariz.: Call Kitt Farrell-Poe at 928/782-3836; kittfp@ag.arizona.edu
- Oct. 14 – Inspector Training and Certification, Tucson, Ariz.: Call Kitt Farrell-Poe at 928/782-3836; kittfp@ag.arizona.edu

Alabama

Licensing classes are the joint effort of the Alabama Onsite Wastewater Association and University of West Alabama. Courses are at UWA's Livingston campus unless stated otherwise:

- May 1-2 – Pumpers
 - May 7-9 – Advanced Installer Level 2
 - June 11-13 – Basic Installer
 - June 26-27 – Continuing Education, Dothan
- Call Allen Tartt at 205/652-3803 or visit www.aowatc.uwa.edu.

California

Certification courses are sponsored by the California Onsite Wastewater Association and National Association of Wastewater Transporters Inc. Check Web site for locations.

- April 17-18 – Inspector Training and Certification
 - April 24 – Soils
 - June 12 – Soils
 - July 17-18 – Operation and Maintenance, Part 1
- Call Cliff Trammel at 707/579-4882 or visit www.cowa.org.

Florida

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

- April 7-8 – Master III-Basic Florida Soils
- April 9-10 – Master I-System Design and Function

C A L E N D A R

April 4-5

Alabama Onsite Wastewater Association Trade Show, Pelham. Call 888/737-2162 or visit www.aowb.alabama.gov.

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.

June 29-July 2

American Society of Agriculture and Biological Engineers International Meeting, Providence, R.I. Call Sharon McKnight at 269/428-6333 or visit www.asabe.org.

Sept. 10-11

Septage/Grease Trap Waste Treatment Symposium, Holiday Inn Woodbine, Union, Mo. Call 800/236-6298 or visit www.nawt.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 Conference and Exposition, Best Western Conference Centre, Orillia. Call Don Kelloway at 877/202-0082 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.psai.org.

- April 10-11 – Master II-System Materials & Regulation Requirement
- April 22 – Smart Business Practices, Portable Restroom Industry
- April 23 – Septage and Grease in Florida
- May 6 – Smart Business Practices, Portable Restroom Industry
- May 20-21 – O & M Service Provider Program I, II, III, Miami
- June 10 – Management of Decentralized Systems, Jacksonville
- June 11 – Management of Decentralized Systems, Daytona Beach
- June 16-17 – Master III-Basic Florida Soils
- June 18-19 – Master I-System Design and Function
- June 19-20 – Master II-System Materials and Regulation Requirement

Contact FOWA at 407/830-4381 or www.fowaonsite.com.

Iowa

The Iowa Onsite Wastewater Training Center has the following courses:

- 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.

Michigan

The Michigan Onsite Wastewater Training and Education Center at MSU Tollgate Center in Novi is offering these courses:

- April 8-9 – Onsite Wastewater Systems 101
- May 6-7 – Soils Training

Contact Barb DeLong at 517/355-4720 or visit www.egr.msu.edu/age, then Extension & Outreach.

Minnesota

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

- 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
- June 2-4 – Designing Onsite Systems, Mankato
- June 5-6 – Soils, Mankato
- June 10-11 – Soils, Sartell
- June 12-13 – Inspecting Onsite Systems, Waseca
- June 20 – Soils-Continuing Education, Sartell
- June 26 – Soils-Continuing Education, North Branch

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 professional CEU courses:

- 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
- June 17-18 – Operation and Maintenance, Hannibal
- June 24-25 – Operation and Maintenance, St. Louis

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

New Hampshire

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

- 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:

- 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
- June 10-12 – Subsurface Wastewater Operator Training, Fletcher
- June 25 – Soil Survey in the 21st Century, Raleigh

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

Rhode Island

The University of Rhode Island 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.

Texas

The Texas Onsite Wastewater Association is offering a Basic Maintenance Provider course on May 8-9 in the Beaumont area. Call 888/398-7188 or visit www.txowa.org.

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:

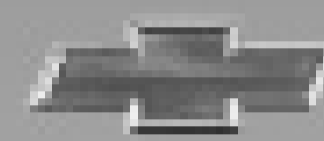
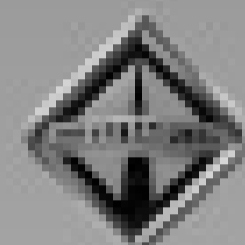
- April 16 – Pumps
- April 23 – Design/Install Subsurface Drip Systems
- May 6-7 – Combined Basics of Onsite Sewage
- May 14-15 – Installation Basics, Part 2
- May 20 – Mounds/Sand Filters
- May 22 – Maintenance Basics, Bremerton

Call John Thomas at 253/770-6594 or visit www.wossa.org. ■

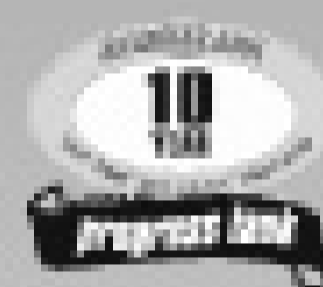
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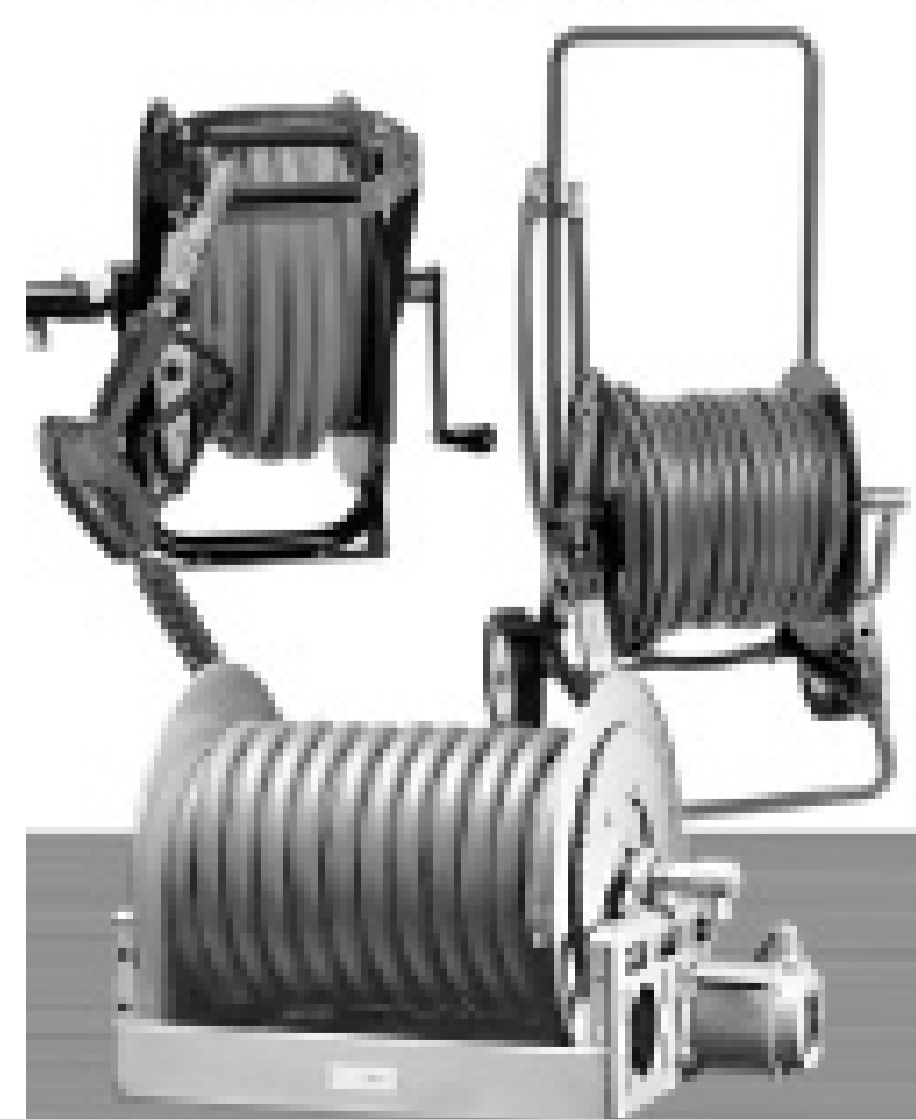
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2001 Freightliner FL70, Cat 3126 (230 hp), 6-speed, 33,000 lbs., double frame, new MEC8000/PAL vac pump, new 2300 gallon vacuum tank.



1981 IH S1854, DT466, 10-speed, Wally 403 HR vac pump, 1600 gallon 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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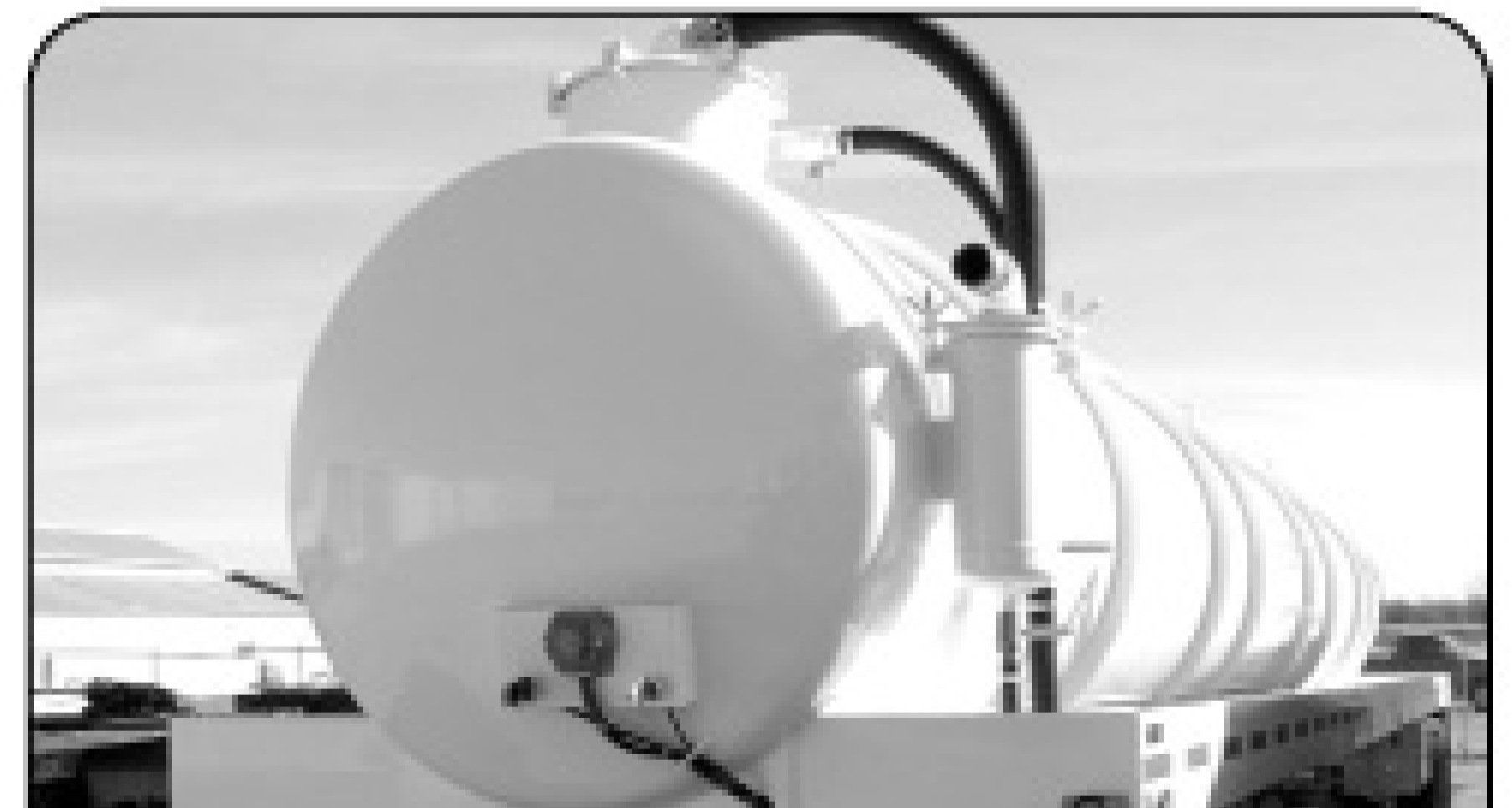


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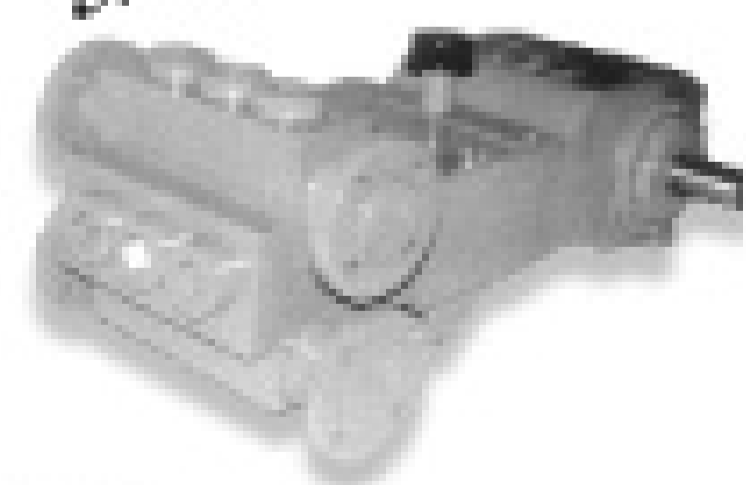
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2003 F350 4X4 diesel Dyna Vac 125/300 vac system new April 07; Dyna Vac 125/300 vac system spare new in 2003; Explorer trailer hauls 12 toilets, new in 2004; 4 flush toilets, with sinks, 2 handicap toilets, 63 reg. toilets. Asking price \$85,000. Business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

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BUSINESSES

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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FOR SALE: Septic pumping business located in lake region, central New Hampshire. 20 years in business. Government contracts. Three trucks. Owner retiring. \$77,000. Call 772-664-1931 or 603-279-4063. (P6)

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)

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1987 Aquatech, 600 gal. tank, Myers pump, 35 gpm, 1800 psi, industrial 4 cylinder gas engine, great condition. \$10,000. Call Harry 843-556-4320. (P4C5)

2006 Spartan 798 jetter, 4000 psi @ 18 gpm. Only 25 hrs. Like new. \$25,000 OBO. In California. 209-854-1816. (CP4)

1993 SECA Model 747 4000 trailer jet, 4 cyl. diesel, Myers pump, 18 gpm, 4000 psi. Was a city owned unit. 714-639-8352. www.empireequip.com. (CPBM)

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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)

Myers Camel Jet with 368 original hours, always garaged, 30 gpm, 2000 psi, 500' of 3/4" hose. Was city owned. Located in the Chicago area. 815-693-9986. (CPBM)

JETTERS-TRUCK

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

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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)

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2003 Sterling LT7501 cab & chassis with a Vac-Con Model VPD4216LHA/1300 16 cubic yd. debris body and a 1300 gallon water capacity combination vacuum jetter unit. This unit has been very well maintained. This unit is ready to be released even though his new unit is not complete. (Stock #4648C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

1997 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)

JET VACS

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)

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. Call Joe Donlon 312-208-6373. (P4)

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)

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)

1992 Vactor 2100. 10-yd debris body, 80 gpm, 2,000 psi pump, single stage fan unit, low hours and miles, rebuilt by Vactor distributor. \$43,500. Call Joe Donlon 312-208-6373. (P4)

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)

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. Call Joe Donlon 312-208-6373. (P4)

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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)

DISCOUNT ALUMINUM: ARE YOU PAYING TOO MUCH? 1,000 lb. minimum quantity. 5052/5454/5083/5086. .063 - 5.0" thick. All widths. Contact Jayson. 1-888-540-0066. (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)

PORTABLE RESTROOMS

Excess PolyPortable units (50+) in good to very good condition in North Georgia. \$175 each. E-mail toilets4sale@bellsouth.net. (PT5)

Gently used aqua Satellite Tuffways for sale. Approximately 4-5 years young, \$325 each. Also Satellite "wave" free standing sinks in good working condition, \$250 each. Call Sweet Pea Sewer & Septic in Missoula, Montana. 406-728-3533. (P4)

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

PolyPortables: 43 standard size, yellow w/white tops @ \$275 each unit, 4 yrs. old, nice shape. Durand, Michigan. 989-743-5055. (PT4)

Over 500 grey PolyJohn units next to new condition. Starting at \$200 each. Ready to earn you money! Located in SW Florida. Call 877-697-5954; erin@amberjack-inc.net. (PT5)

26 used PolyPortables. Fair condition. \$200 each. Located in SW Virginia. 540-382-2205. (P4)

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

Two-year-old portable toilets for sale. Units are in great condition. Must sell fast. \$150.00 non-negotiable. Assorted brands and colors available. Please call 561-202-2355. (P6)

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 white fiberglass toilets for sale. Fair to good condition. Price range from \$55 to \$100. Call 757-566-1136. (PT5)

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

FOR SALE: PolyJohn, Poly-Portable tan units; plastic skids, excellent condition. Call for special pricing and shipping. Bob at 352-796-4540. (P6)

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

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)

PORTABLE RESTROOM TRAILERS

2006 - 820 Royale American restroom trailer (2) mens stalls, (3) urinals, (1) sink. (4) womens stalls w/baby changing station, (2) sinks. Touchless faucets, A/C, heat, hot water, CD player, skirting. Cost \$52,000. Asking \$39,000. 410-778-9145. (PT5)

Prestige Portable Restroom Trailer For Sale. Single axle trailer, men's and women's rooms, lights, vanity, pressure sensitive floor. \$15,000. Email for more info westernconnect2006@yahoo.com. (P4)

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)

1999 ACSI 32' Advantage Restroom Trailer. 7 women's stalls, 3 men's stalls, 4 urinals. Pictures at www.arisrentals.com. (Aris 6000) \$30,000. 1-800-347-3778. (P4)

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)

PORTABLE RESTROOM TRUCKS

2004 Ford 550, 4WD, automatic, 130K, Abernethy tank, 700 waste, 300 water, excellent condition. View @ ablerentajon@charter.net or call 877-658-0982. (P7)

2002 GMC 3500 4x4 V8 gas/auto transmission, 142,000 miles, 12' flatbed w/liftgate, carries 6 units, 400/100 slide-in, Conde/Honda, can deliver. \$19,500. 920-655-7065. (PT5)

2005 GMC W5500 cabover, 17950 GVWR, 4 cyl. dsl., 190 hp, auto, 350 fresh/900 waste alum. tank. Masport pump, fold-down toilet carrier. 125K miles. \$43,500. Call 770-439-3131. (P5)

PORTABLE RESTROOM TRUCKS

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)

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.** (P4)

1999 Freightliner FL60 with a 6-speed manual and a 1000 waste, 250 mix, 250 water, stainless steel, portable toilet service unit. (Stock #2104V) www.VacuumSalesInc.com, **(888) VAC-UNIT (822-8648).** (PBM)

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. (P4)

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)

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.** (P4)

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

PORTABLE RESTROOM TRUCKS

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.** (P4)

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.aacoinc.com/classified. Located Salt Lake City, \$38,000. 208-362-3193. (P4)

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)

(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)

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)

1995 International 4700 Series w/auto trans., 280,500 miles, GVW 23,100, carbon tank by Coleman Co., 1200 cap. 275/850/75 hot water wash down system, 1000 psi w/reel dual toilet rack, \$11,000. 1992 GMC Topkick, 170 hp Cat diesel w/Allison auto trans, 251,000 miles, carbon tank by Coleman Co. 1,000 cap 400/600, electric pressure washer w/reel, dual toilet rack, \$5,500. Purchase both for \$15,500. Contact Bob Johnson 708-799-5533 Ext 3301. (P5)

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)

PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

PORTABLE RESTROOM TRUCKS

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)

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)

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)

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

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)

PUMPS-VACUUM

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

2001 Sterling septic truck, brand new 3500 gallon tank and pump, new tires, C12 Cat engine, works great, closing septic division. A steal at \$49,000. 702-456-5388. (P4C5)

2004 International 4300 with 2500 gal. tank, 4 heated valves, TSI 500 pump, excellent condition, 125,000 miles. \$49,900. 607-746-3003. (P5)

1994 Ford ITRA 9000, 52K GVW, tandem with locking differential, engine brake, new clutch, good rubber and brakes, 400 cfm liquid cooled Masport pump, 2600 gallon tank, both approx. 2 years old. Runs great. Colorado. \$37,000. 719-748-3721. (P5)

2005 Huber Dominator 4200 gal., hoist, HYD open rear door. Water jet system, 500' reel. Truck is 1986 Peterbilt 359 triaxle. Full frame up restoration. Absolutely immaculate, call for full specs. 978-423-7538. (P6)

1999 Peterbilt, 435 hp Cat, 13 spd., with new 3400 gallon vacuum tank, new Moro M10 pump, new paint and tires, exc. shape. \$65,000 OBO. 309-224-8772. (CP7)

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)

SEPTIC TRUCKS

2003 International 4400 DT466, 2500 gal. aluminum tank, 350 cfm pump, 65,000 miles. Was Jay's Show Truck. Plus 250' Tiger flex hose. Excellent condition. \$54,500 OBO. Please call Jim @ 312-543-0570. (CPT6)

1993 International FH900 PresVac PV750. Runs great. Steel tank. Picture can be emailed upon request. Call 1-203-838-7000, ask for Bill or Dave. (CP4)

1993 Int. Model 9400, 360 hp Cummins, 386,000 miles, 3600 gal. tank, 450 cfm Wallenstein pump, 4' side intake/discharge, rear 6' intake/discharge. Truck, tank and pump in excellent condition. \$30,000 Firm. 717-354-5867. New Holland, PA. (P4)

1977 Ford F700 septic pump truck. 361 motor, 5-speed with 1500 gallon Lely tank with good 5-year-old Masport vacuum pump PTO driven and 100 feet of hose. \$2,500. 573-276-5264. (P4)

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)

2001 Mack RD686ST heavy spec. with a 3200 gallon **stainless steel** vacuum tank, large tool boxes, NVE 466 Challenger pumps. Excellent truck; very well maintained by one operator. (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)

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

2001 Mack RD686ST heavy spec. with a 3200 gallon **stainless steel** vacuum tank, large tool boxes, NVE 466 Challenger pumps. Excellent truck; very well maintained by one operator. (Stock #7948V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

SEPTIC TRUCKS

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)

New Presvac 4000 gallon, aluminum polished shell with primary shutoff, 20" top & rear cleanout, 4" intake, 6" discharge. Diamond plate hose trays with full length paint protection. (2) full baffles. (Stock #13290) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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)

2000 Pioneer 6300 gallon, carbon steel, vacuum tank trailer with primary & secondary. Hose trays on both sides and a hutch suspension. Nice trailer. (Stock #0224) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

1994 Freightliner, 3176 Cat engine, 10-speed, 260 Juroop vacuum pump, two-year-old 3,500 gallon tank, heated valves, \$42,000 OBO. Call for pictures. 920-743-8801. (P4)

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. (P4)

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. (P4)

SEPTIC TRUCKS

Pre-owned 3,500 gallon, carbon steel tank with primary and secondary full length trays, top and rear manholes. Great thickness test report. (Stock #VS102V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2008 new Acro trailer, 7,000 gallon double conical, 12" drop to center, aluminum trailer. On our lot and ready to go. (Stock #13273B) **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)

2008 Peterbilt 340s **loaded with every option except with automatics**, with a new Presvac 3600 gal., aluminum vacuum tank units with Masport HXL400WV water cooled pumps. (4) 2009 Models coming in April & May. (Stock #13297 C, D & E). **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. CCI/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. (P4)

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)

SLUDGE APPLICATORS

For Sale: 2001 AgChem 3104 Terragator NMS liquid tank. Must sell. Phone 204-526-2040. (P4)

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

1995 004 Terra Gator, 8.3 Cummins, 3,000 hours on motor, 6-speed Funk power shift transmission, 5-shank DMI chisel plow. \$50,000 OBO. 262-677-9067. (P5)

TANKS

WANTED: A complete good condition used truck mounted vacuum pressure 23-2500 gallon tank with PTO pump. In western US. 541-280-4995. (P4)

New/unused 462 BBL Dragon Products round bottom Frac tank, epoxy lined. \$25,000. Contact Tim 858-622-0545; cell 619-977-8791. (P4)

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)

New 3400 gallon tank, never used, 36" manway bottom, 20" manway top, 3" intake, 4" dump, hose trays. \$10,000. Delivery available. Other tanks available. 800-721-2774 or 239-656-2774. (P4)

5000 gal. ISO TANKS, steel, 8'x8'x20", single compt., exterior rings, 2" discharge valve, internal heat coils, 1/4" steel plate, mfg. GTAX, for 20' or 40' container chassis or flats. For mobile, stationary or vacuum use. Excellent condition. 3 units. \$3,750 each. ATLANTIC. 904-387-3276. (P4)

New 5000 gal. tank w/primary, 2-21" manways top, 36" bottom, 4" intake, 6" discharge w/valves. Painted white. \$15,000. Delivery available. 800-721-2774 or 239-656-2774. (P4)

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 4000 gallon, aluminum polished shell with primary shutoff, 20" top & rear cleanout, 4" intake, 6" discharge. Diamond plate hose trays with full length paint protection. (2) full baffles. (Stock #13290) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (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)

1990 Presvac 5000 gallon stainless steel, DOT with pump engine. (Stock #5008V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2000 Pioneer 6300 gallon, carbon steel, vacuum tank trailer with primary & secondary. Hose trays on both sides and a hutch suspension. Nice trailer. (Stock #0224V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2008 new Acro trailer, 7,000 gallon double conical, 12" drop to center, aluminum trailer. On our lot and ready to go. (Stock #13273 A&B) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

Pre-owned 3500 gallon carbon steel tank with primary and secondary full length trays, top and rear manholes. Great thickness test report. (Stock #VS102V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

1990 Presvac 5,000, stainless steel DOT certified vacuum tank trailer with PV750 pump, Deutz diesel engine package. Mirror type polish finish tank with trim paint black. Less than the price of a new one with a great thickness report. (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)

TOOLS

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. (P4)

5000 gal. STEEL vacuum tank trailer MC330, 1978 STRICK, 1-compt., rear 36" manways, 2-top dome lids, full chassis, tandem axles, excellent, 11R:22:5 radial tires, air brakes, 2-spd. landing gears, side walkways, clean, excellent condition, for your vac pump. \$11,500. ATLANTIC. 904-387-3276. (P4)

1500 gal. STEEL vacuum tank, 1995 Badger, 2-compt. w/21" manways, 3" discharge valves, bottom mounting rails, length 9', tank 3/8" welded steel, dome ends, w/Masport vacuum pump mod. H75W, PTO drive, overall excellent condition. \$7,950. ATLANTIC. 904-387-3276. (P4)

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

Must see! 2 X Envirosight camera systems 2005 pan-and-tilt camera 4X digital zoom Rovver 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

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)

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)

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)

VACUUM LOADERS

1997 Peterbilt 379 heavy spec with a 3200 gallon carbon steel DOT certified, Cusco master vac wet/dry industrial vacuum loader with dual baghouse, PD blower, rotary vane vacuum pump (no boom), 8 top fitting on rear door. Full open rear door dump unit. Very clean. (Stock #1499V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

2008 Sterling LT9500 tri-axle with a new Presvac, Powervac 3800, 3,250 gallon US, DOT, wet/dry industrial, vacuum tank loader. (Stock #13294B) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

1995 Vector/Guzzler model 1645, CAT diesel powered. Truck bought October 2008 and not used. Previously bought in 2007 and used for one six month project. Truck is in excellent working condition. Call for more details. 803-783-3314. (P5)

VACUUM LOADERS

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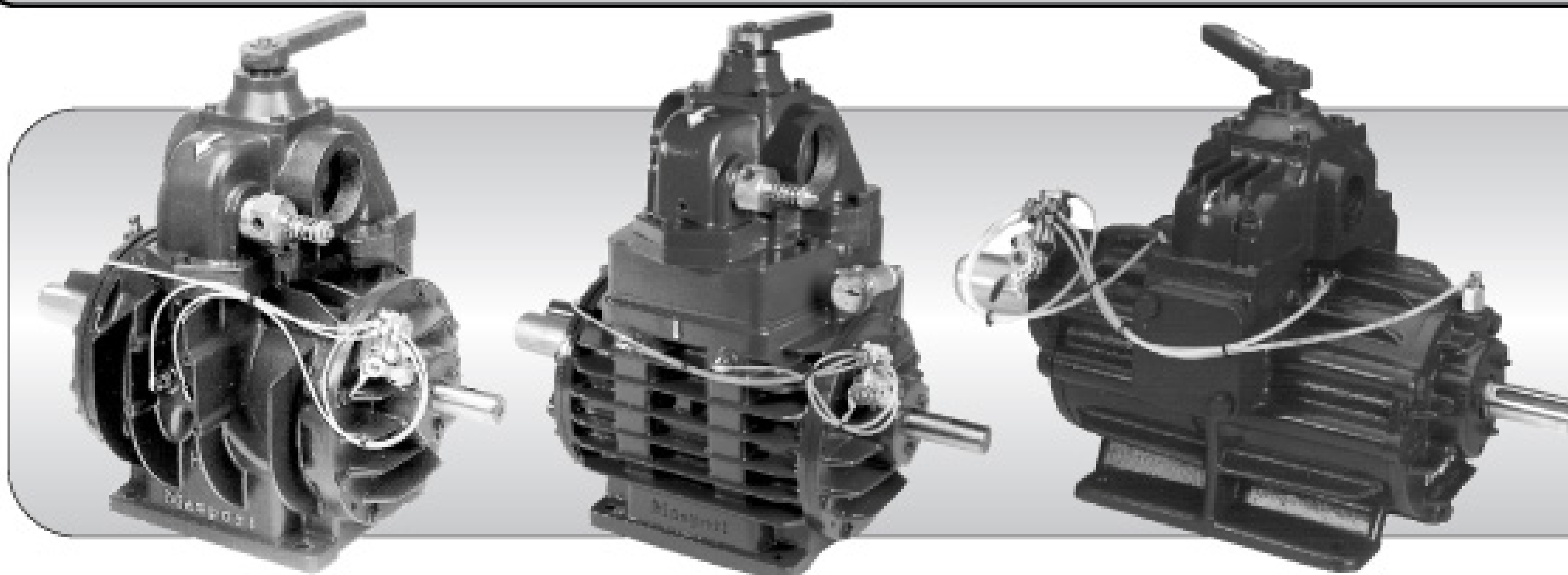


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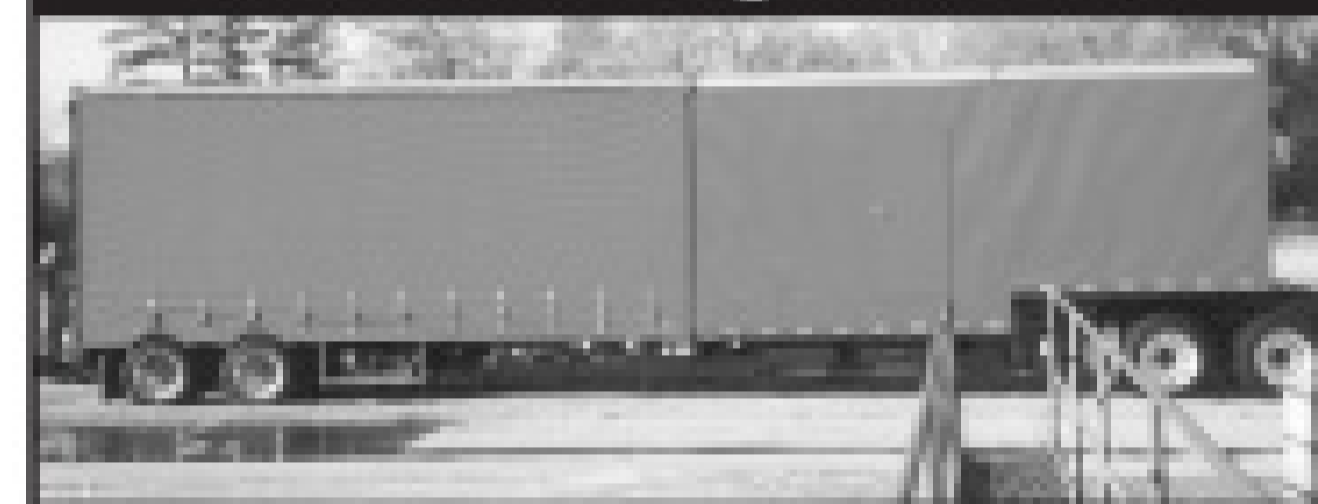
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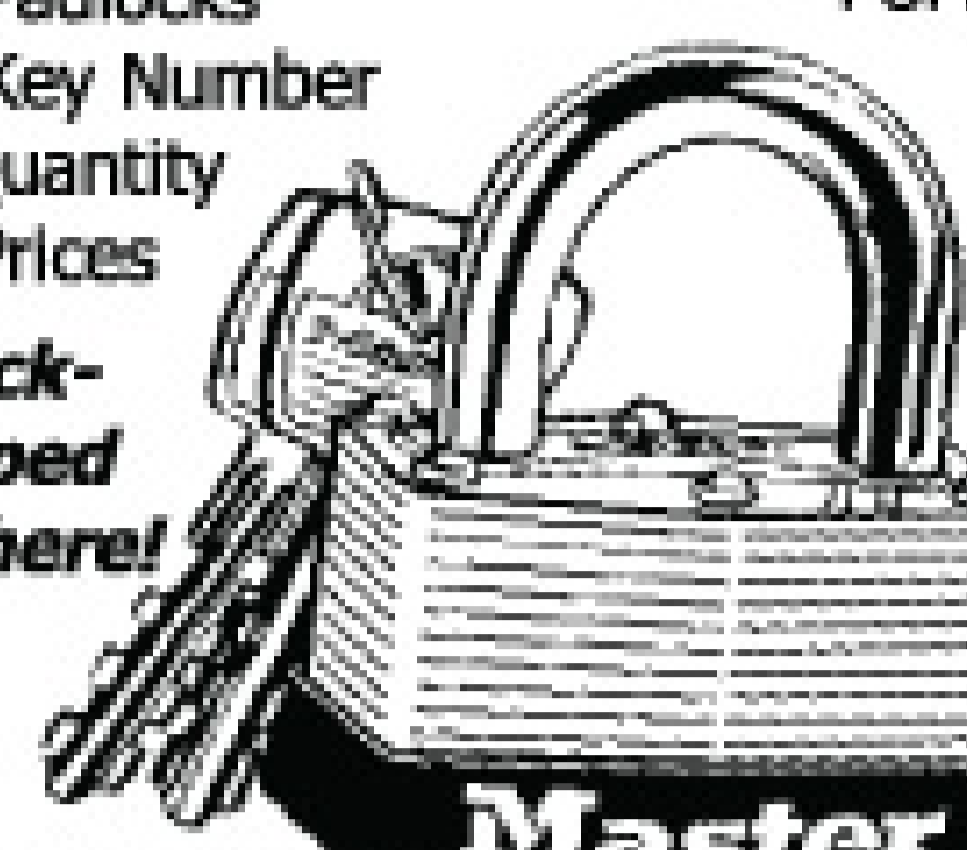
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TRUCK STOP



April



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1995 Ford: 800 series Cummins, 10-spd., 3000 gal. Fruitland pump, new rear suspension.\$21,500
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April



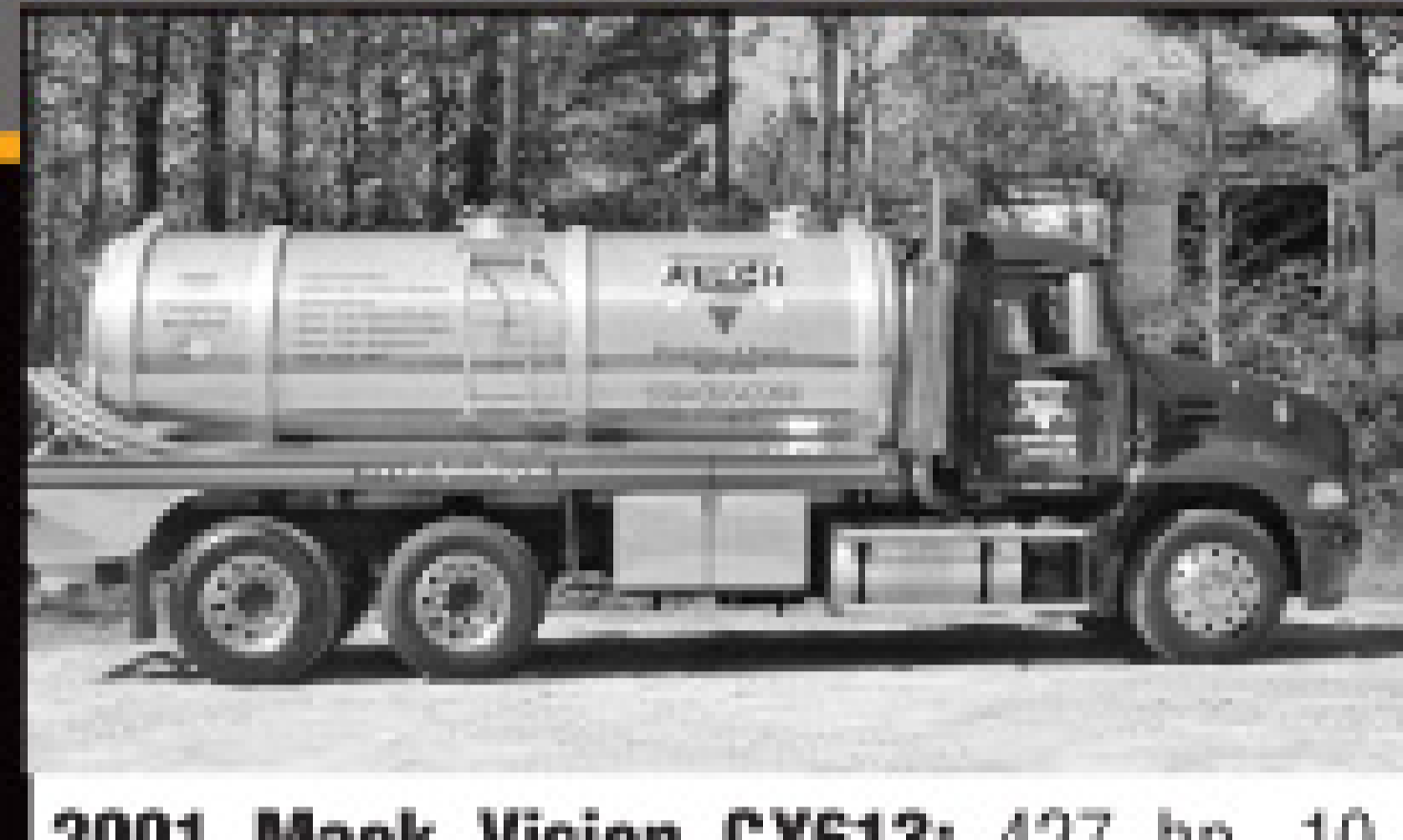
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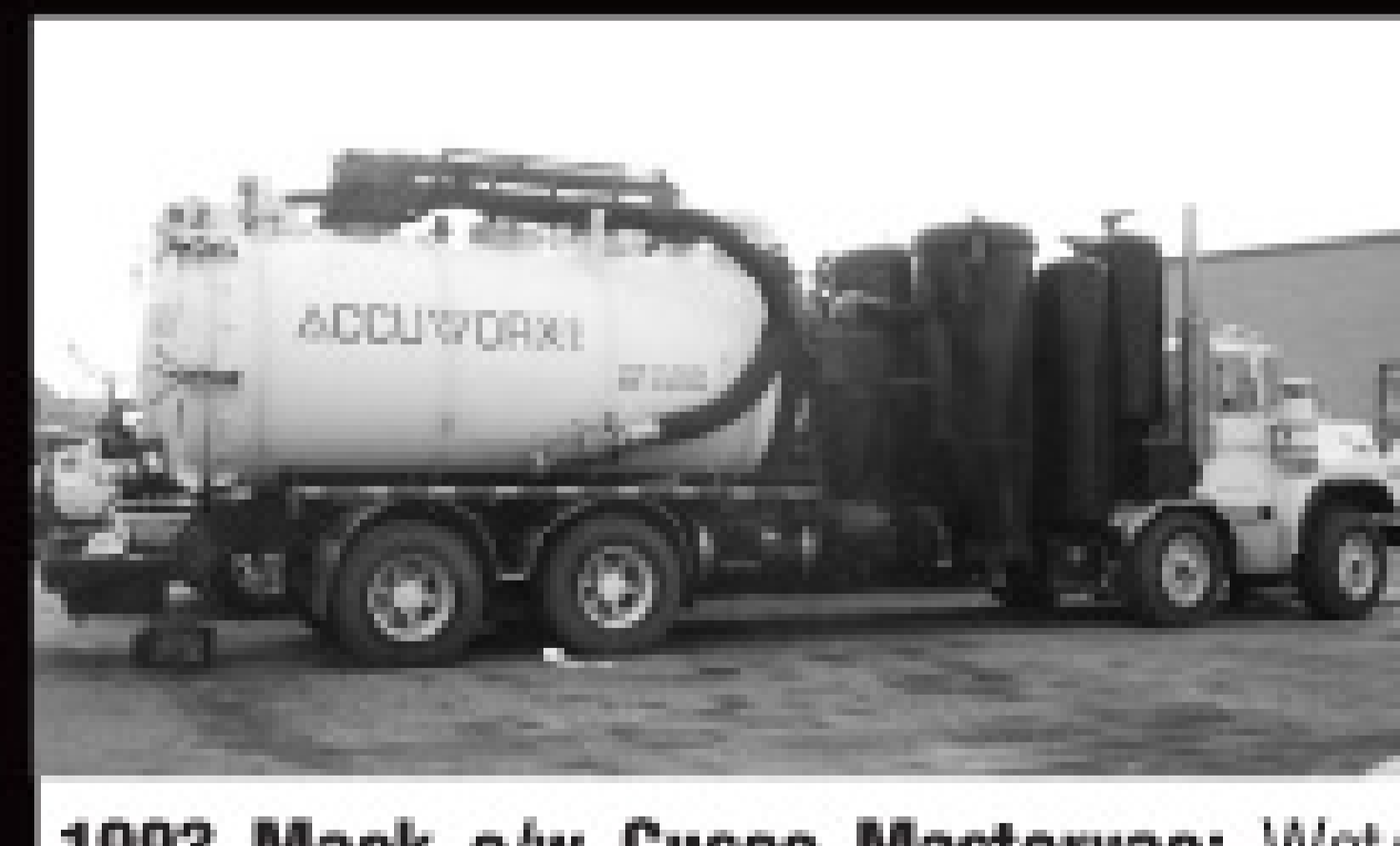
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P4



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P4



DM 600 GK 1991 Mack: 250 hp, 6-spd., 300K on truck, 4000 gal. tank, fresh paint, very nice truck, ready to work.\$19,000

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P4



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Paul 616-218-3155

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P4



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P4



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P4



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P4



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P4



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P4



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P4



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P4



1998 Peterbilt Vacuum Truck: 3500 gal., 275 hp Cummins, 8LL, 20,000# ft., 38,000# rr, 150,000 miles. Very good condition.

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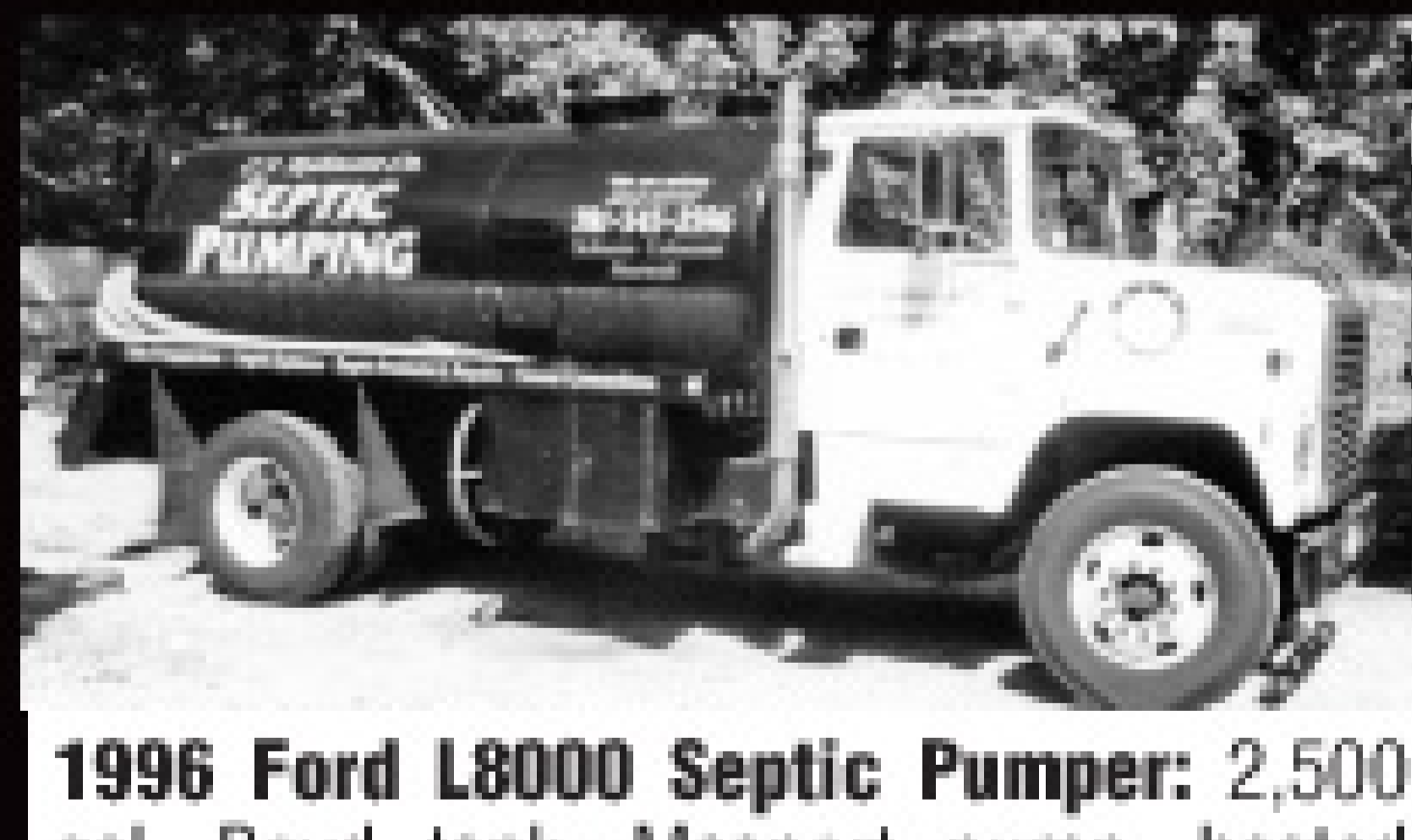
P4



1991 Vactor 2110-38: Ford L8000 3-axle, Ford diesel, Allison, engine brake, rebuilt PD blower, 60 gpm @ 2000, 65,000 miles on axles, 256,000 miles on odometer. Located in NorCal.....\$42,000

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P4



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P4



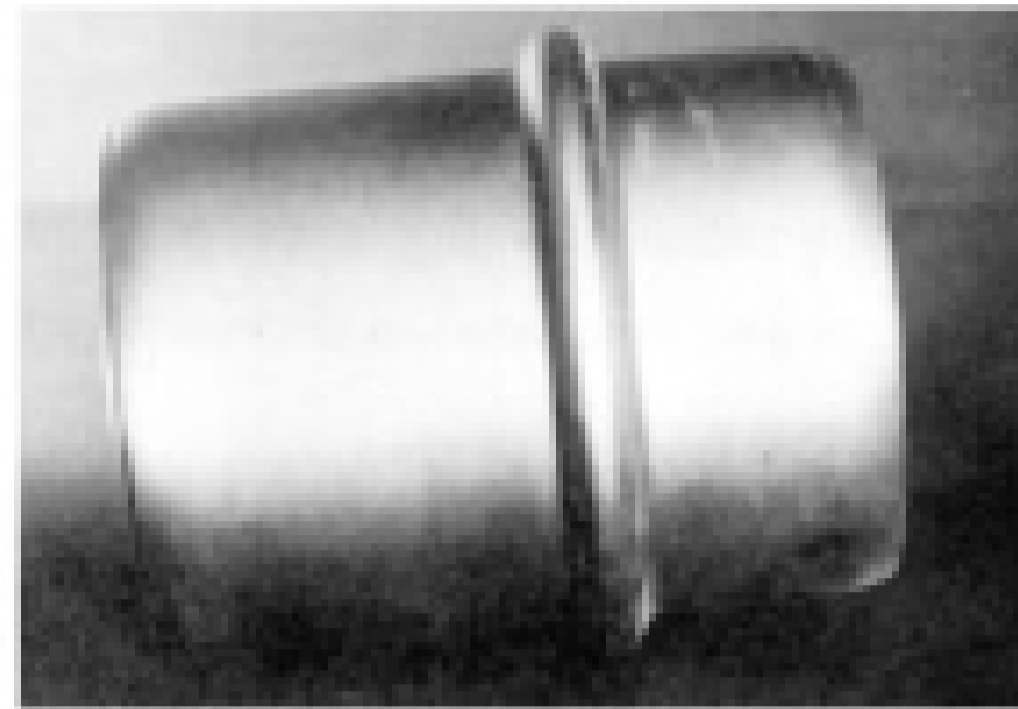
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P4

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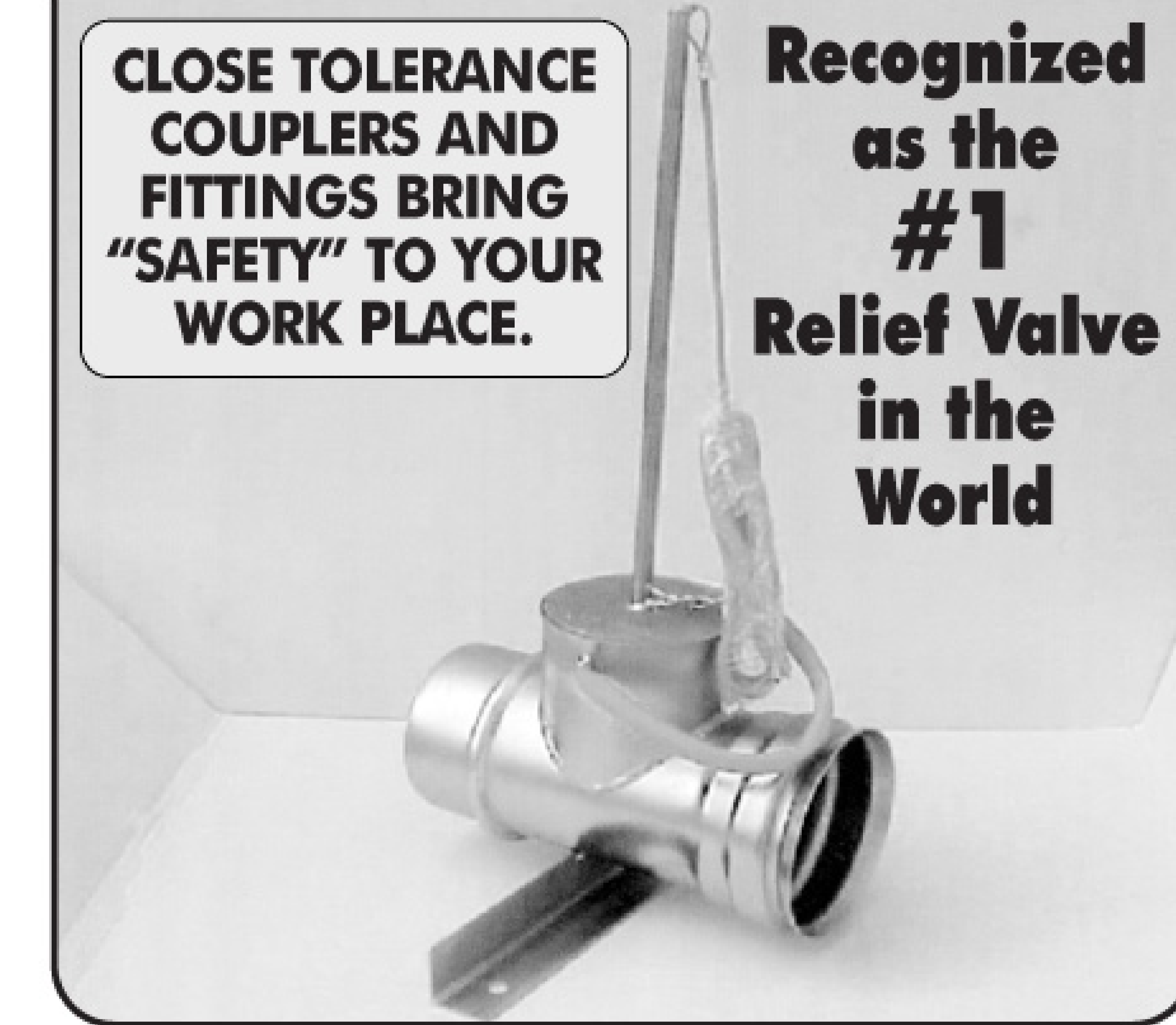
Aluminum Coupler RLM
6" and 8" Aluminum
Male Weldon



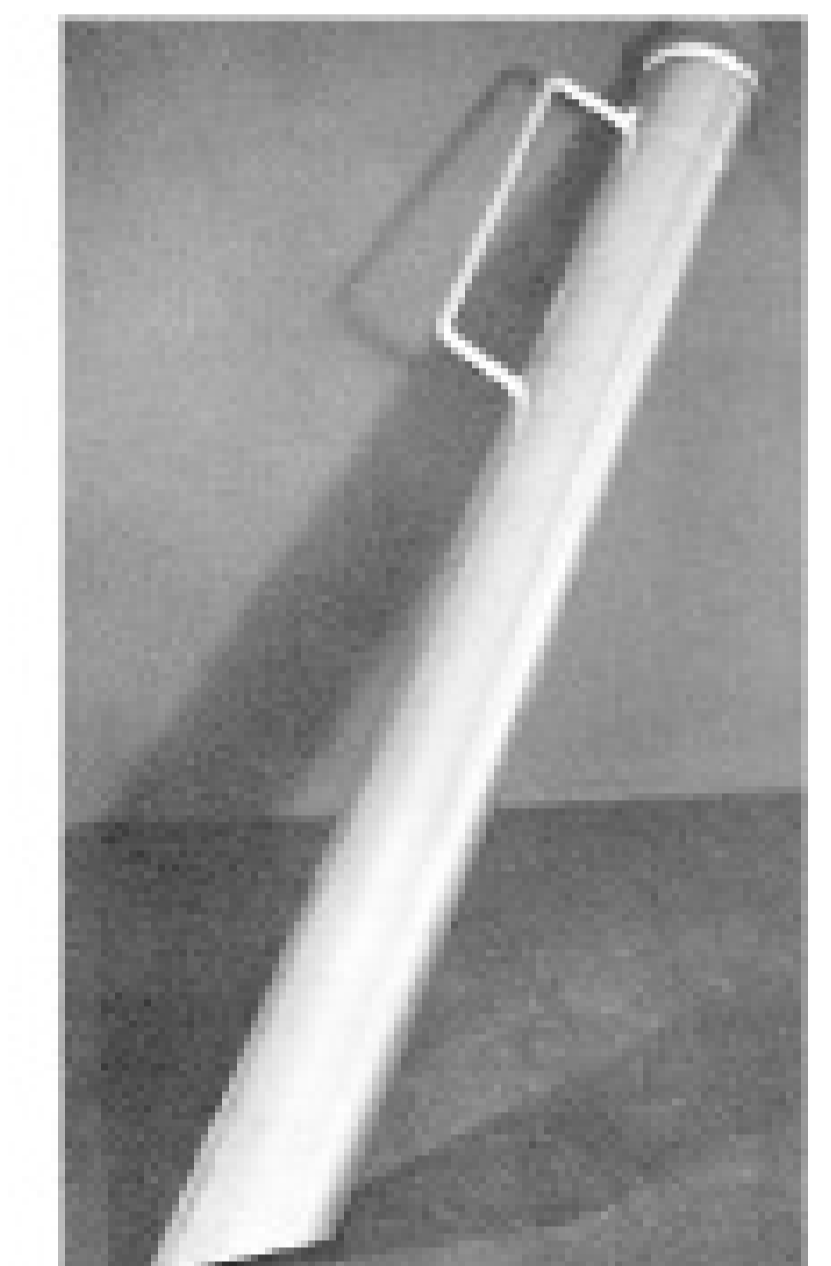
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and 8"
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Special "Y" Reducer
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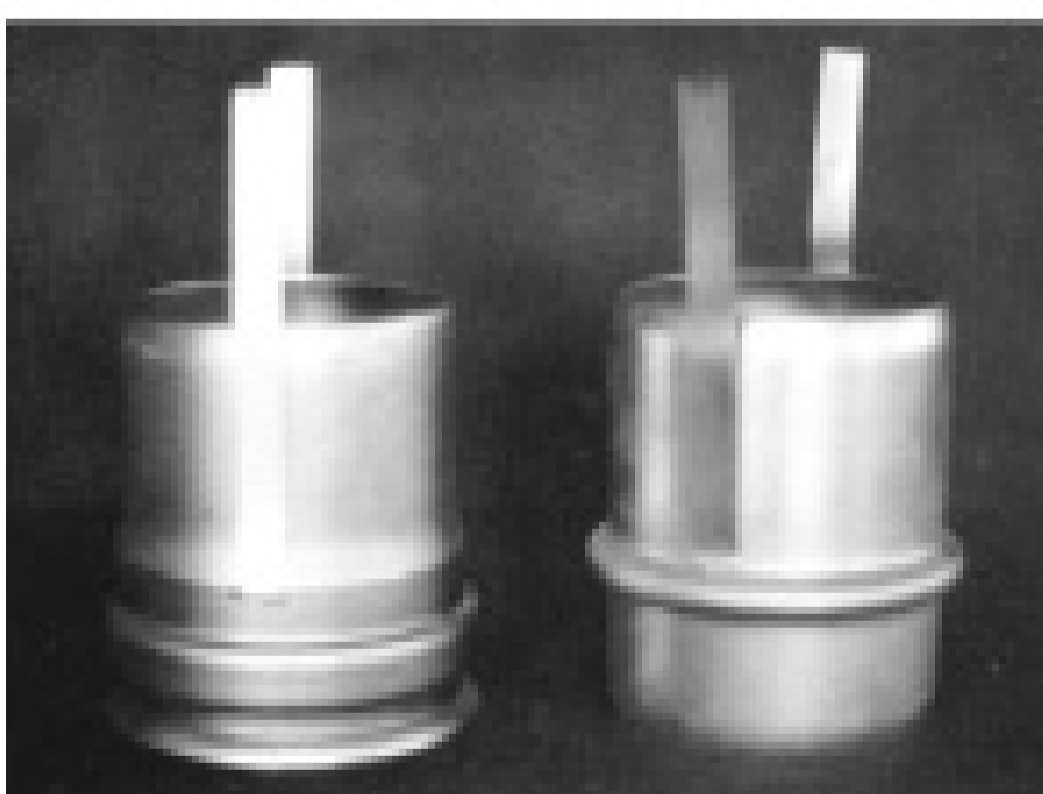
Special "Y" Plus Reducer
Any Size



Special "Y" Plus Reducer
Any Size



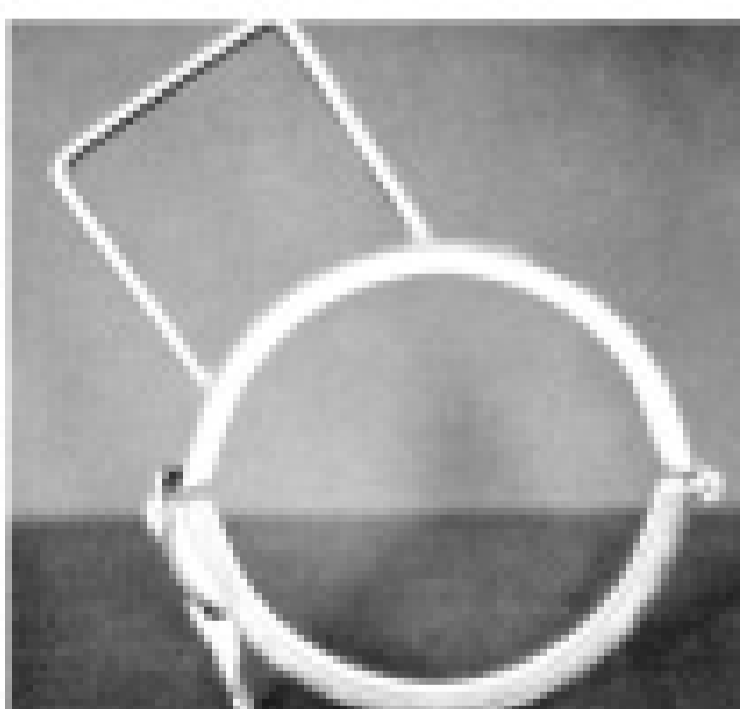
BANDLOCK "Y"s: BL "Y"
4" to 12"



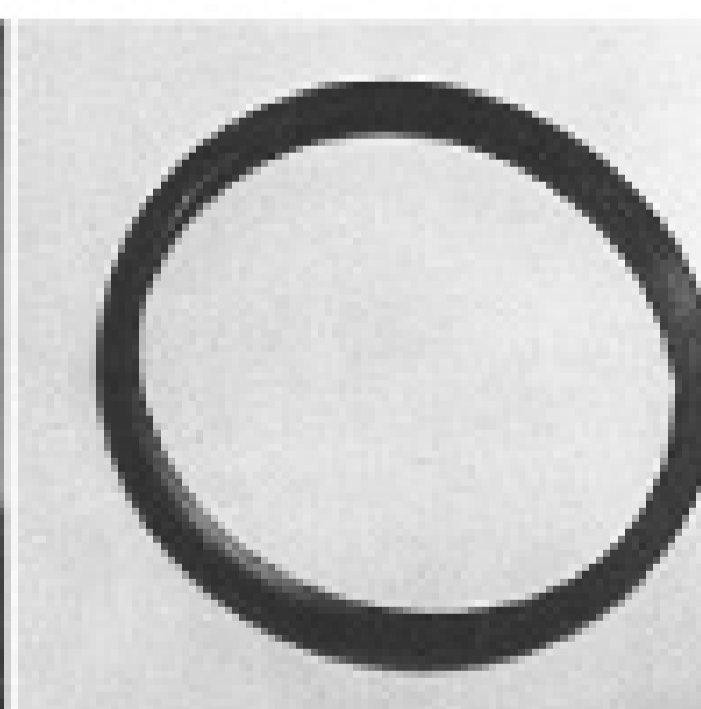
BANDLOCK Safety Discharge
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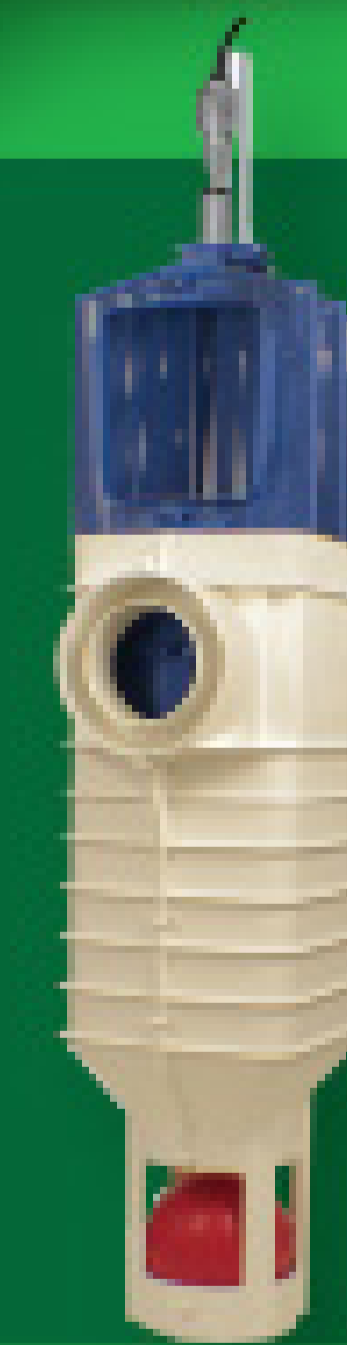
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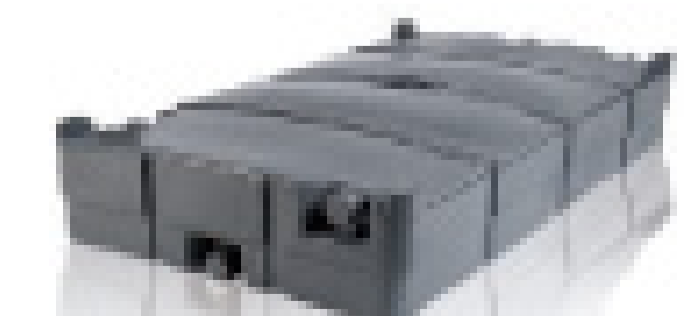
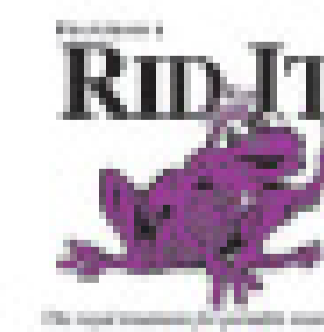
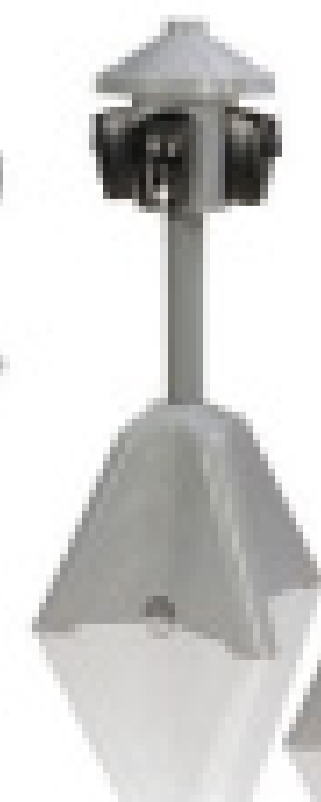
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