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Reading Between the Lines

Bergh Rushes to Defend the Industry

By Jim Kneiszel, Editor



Bad news, as someone once said, travels fast. And wildly inaccurate information about septic system mishaps travels lightning fast. Bill Bergh can attest to that after overhearing a water cooler discussion this spring at his office.

Bergh, owner of Geotech Soil & Site Evaluation in Chippewa Falls, Wis., had just opened the morning paper to find a story about a local man who fell into a septic tank and drowned. The elderly man apparently removed the tank lid and was in the process of diagnosing a problem when he fell in, headfirst.

In the story, (retold in our *Association News* column this month) a volunteer firefighter at the scene pulled some numbers out of the air, telling a reporter that eight to 12 people die in septic tanks in Wisconsin every year.

It seemed like an outlandish death toll to Bergh, and he wasn't alone. Soon his phone was ringing as fellow members of the Wisconsin Onsite Water Recycling Association called to complain about the story that ran in the local newspaper and was spread across the state by The Associated Press.

Bergh walked up to the drinking fountain at the office he shares with another business, just as a group of workers were gathered. "I had no idea septic systems were so dangerous," one remarked about the news account. They all nodded. Bergh was upset that his industry's image was being unfairly tarnished.

"You know what happens when there's misinformation out there. It's pretty much gospel and there's not much you can do to retract it," Bergh recalled. "People tend to remember the bad stuff. That's with anything, not just our industry."

A member of the WOWRA board of directors, Bergh was determined to do what he could to get accurate information in the public's hands. The trade group looked for statistics on deaths involving septic tanks, and could find just one incident in the state in more than a decade. Bergh set up an interview with the local Eau Claire Leader-Telegram — which printed the original story — and set the record straight.

HIRE A PROFESSIONAL

"A writer called and spent 15 minutes with me, then published an article the next day pointing out that septic tank deaths are a rarity," Bergh said. "I think he was trying to get the right information out there."

Bergh and WOWRA should be applauded for quickly countering misconceptions about the safety of septic systems. But a bigger issue than a tarnished image, according to Bergh, is that more pumpers and onsite installers should be promoting maintenance contracts.

"There's no good reason for anyone who's not licensed by the state of Wisconsin and working in this industry to be entering a septic tank. None whatsoever," Bergh said. It saddened Bergh to say that the elderly man might be alive today if he'd called a professional and spent \$100 to take care of a problem.

"There's still a lot of people who want to fix it themselves," he said. "I liken this to the guys who still go up on the roof to clean out their gutters, and somebody always falls off and dies."

Bergh hopes more homeowners get their systems checked regularly and that pumpers do what they can to make sure tank lids are secured to reduce the odds of this situation being repeated.

"I encourage people to call me, even for the smallest things. Call me if you think something's not right," he said. "Just call me." ■

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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On the cover: For New England contractor Bluewater Septic, environmentally friendly processes point the way to business expansion. On the cover, Bluewater technician Paul Martin rewinds a hose after pumping a septic system using a Labrie Environmental Group Juggler truck. (Photo by Jennifer Longley)

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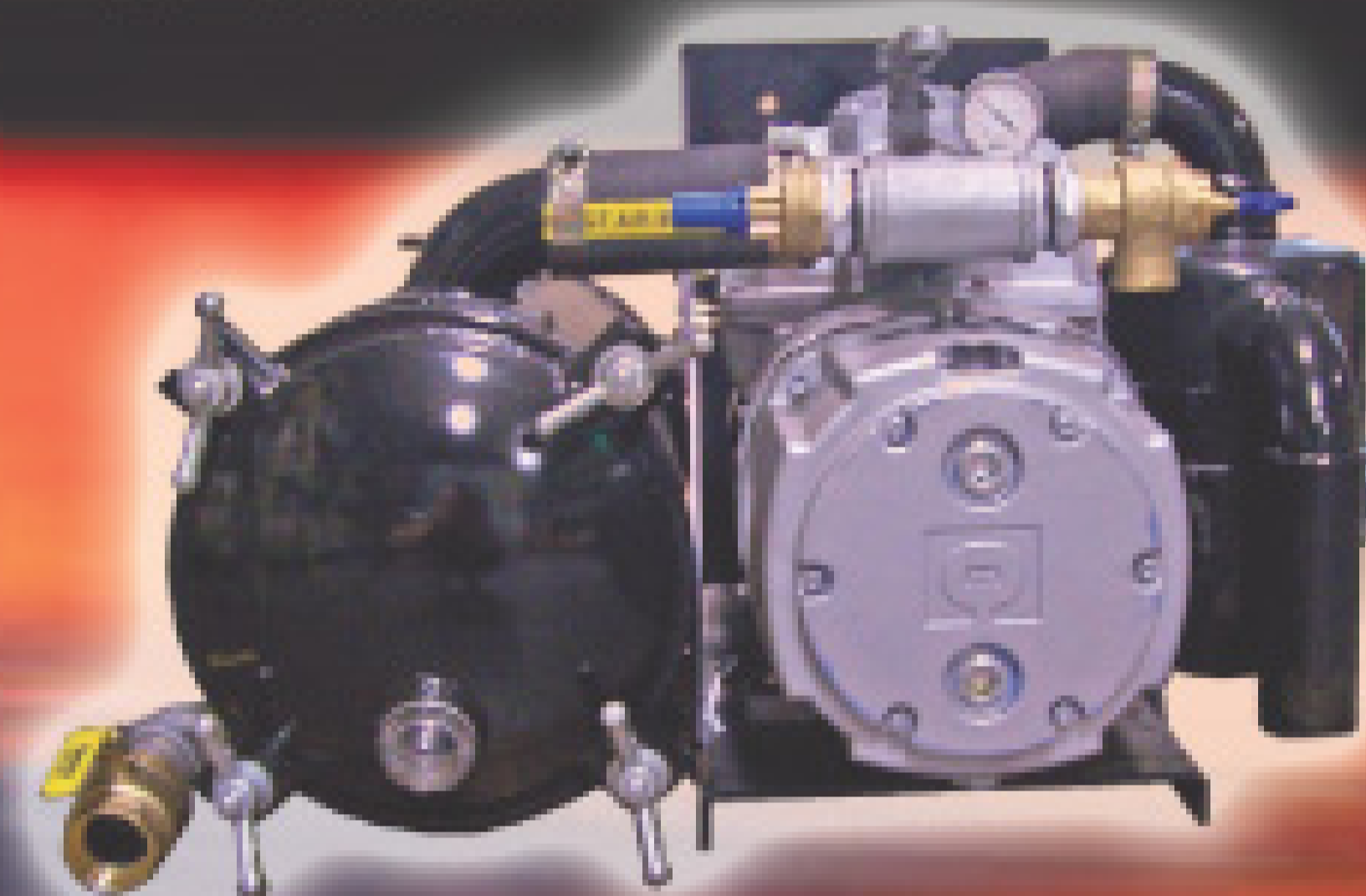
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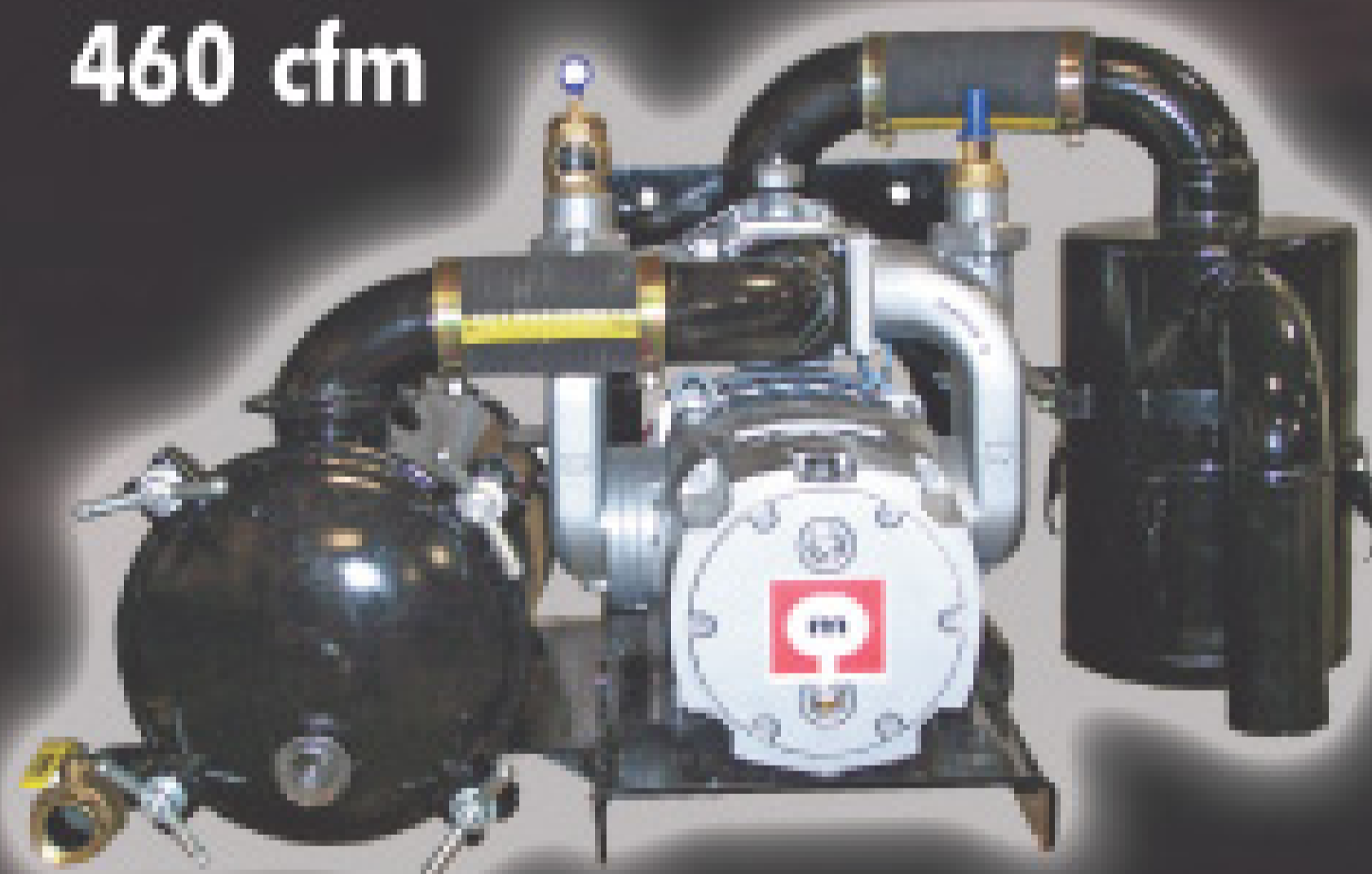
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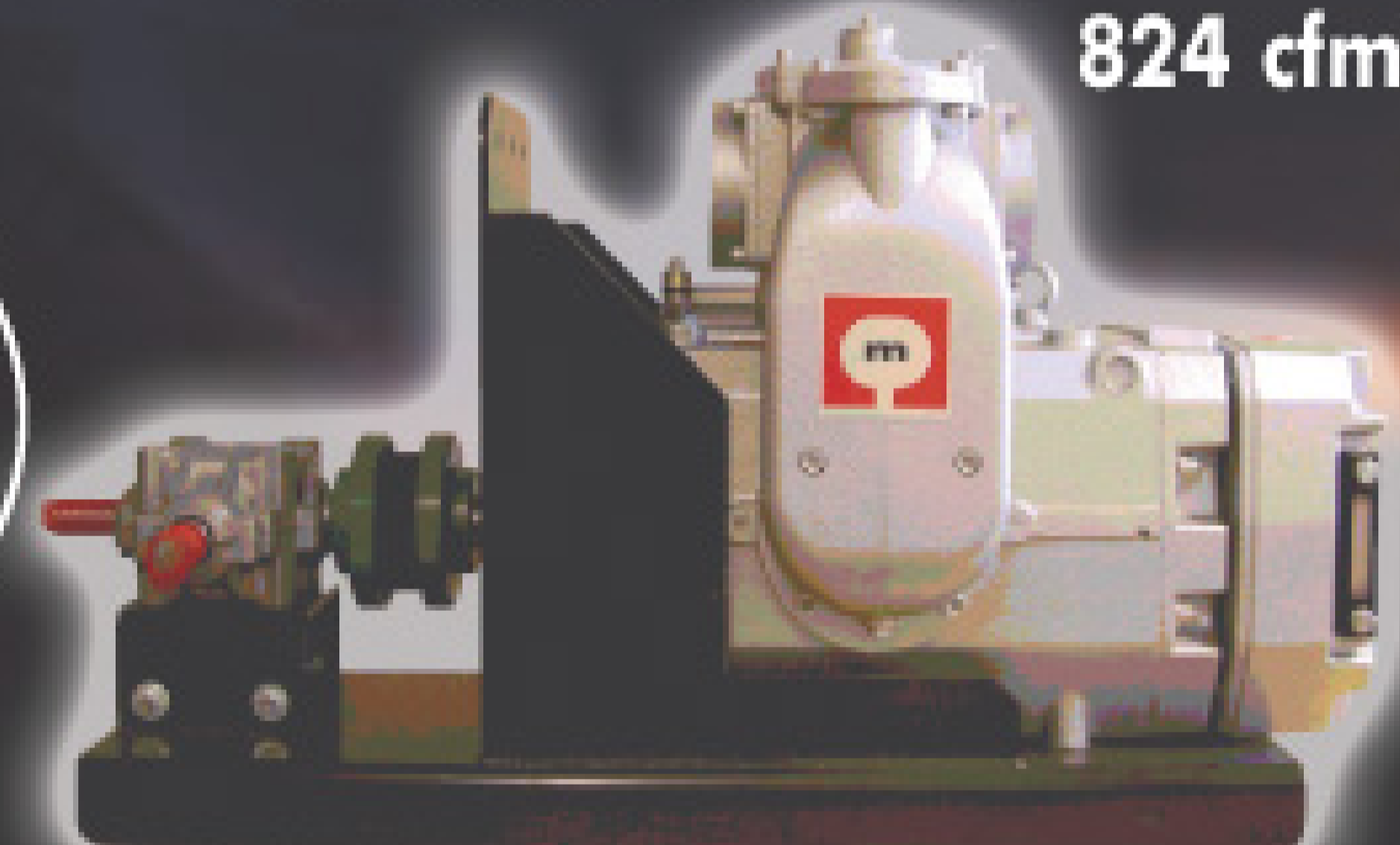
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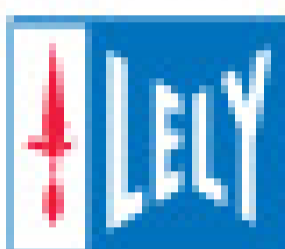
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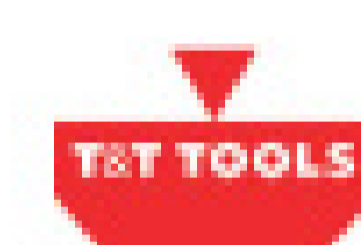
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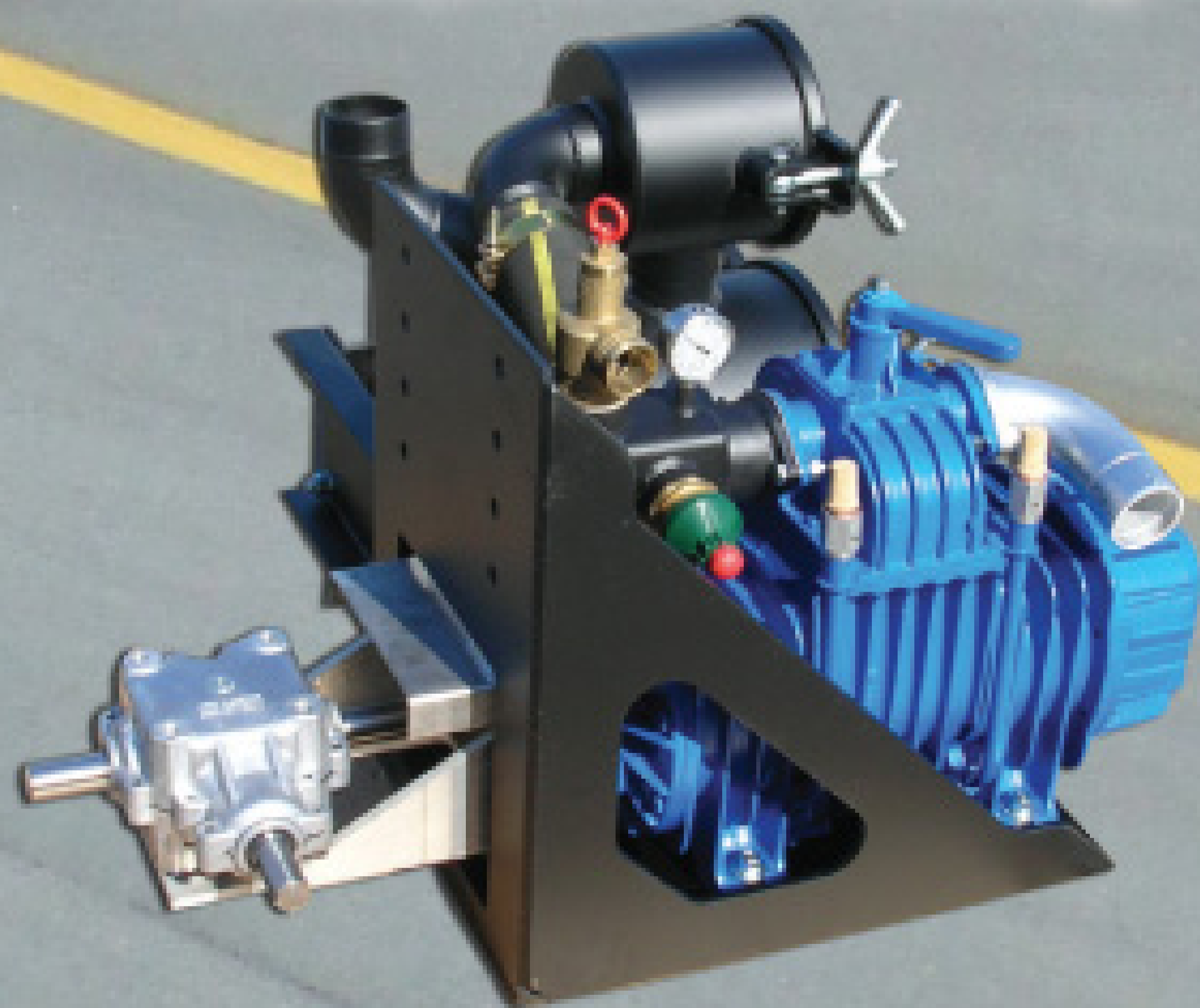
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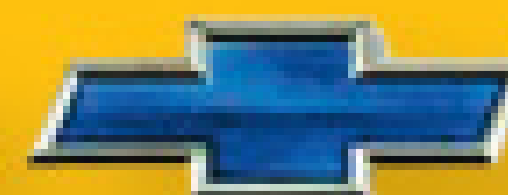
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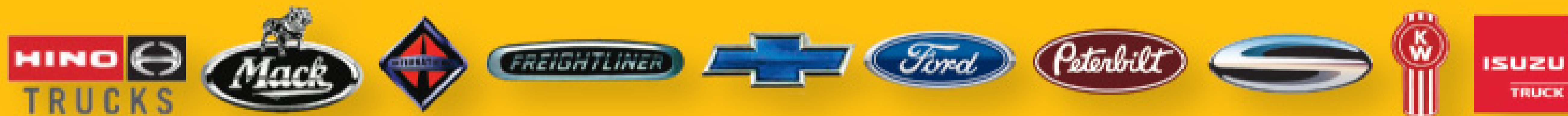
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Growing Leaders Takes Time

Look for workers with great potential to advance the business, then invest in their development

By Gary Bradt

Time management is a great idea for organizing your pumping business, building efficiency and getting things done. As a tool for leading people through change, however, it misses the mark. In fact, managing time is the last thing you want to do when leading change.

Instead, invest time, and lots of it, in the people with potential to help you lead change. The returns may surprise you, and I have an incredible story to illustrate the point.

A few years ago, I became upset when a player on the NFL's Carolina Panthers attacked a teammate and subsequently was suspended by the team for one game. I felt the punishment was too lax (after all, the attacked teammate ended up in the hospital) and wrote an angry letter to the team's owner, Jerry Richardson, expressing as much.

To my surprise, Richardson not only acknowledged my letter, but he went one giant step further. He offered to visit me and my 13-year-old son, who was a big fan of the team, and would bring along the star player in question, wide receiver Steve Smith.

MAKING A DIFFERENCE

The pair made the two-hour drive from team headquarters to my home and stayed with us for three hours. I learned that day

that Smith is a good man who made a bad mistake and was willing to learn and take responsibility for his actions. I admire him for that. From Richardson, I learned the power of a leader being personally invested in future leaders who can make a difference.

Richardson invested time in me that day, but more importantly, he invested time and energy in Smith, someone with potential to lead change on the football field. I can only imagine the discussions they had as they drove back and forth and the bonds they forged and then carried forward.

I don't think it's a coincidence that the following season Smith emerged as a star and helped lead the Panthers to a Super Bowl appearance.

Richardson identified Smith as someone I call a diamond-in-the-rough, a leader with untapped potential. Then, he personally invested his time and energy to help Smith unleash his potential. You can do much the same for the uncut diamonds in your company. Here are four tips to help get you started:

Hold yourself accountable for people development

Common comfort zones, such as crunching numbers and formulating strategy, have their place. But both aspects of your business are useless if you don't

have leaders to execute accounting and planning procedures. Therefore, hold yourself accountable for the people side of the business, too. Recognize more pressing issues will always come up, so do whatever it takes to make finding and developing people a priority. Schedule time for building relationships into your calendar. Make a list or create a spreadsheet to track your progress if you must. Set goals for people development and hold yourself to them.

Identify your "diamonds-in-the-rough"

You can't invest in your future leaders if you don't know who they are. Some "diamonds" are obvious. Their talent and ability dazzles and stands out. But others may require energy and effort to unearth. Try using the technique of management by walking around. Get out of your comfort zone. Take the new employee to lunch. When you go out in the field, make it a point to meet people relevant to your business, then follow up with them.

Polish your gems by asking questions

The best leaders ask questions — lots of them. They don't invest much time in running around telling people what to do. In fact, they don't hire people who have to wait to be told what to do. Instead, they unleash talent by presenting problems and asking for ideas rather than offering solutions. They understand their job is to lead, not to do. They encourage people to think. They encourage people to act. They remove organizational

roadblocks that hold talent back.

Explore ideas and build relationships beyond the boundaries of work

Engage people on a variety of topics beyond your common industry issues. Refining someone's leadership skills often requires helping them look beyond their everyday world for novel solutions and product innovations they can bring back to their work. Become emotionally invested, too. Spend time getting to know your future leaders. Find out what matters to them, at and away from work. Sometimes engaging in small talk can lead to big insights. You may discover a personal situation that is holding someone down or holding him or her back, such as the illness or loss of a loved one. You may not be able to do anything tangible to help, but simply knowing that you care can be reassuring and provide a boost. If you want people to be there for you when the going gets tough, you need to be there for them first.

A FINAL WORD

If investing in people sounds like a "soft" activity to you, you're right. It's not about immediate bottom-line results. But rare is the business that can consistently return good, hard results without making soft investments in people first. People determine whether you win or lose, whether the game is football or business. To better lead change, stop managing your time and start investing it in people. Then enjoy as the wins pile up. ■

Gary Bradt is author of the book, *The Ring In the Rubble: Dig Through Change and Find Your Next Golden Opportunity*. He can be reached at www.ringintherubble.com



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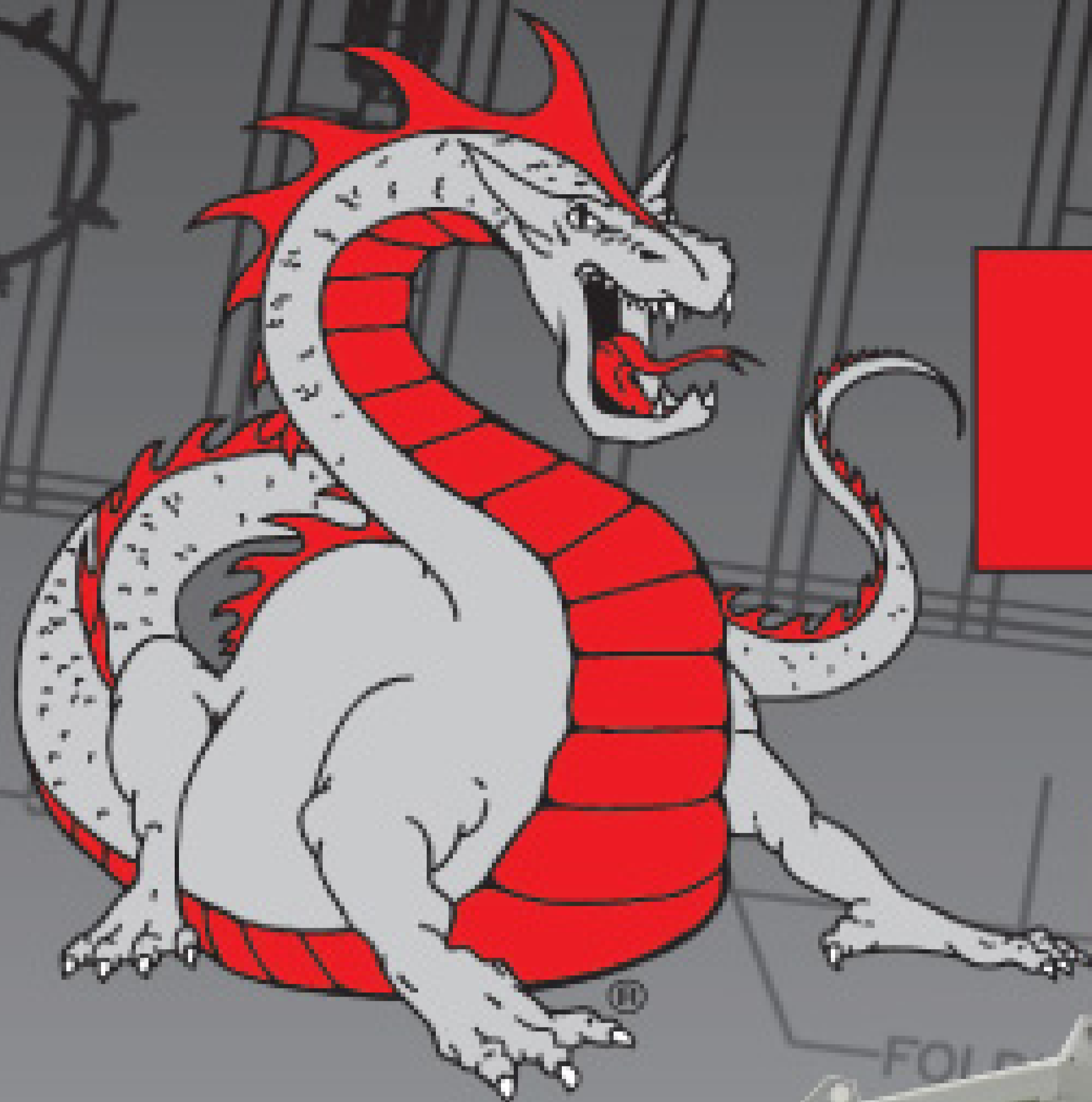
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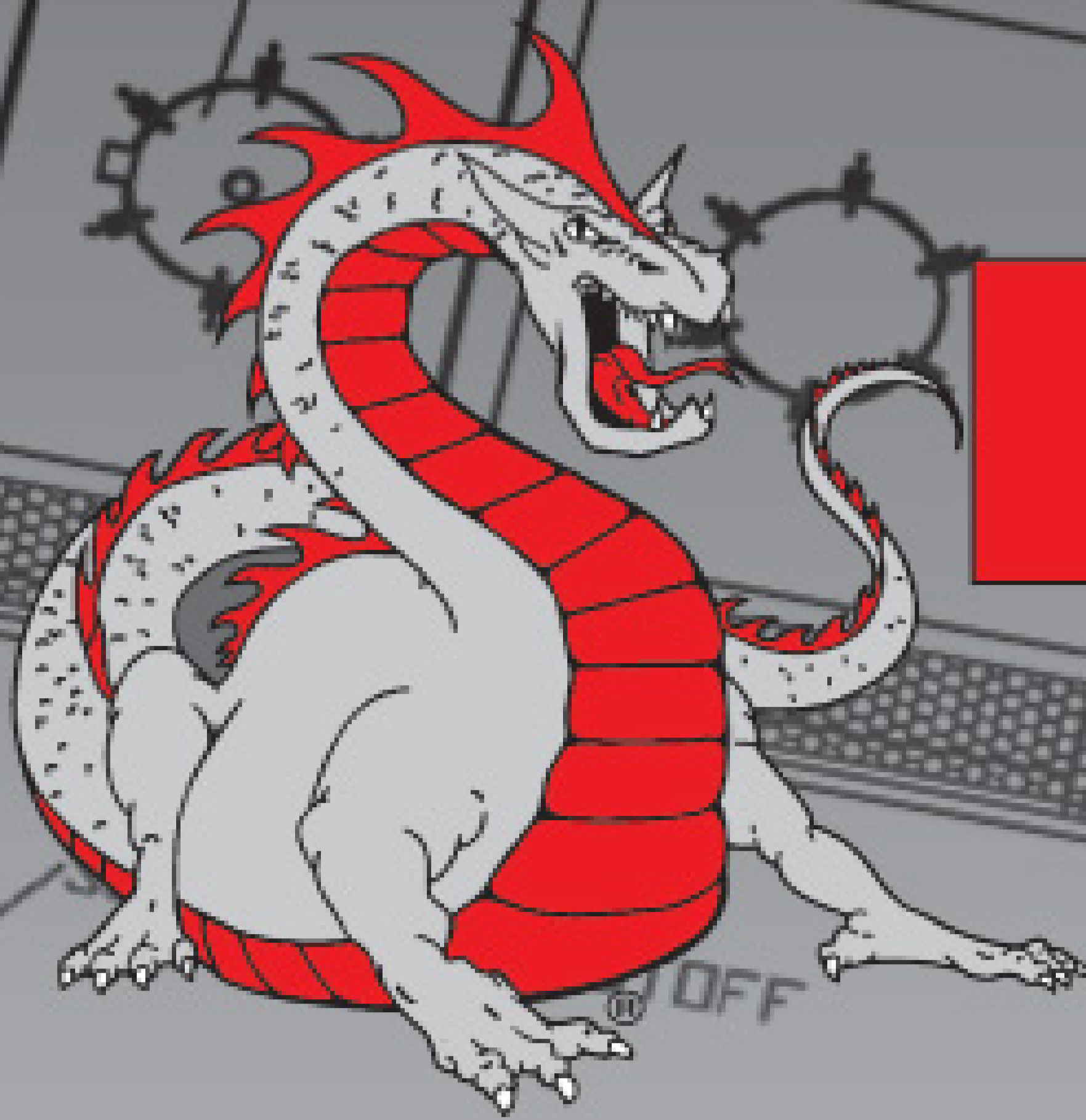
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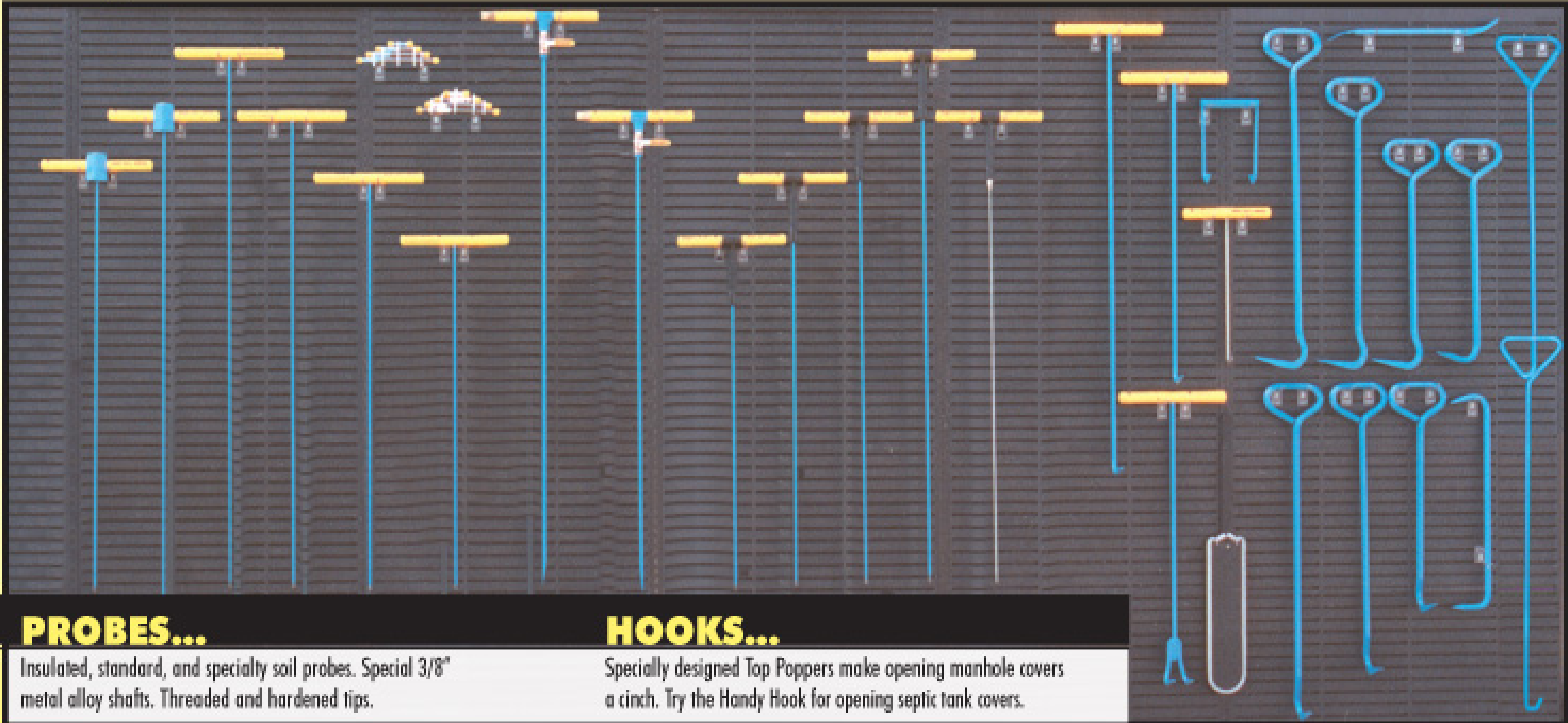
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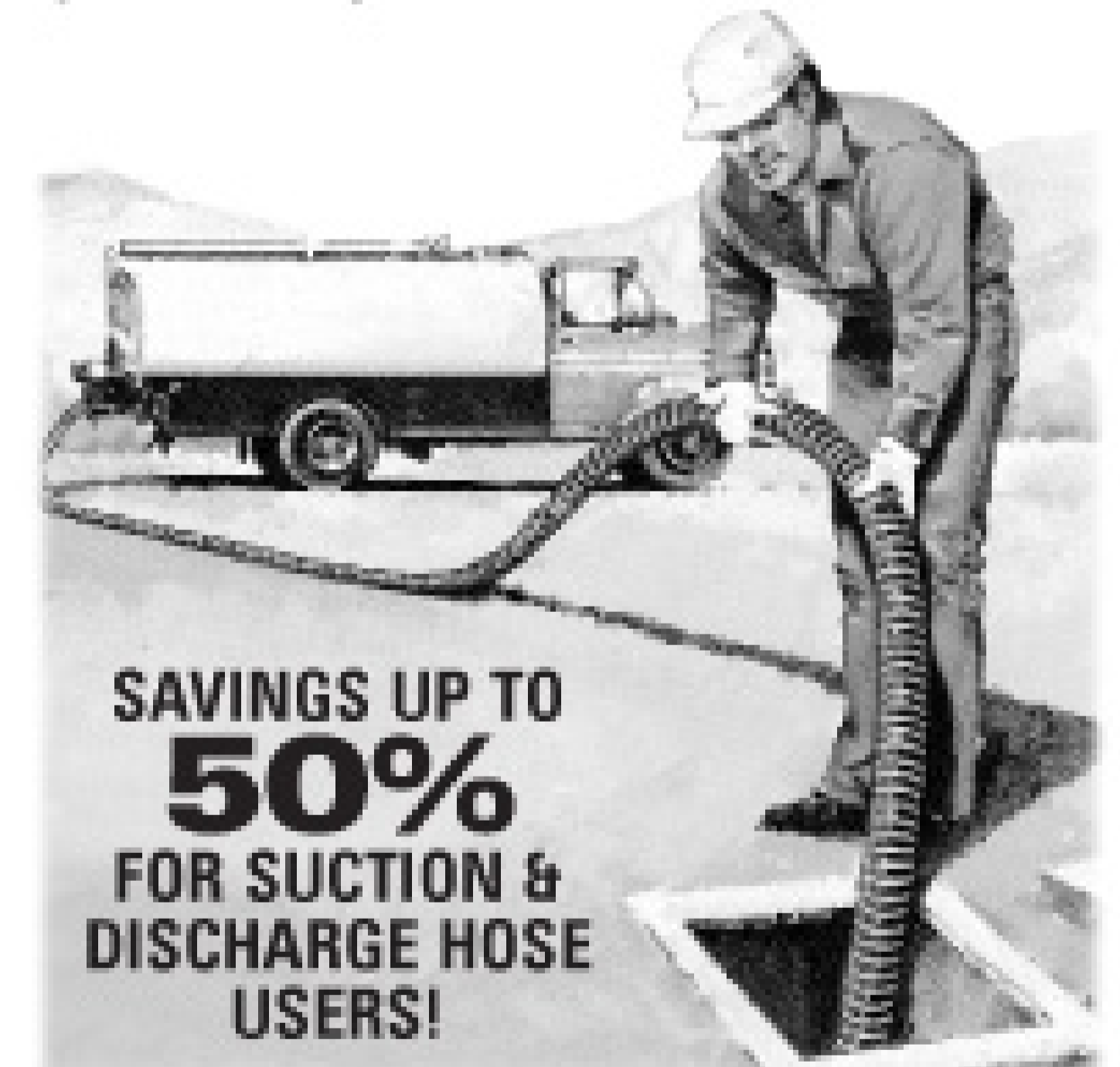
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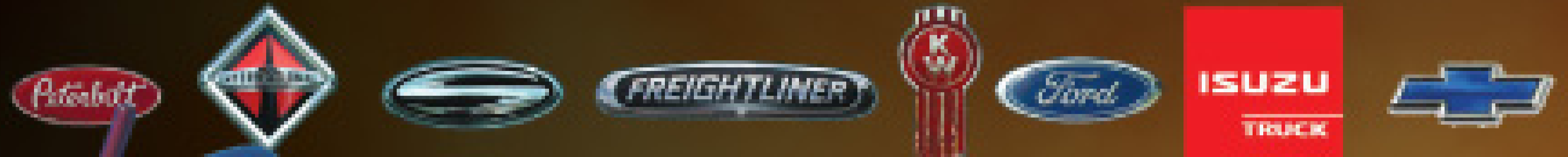
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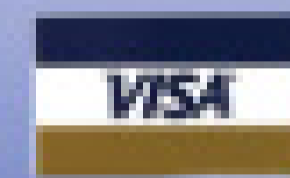
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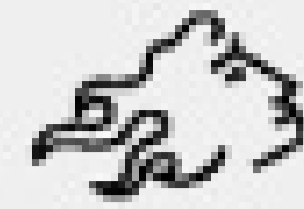


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PROMETHEUS

Wisconsin Tightens Maintenance Rules and Raises Sanitary Permit Fees

By **Scottie Dayton**

A new law restricting county septic regulators from soil testing and the installation, design, maintenance, repair, and sale of onsite systems takes effect on Nov. 1. The Department of Commerce is drafting rules on how to enforce the law.

Code changes redefine occa-

sional occupancy as occupying a building served by an onsite system for less than 120 days per year. County regulators may establish an alternative maintenance program for these systems or owners may provide regulators with written notices of occasional occupancy and a management plan.

The Wisconsin Onsite Water Recycling Association is concerned that seasonal properties should be maintained to higher standards, due to sporadic use and shock loads during peak periods.

The department will also increase plan review and sanitary permit fees, and raise the management license from \$60 every four years to \$90, and the soil

tester license fee from \$240 to \$300.

ONTARIO

The Ministry of Municipal Affairs and Housing proposes changes to the building code that would introduce administrative requirements to support the maintenance or inspection of onsite systems, and regulate tertiary treatment disposal beds. The Ontario Association of Sewage Industry Services is writing a position paper on the proposed changes. Look for it at www.oasisontario.on.ca.

PENNSYLVANIA

The state Department of Environmental Protection has proposed new onsite guidelines for land development, site suitability and alternatives analysis. The document will require townships and municipalities to adopt ordinances to oversee operation and maintenance of onsite systems when subdivisions or land developments are proposed. The guidelines will apply to subdivisions that have been exempt from planning.

The Pennsylvania State Association of Township Supervisors and Pennsylvania Association of Sewage Enforcement Officers encouraged the DEP to not release the guidance document until its new regulations are revealed and their effect can be determined. The DEP has not yet published a draft of those regulations.

Opponents argue that the cost to municipalities, developers, landowners and taxpayers could be high. Townships would have to inspect about one-third of their onsite systems annually, besides keeping track of them and per-

"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.

mitting all repairs. Townships that have not adopted a sewage management ordinance have the authority to do so under the current regulations. View the document and PASEO's comments at www.pa-seo.org.

FLORIDA

A recent complaint investigation of alleged unlawful septic tank contracting revealed a misunderstanding centering on the licensing requirements for tank certifications and measuring tank volume.

According to Ed Barranco's article in the March newsletter of the Florida Onsite Wastewater Association, existing system and repair evaluations may be conducted by state-licensed engineers, Department of Health employees, registered and master septic tank contractors and private certified environmental health professionals.

Only registered or master septic tank contractors or licensed plumbing contractors who also are DOH-permitted septage cleaning services can conduct and give tank certifications. The department's new language clarifies these requirements and is ready for incorporation into the next version of the Florida Statutes.

FOWA is supporting bills before the legislature that would:

- Continue research on cost-effective methods to reduce nitrogen in springs.
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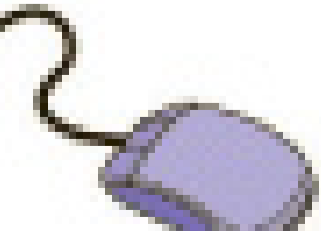
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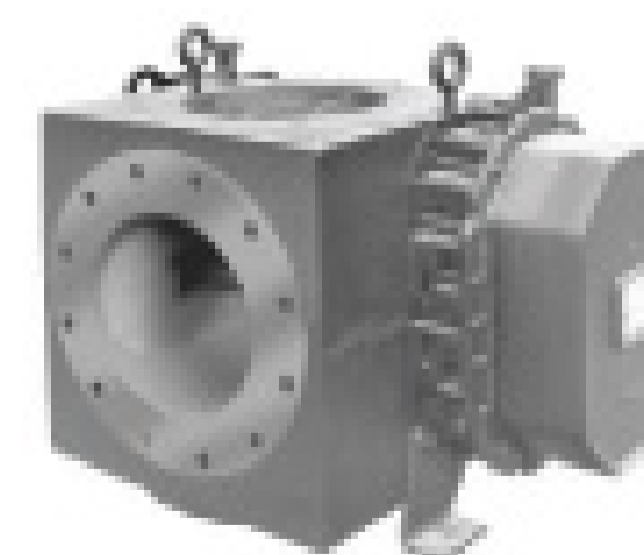
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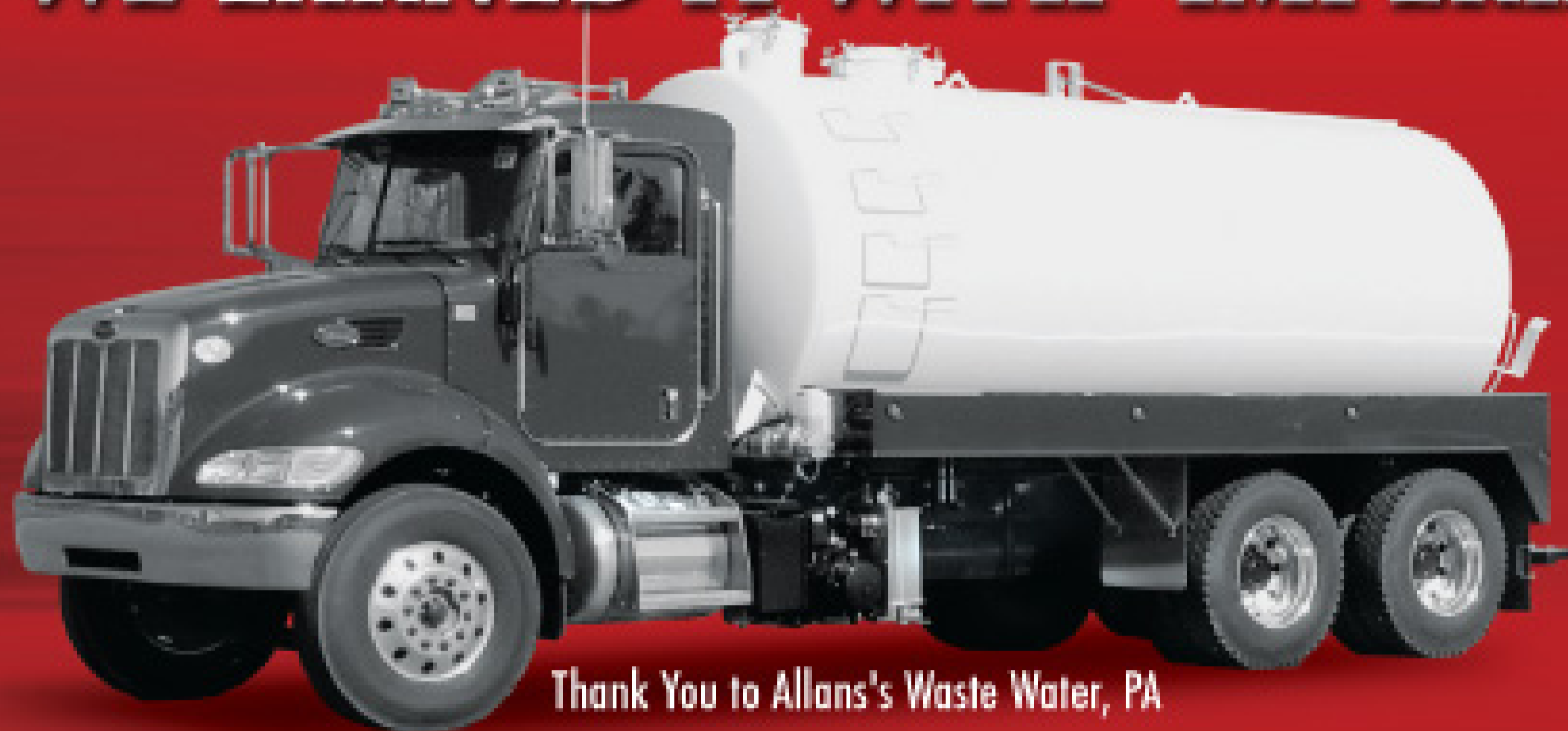
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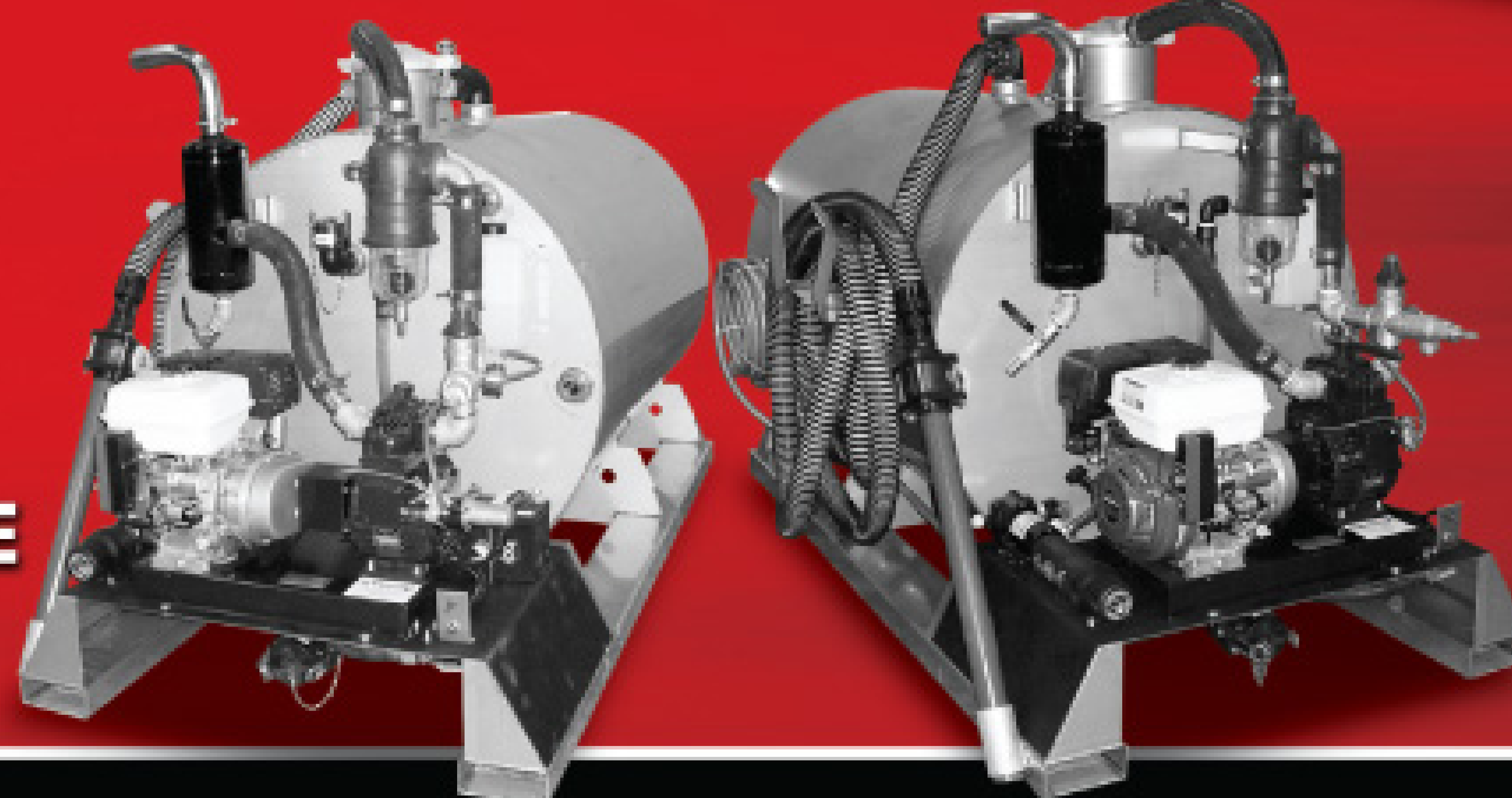
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On a jobsite in Hyannis, Mass., technician Paul Martin (left) and Bluewater CEO Dan Potter review paperwork. One of the company's Juggler trucks is in the background. (Photos by Jennifer Longley)



By Ken Wysocky

GREEN & Growing

For New England contractor Bluewater Septic, environmentally friendly processes point the way to business expansion

Profile

Bluewater Septic
Needham, Massachusetts

MASSACHUSETTS

Owners: Dan Potter and minority investors

Years in business: 1.5

Employees: 75

Specialties: Commercial and residential septic tank cleaning and drain cleaning

Service area: New England

Web site: www.bwseptic.com



Dan Potter has seen the future of the septic waste removal industry, and it's colored green — as in environmentally friendly.

In fact, Potter is so convinced of this eco-friendly trend that he's built environmental sensibilities into every aspect of his year-old business, starting with its name: Bluewater Septic, headquartered in Needham, Mass. Then there's the company's marketing slogan, "Smarter. Cleaner. Greener." And last but not least, consider its fleet of state-of-the-art Juggler water-recycling trucks, which perform onboard dewatering of septic and grease-trap waste.

"I'm very passionate about this," notes Potter, Bluewater's president and chief executive officer. "I've got four daughters, so I'm very concerned about the future of our environment. Being 'green' is good for the environment and it's the wave of the future for this industry."

"Our company is based on giving back to the environment," he continues. "A Juggler truck costs about twice as much as a conventional pumper truck, but they're green. And that's a whole lot more important."

Potter's green streak stems from his years growing up in Minnesota, aptly nicknamed the "Land of 10,000 Lakes."

"I see water as the ultimate commodity," Potter explains. "It's a precious resource. That's why this water-recycling technology is so great — we're talking about saving millions of gallons of water a year."

“YOU CAN CONTROL MORE SEPTIC TANKS, YOU CAN CONTROL MORE GREASE (TRAPS) AND YOU CAN OPTIMIZE ROUTES. YOU ALSO GET MORE NAME RECOGNITION — SIZE BUILDS ON SIZE — AS WELL AS BETTER DEALS ON HEALTHCARE BENEFITS AND OTHER PURCHASES. SURE, THERE ARE DISADVANTAGES TO BEING BIG, BUT WE HAVEN’T ENCOUNTERED THEM.”

Dan Potter

GROWTH SPURT

Bluewater owns almost two dozen Jugglers, made by Labrie Environmental Group, and will take delivery on a dozen more this summer. The trucks are the driving force behind the company’s aggressive plan to become the largest septic waste handler in New England. All the Jugglers currently owned are 2007 or 2008 models, most built out atop Freightliner 410s or 420s, Potter says.

The company also owns more than 30 2007 and 2008 Ford E-350 service vans, more than a dozen 2007 and 2008 Ford F-150, F-250 or F-350 pickup trucks, three 9,000-gallon Sterling tanker trucks and a half dozen backhoes.

“We’ve made about a dozen acquisitions in the past year and a half, and currently service customers in six New England states: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont,” Potter says. “In 2008, we plan to move into the Mid-Atlantic States — Virginia, North and South Carolina and the Washington, D.C., area — as well as Florida.

“We’re a full-service operation — everything from soup to nuts,” he adds. “Our primary focus is commercial and residential septic waste and drain cleaning, but we also do everything from confined-space and Vactor truck work to sewer jetting and cleaning grease traps.”

A former real estate development investor, Potter was introduced to the septic waste

industry when his attorney told him about a business opportunity on the East Coast. Potter liked what he saw.

“So I said, ‘Let’s raise some money and start buying up some companies and invest in equipment,’” he recalls. “We knew that we wanted to get bigger, and that we could do it quicker with an investment group.”

GAINING MOMENTUM

For acquisitions, Bluewater targets companies that make sense geographically — in other words, the East Coast — and that enjoy good cash flow.

“We’re not interested in companies that are just asset heavy — got a lot of trucks, but they aren’t moving,” he explains.

Is bigger better? Potter believes so.

“You can control more septic tanks, you can control more grease (traps) and you can optimize routes,” Potter notes. “You also get more name recognition — size builds on size — as well as better deals on healthcare benefits and other purchases. Sure, there are disadvantages to being big, but we haven’t encountered them.”

Size is allowing Bluewater to tap a growing trend in the industry: obtaining contracts with municipalities to perform regularly scheduled service for things such as septic tanks or grease



Account manager John Laliberte (right) and Dan Potter review a GPS map showing Cape Cod in the company’s Yarmouth, Mass., office. The technology constantly tracks service vehicle locations.

traps within its boundaries.

“This is a common and accepted practice in Canada, and it’s the way the industry is going to go here, too,” Potter asserts. “For municipalities, using a ‘one-stop shop’ means less administrative costs, plus regular cleaning of grease traps reduces the chances for clogged sewer lines.

“Also, through Global Positioning System data, we can provide an auditable trail to prove to the municipality that we did the work. Otherwise, companies say the tanks were serviced, but the municipality doesn’t know for sure.”

Bluewater’s bigger-is-better philosophy doesn’t mean Potter has no empathy for smaller mom-and-pop operations, he emphasizes.

GOING FOR THE JUGGLER

The Jugglers play a critical role in Bluewater’s growth plans. As the focal point of the company’s marketing efforts, the gleaming machines are featured prominently on the company’s Web site and all its direct-mail promotional materials, Potter notes.

During the pumping process, the Juggler filters out solid waste and returns water to the tank — water that includes bacteria that helps break down waste. The upshot is three-fold, according to Potter: the tank retains its ability to break down waste, the trucks don’t dispose as much water at treatment plants, and technicians can make more service calls per day.

In instances when water infiltration during pumping prohibits returning the filtered water, Bluewater disposes of the water at the plant like a traditional pumping job.

What do customers think of the Jugglers?

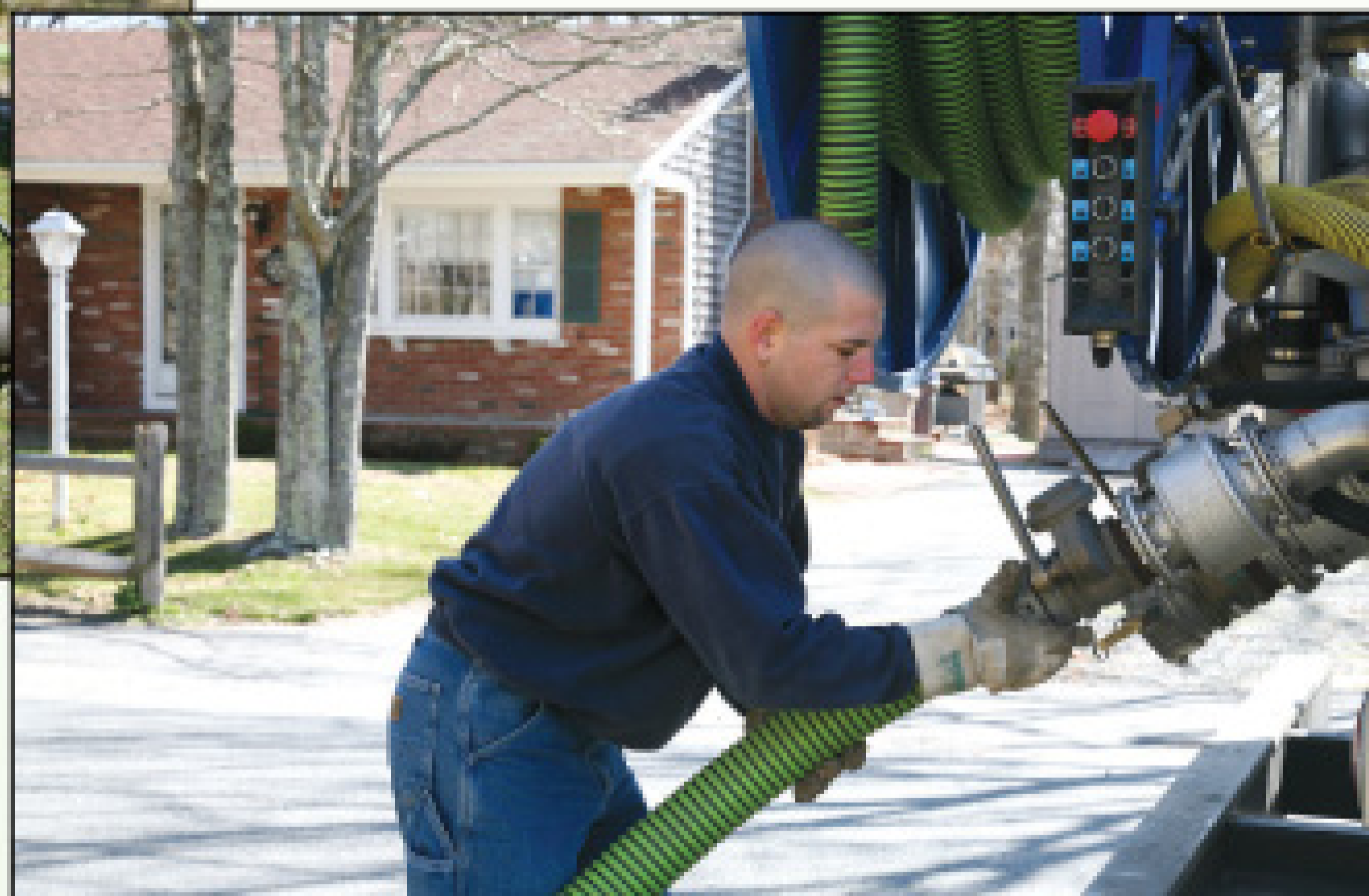
“The customer response has been tremendous,” he says. “They’re truly embracing this technology. The bottom line is if you can service septic tanks and do something for the environment at the same cost as before, then it’s a win-win proposition for customers.”



At the Yarmouth, Mass., regional office, Juggler trucks are lined up and ready to go. Potter says the trucks have an eco-friendly appeal when used to clean septic systems and restaurant grease traps.



Above, technician Paul Martin jets a septic system at a residence in Hyannis, Mass. At right, Martin hooks up a hose to the Juggler truck before pumping a septic system.



“IF WE CAN PROVIDE GOOD SERVICE TO CUSTOMERS AT A FAIR PRICE, AND AT THE SAME TIME HELP THE ENVIRONMENT BY USING LESS WATER AND LESS GASOLINE, AND MULTIPLY ALL THOSE BENEFITS AS OUR BUSINESS GROWS, THEN IT’S A WIN-WIN-WIN SITUATION.”

Dan Potter

TECH TALK

Bluewater also saves money by investing in high-tech equipment, like GPS units on all its trucks and a state-of-the-art dispatch center. The system allows the company to route trucks in the most efficient manner possible.

“It’s just like an air-traffic control center,” Potter says. “A 50-inch

Potter first saw the Juggler truck two years ago at the Pumper & Cleaner Environmental Expo International, and thought it would revolutionize the industry.

“The price scares a lot of people off, but I decided to jump on the opportunity,” he notes.

“Now, when we buy a new company, we ‘Jugglerize’ it — sell all the old trucks and buy new ones.”

The Jugglers require some special operational and maintenance training, Potter says.

“Specific maintenance differences (compared to a traditional vacuum service truck) revolve around the components that make the Juggler a Juggler, such as the self-cleaning filter system or routine greasing at the pivot points of the rear reel option,” he says.

television screen shows us exactly where all the trucks are. So if we need a truck to respond quickly to a certain area, we can see that, say, truck No. 15 is nearby and will be off its job in 15 minutes. So we’ll send that truck to handle the emergency call. It’s just smart management.”

Every route driver also has a cell phone, and drivers are notified about route changes via text messages. Then the driver uses his GPS unit to determine the best way to get to the new destination.

Bluewater also runs a sophisticated marketing program emphasizing its eco-friendly approach to waste management. When Bluewater acquires a company, it sends out a direct-mail brochure to all existing customers. It also buys lists with the names of prospective customers in that ZIP code and contacts them via direct mail.

“We also have a sales staff that calls on large corporate accounts,” Potter adds. “They’re all embracing the ‘green’ technology. If you’re a restaurant, you want to be ‘green.’ If you’re Wal-Mart, you want to be ‘green.’ When they see that they can be green for the same cost, they’re all over it — they love it. It’s a no-brainer from a business standpoint.”

Potter says Bluewater’s goal is give customers no excuse not to use its services.

“If we can provide good service to customers at a fair price, and at the same time help the environment by using less water and less gasoline, and multiply all those benefits as our business grows, then

it’s a win-win-win situation,” he says. ■

Benefits program attracts quality workers, boosts customer service

High-tech equipment isn’t much use if you can’t attract and retain quality employees to operate it. Bluewater Septic in Needham, Mass., solves that dilemma by offering its employees a top-tier benefit program, explains Dan Potter, president and chief executive officer.

“I like to give people a career opportunity, not just a job,” he emphasizes. “We offer the best benefit package in the industry, but the best thing our employees have is opportunity.”

As an example, Potter points to Bluewater’s recent acquisition of a company on Cape Cod. One of the employees of that company is now running that operation for Bluewater.

“Is everyone going to be able to do that? Probably not,” Potter admits. “But at least there’s an opportunity to do so.”

Potter believes Bluewater pays better than competitive wages for the region. The company also pays 80 percent of the cost of employee health insurance and offers a 401(k) retirement plan and paid vacation.

Providing great benefits for employees also leads to better customer service, Potter asserts.

“Our benefits allow us to pick from the cream of the crop of septic drivers,” he concludes. “It’s no different than a sports team that can pay more and attract better talent.”

SAVINGS AT THE DUMP

So how can Bluewater afford to make such large capital expenditures while still charging the same pre-acquisition prices?

“We don’t have to charge more. We make it up on volume,” Potter explains. “Plus, we save quite a bit on dumping fees by not disposing all the water a conventional truck would be carrying.

“Say, for example, that you’re paying 10 cents a gallon to empty your tank,” he continues. “If you service 20,000 gallons a day, but return 12,000 gallons back into the septic tanks, then you’re only paying to dump 8,000 gallons a day.”

Moreover, technicians can make eight or nine service calls a day as opposed to two or three, and make less frequent trips to the treatment plant, which saves gasoline and minimizes the time trucks spend on the road, which reduces emissions.

“A treatment plant can easily tie up a truck for an hour, and you’re burning fuel while waiting in line,” Potter says.

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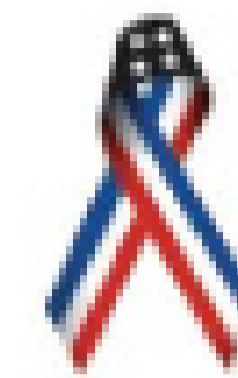
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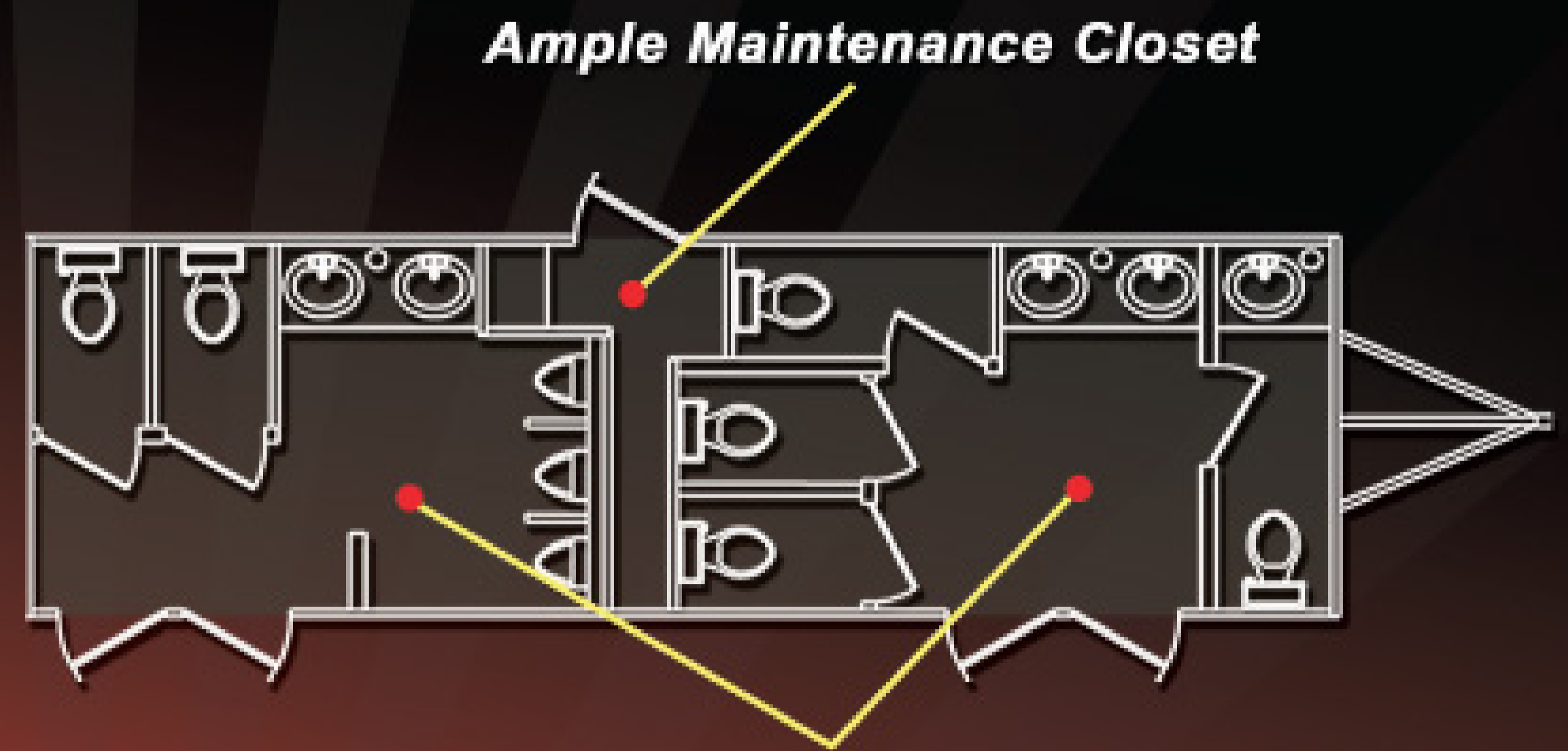
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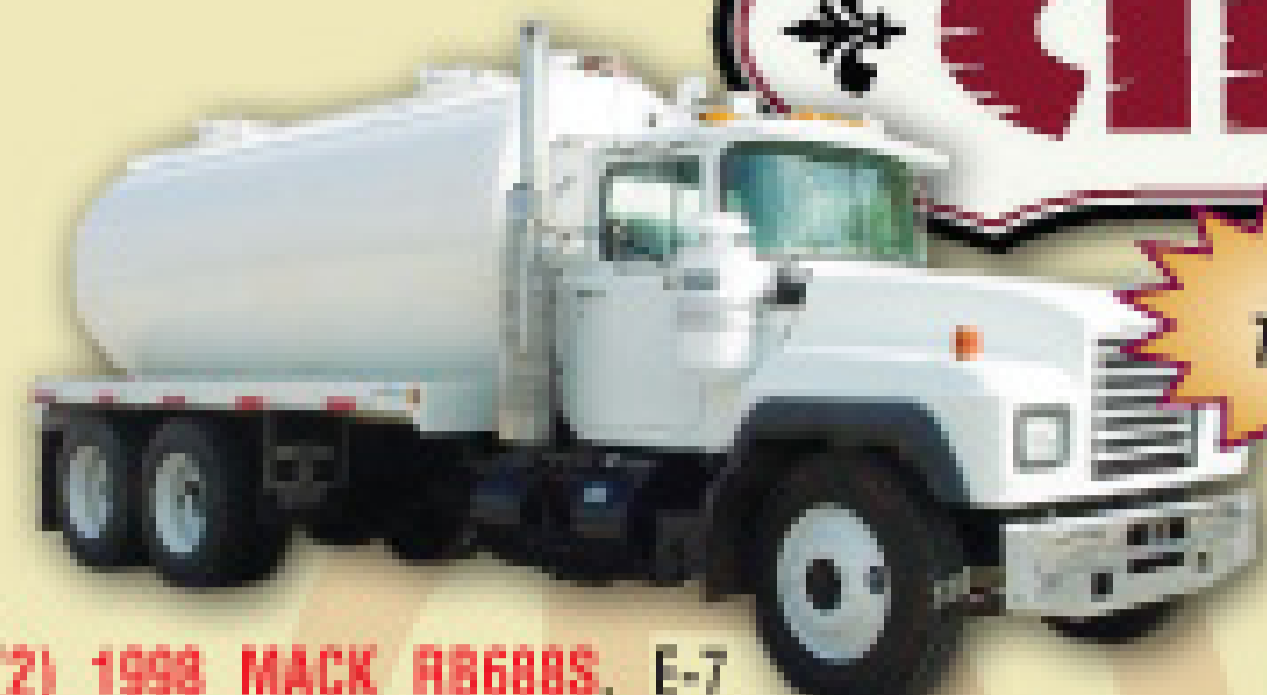
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Rising disposal fees and long hauling distances for grease disposal prompted Clearwater Tech to build this dewatering facility in an uninhabited area in Washington State. The remote location ensures there will be no odor complaints. (Photos by Dean Hare)



No Separation ANXIETY

Hands-on Clearwater Tech owners build their own custom dewatering solution offering simplicity and significant disposal cost savings

By Scottie Dayton



Scott Meyer, a partner in Clearwater Tech, moves large debris filtered from a load of wastewater in the first step in the company's dewatering process.

Rising disposal fees, diminishing disposal sites and hauling grease 100 miles to the treatment plant motivated John Ball of Roto-Rooter in Lewiston, Idaho, to turn his dream into action.

Ball had envisioned his own treatment plant since he and John Freand bought Roto-Rooter in 1997. When ex-farmer Scott Meyer

joined the partners, they agreed that the time was approaching to do something. The men started talking about dewatering the waste and land applying the biosolids. In 2002, they formed Clearwater Tech LLC and jumped into the unknown.

Despite two false starts, turning Ball's dream into reality wasn't difficult. Today, the plant, located in Port of Wilma, Wash., directly across the Snake River from Lewiston, processes all the waste produced by the Roto-Rooter business. The venture proved so successful that it became a model facility for Washington State's Department of Ecology.

AUCTION BARGAIN

An auction containing some dewatering equipment was the first lure. "The Auto-Vac filter from Alar Engineering Corp. was really cheap, which was why we bought it," says Freand. However, they decided to part with the filter and keep most of the other equipment that accompanied the dewatering system.

After investigating dewatering boxes, the partners bought a 15-cubic-yard unit from Consolidated Fabricators Corp. "The com-

pany had a silent auction at the 2003 Pumper & Cleaner Environmental Expo, and we got a great deal," says Freand. "The box is simple to operate. Septage gravity feeds through filters that catch all the solids, and effluent runs out the bottom."

Before building their facility, the men visited private dewatering sites. Levar Parker of Parker's Septic Tank Cleaning Service in Idaho Falls, Idaho, helped them the most. They learned more about screens and tank agitation from a facility in Grants Pass, Ore., which used an Auto-Vac filter. A plant in California provided more design ideas.

"The best wisdom we can pass on is to visit as many sites as possible before attempting to build your treatment plant," says Meyer. "That eliminated most of the trial-and-error factor for us."

Another recommendation is being on good terms with the agency responsible for environmental quality. "We were ready to build, but spent 18 months working out permitting and land application issues," Meyer continues. "This process took the longest, but the department of ecology staff was very helpful. They love our facility and give us great reviews."

Profile

Clearwater Tech LLC Lewiston, Idaho

Owners: John Ball, John Freand, Scott Meyer

Founded: 2002

Employees: 18

Specialties: Pumping

Service area: 100-mile radius

Associations: National Association of Wastewater Transporters, Northwest Biosolids Management Association





Clearwater Tech's John Freand scrapes solids from the filtering system. The company's dewatering facility is located in the Port of Wilma in Whitman County, Wash.

The partners built Clearwater Tech on 2.5 acres of leased land in Port of Wilma, an uninhabited area. "We didn't want any odor issues," says Freand.

Their Cover-All Building Systems steel frame and fabric structure is divided into a 40- by 62-foot room for the holding tanks and dewatering equipment, and a 60- by 62-foot storage area for the dry cakes. Heaters in the building keep the temperature just above freezing in winter. The partners recently built a 30- by 30-foot Cover-All over the 8,000-gallon concrete dump pit to protect it from wind and keep out rain.

RECIPE CALLS FOR ...

The plant went operational in May 2004.



At left, Freand adds concentrated polymer to the dewatering system at the Clearwater Tech processing plant. Above, he monitors the dewatering process.

"THE BEST WISDOM WE CAN PASS ON IS TO VISIT AS MANY SITES AS POSSIBLE BEFORE ATTEMPTING TO BUILD YOUR TREATMENT PLANT. THAT ELIMINATED MOST OF THE TRIAL-AND-ERROR FACTOR FOR US."

Scott Meyer

For their first 3,500-gallon batch, the partners tried injecting the polymer into the septage before it reached the dewatering box. "It was a disaster," says Meyer. "The solids stayed suspended in the liquid and wouldn't dewater."

They pumped out the box with a vacuum truck and started over, but not before Levar Parker arrived to help. He recommended using a batch tank, so they purchased a 500-gallon Poly-Mate tank from Flo Trend Systems Inc. It came with a variable-speed progressive cavity pump that injects the correct amount of polymer into the septage as it streams from the holding tank to the batch tank. "The batch tank gives the polymer time to age, enabling the septage to dewater better," says Freand.

The idea for a bar screen to filter garbage and hair came from the Grants Pass operator. The partners built a 3 1/2-foot-square enclosed steel box with vertical 1/4-inch carbon steel bars spaced 3/4 inch apart. The height of the bars increases 30 degrees from front to rear.

The bar screen, on a catwalk spanning the middle of the dump pit, rolls on rails. When Roto-Rooter vacuum trucks arrive, the box is rolled to the vehicle and a 6-inch hose attached to its discharge valve. Liquid runs through the screen and into the pit.



Clearwater Tech's partners are (from left) Scott Meyer, John Freand and John Ball. They're standing in front of one of the Roto-Rooter septic tank service trucks.

After discharging, a worker on the catwalk rolls the bar screen to a gutter, opens the door in the back of the box, rinses debris from the container, and rakes out whatever small solids remain. The bar screen produces a cubic yard of garbage a week, which is sprinkled with lime, bagged, and taken to the landfill.

A 7.5-hp Vaughan grinder pump pulls septage from the dump pit through a Muffin Monster grinder, which sends it to a 14,000- or 16,000-gallon steel holding tank. "If anything gets past our bar screen, these two grinders reduce it to 1/4-inch or smaller pieces," says Freand.

The receptacles, both recycled oil and diesel tanks, sit on blocks so they drain to the front. They are top loaded to eliminate accidental spills. A valve stack enables the partners to fill tanks individually. When one is full, the waste is processed.

TREATMENT TRAIN

The polymer is mixed with water, aged in the batch tank, and injected into the septage as a Grundfos 7.5-hp processing pump draws the slurry into the dewatering box at 165 gallons per minute. Simultaneously, a 10-hp Roots blower injects air through a perforated 2-inch pipe at the bottom of the tank. Aeration agitates the solids and grit, preventing them from accumulating.

A batch contains 80 percent septage and 20 percent grease. "We use a lot less polymer with that ratio and it dewateres better and cleaner," says Meyer. "If we start getting too much grease in our septage holding tanks, we store it in a 5,000-gallon grease tank for future use."

Filtrate water from the dewatering box flows through a floor sump, then submersible pumps send it to the facility's two 10,000-gallon steel storage tanks. A 1989 Kenworth 4,700-gallon tanker, and sometimes a 5,000-gallon Beall trailer tanker, haul the liquid to the Roto-Rooter shop. "We discharge it into a cleanout through a 1 1/2-inch hose so the stream enters the city flow slowly," says Freand. The Lewiston treatment plant charges a small fee to treat the wastewater.

GIVE ME LAND, LOTS OF LAND

After dewatering, the box is rolled into the storage room and the dry cakes of humus dumped out. When enough accumulate to fill the company dump truck, they are transported 22 miles to a field and stacked in windrows.

"The cakes form a crust after a few days,

"OUR PERMIT STATES THAT WE MUST INCORPORATE THE BIOSOLIDS WITHIN SIX HOURS OF APPLYING THEM. THE FARMER DOES THAT WITH A CULTIVATOR AND TINE HARROW, THEN SEEDS WHEAT OR BARLEY."

Scott Meyer

which seals in odors and keeps out moisture," says Freand. "Moisture really isn't a concern here, as this area's annual rainfall is only 12 to 14 inches."

The cakes are land applied only after fall harvest or before spring planting. As a front-end loader breaks up the windrows, they release a slight odor, but no one complains. The nearest house is two miles away, and the farmer owns thousands of acres for dispersing biosolids.

Traditional manure spreaders would not distribute loads evenly enough, so the partners researched and purchased a Model 8132 Pro Twin Slinger side delivery spreader from Kuhn Knight, and a used J.I. Case farm tractor to pull it. Two augers lying lengthwise in the spreader bed move the material into the hammer drum, which chops the cakes into dime-size pieces and disperses them in a 70-foot-wide path.

"Our permit states that we must incorporate the biosolids within six hours of applying them," says Meyer. "The farmer does that with a cultivator and tine harrow, then seeds wheat or barley."

One thing the partners learned is that offering free fertilizer is not enough. "You have to sweeten the pie," says Freand. "We pay the farmer for his time to incorporate the biosolids and rent the acre where we windrow the cakes. It's a good deal for both of us."

Clearwater Tech operates cheaply and efficiently, saves driver time, lowers fuel and maintenance costs, enhances customer service, and has solved Roto-Rooter's problem of how to dispose of its septage and grease trap waste. ■



Meyer takes on a pre-dawn pumping job cleaning the grease traps at a Lewiston, Idaho, McDonald's restaurant.

Roto-Rooter makes the septage rounds in Idaho

Roto-Rooter in Lewiston, Idaho, pumps most of the septic tanks and restaurant grease traps within its 100-mile service radius. It also cleans car wash pits and vault toilets for the U.S. Forest Service, U.S. Fish and Wildlife Service, and Idaho Department of Transportation.

Its drivers operate a 1989 Kenworth vacuum truck with 3,400-gallon tank, a 1996 Peterbilt with 3,600-gallon tank, and a 1987 International with 3,300-gallon tank. The 40,000 to 50,000 gallons of septage and grease trap waste they pump per week are dewatered at Clearwater Tech LLC, a facility built in 2002 by Roto-Rooter owners John Ball and John Freand, and Clearwater Tech partner Scott Meyer.

The men were paying 10 cents a gallon (\$150,000 to \$200,000 per year) to discharge at the Lewiston treatment plant. Building

Clearwater Tech cost \$400,000, but they did most of the work themselves. The partners run a batch every other day, processing 15,000 gallons in less than two hours. In 2007, the treatment plant raised its discharge fee to 15 cents a gallon and refused to accept grease trap waste from outside the county.



Scott Meyer, who serves as the lead pumping technician for Roto-Rooter, installs a plastic lid extension during a septic system inspection as trackhoe operator Dan Humphrey looks on.

A Roto-Rooter crew inspects a septic system for a customer who has had problems with the drainfield serving a 2-year-old home in Washington State.



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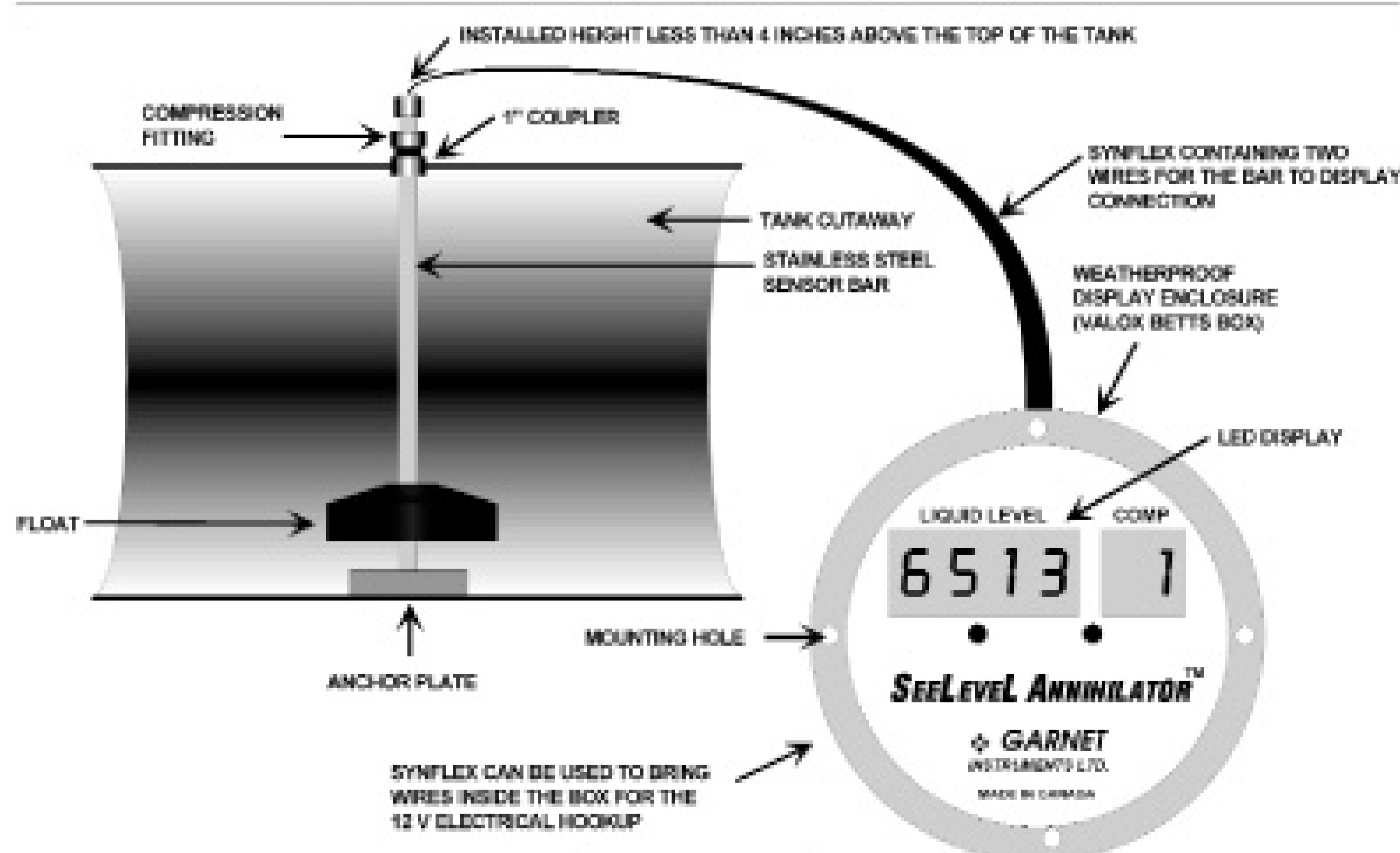
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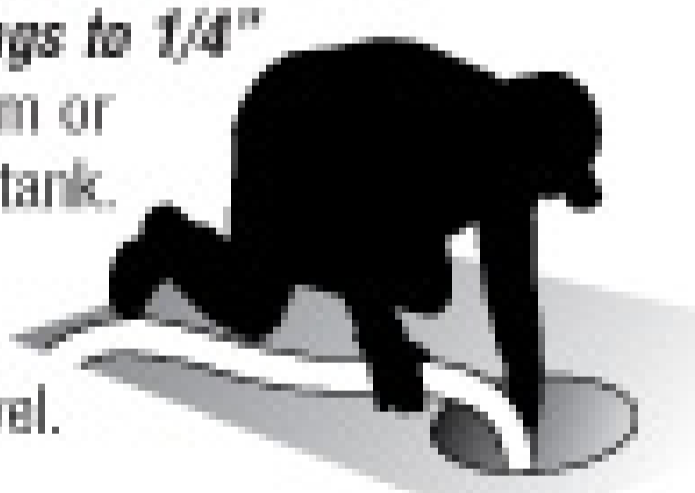
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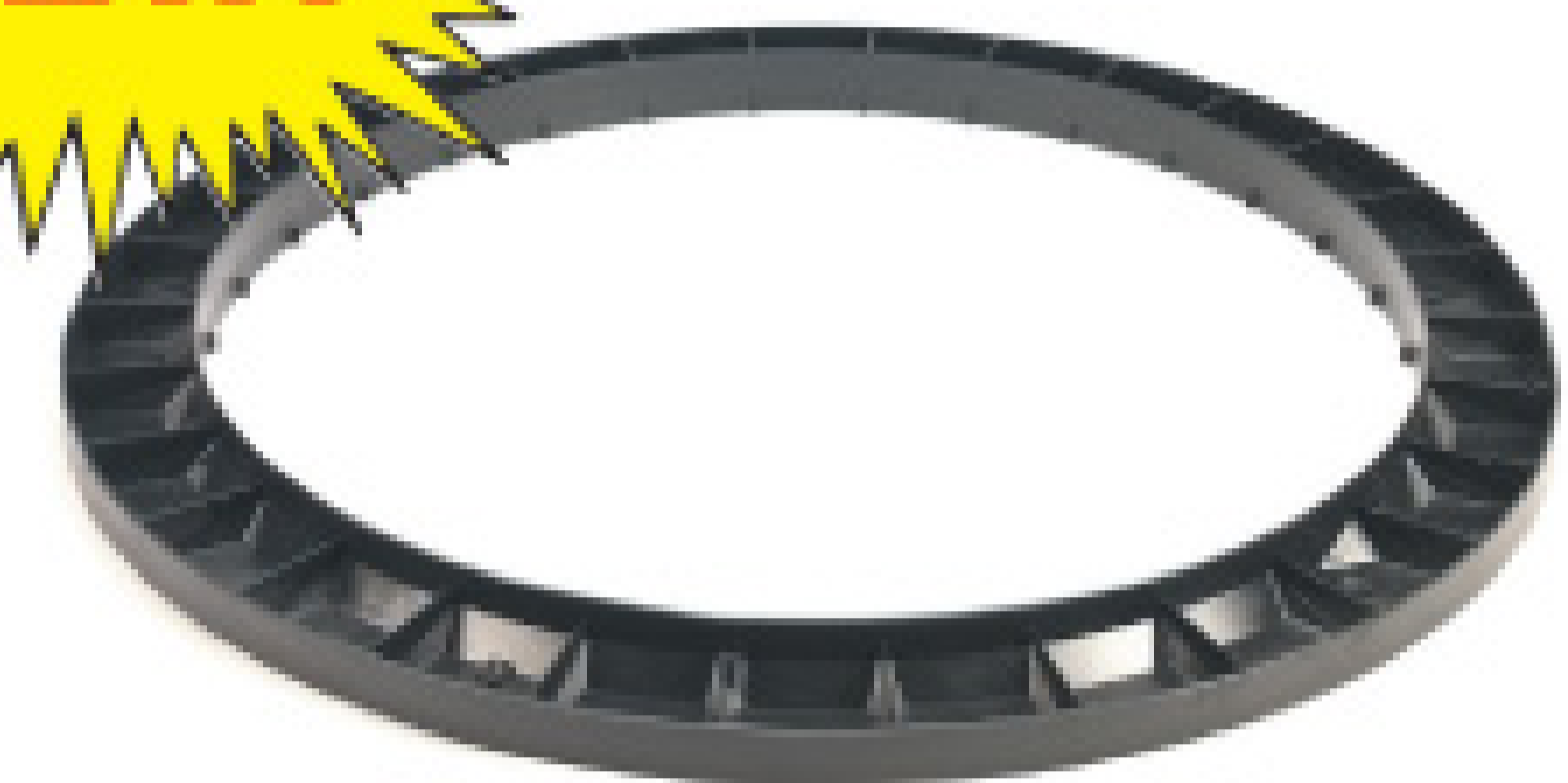
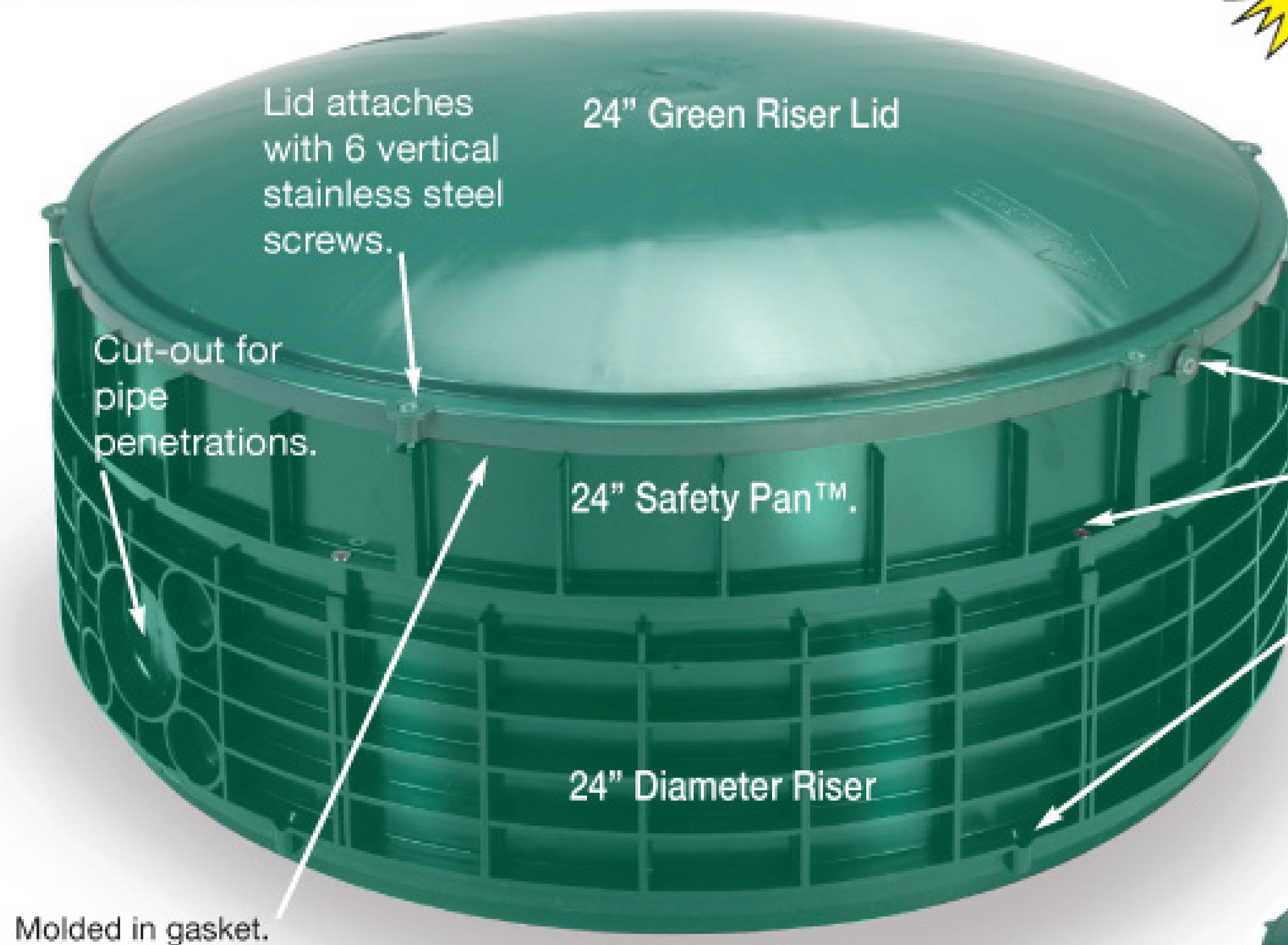
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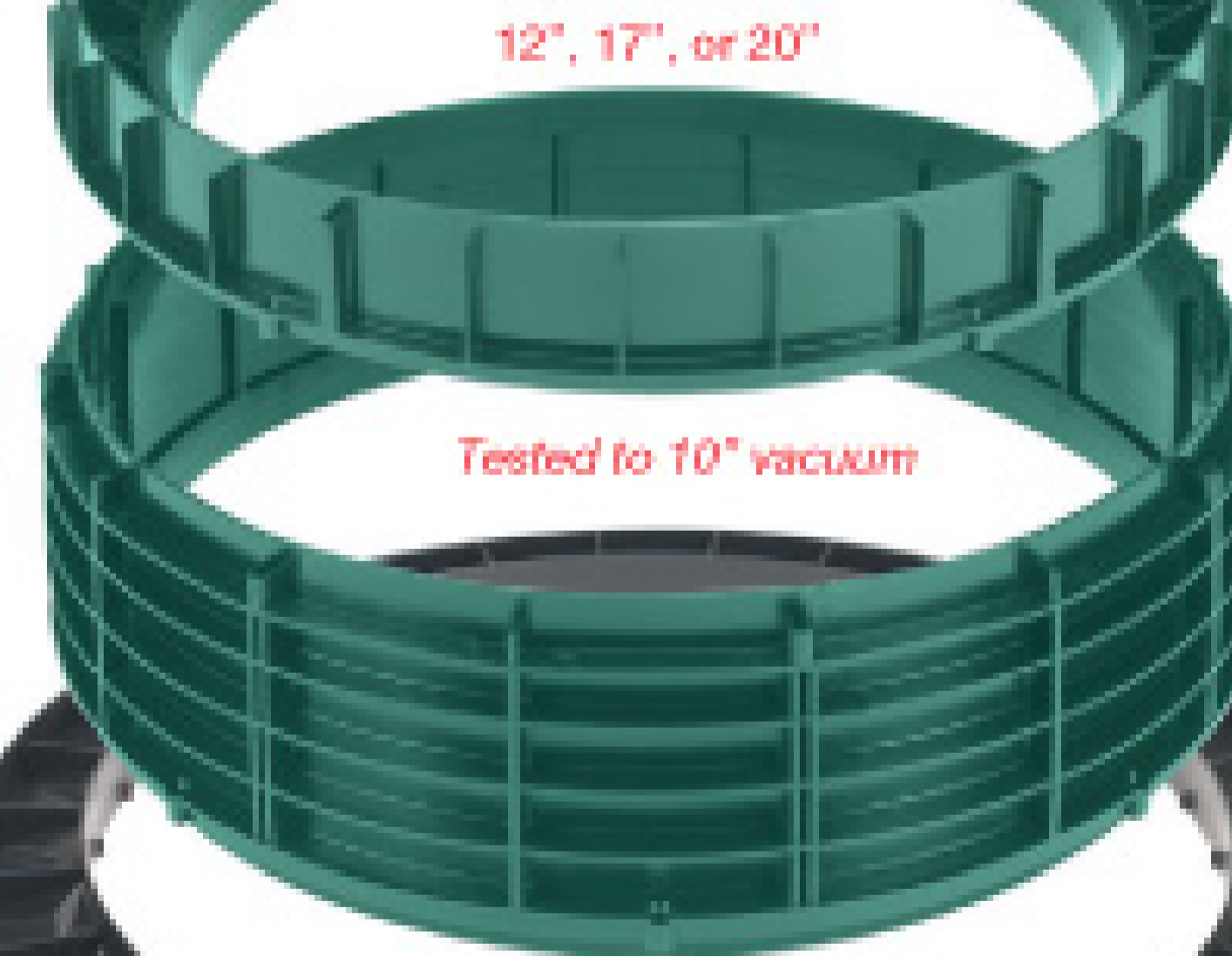
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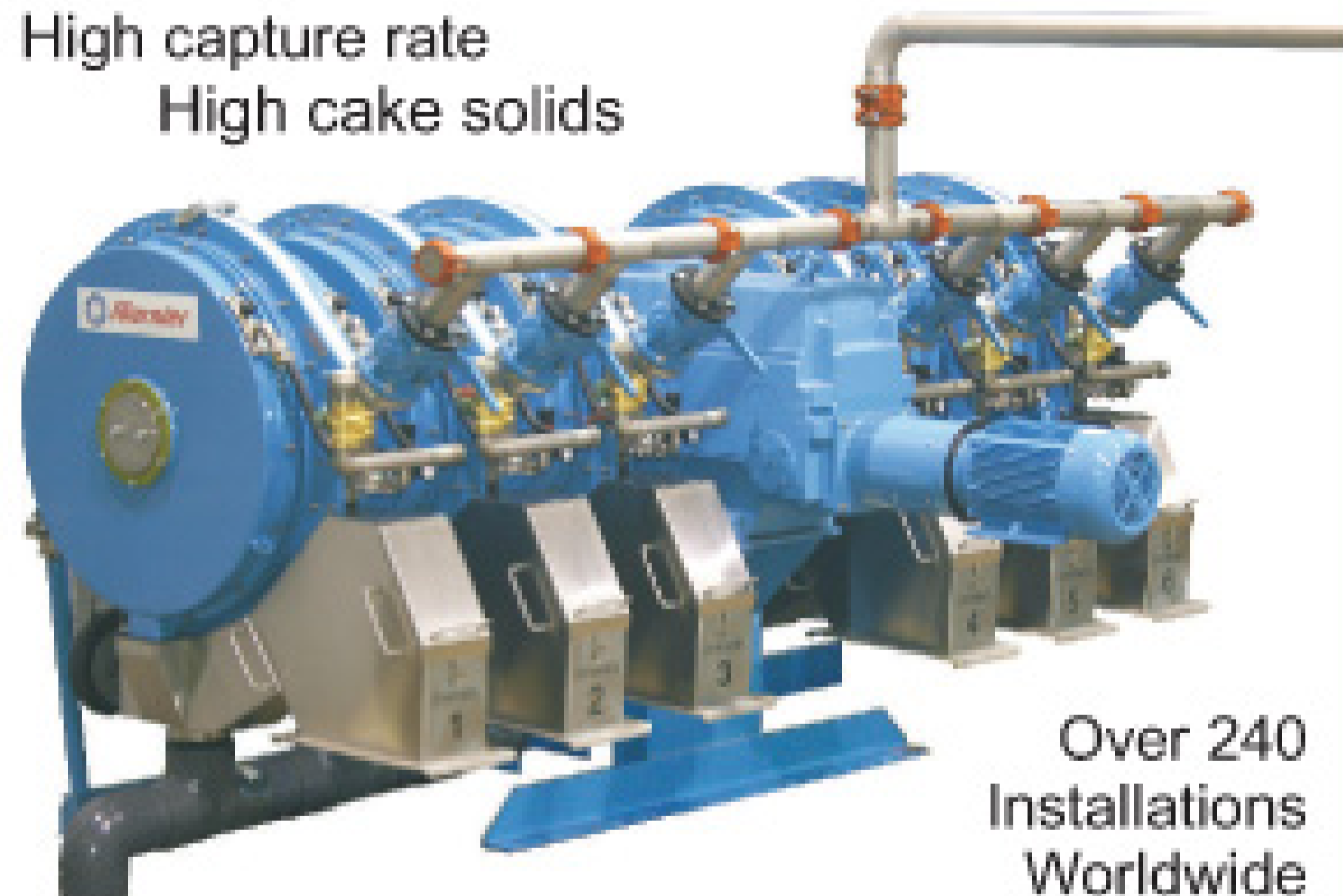
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The University of Phoenix Stadium was the site of Super Bowl XLII in February. The location was what likely tipped off the National Football League that a pumper was using the Super Bowl Waste Services name. Inset, Steve Fanning poses with a tank painted with his company's new name. (Photos courtesy of Robert Carlson)



Losing the SUPER BOWL

Claiming trademark infringement, the NFL forced a Phoenix portable sanitation company to change its name on the eve of the big game

By Robert E. Carlson

The National Football League is a multi-billion-dollar business that captures the attention of hundreds of millions of fans on Sunday afternoons, and practically every other day of the week during its season.

This kingpin of American sports still found time, however, to engage in a legal battle with Phoenix, Ariz., pumper Steve Fanning over what appears now to be an unfortunate name choice for his small portable sanitation business.

Fanning has a long and successful history in the industry. He began working for someone else and then started his own pumping business, Johnny On The Spot.

When service giant Waste Management Inc. sought to expand in the Phoenix area, it bought

Johnny On the Spot from Fanning and hired him to run the local branch. When the non-compete clause in Fanning's contract with Waste Management expired, he decided to start another business and it needed a name.

What should he call the new business? While working in Denver in the mid-1980s, his competitor was named Super Bowl Waste Services. Fanning was well aware of the football game, but he liked how the name applied to portable sanitation. Certainly, there was a

double meaning, just as other pumpers have capitalized on double meanings, taking names such as Royal Flush.

Fanning was familiar with the owner of the Denver company, so he called and asked if there were any issues over using the name. The owner replied, "Never been a problem." This is where Fanning may have made a major mistake. Rather than call a portable sanitation company in Colorado, he probably should have called the offices of the NFL in New York.

"The NFL is a business. They claimed we were diluting the name Super Bowl. That's what it was all about for them. They said we were using their name for our personal gain. And I thought we were just pumping and cleaning toilets."

Steve Fanning



This is what Fanning's trucks looked like when the NFL demanded he change the company name.

PERIOD OF EXPANSION

So Fanning had a vacuum service truck built. Using white, orange and green, he came up with an attractive truck with the signage: Super Bowl Waste Services. The reference to the task of cleaning toilets was obvious. As time passed, he added more trucks to his fleet. The booming construction market and the growth in the Phoenix area kept Fanning on his toes. By the end of 2007, he had 17 vehicles in his fleet and 13 of those were portable restroom service trucks.

So how did a local pumper in Phoenix capture the attention of the NFL? Fanning's home base was selected as the site of the 2008 Super Bowl.

In April 2007, Fanning received a letter from NFL Properties ordering him to "cease and desist" all operations under the Super Bowl Waste Services name. The letter said he must abandon the business name. He had 10 days to respond.

Fanning was dubious of the letter, but hired a well-known law firm in Denver that specialized in copyright and trademark infringement. The law firm responded to the NFL, arguing there was no reason Fanning should have to change the name. There were no copyrights or trademarks being infringed upon, so Fanning would not stop doing business under the Super Bowl name.

The NFL sent more letters, Fanning said, insisting that the name on his trucks and restrooms had to change. By June 2007, after a flurry of letters back and forth, things quieted down. Fanning figured his legal troubles were over.

About Thanksgiving, another set of letters came. Again the NFL demanded Fanning change all signage using Super Bowl. The league wanted a final answer in a few days, and one in which Fanning would agree to surrender his name.

Backed by the law firm Dorsey-Whitney, Fanning felt he had a chance to keep the business name. The NFL learned from the law firm's response that Fanning wasn't about to give up the fight.

A meeting with the legal teams for the NFL and Fanning was arranged for January, a few weeks before the Super Bowl. Fanning's lawyers believed the name Super Bowl was exempted from legal ownership because of a common "famous names" status.

NOT RELATED TO FOOTBALL

His attorneys explained the difference to Fanning like this: You can buy all the apples you want and you can use the name "apple" any way you want until you associate it with

computers. Then you have problems. Then you're "living off" the "famous name." From that standpoint, Fanning's lawyers believed

that Super Bowl Waste Services didn't interfere with or profit by the football game's notoriety. There were no goalposts or footballs included in Fanning's truck or restroom signage. No symbols or references to the big game were used in Fanning's advertising, invoices or contracts.

According to Fanning, the NFL introduced a study proving that the general public often associated the pumping company with the NFL's marquee game. The football league conducted a survey in which people were shown photos of Fanning's restrooms and asked what they thought about when they saw the images. Roughly 30 percent said they thought of the football game. Fanning's attorneys told him it only takes 16 percent recognition to support the NFL's contention that his business profited from its association with the Super Bowl.

The NFL wasn't going to take no for an answer.

Fanning said his lawyers estimated he had a good chance of winning if he fought in court to maintain the name. But if the NFL wanted to keep the case going, it could cost Fanning \$300,000 to \$500,000 to maintain his company name. The bill had already reached \$25,000.

Time to settle.

The NFL presented Fanning with a 25-page written settlement agreement. Part of the settlement reads: "Super Bowl Waste Services shall not operate any aspect of its business under the name Super Bowl including displaying any portable toilets, signage or trucks with the phrase Super Bowl or the words Super or Bowl within 10 miles of the Super Bowl XLII Championship Game." They also added that Super Bowl Waste not be any closer than five miles from a Super Bowl-related event for 14 days prior to the Super Bowl.

NO TIME TO CHANGE LABELS

Fanning responded that he already had restrooms on jobsites close to the stadium and he had commitments to service them. The NFL told him to get new stickers with a different name. Fanning argued it was impossible in the time frame they were requesting.

So they negotiated how long they would let Fanning take to complete the name change. First, they told Fanning to have the name change done before kickoff. Fanning told them

"Registered trademarks that are considered 'famous' are afforded the greatest level of protection. The Super Bowl is registered and famous."

Brian McCarthy

he wanted two years. The NFL offered to allow five months. That didn't fly either. They ended up compromising and giving Fanning one year to change signage, and allowed 10 percent of his units to remain unchanged.

Also, according to Fanning, the NFL refused his request to cover his legal fees and costs associated with changing his company name.

Fanning reported the changeover will cost him more than \$100,000. Super Bowl Waste Services will soon be history. Fanning has changed out his first truck. One by one, the old signage is being removed from the trucks and the restrooms and a new name, Elite Waste Services, is being added.

NOT A BIG FAN

Fanning had always enjoyed NFL games, but the legal battle has dampened his enthusiasm.

"The NFL is a business. They claimed we were diluting the name Super Bowl. That's what it was all about for them," Fanning said. "They said we were using their name for our personal gain. And I thought we were just pumping and cleaning toilets."

A spokesman for the NFL, Brian McCarthy, said the league is justified in its pursuit of companies it believes are capitalizing on the Super Bowl name.

"We have many federal and state trademark registrations for the Super Bowl trademark. These registrations have been on file for decades. Registered trademarks that are considered 'famous' are afforded the greatest level of protection. The Super Bowl is registered and famous."

McCarthy explained it's standard procedure for the NFL to send "cease and desist" letters to any business using the Super Bowl name. Businesses that don't abide by the orders are contacted by legal counsel of the NFL. McCarthy said he could produce 50 letters similar to the one Fanning received.

McCarthy said the NFL will continue to search out other businesses that use the league's famous name. It plans to eliminate any and all references from the championship game by outside sources, even though the meaning of the words Super Bowl may have nothing to do with a football game. ■

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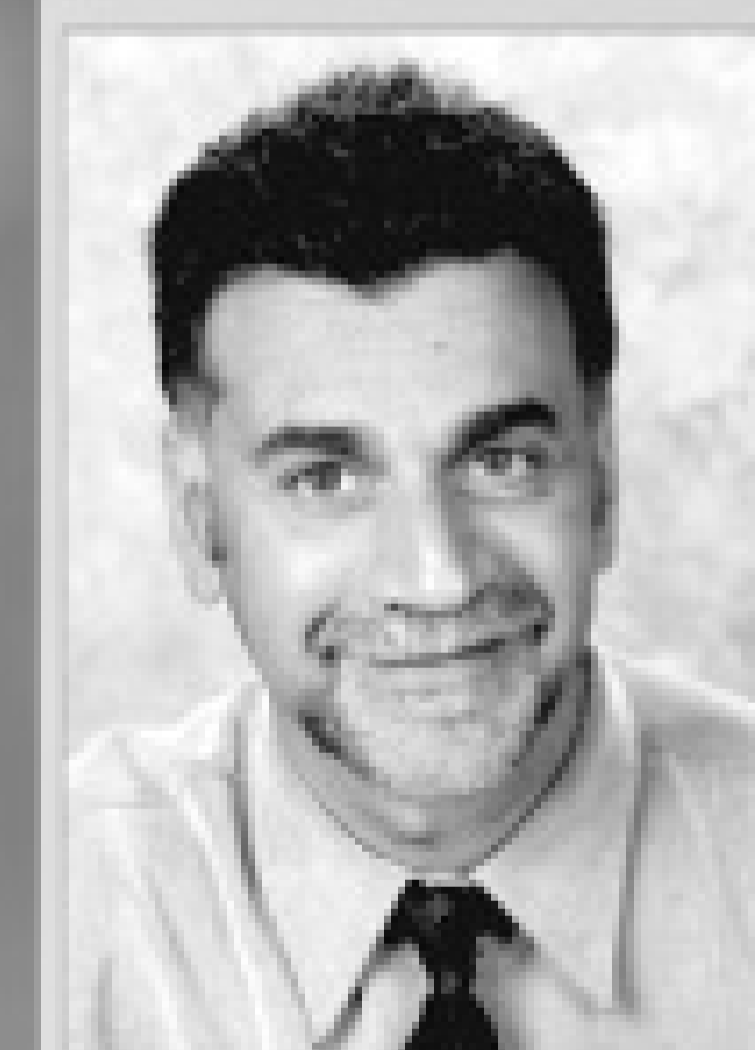
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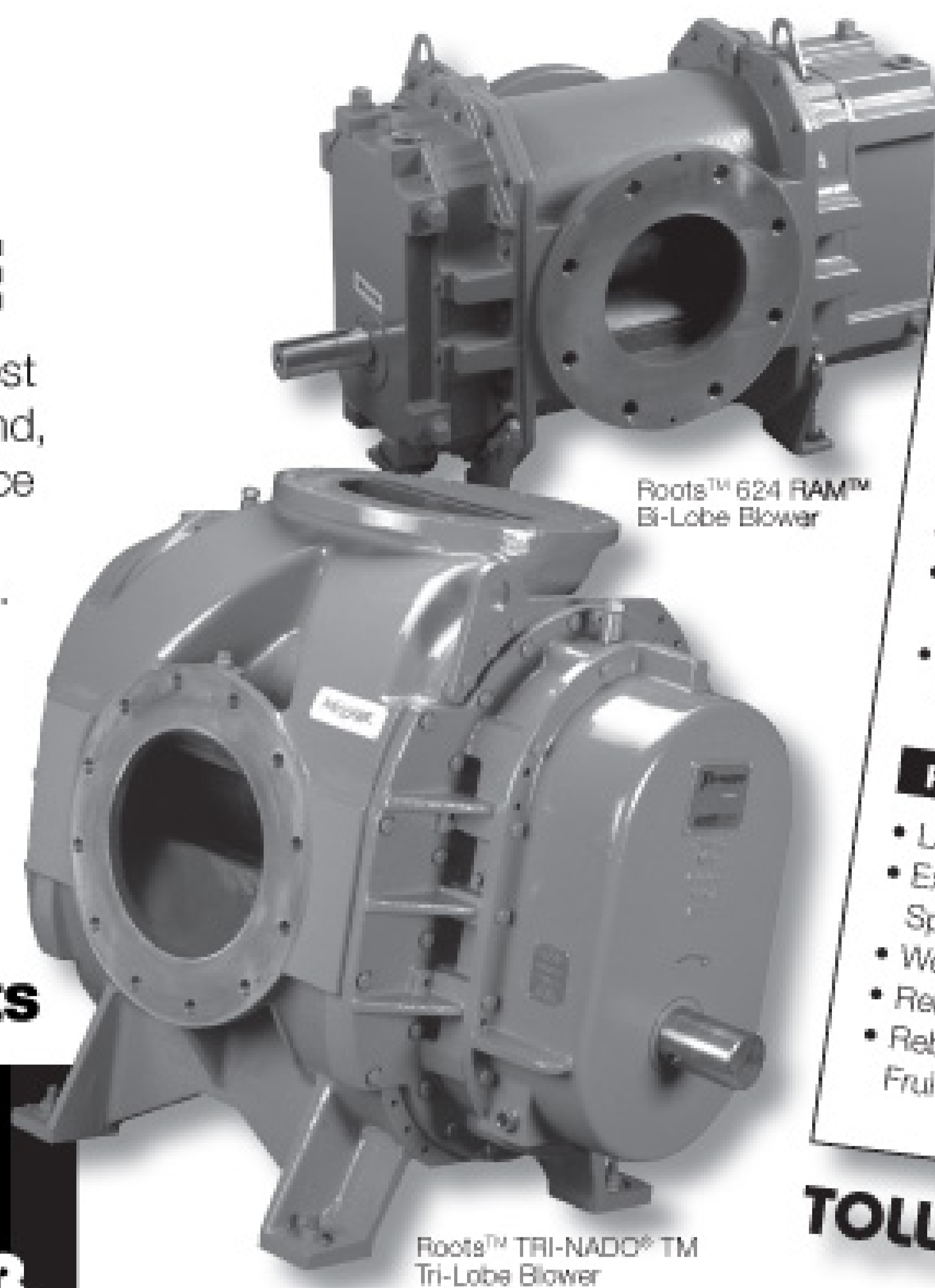
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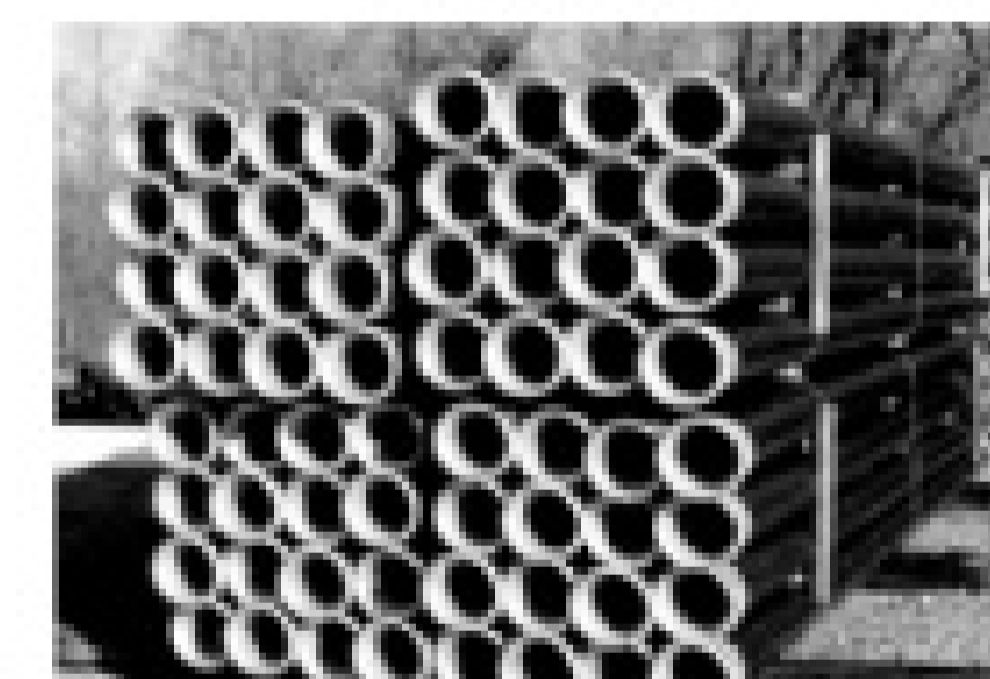
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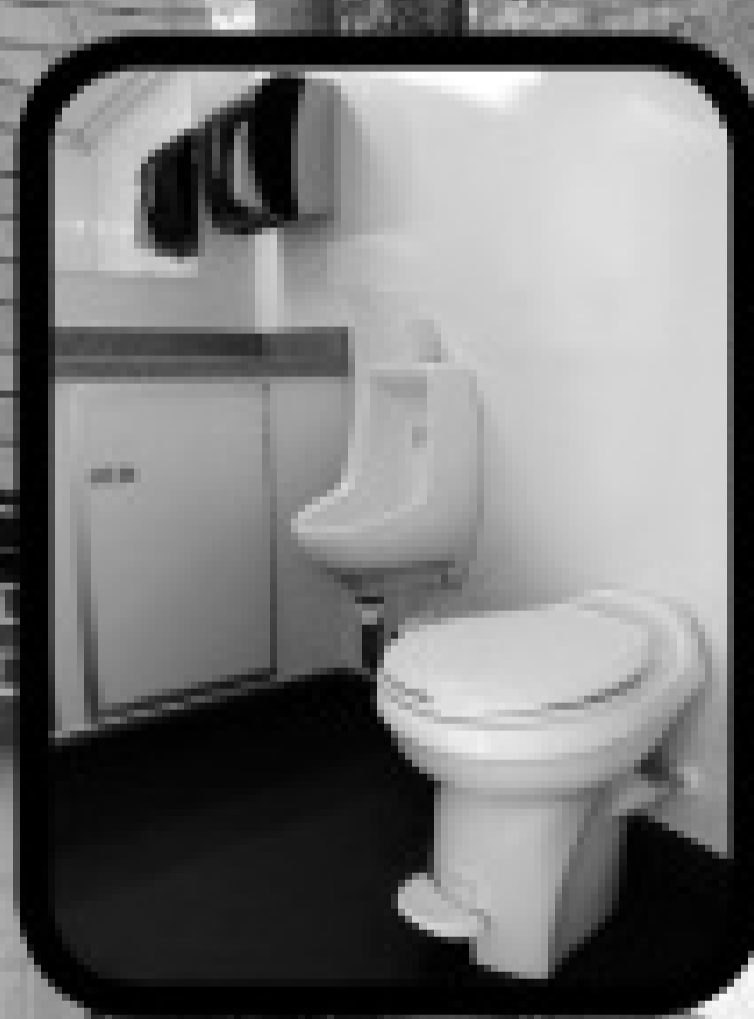


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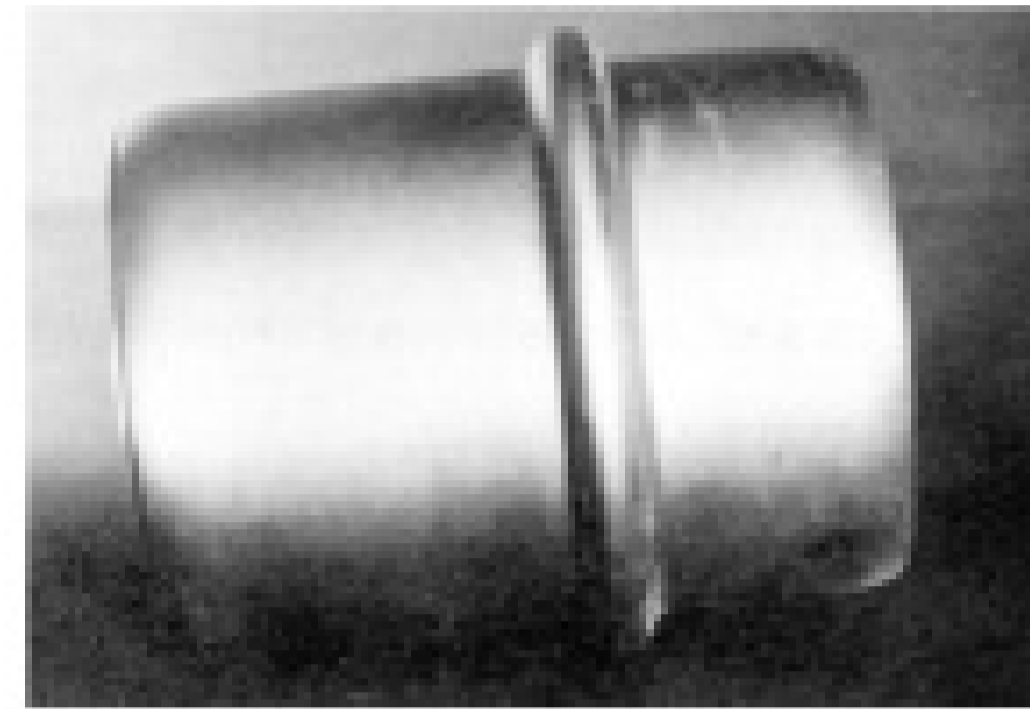
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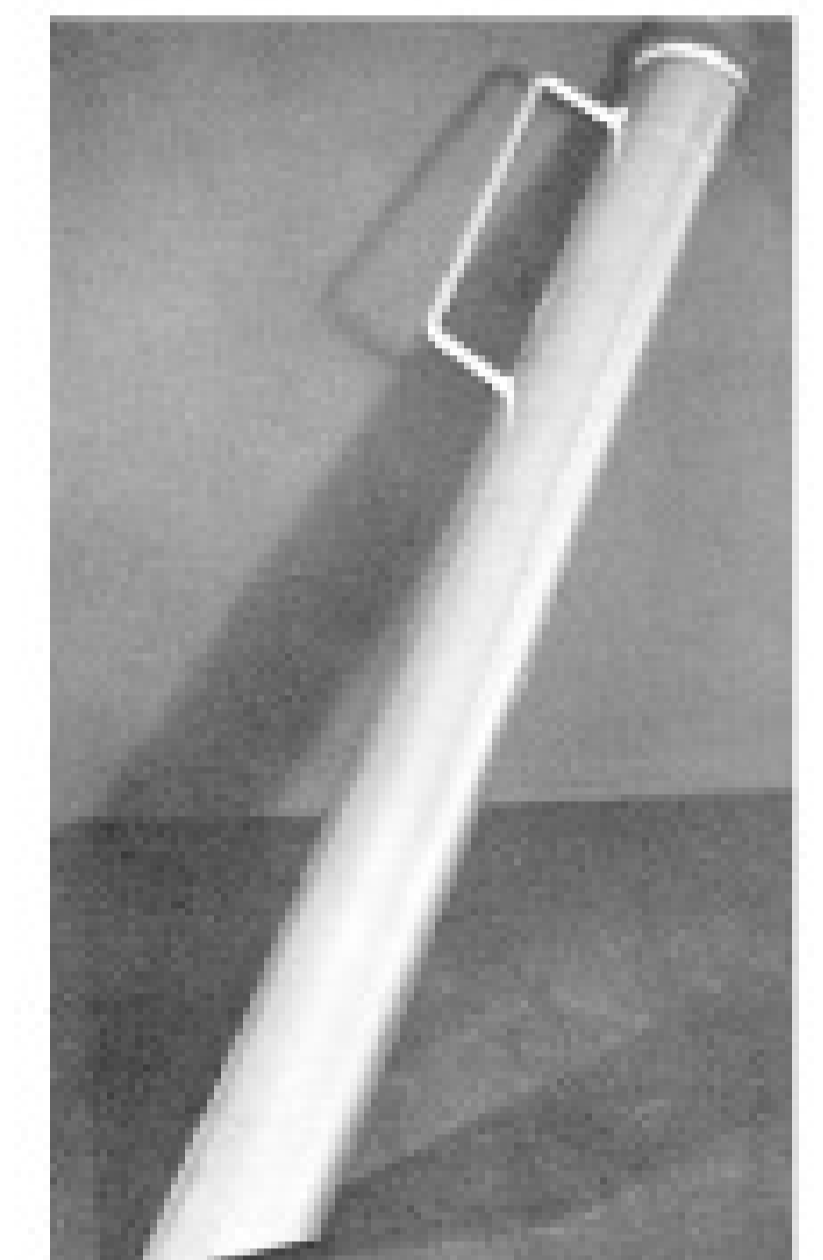
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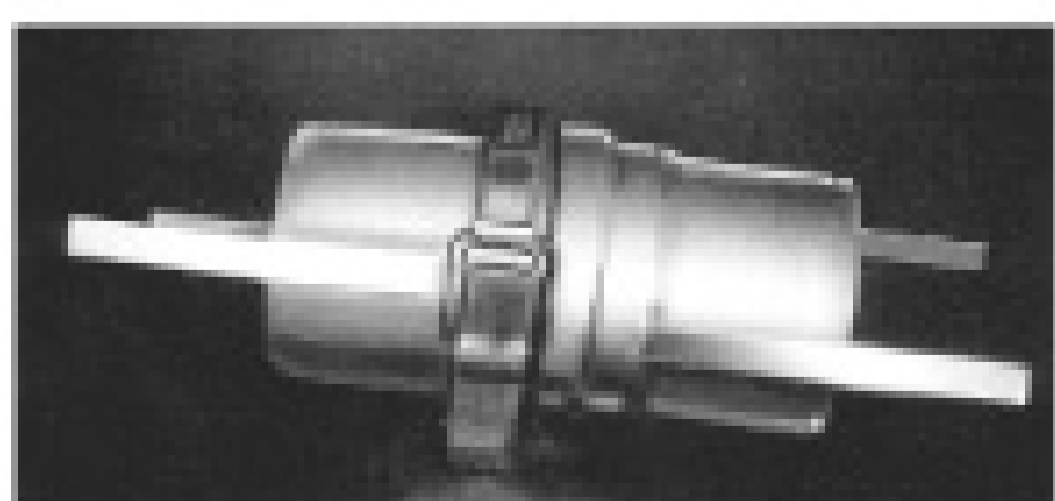
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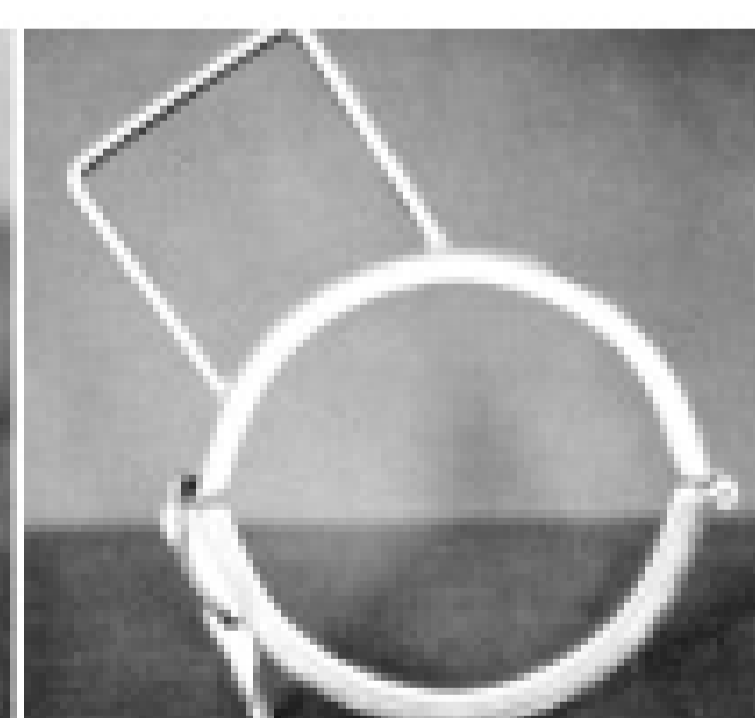
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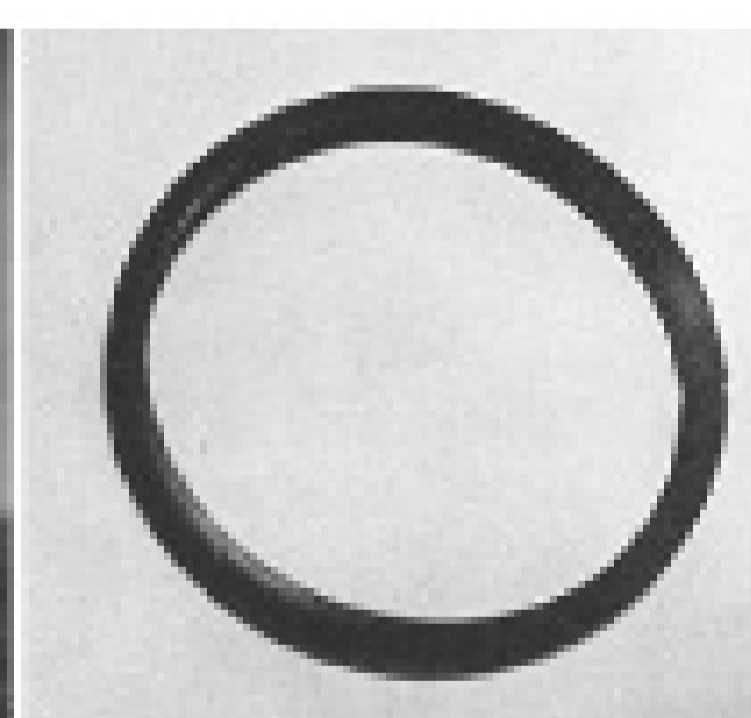
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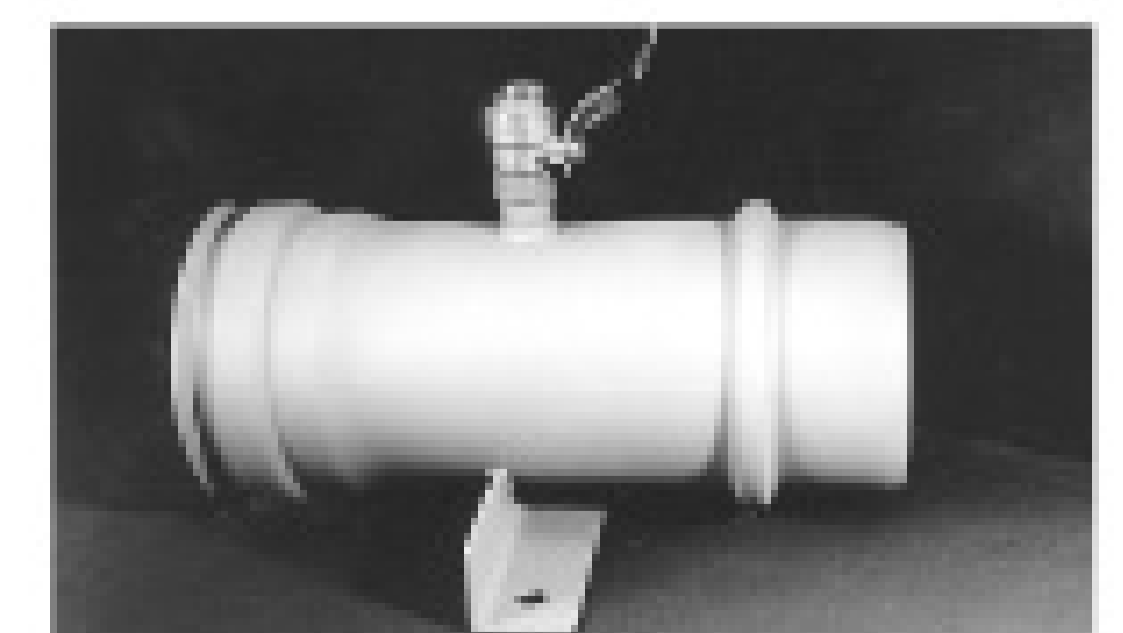
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From the back room to the books, you need to dress up your business to get the best price when it's time to sell

By Fred S. Steingold

It's the dream of every small business owner: selling a business someday for a tidy profit. Making that dream a reality takes time and effort.

Here are 15 ways to make your business attractive to potential buyers.

1 Show a consistent profit
Most buyers seek a business that has been profitable for at least two or three years. Let's say that three years ago your business had a great year. Two years ago you lost money. And last year's profits were only mediocre. A prospective buyer is likely to feel uneasy about what the future holds. In that situation, it makes sense to delay selling while you work on producing solid profits.

2 Resolve outstanding legal problems
No potential buyer will want to face lawsuits by unhappy customers or disgruntled employees. So if you've been receiving demand letters from an angry employee you recently fired, resolve the problem now.

3 Demonstrate that accounts receivable can be collected
You may want to include your accounts receivable in the sale. If so, you'll need to show they are collectable. Begin by putting together an aging chart that shows how long the bills have been outstanding — 30, 60 or 90 days. Eliminate any dicey accounts by settling with the slow

pays and writing off the deadbeats. The accounts that remain should have a long record of timely payment.

4 Clearly explain your business finances
Your accounting protocol should be consistent from year to year. Income, costs, and cash flow should be self-evident. A shoebox full of check stubs and deposit slips won't do the trick — nor will profits manufactured by questionable or overly aggressive accounting tactics.

5 Provide a convincing business plan for the future
The buyer will want to build on what you've done in the past and hopefully do it even better. A business plan can fire the buyer's imagination with specific ideas on where to go from here. You need one that looks ahead to a time when you're no longer in charge. It can keep the buyer's enthusiasm alive during the nervous days before closing when buyers can get cold feet.

6 Secure beneficial relationships
Good ongoing relationships with customers and suppliers can impress a buyer. But unless you can point to solid contracts, a buyer may worry that these relationships are personal to the seller and not easily transferable. If you can position the business' success as being independent of you personally, you'll get a better price.

7 Show experienced employees will stay on
Able employees can be a strong selling point. Consider offering employment contracts that commit key people to work for the business for at least a couple more years. You can also include a covenant not to compete. This can help further reassure the buyer that your key employees won't start working for a competing business.

8 Lock in your lease
The security of being able to operate the business from its current location can be crucial to selling your business. The buyer may want to lock in a lease for several years. If you rent from month to month, or your lease is running out soon, negotiate with the landlord for a long-term lease. Make sure the lease will remain in effect even if you sell the business.

9 Disclose all relevant facts
The buyer wants to be able to trust you, so disclose even negative facts. It's a mistake to leave it to the buyer to discover negative information about your business. If an exclusive contract with a major supplier is about to end, let the buyer know.

10 Spruce up your premises
Apply a fresh coat of paint. Fix broken windows and cracked tile. Get rid of clutter.

11 Make upgrades and repairs
Maybe it's time to install better lighting or signage, replace old carpets, and buy new workstations. If needed repairs are the landlord's responsibility, insist the work get done to your satisfaction.

12 Get your inventory in shape
If you have a retail or wholesale business, sell or dump all stuff that you'll never sell for a decent price. A buyer doesn't want to pay good money for inventory that can't be sold short of the local flea market.

13 Make sure equipment works
Repair or replace equipment that's not performing optimally. This especially applies to computer equipment or software that may have become obsolete. When you demonstrate your technology to a buyer, you want it to work the first time, every time.

14 Provide a clear picture of how you get compensated
You may receive a salary, bonus, fringe benefits — or all of these things. Of course, you'll inform buyers about these forms of compensation. But also be able to list all non-cash perks, such as business-related travel and entertainment, or a business car that's tax deductible.

15 Have a believable explanation of why you're selling
Few business owners just walk away from a profitable business that promises a prosperous future. Be able to convince the buyer you're selling for a good reason. Examples include retirement, starting a new career, relocating with a spouse who has a new job, or going back to school. ■

Fred S. Steingold practices law in Ann Arbor, Mich. He is the author of Legal Guide for Starting and Running a Small Business and The Employer's Legal Handbook published by Nolo. Legal strategies may vary depending on the state in which you live and the specifics of your situation. See your lawyer for legal advice.



Good ongoing relationships with customers and suppliers can impress a buyer. But unless you can point to solid contracts, a buyer may worry that these relationships are personal to the seller and not easily transferable. If you can position the business's success as being independent of you personally, you'll get a better price.

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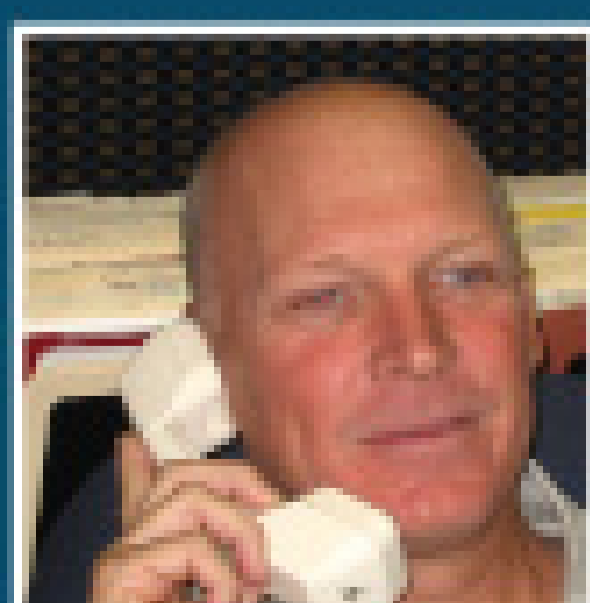
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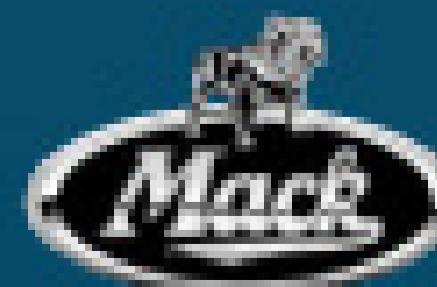
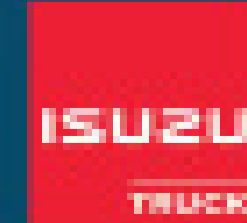
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It is time to finalize your plans for the **NAWT 3rd Annual Waste Treatment Symposium**. The Symposium will be held on **September 10th and 11th, 2008** in **Eureka, Missouri** at the **Dave Flagg's Septic Services Septage Treatment Facility**. Call Holiday Inn at Six Flags (636.938.6661) for lodging reservations, mention NAWT for our discounted rate).

This event draws a larger and larger audience each year. Make plans to attend the NAWT Waste Treatment Symposium every September to see the latest technologies and network with industry professionals.

2-Day Agenda

The Waste Treatment Symposium provides two days of opportunities to see septage and grease trap waste treatment equipment and technology presented by serious professionals.

Sept. 10: (Classroom)

Classroom session gives vendors the opportunity to present case histories of operating facilities using their technology and product presentations for participants.

(Lunch Included Both Days)

Sept. 11: (Field Trip)

Buses will carry everyone to Dave Flagg's Septic Services Septage Treatment Facility. This is an opportunity to see equipment up and running using real septage and grease trap waste. A hands-on experience makes all the difference. Tours of the Septic Services facility will also be given.

Eureka, Missouri

SEPT. 10-11, 2008

See www.NAWT.org for updates

Attending vendors include:

Aqua Ben Corp - Polymer presentation

Atlantic Dewatering - Container filter presentation

FKC Screw Press - Screw press presentation

Fournier Corp - Rotary press presentation

Big Fish - Turnkey septage treatment facility

Center Capital Corp - Financing presentation

Caremeusa - Lime presentation

Geotube - Dewatering tube presentation

Burt Waste - Oil/water separator

Juggler - Separator truck presentation

Lely - Screen presentation

Don't miss this Opportunity to learn about waste treatment technology first-hand, register today!

To Register...

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Fax or Send your form with payment to the NAWT office by **September 1, 2008**.



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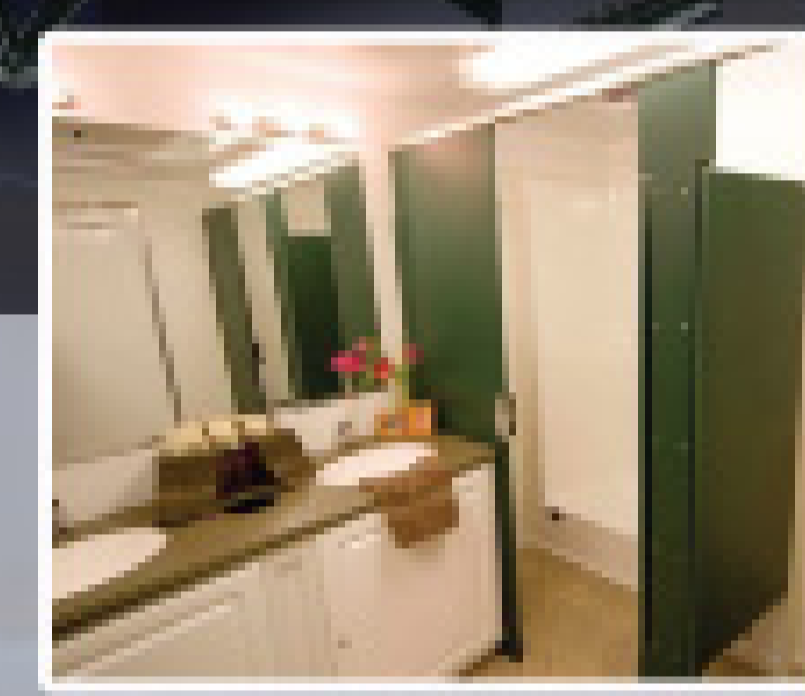
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Compliant 32' 8 Stall



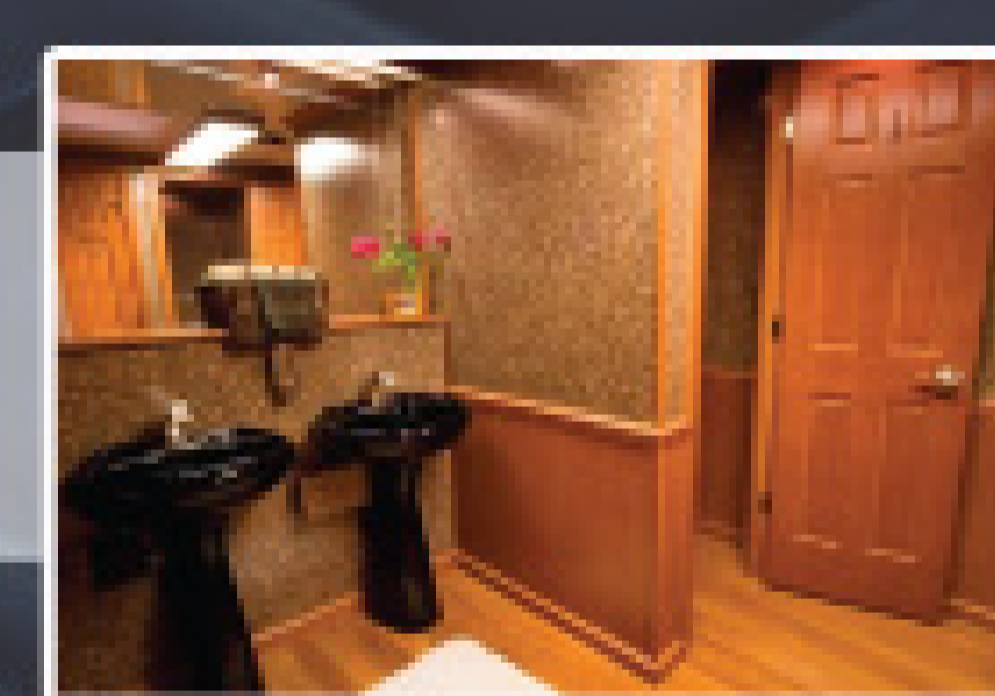
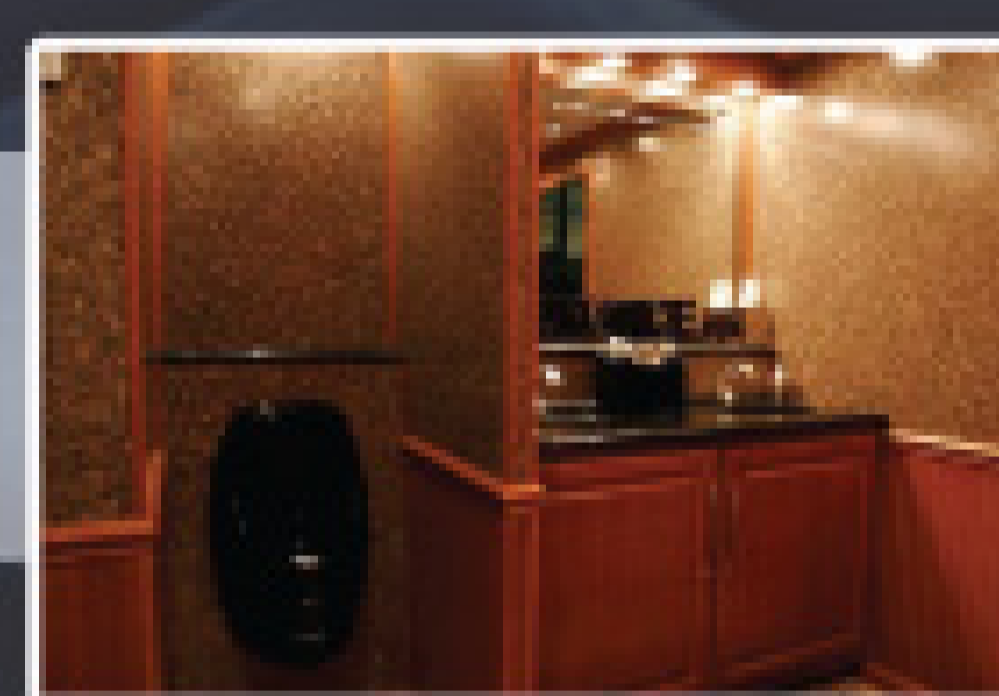
Need a shower trailer? Call the Shower Trailer experts at JAG Mobile Solutions for more information and available inventory of our industry leading shower and restroom trailers.



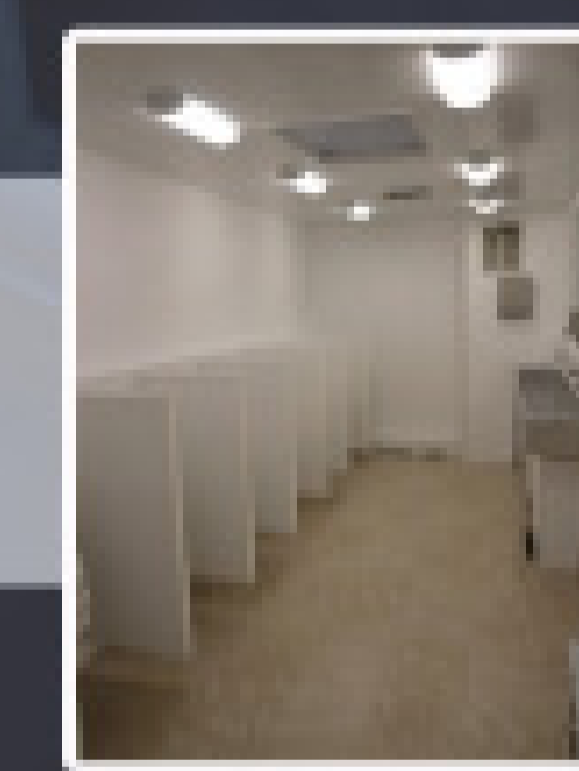
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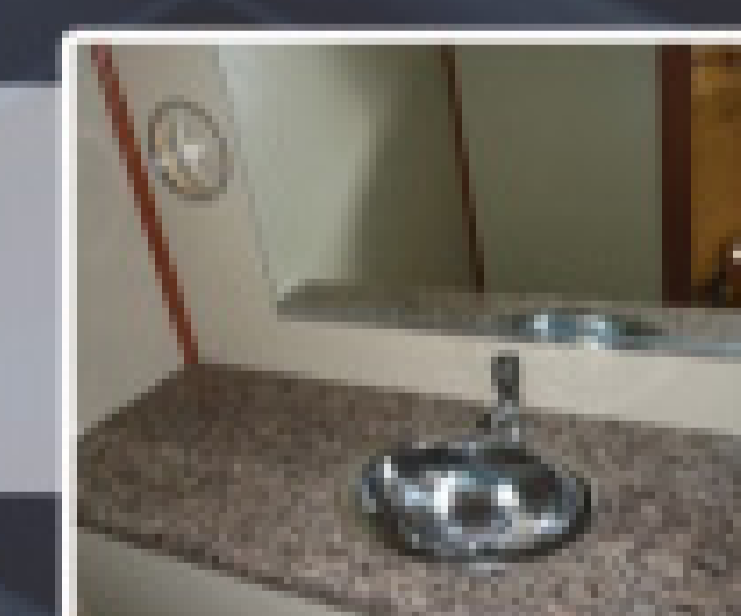
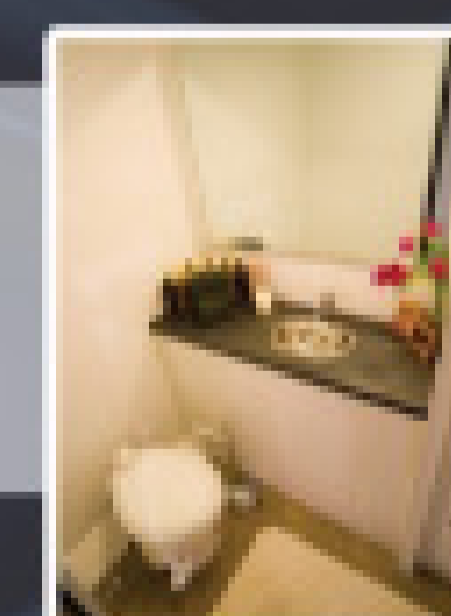
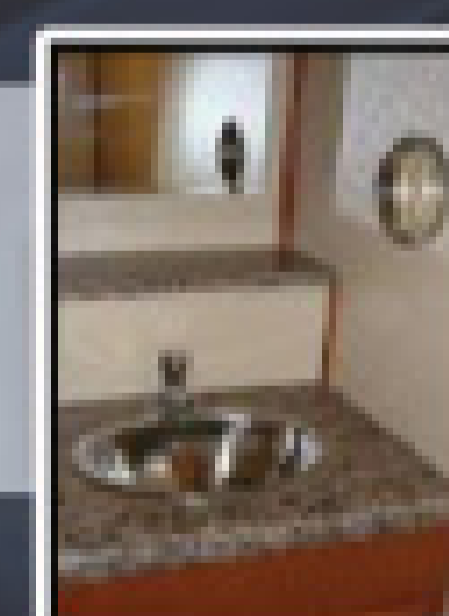
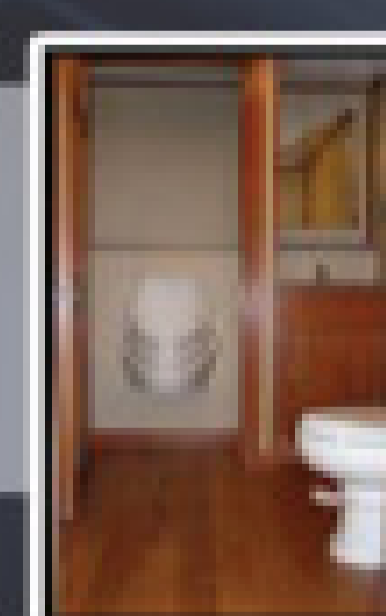
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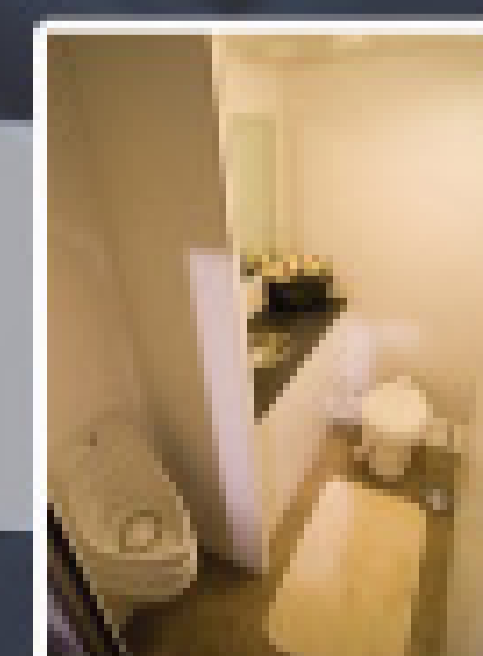
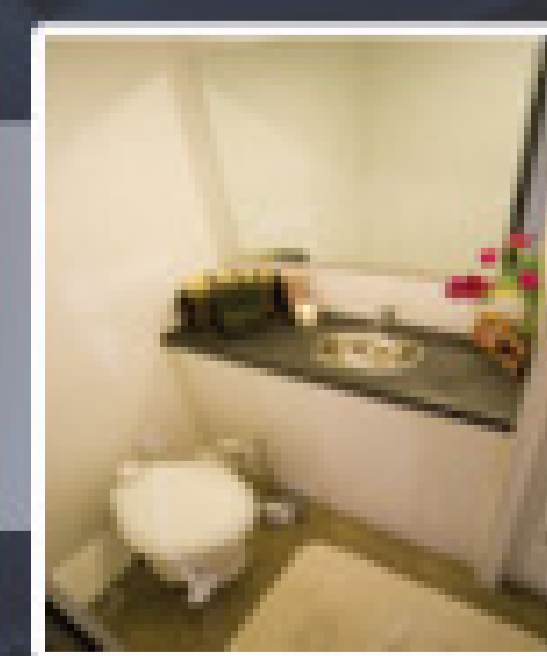
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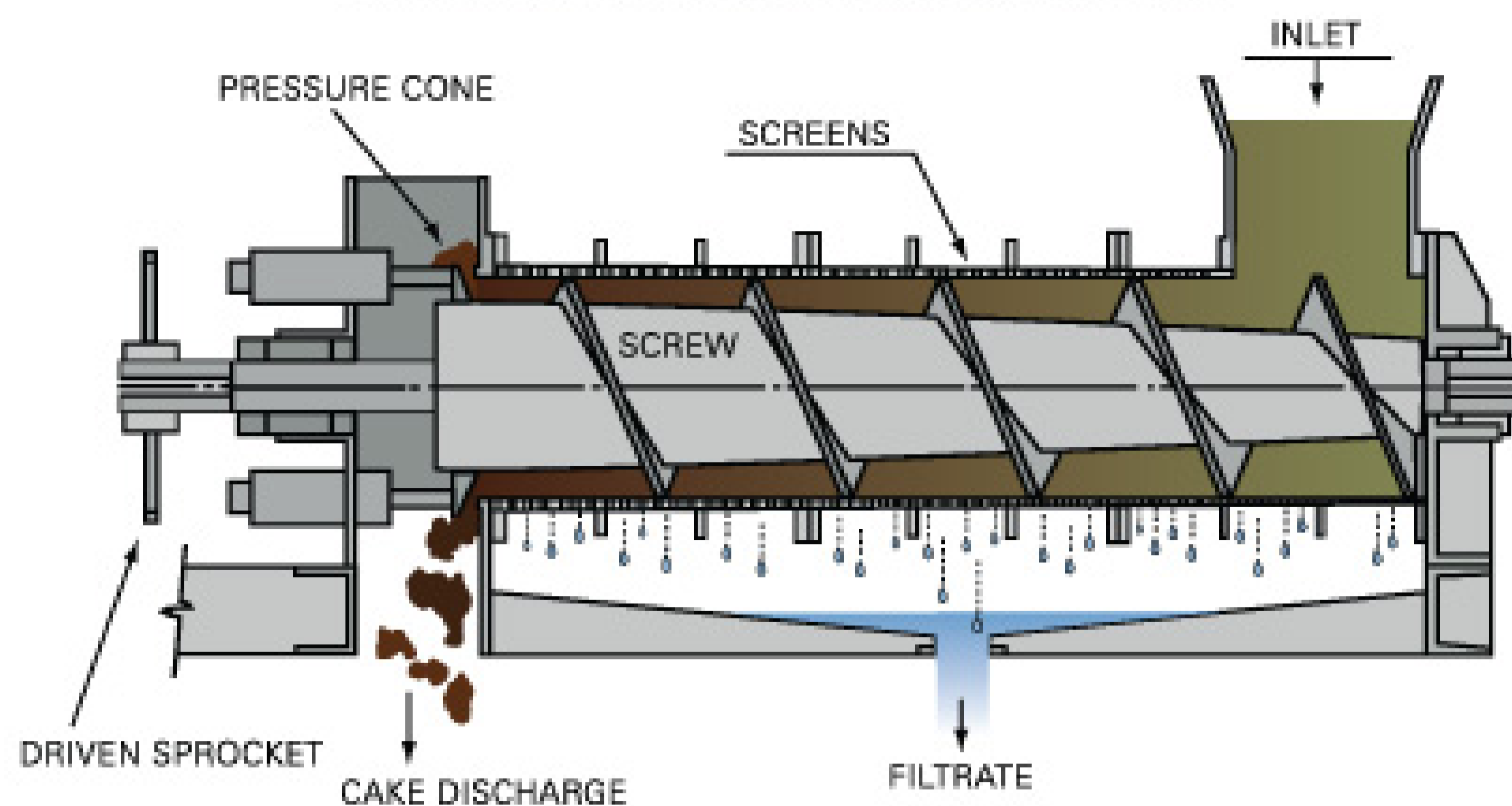
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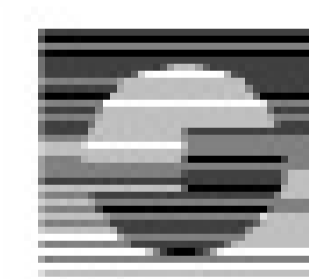
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Clogged Arteries

A poster wonders if he can clean out sluggish drainfield lines without the major surgery of replacing the onsite system

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

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

Overheard Online

CAN I EFFECTIVELY JET OUT DRAINFIELD LINES?

Question:

Can someone give me advice on using a jetter to clean a field line? Do you clean the whole line as far the jetter will go, or just the header pipe going to the field line?

Does this help the field line to start taking water? Do you give your customer any type of warranty?

Answers:

In order to help with your question, I would need a little more information. What type of drainfield line are you dealing with? Is this a pressurized drainfield line, such as in a low-pressure distribution system, mound, sand filter, etc.? Or are you dealing with a gravity drainfield with 4-inch tile, or 4-inch perforated PVC pipe? Do you know for sure that the line is "clogged?" Or is there another reason the drainfield is not accepting effluent?

If this is a LPD, or pressurized system, with 3/16-inch or 1/8-inch orifices, typically the lateral ends should be exposed and vacuumed out using a pump truck. Vacuum all of the laterals separately. Vacuum the pump discharge line as well. You may then run the jetter up each lateral line to its origin and vacuum again.

If this is a gravity type system, it is important to determine if the line itself is clogged or if the drainfield infiltrative surface and trench walls are clogged. Jetting the lines in a system that is "failing" due to clogged infiltrative surface will not likely remedy the problem. However, in some cases, vacuuming the lines using a pump truck and flushing the lines with freshwater several times can help revive the drainfield to some extent.



I'm trying to understand how a jetter works on field lines. I've heard people say they jetted the field lines on a gravity drainfield with 4-inch perforated PVC pipe and it helped the problem. I was interested in getting some feedback on how the process works and if it does help.



I do a fair bit of jetting. It often helps if the tank has been neglected and solids have been flushed into the field. I have recovered a number of fields this way. I vacuum and jet all the lines from the D-box and load-test them afterward. But you have to know the nature of the failure, and I don't attempt it unless I'm fairly certain it will help. I never give a warranty. I always tell my customers that it is a Band-Aid solution.



The few ways jetting will help a lateral is to clear accumulated debris in the line. The debris is usually from a bad baffle or poor maintenance and typically accumulates in the first part of the line. Even a high pressure/high volume jet is not capable of clearing debris that has passed through the system, through the D-box, out through the lines and down through the media to the bottom of the trench. The pipe is typically 4-inch perforated with 1/2-inch holes, and the holes will only allow so much water to pass at a given volume. At best, the water pressure will blast the media directly beneath the holes. When trenches are saturated, it is usually — but not limited to — excessive biomat formation on the trench bottom and sides. Jetting will not relieve that condition. If the trenches are failing due to poor soil conditions, poor installation or poor design, jetting will not overcome those concerns.

We see very few occasions where jetting will solve lateral problems, and we are a jetting company as well, on a small scale.

CAN YOU SUGGEST A GREASE SOFTENER?

Question:

Do you have any suggestions for a grease softener to be used in a scum pit before pumping it into a digester tank?

Answers:

I had a plumber one time tell me he would put a couple of gallons of dish soap in a pit to help break down the grease. I've never tried it, but the plumber said he has done it several times.



The dish soap will help emulsify or liquefy grease, but not break it down. Most grease trap or floor drain additives will do the same. Caustic chemicals will also work, but be aware of safety aspects.



Most biological grease trap treatments do not simply emulsify grease and send it down line. They have the ability to completely digest grease, leaving behind basic compounds such as carbon dioxide and water. Even in applications where bacteria cannot keep up with the amount of grease in a trap, its use may keep the grease from forming a

When trenches are saturated, it is usually — but not limited to — excessive biomat formation on the trench bottom and sides. Jetting will not relieve that condition. If the trenches are failing due to poor soil conditions, poor installation or poor design, jetting will not overcome those concerns.

solid, tightly packed grease cap. This will result in easier pumping. To achieve this, additives should be used regularly as a maintenance product as opposed to a quick fix.



I've heard muriatic acid will help break down solids in septic tanks and leachfields. Any truth to that? Any problems? I know it works great for taking off the concrete on portable restrooms. If it works on a septic system, how many gallons in a 1,000-gallon tank/leachfield?



Occasionally, at wastewater plants, we drain our aeration basins for maintenance. Part of this project is scrubbing the diffusers (bubblers) with muriatic acid to remove mineral deposits. Muriatic acid is simply a diluted hydrochloric acid. When we are finished, we thoroughly flush the basins to remove any residual acid. Any remaining acid could upset or even halt the biological breakdown of organic material because the bacteria only live in a certain pH range. The effect would be the same in septic tanks. Also, your local environmental regulators would not allow acid in the leachfield. ■

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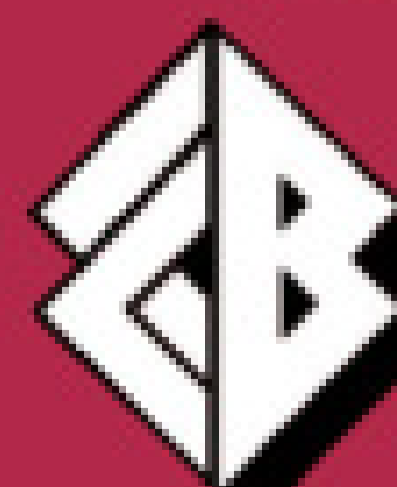
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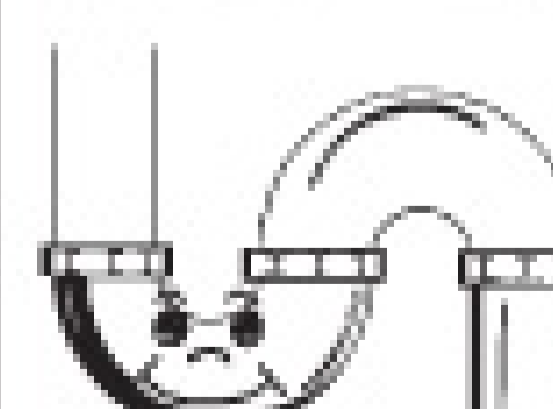
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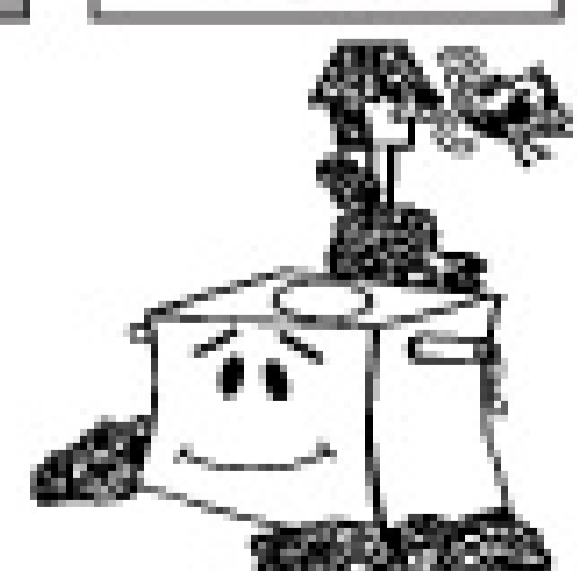
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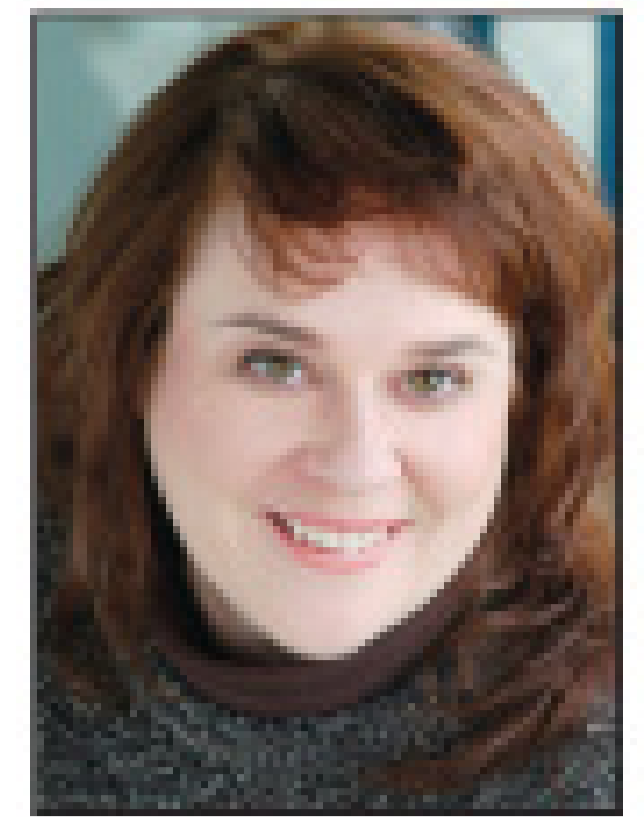
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The Big Squeeze

Pumpers seek creative solutions when governments impose ever-tighter requirements for waste disposal

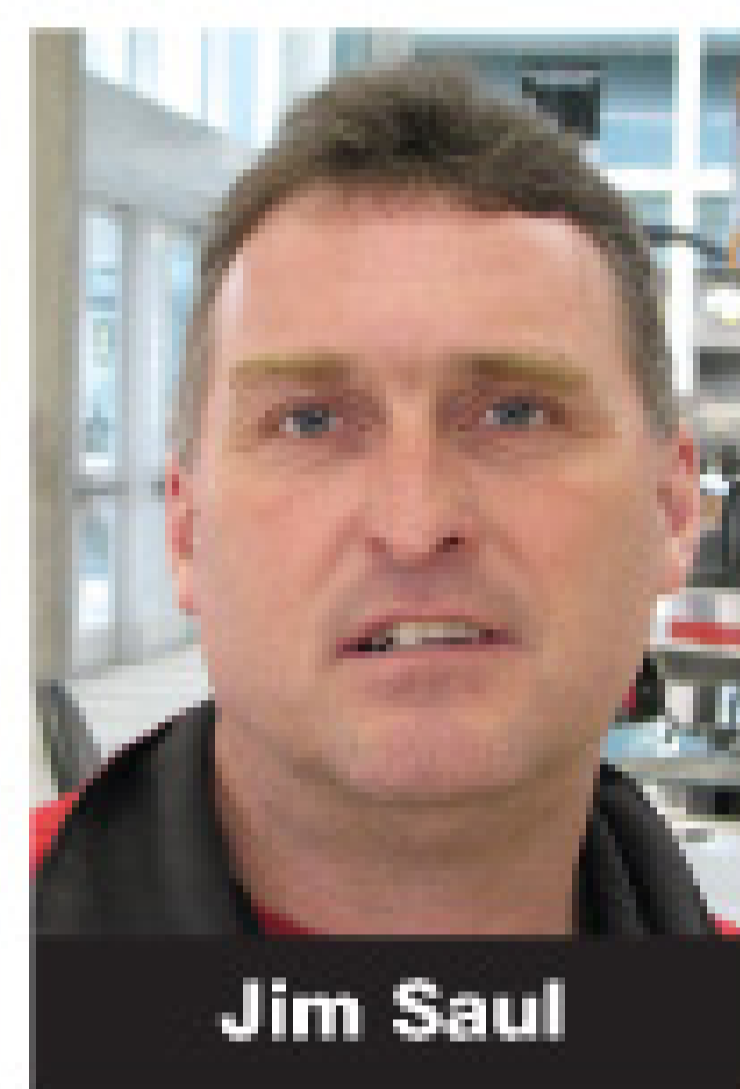
By Mary Shafer

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



Across the U.S. and Canada, local governments continue to tighten restrictions on waste disposal. Pumpers — even those who currently have solid arrangements for land application — can no longer ignore the changing attitudes toward this practice. Every day, more ordinances are being adopted to further restrict surface waste spreading. This may be good for the environment, but it's making things tough for many pumpers. These liquid waste haulers reveal what they're doing to deal with the ever-growing disposal challenge.

"We're still currently land applying in conventional form," explains Jim Saul, owner of Central Sanitation. "Our intent is to build our own



Name: **Jim Saul, owner**
 Company: **Central Sanitation**
 Location: **Sarnia, Ontario, Canada**
 Employees: **18-25, seasonally**
 Years in Business: **31**

dewatering system and discharge the effluent to a sewage treatment plant. We want to have a composting facility and then continue to land-apply those solids. We're not there yet, but that's our hope."

Saul was unable to attend last year's Septage/Grease

Trap Waste Treatment Symposium, sponsored by the National Association of Wastewater Transporters Inc. as he had hoped. He was interested in gathering information on the best dewatering option for his company's needs.

Though he's been actively planning to build his processing facility for the last decade, Saul says it could happen, realistically, in the next 3-5 years.

"Our biggest holdback is government. We're not asking for money or favors. We just need the right legislation and permits to carry it out. Unfortunately, there's a great deal of confusion at the government level about what is required and who will regulate the process."

Saul has some contacts inside the Ministry of the Environment, his province's governing body for such matters. "They are cooperative, certainly very interested in seeing this proposal move forward, but it's complicated. It brings provincial government together with municipal government, so there has to be cooperation on all sides."

Fortunately for Saul, these governing bodies will eventually have to work out a process for handling this type of application, since it's clear Central Sanitation isn't the only company in the province struggling

with disposal issues. Saul says, though, he's not satisfied waiting for government to impose something on haulers. He wants to be involved in formulating legislation so it will be something effective and worthwhile, and that everyone can live with.

It's already been a long slog for this pumper, and the drawn-out process is wearing on his nerves. "I'm a little disappointed that we've been unable to implement this plan I've had for 10 years," Saul admits, "but that's why I stay current on new technology. Even in the years since I started thinking about this, dewatering technology has really changed so much."

Kendall Todd owns Atlantic Pit Service Inc. and his struggle was what to do with grease trap waste, which isn't allowed to be land applied in his home state of Georgia.



Name: **Kendall Todd, owner**
 Company: **Atlantic Pit Service Inc.**
 Location: **Lawrenceville, Ga.**
 Employees: **14**
 Years in Business: **32**

"There are four or five disposal plants in the state of Georgia that accept waste from other people. I was taking it to another gentleman who owned a plant, and we decided we wanted to hold our own destiny by controlling our costs."

This decision was already in the works when the state issued new FOG (fat, oil, grease) regulation, which Todd says "eliminated a lot of the pump-and-dumpers." All pumpers now had to create a hauling manifest for their loads so waste could be tracked. "We'd always manifested our loads, but now it was being required and everyone had to show what was happening to their material. It helped," Todd says, to level the competitive playing field for all pumpers.

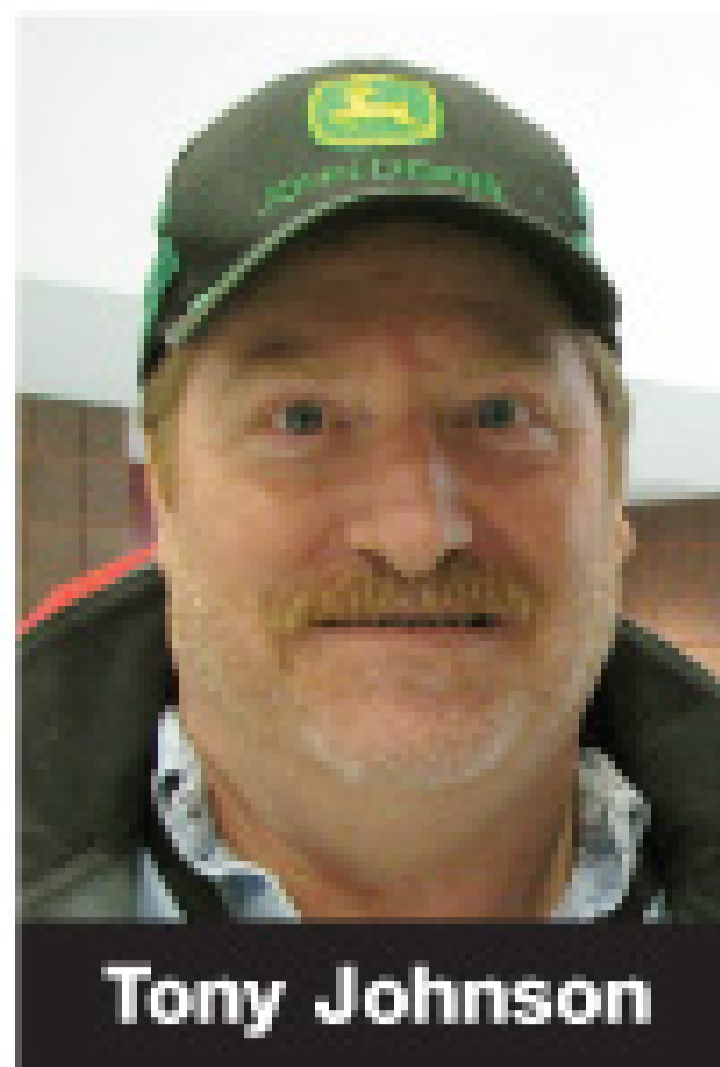
When all disposal factors were weighed, controlling costs ultimately meant building his own treatment facility. "We started looking for property, then had to go through the whole permitting process, which took about a year." In another year, the facility was ready for business. It includes two Auto-Vac rotary water vacuum systems (Alar Engineering Corp., www.alarcorp.com) — to remove 90 to 95 percent of the liquid from the septage and grease waste. The dewatered cake is trucked to a landfill, and the clarified effluent is recycled back into the plant for use in equipment prep/cleanup and other processes. Todd's company accepts waste for processing from other pumpers, adding another revenue stream.

Todd is satisfied with his decision to bring disposal in-house. "It's working pretty good for us," he says.

"A lot of people around here still land-apply," says Tony Johnson, co-owner of Johnson Septic Service, "but they're starting to sway toward the treatment facilities that are starting to pop up." Having to use a treatment plant for disposal isn't something that concerns him or his wife and business partner, Theresa Johnson. They still land-apply, as

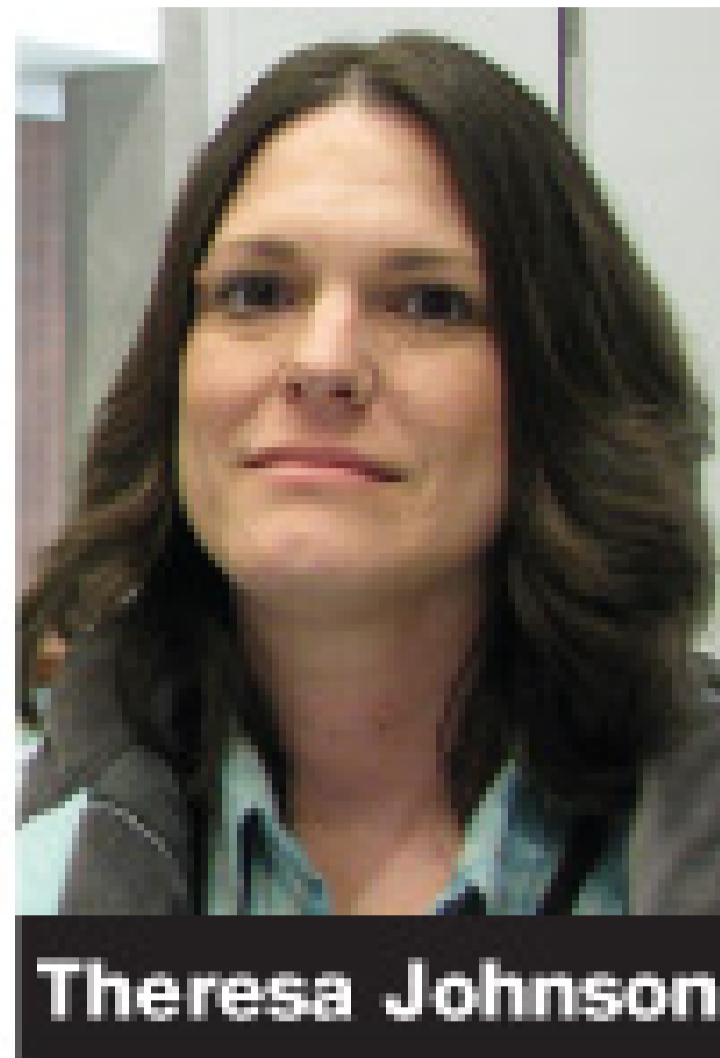
"Our biggest holdback is government. We're not asking for money or favors. We just need the right legislation and permits to carry it out. Unfortunately, there's a great deal of confusion at the government level about what is required and who will regulate the process."

Jim Saul



Name:
Tony and Theresa Johnson, owners
Company:
Johnson Septic Service
Location:
Sears, Mich.
Employees: **2**
Years in
Business: **14**

well as perform soil injection and make use of a waste storage tank. The Johnsons don't expect to ever have to worry about disposal again, unless restrictions really tighten up. Why? Because they own the farm fields used for land application.



Several years ago, the state tightened regulations for disposal, driving up the cost of plant treatment and making many of their application options disappear. The Johnsons did the math and decided it would be worth the cost to buy their own farm, so they wouldn't have to worry about waning field opportunities.

Now, they're active in farming as well.

"We kind of got swayed into it when we bought the place," Tony Johnson says. Happily, the couple realized two unexpected results from the move. Their land application provides an endless supply of free fertilizer for their crops, and the income from farming has helped diversify their business. It's a nice cushion against declining fortunes in either industry. ■



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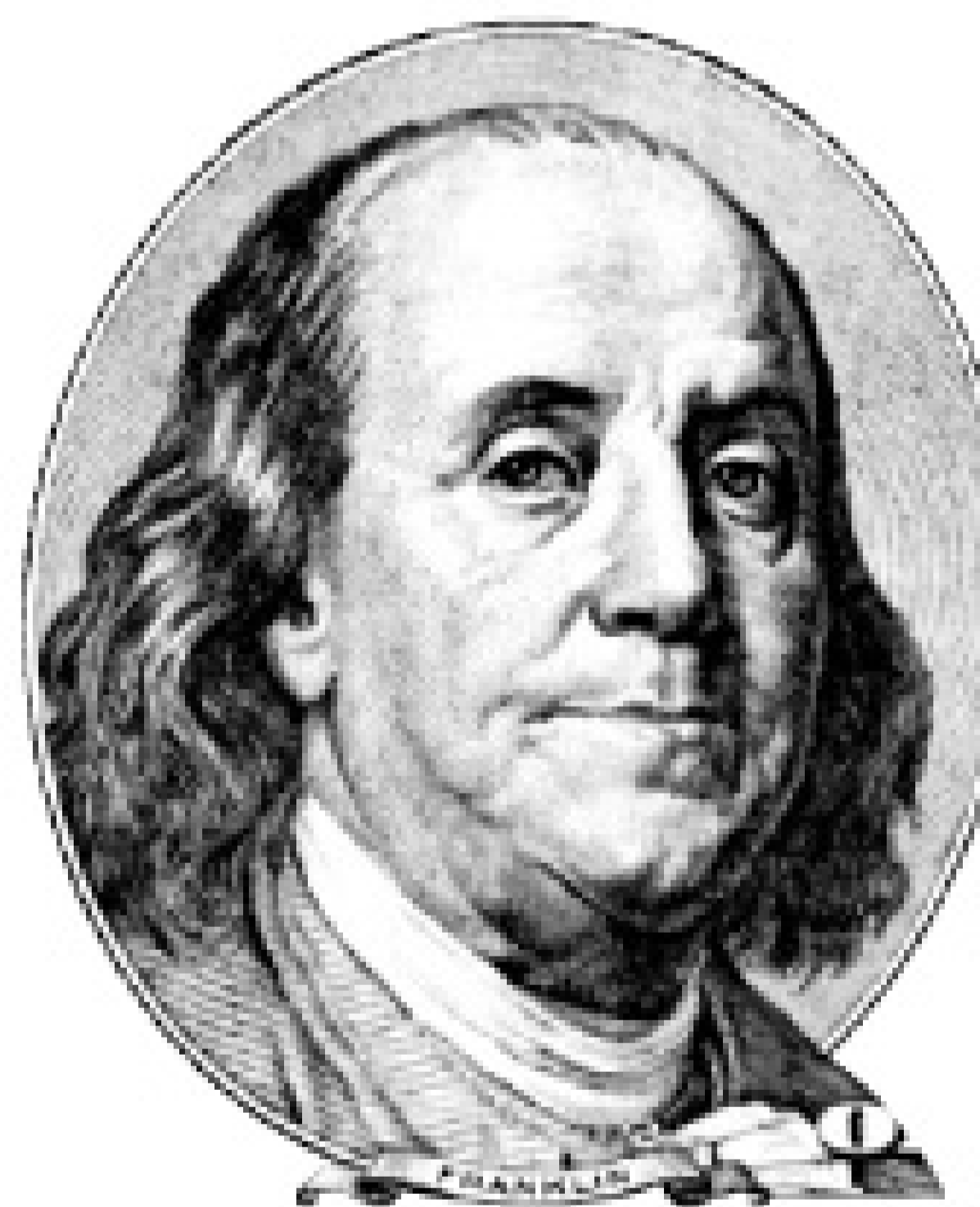
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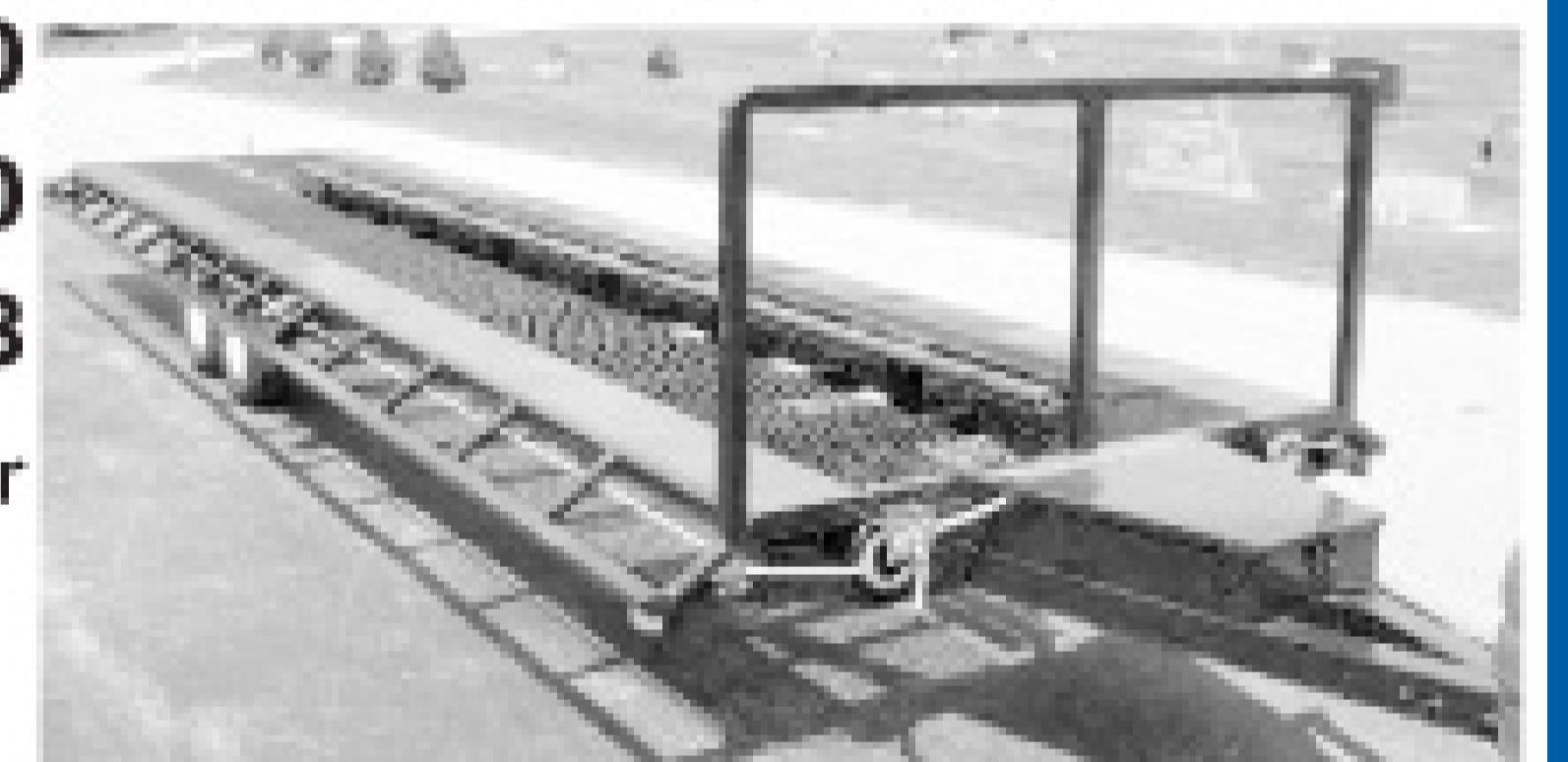


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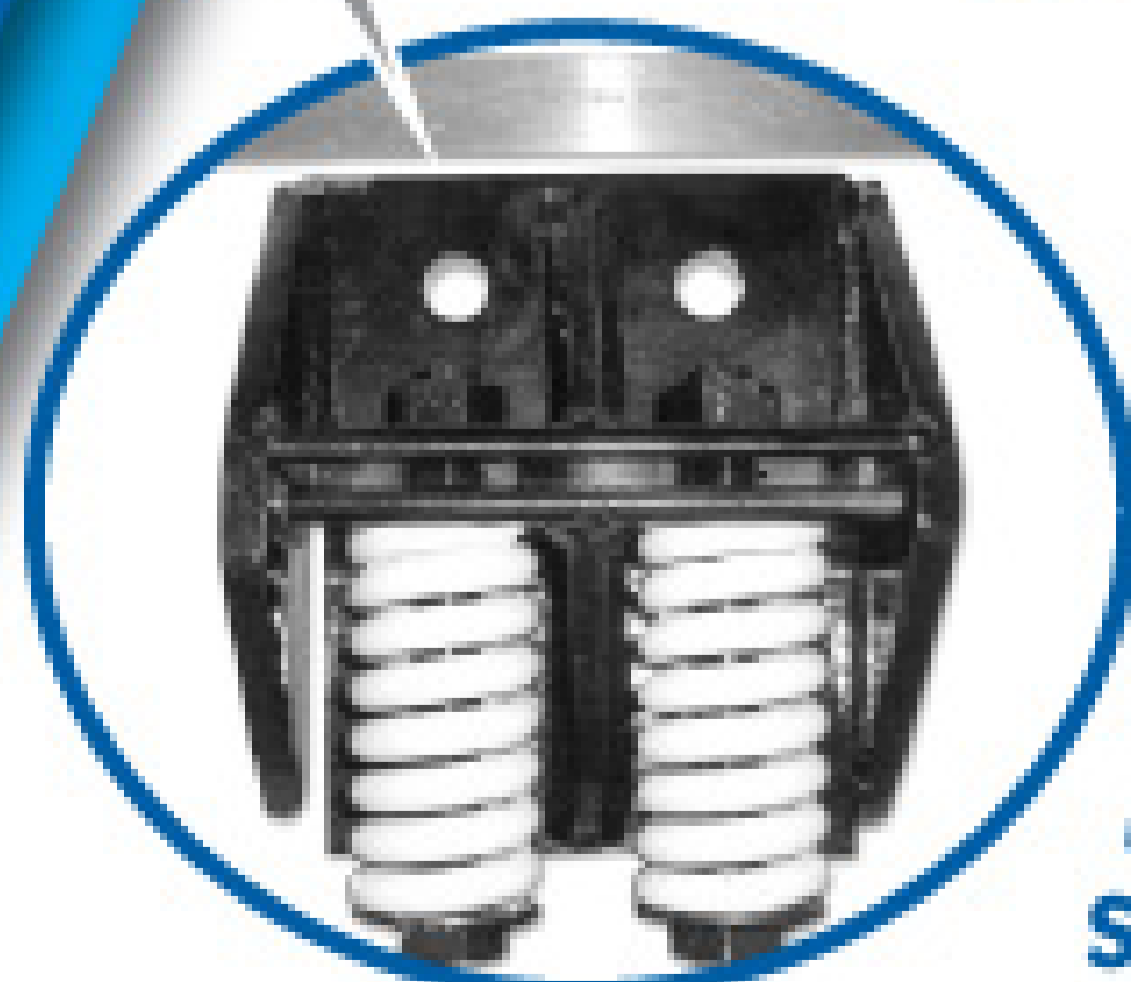
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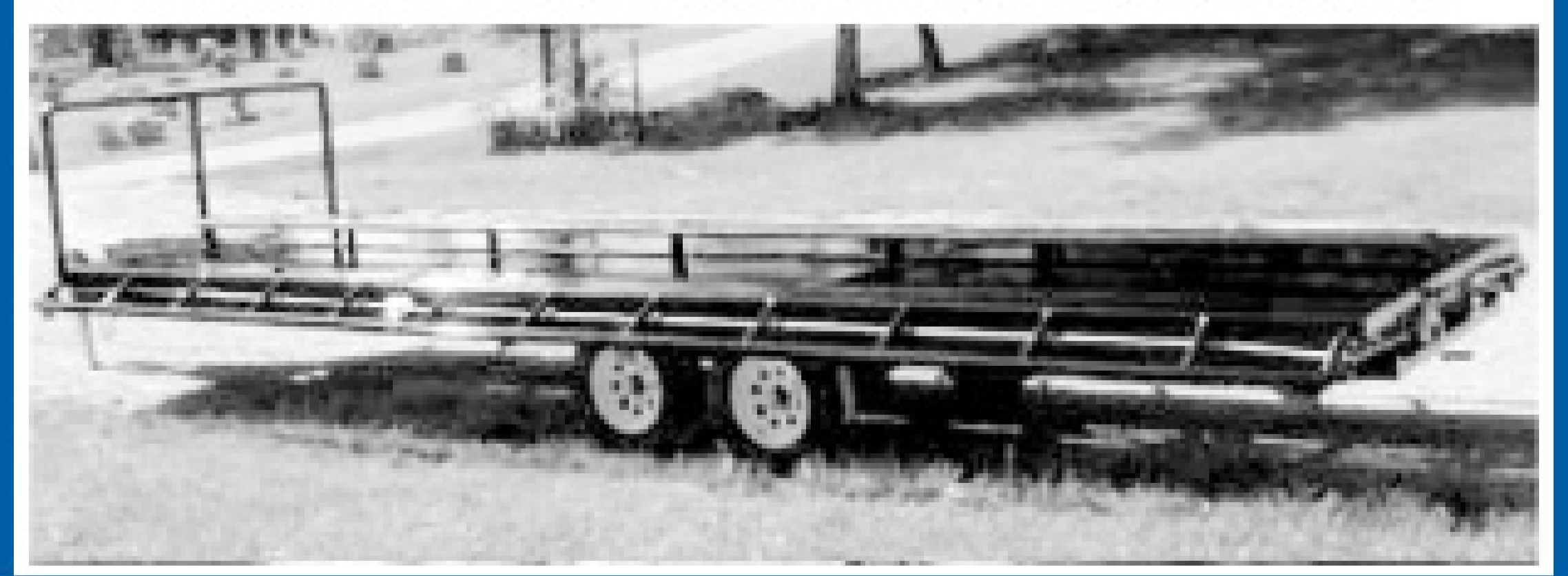
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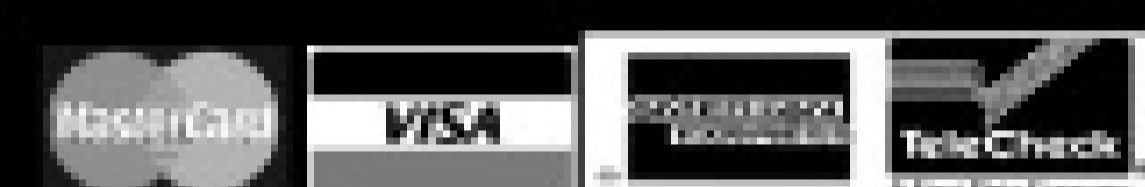
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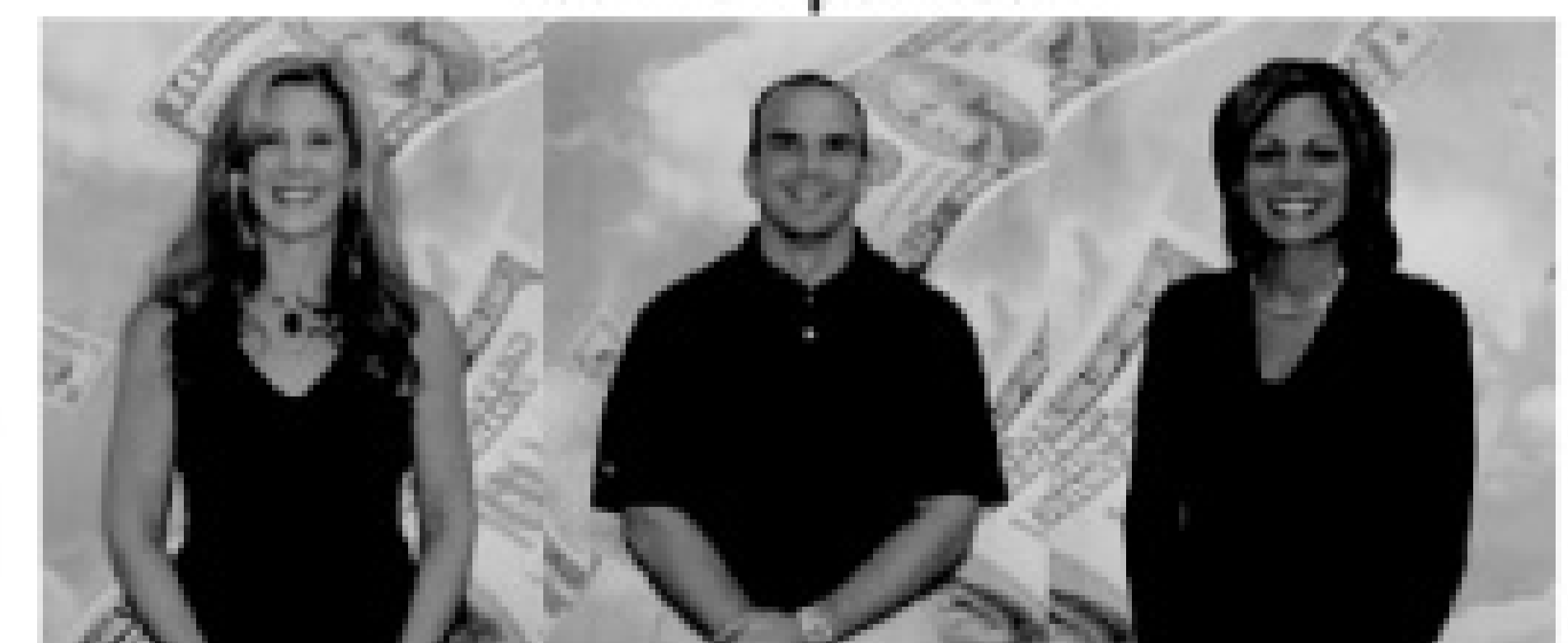
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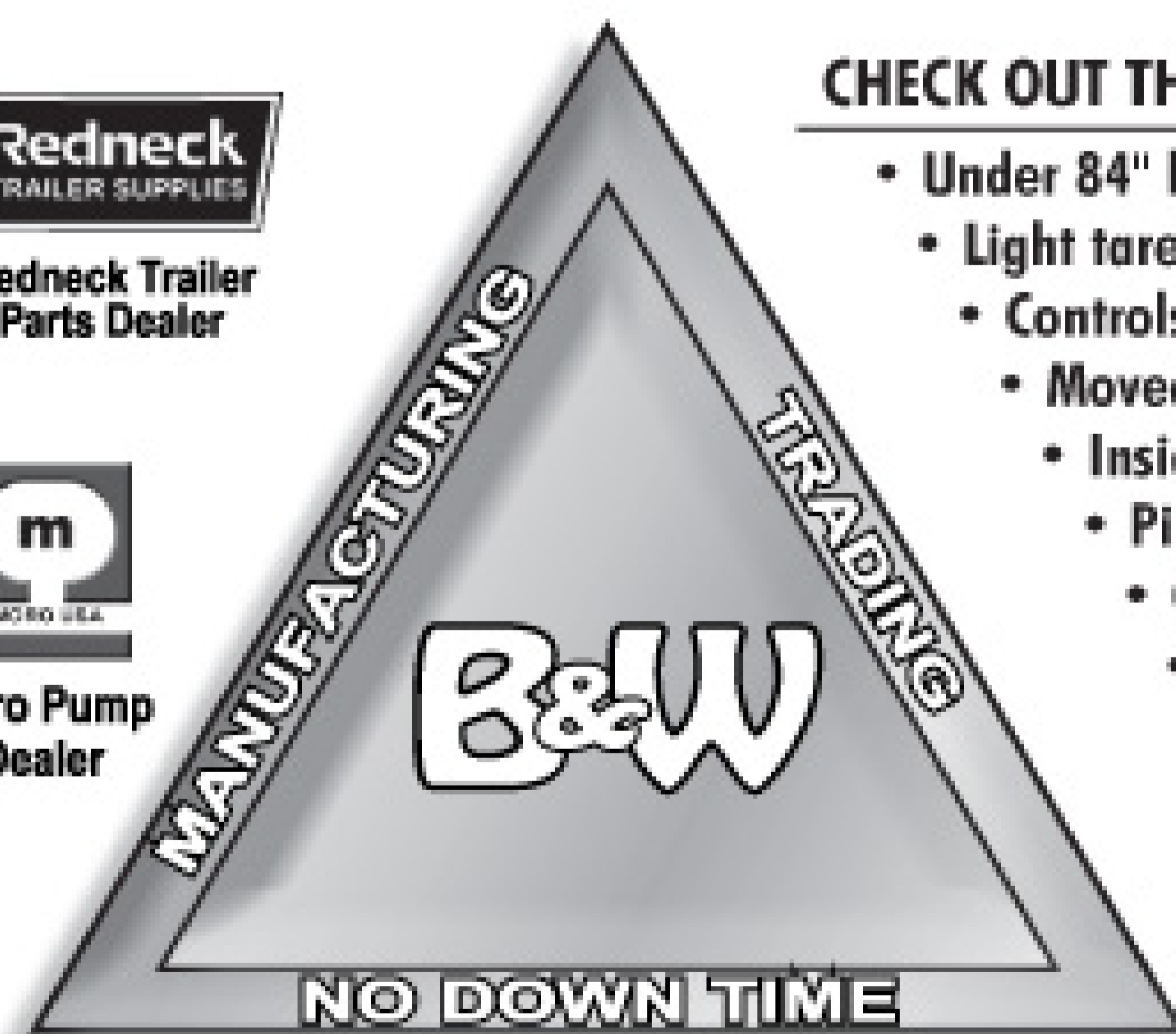
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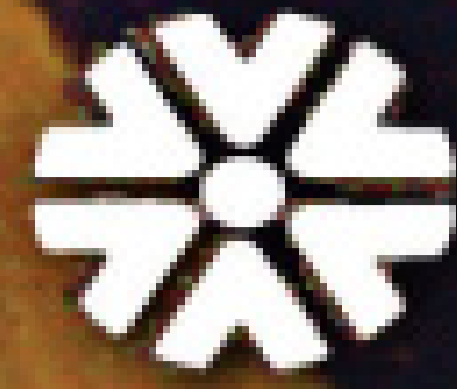


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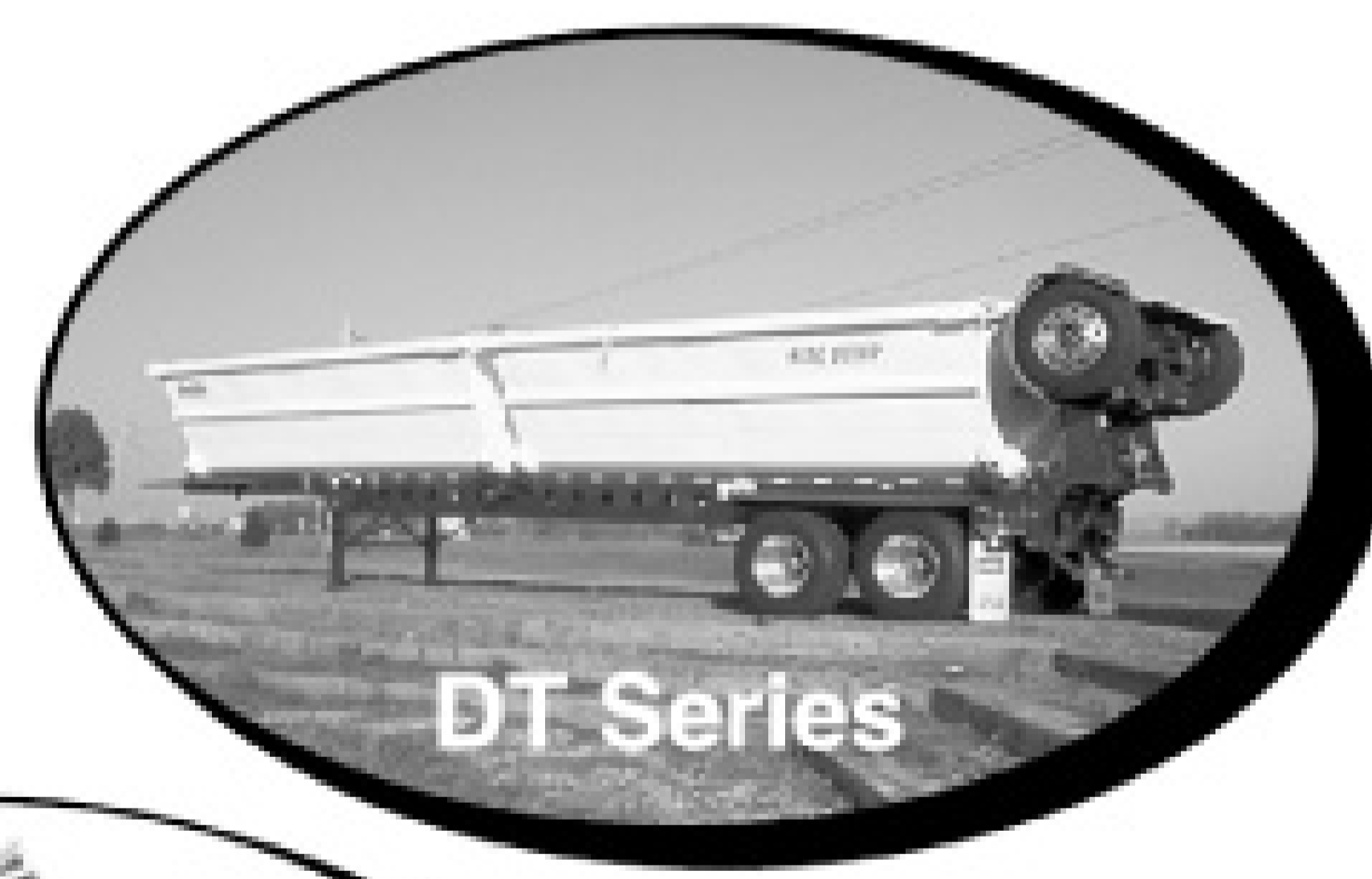
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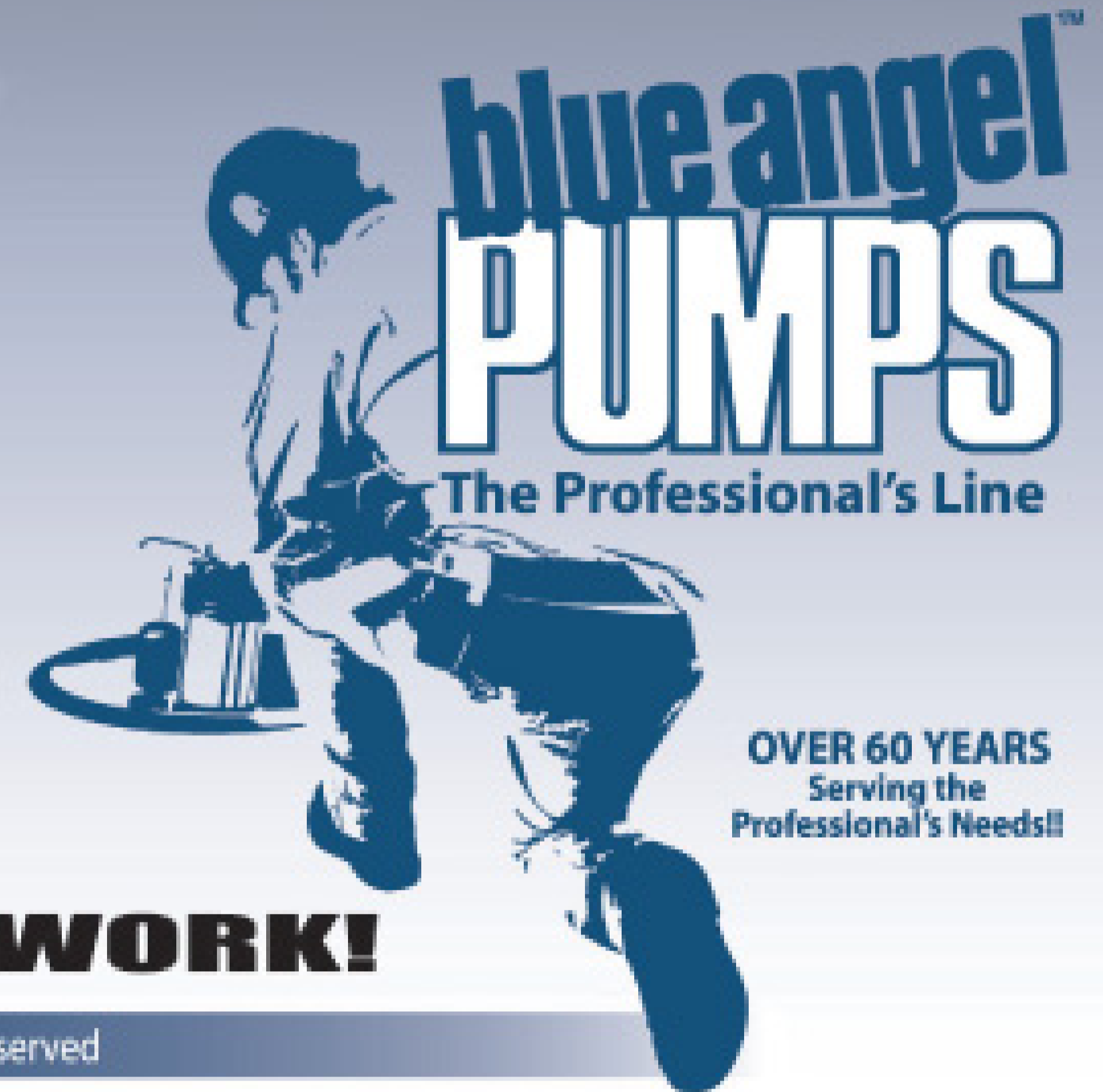
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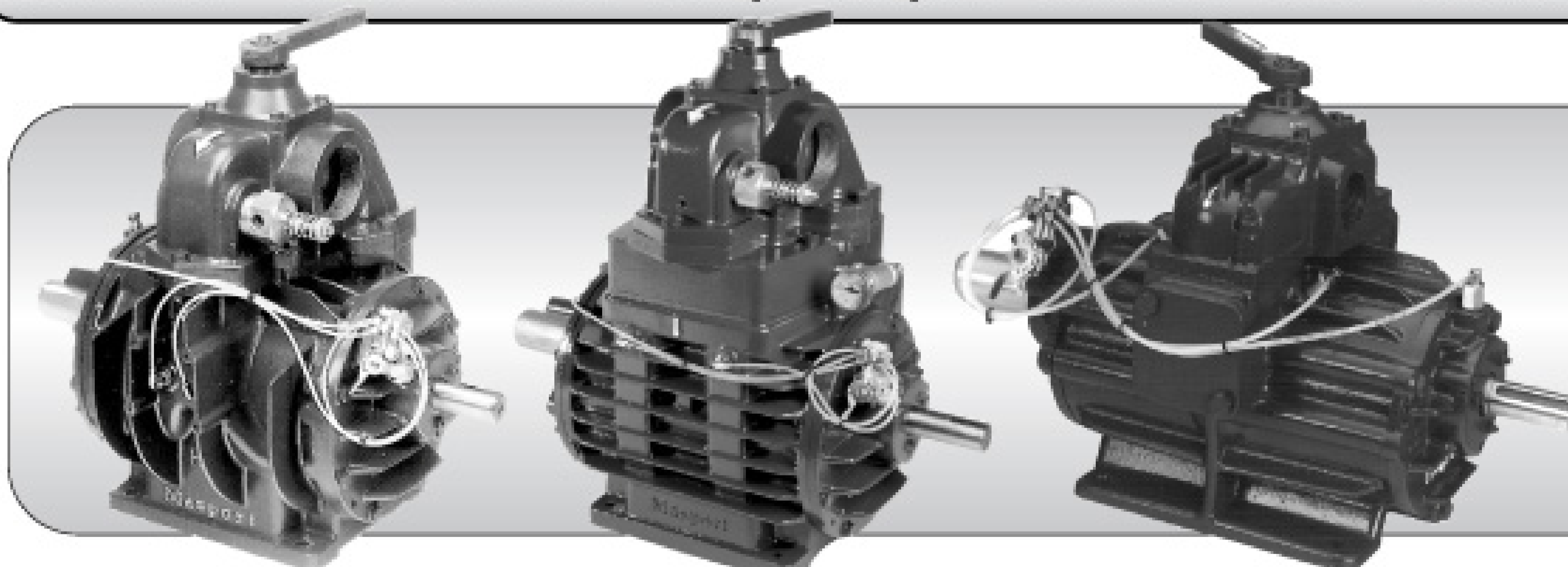


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Lengthwise

When you anticipate higher sewage flows, go long, not wide, with the mound system seepage bed design

By Roger E. Machmeier, Ph.D.

Q I see that you don't like the width of the rock layer in a mound to be more than 10 feet. What's the reason for that? I see lots of beds that are a lot wider than 10 feet. Why can't a rock layer in a mound be more than 10 feet, when beds are a lot wider than that?

A Let me first explain how a sewage treatment mound works. The purpose of the mound is to provide treatment for sewage tank effluent where there is shallow soil depth over a restricting layer. The topsoil layer may be only a couple of feet thick above the saturated soil layer below. The soil is saturated when there is a discoloration called mottling.

The reason that the soil is mottled is that liquid moves through it very slowly. At times during the year, the soil layer is totally saturated. The saturated layer turns anaerobic, dissolves iron and becomes gray. When the soil dries out, some of the iron oxidizes and turns brown. The soil color is gray with brown spots or streaks. This is called mottling.

The saturated layer of soil may let water move through it at a rate of a half-inch per day or even less. The amount of effluent applied to the rock layer of the mound is 1.2 gallons per day per square foot. This is equivalent to a liquid application of almost two inches every day.

The liquid moving down

through the rock layer and the clean sand layer of the mound must spread out over the saturated layer. There must be at least four times the amount of underlying soil as the width of the rock layer of the mound. This additional area allows the liquid to spread out and percolate downward through the underlying soil.

So the clean sand layer spread over the soil must be at least 40 feet wide for a 10-foot-wide rock layer in a mound. This is another 30 feet of width beyond the rock layer. For higher sewage flows, the length of the mound must be increased and not the width.

As an example, suppose that the rock layer of the mound was 20 feet wide. The clean sand layer would need to extend at least another 60 feet. This would be 80 feet of width, plus the dikes on each side. And the height of the rock layer would need to be increased to allow the liquid to move sideways away from the rock layer.

I hope this explanation gives you a better idea of why the rock layer width in a sewage treatment mound should be no wider than 10 feet.

I would like to comment on your statement that "beds are a lot wider than that." It is true some very wide beds are being designed and installed. In my opinion, the very large beds now being designed and installed may have problems to continue to accept sewage tank effluent at the design rate. There also may be problems of adequate pathogen removal and concen-

The clean sand layer spread over the soil must be at least 40 feet wide for a 10-foot-wide rock layer in a mound. This is another 30 feet of width beyond the rock layer. For higher sewage flows, the length of the mound must be increased and not the width.

tration of nitrates in the groundwater. There are more factors to consider than just "getting rid" of the sewage tank effluent.

One problem will be groundwater mounding under the wide bed. If the underlying soil will not continue to accept a flow of 2.0 inches per day, a water table will rise under the bed. As this water table "mounds up" it will slow down the flow from the wide bed.

Another problem will be the lack of soil oxygen under the center of the bed. The oxygen must come in from the side of the bed.

In a wide bed, the distance is too great for adequate oxygen movement. Oxygen is necessary to prevent anaerobic conditions in the soil under the bed. When the soil under the bed becomes anaerobic, the biomat gets thicker and the flow through it slows down. This is why individual seepage beds should not be wider than 10 feet.

Many years ago at Westboro, Wis., the lack of oxygen in the soil under 100-foot-wide beds slowed the design acceptance rate of 2.0 inches per day to a rate of 0.55 inches. This reduced acceptance rate resulted in the hydraulic failure of the beds.

Another problem is an adequate evaluation of the soils

under the wide bed. Soil texture is often quite variable from place to place in an area. It would be unlikely that the soil texture would be exactly the same over the bottom of a wide bed. If the original area was not level, the excavation depth will vary and different layers of original soil will be exposed.

The percolation rate may be measured by the standard test using a 6- or 8-inch diameter hole. This test measures the horizontal permeability of the soil in the location of the test. For a very wide bed, the vertical permeability of the various soil layers under the bed is the information needed for design purposes.

Finally, construction practices must not allow any heavy equipment into the bottom of the wide bed. It may be difficult or not possible to follow this important rule on very wide beds. I have been told that there have been hydraulic failures of large beds recently installed. The design criteria used for individual onsite sewage treatment systems simply do not apply to large and wide seepage beds. Unless the designers recognize this, there will be more failures of wide beds. ■

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.



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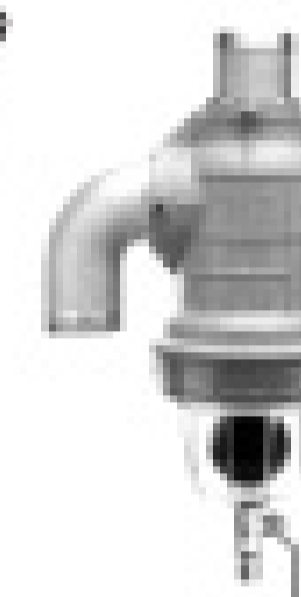


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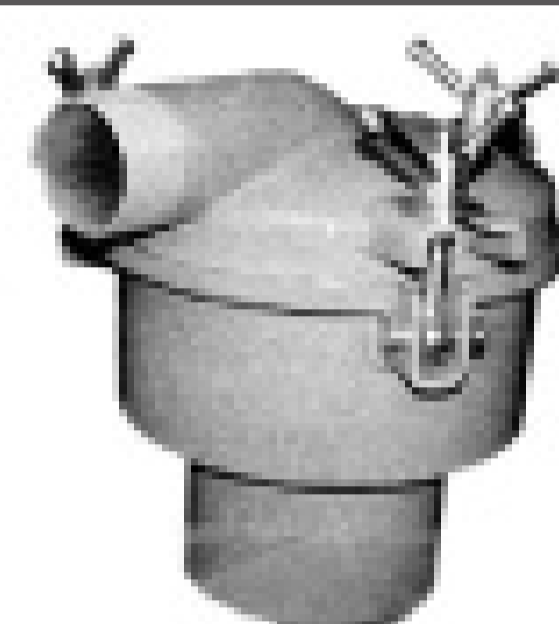
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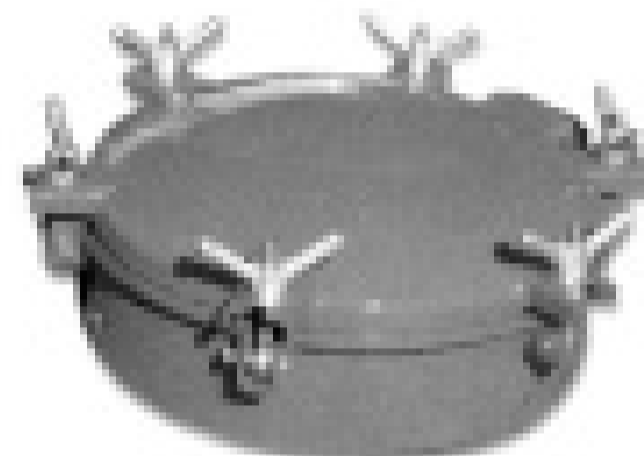
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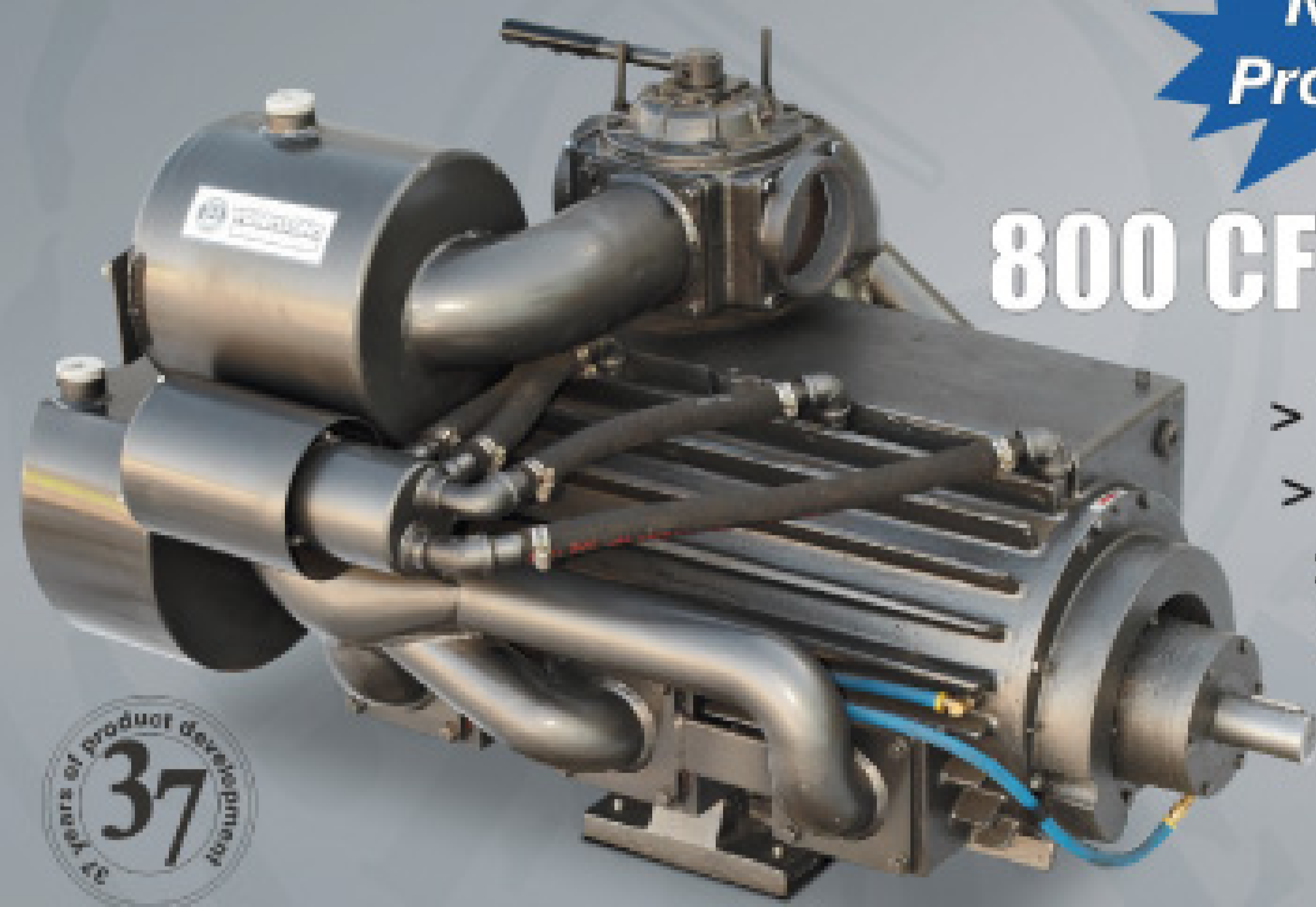


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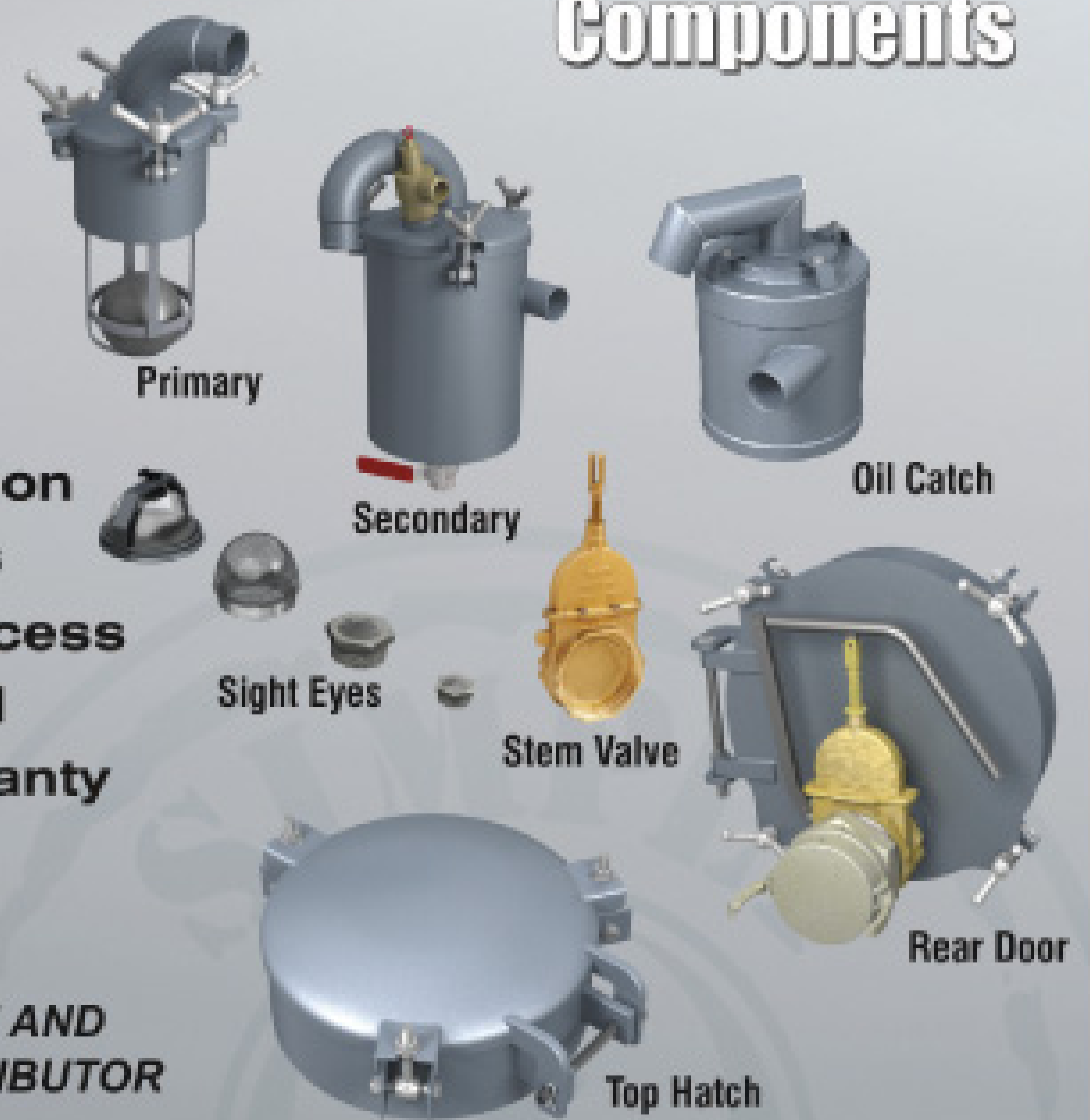
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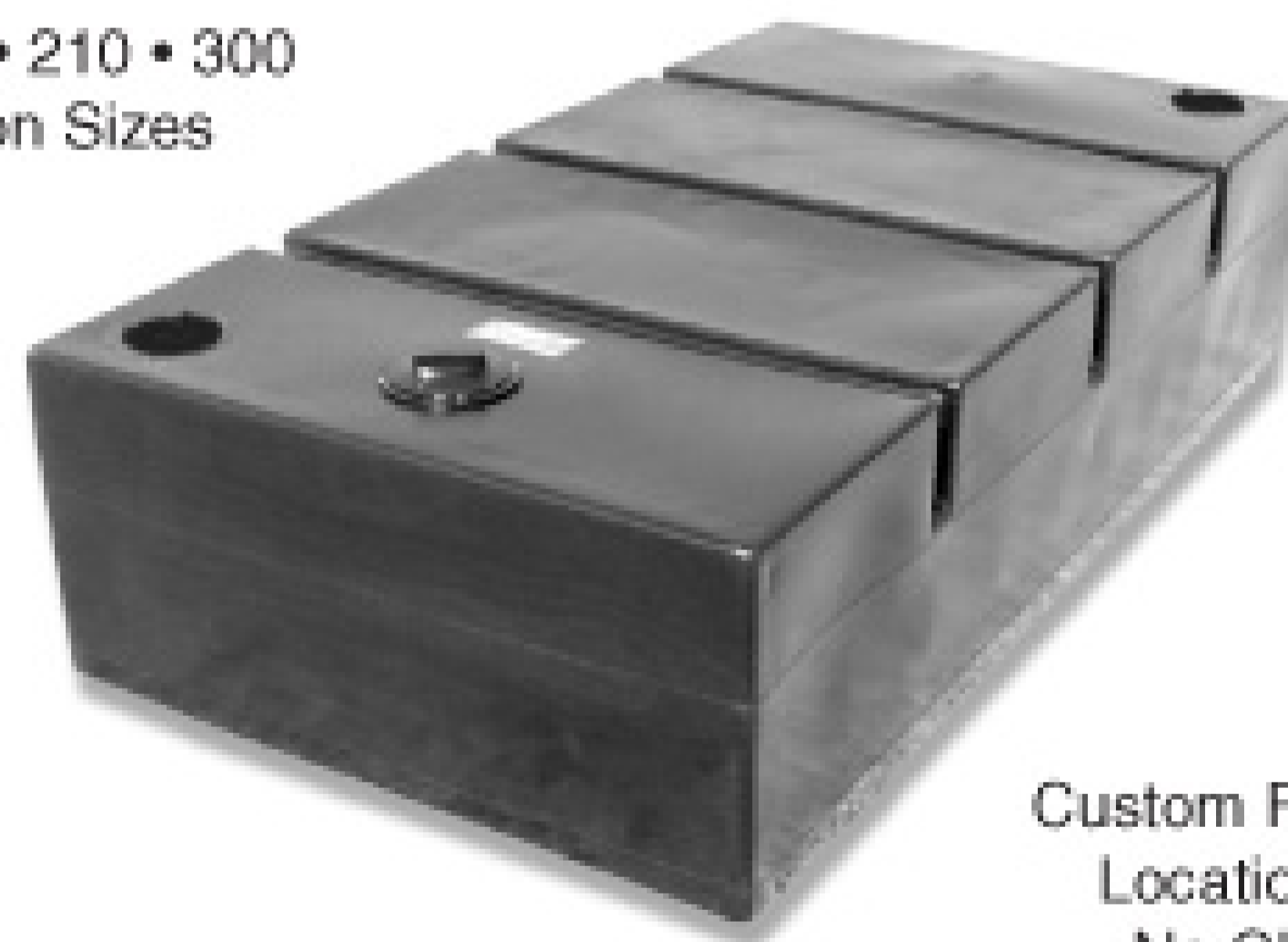


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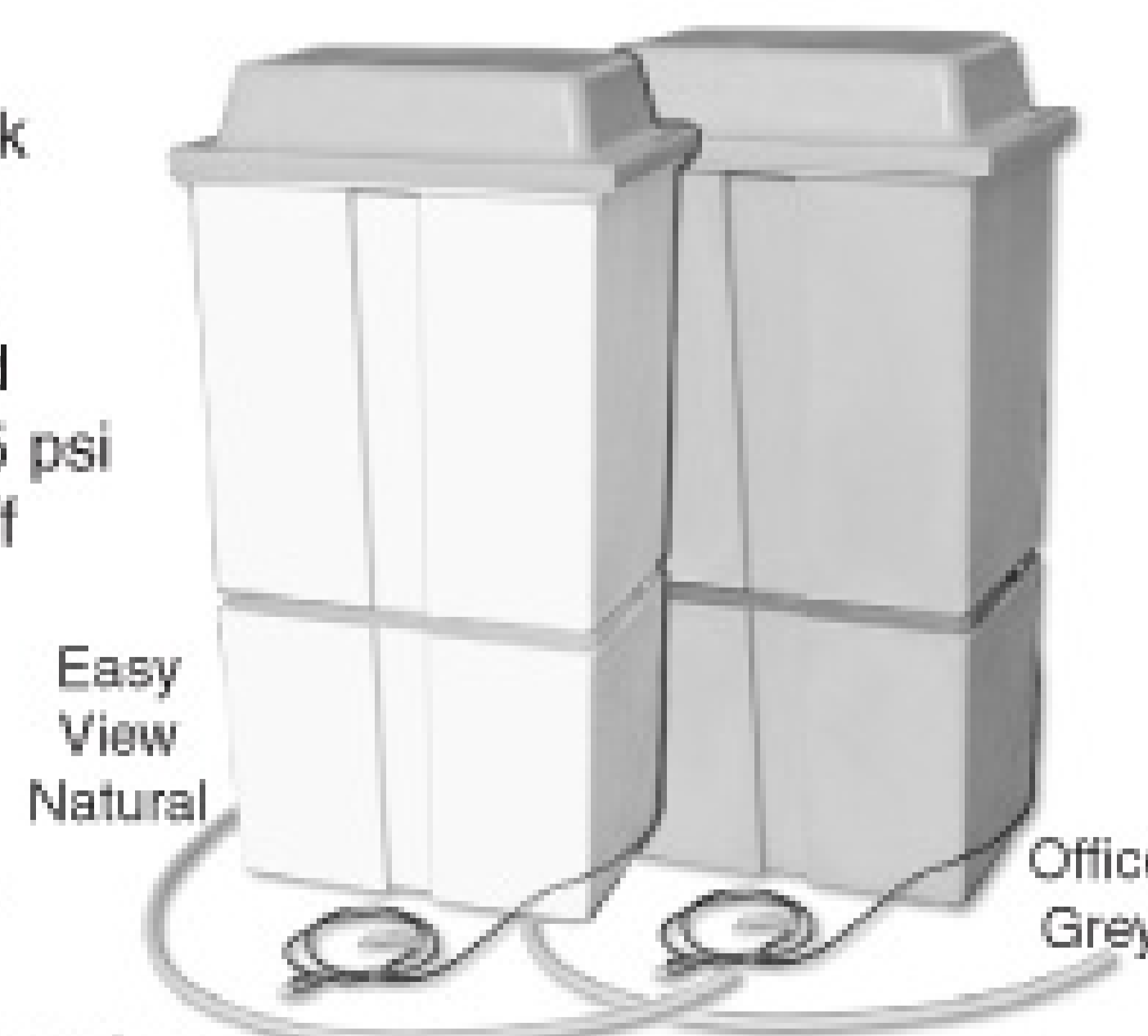


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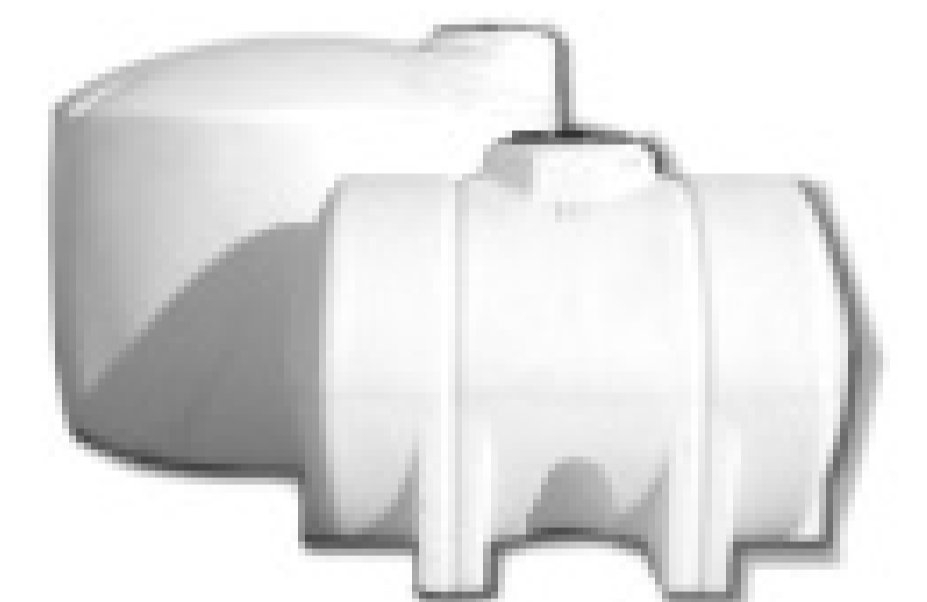
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NAWT Waste Treatment Symposium Set For Missouri

By Tom Ferrero

We're getting ready for our third annual Waste Treatment Symposium on Sept. 10-11 at the Holiday Inn at Six Flags in Eureka, Mo., 30 miles west of St. Louis. By all accounts, last year's symposium was a success. The most common comment heard from

THE MOST COMMON COMMENT HEARD FROM VENDORS OR PARTICIPANTS AT THE 2007 SYMPOSIUM WAS, "I GOT FAR MORE OUT OF IT THAN I EVER ANTICIPATED."

vendors or participants was, "I got far more out of it than I ever anticipated." We had 150 attendees, 50

more than in 2006. This year, we're expecting at least 200 registrants. Our instructor list isn't finalized yet, but the agenda will include:

Tuesday, Sept. 9: Vacuum Truck Technician Training

This full-day course is for new owners and employees who operate vacuum trucks to clean septic tanks, aerobic treatment units, holding tanks or grease traps. It can also serve as a refresher course and overview for experienced operators. Training is done through presentations, videos and hands-on exercises with a pump truck. The Pennsylvania Septage Management Association has developed a train-the-trainer program so the course can be presented in your state or company. The \$175 course includes:

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

Wednesday, Sept. 10 (classroom): All You Need to Know About Treating Septage and Grease Trap Waste

- Description of the treatment process.
- Hiring an engineer — Which ones are experienced enough to design dewatering plants?
- Resources — How will you dispose of the solids and water? Participants will gain the knowledge to create a business plan based on their unique set of circumstances.
- Case histories — Why people started their own dewatering facilities, the hurdles they overcame, and the outcomes.
- Treatment economics and alternatives.
- Dewatering operations — Screw press, rotary press and container filter.

- Vendors — 15-minute presentations on the benefits of using their products and when to use them.
- Social hour for networking with regulatory people, engineers and vendors. Dinner is on your own.

Thursday, Sept. 11 (field trip)

Attendees will be bused to David Flagg's Septic Services' treatment facility in Union. Vendors will dewater actual septage and grease trap waste, showing how the equipment functions and the process works. They also will demonstrate various peripheral equipment and polymer conditioning, offering tips for maximizing the latter's efficiency. Ample time is scheduled for networking with vendors, participants and industry leaders.

Vendors

The list of vendors is firming up. The following companies have participated in the past:

- Aqua Ben Corp. — polymers
- Atlantic Dewatering — container filter
- FKC Screw Press — screw press
- Fourier Corp. — rotary press
- Big Fish Environmental LLC — turnkey septage treatment facilities
- Center Capital Corp. — financing
- Carmeuse — lime supplier
- Geotube — dewatering tubes
- Burt Waste — oil/water separator
- Labrie Environmental Group (Juggler) — separator truck
- Lely Manufacturing — screening equipment
- Lakeside — screening equipment
- Vogelsang — pumping and shredding equipment

The symposium registration fee of \$225 per person (non-NAWT members \$325) includes full symposium privileges, lunch both days, and transportation to and from the septage treatment facility. Download a registration form at www.nawt.org. Registrations at the door are accepted, but classroom capacity is limited. To guarantee your seat, please phone, fax, or mail your registration with payment by Sept. 1 to NAWT, 336 Chestnut Lane, Ambler, PA 19002-1001; Tel: 800/236-6298; Fax: 267/200-0279. For lodging, call the Holiday Inn at Six Flags at 636/938-6661. Mention that you are with the National Association of Wastewater Transporters Symposium for a discounted rate.

NAWT AT LOUISVILLE

Thanks to all of you who made the NAWT booth a destination while attending the Pumper & Cleaner Environmental Expo International at the Kentucky Exposition Center in Louisville. Each of our educational tracks attracted 300 to 400 people. Once the show officially opened, you kept us hopping answering questions and offering guidance. Providing information isn't something done just at shows. NAWT's office is here to help whenever you have a problem or need information on anything from mechanical to administrative to legislative. Check us out at www.nawt.org. ■

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Owner Steve Biggs put this heavy-duty rig together late in 2007 to load up car wash pit and residential septic system waste all day long before making a run to the disposal site. He bought the 2003 Peterbilt 385 with a 500-hp Cat C-15 engine and 10-speed Eaton-Fuller transmission from Donaldson Equipment in Phoenix and drove it back to Utah. The dealer removed the sleeper from the over-the-road semi. FRB Welding in Salt Lake City added a 3-foot frame extension kit and built and bolted on the 4,000-gallon steel tank (3,500 gallons waste/500 gallons fresh) after having it painted white. The truck is equipped with a Robuschi RBS-DV65 blower pulling 900 cfm. There are three, 3-inch fill ports around the tank and a 4-inch fill/dump port in the bottom of a 36-inch rear manway. The freshwater tank in the front feeds a remote-controlled 10 gpm/3,000 psi water pump with an anti-freeze system from General Pump. The hose is fitted with quick-disconnect for swapping washdown nozzles or the hand cart hose reel with 200 feet of jetting hose. Lettering and logos were added by Jeff Dastrup Pinstriping. The truck has air-ride driver's seat, Jake Brake, CD stereo and air conditioning.

Show us yours!

Got a truck with real WOW appeal? Show it off to Pumper readers — and to the whole world through www.pumper.com!

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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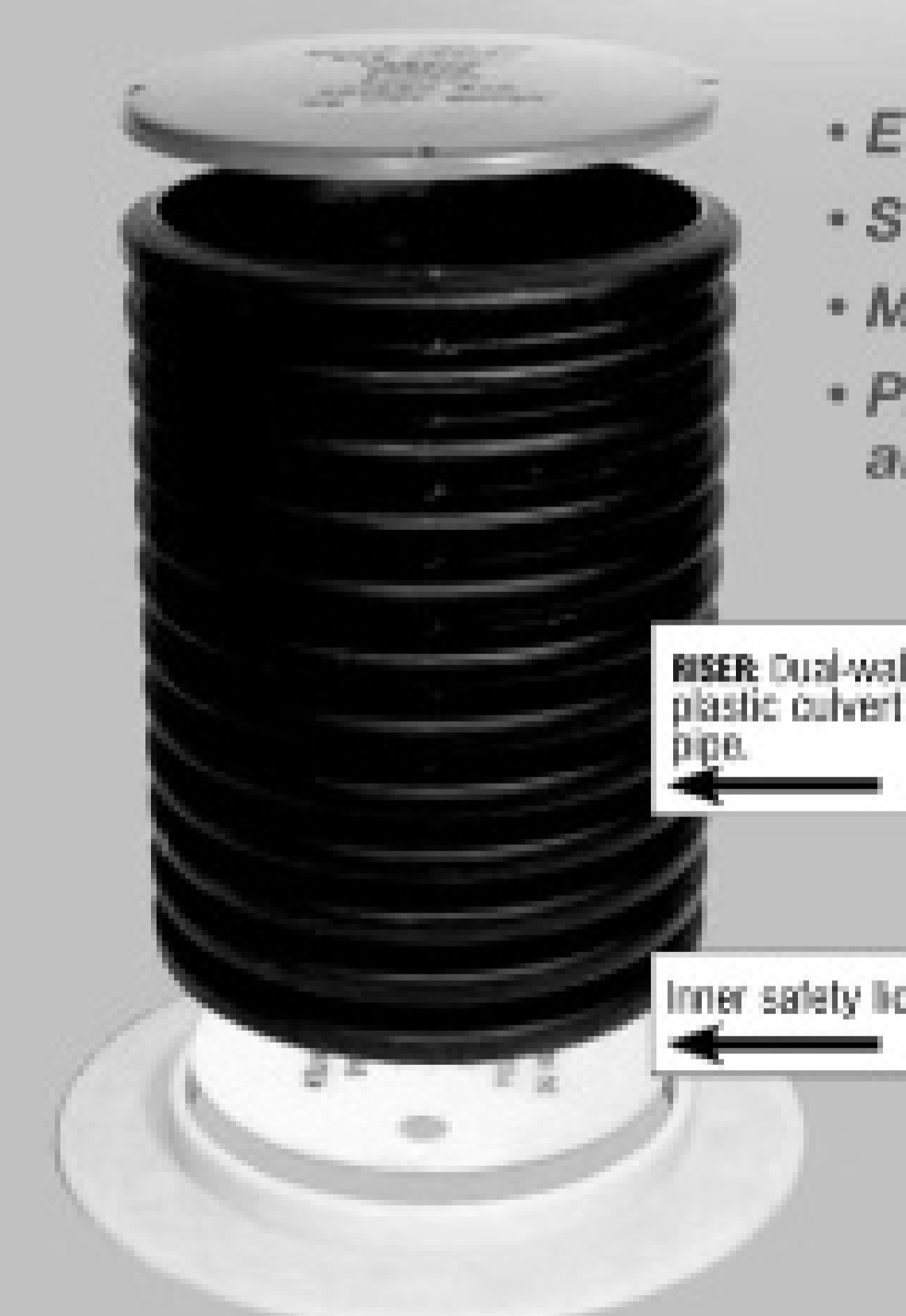
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PRODUCT SPOTLIGHT

High Tech II Deluxe Flush Restroom

By Ken Wysocky

With added floor space, molded-in components and stainless-steel bowl, the **High Tech II Deluxe flush restroom** from **Synergy World** aims to fill the niche between standard flush units and restroom trailers.

"This unit offers more of a home bathroom feel, as well as a higher rental value, which increases operators' profitability," says Stephen Brinton, the company's vice president. "We spent almost four years working with portable restroom operators that wanted a high-end flushing unit without stepping up into a much more expensive 'crowd pleaser' trailer unit."

The commercial-quality, stainless-steel, foot-activated flush bowl is one of the unit's primary features. Highlights include no exposed plumbing and an easy-access freshwater fill port, Brinton notes.

"Waste won't stick the way it does with a plastic bowl, and a water-seal flapper keeps waste out of users' sight, as well as greatly reduces odors," he explains.

The restroom is 8 1/2 inches wider than a standard restroom (52 1/2 inches compared to 44 inches) and is 48 inches deep and 91 inches high. A wall-mounted waste basket, which uses standard kitchen



garbage bags, keeps trash out of the toilet and contributes to the flush unit's 1,036 square inches of floor space, Brinton notes.

The flush unit weighs 299 pounds when empty. It comes with an 88-gallon waste tank with deodorizer fill lines, a 26-gallon flush water tank and a 10-gallon hand-wash tank. Other amenities include a foot-operated hand-wash station; a vertical, four-roll toilet paper dispenser that eliminates partially used rolls; a standard solar-pow-



ered light; an upper corner shelf; an 11-inch mirror; twin sheet, thermo-formed walls; molded-in ventilation slots; 10 washout ports; greater ground clearance for operators who use pallet jacks; a tinted, UV-resistant roof, runner grooves and top-to-bottom handholds for easier maneuverability.

"The flushing unit, which comes in medium tan, also offers a fresh, innovative look," Brinton

adds. A non-flushing model, equipped with a urinal and available in dark blue or green, is geared toward construction-site use.

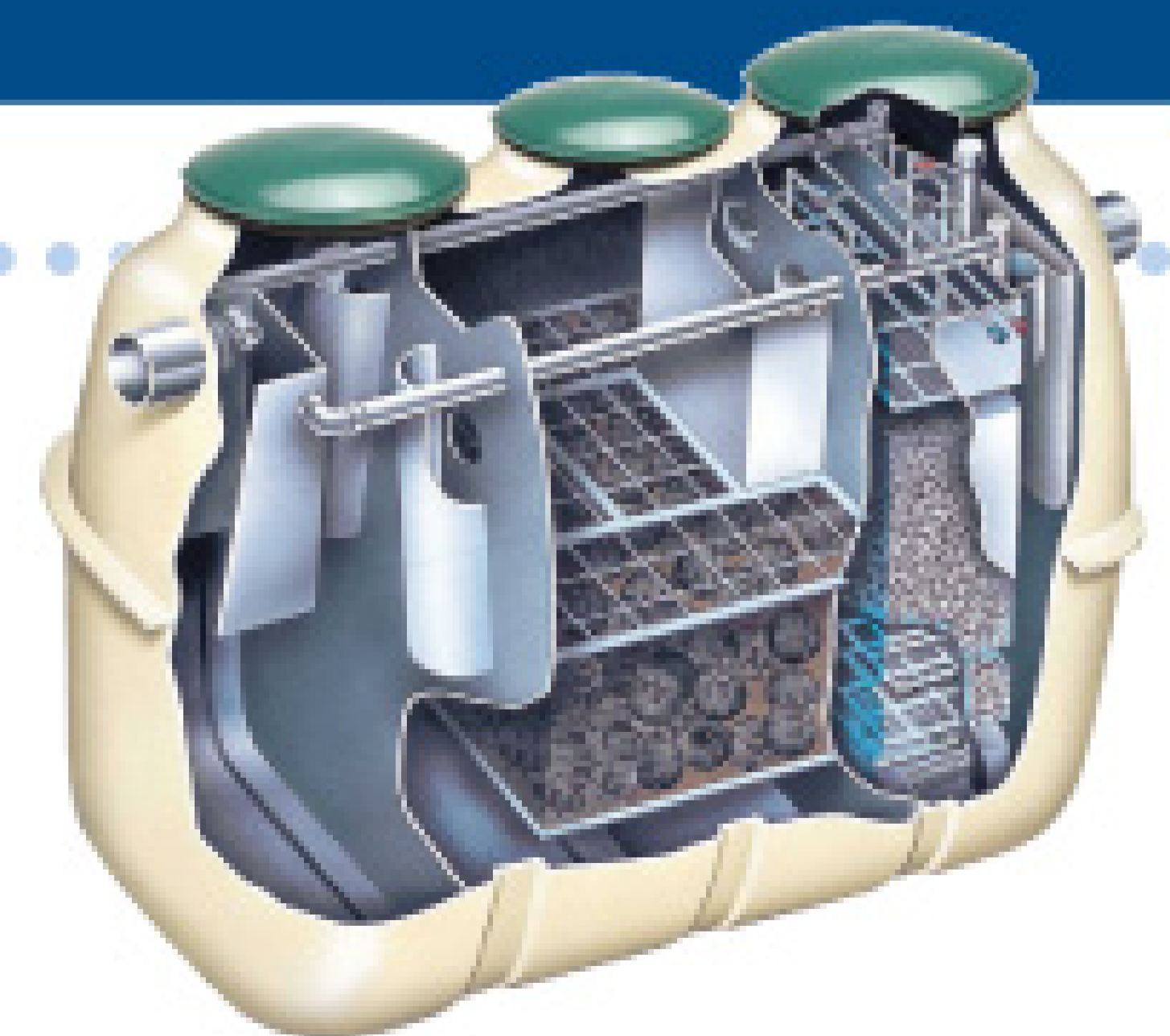
"It provides more room for workers

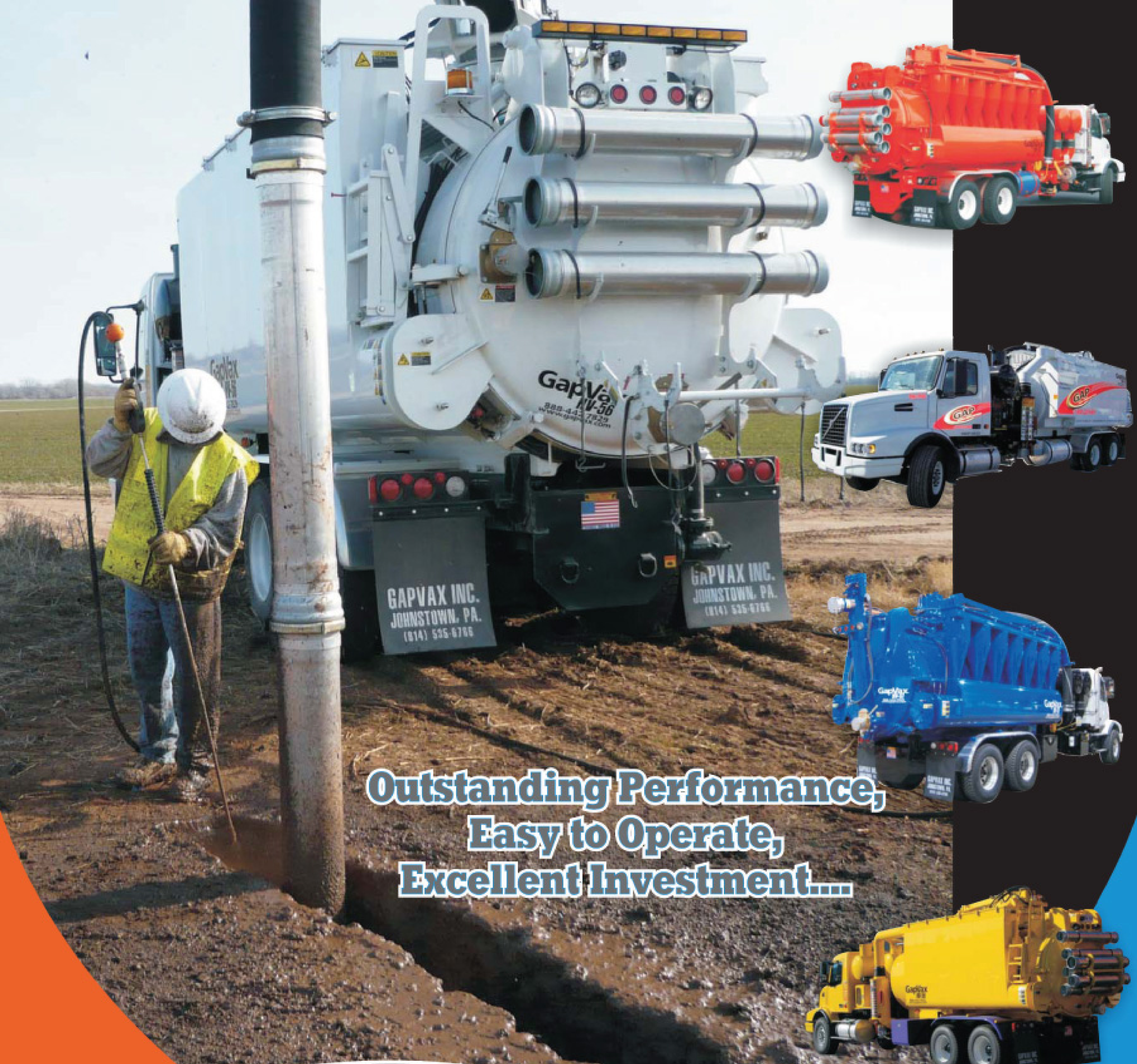
encumbered by bulky clothing or tools," Brinton says.

For more information, visit www.portabletoilet.net or call 800/352-1986.

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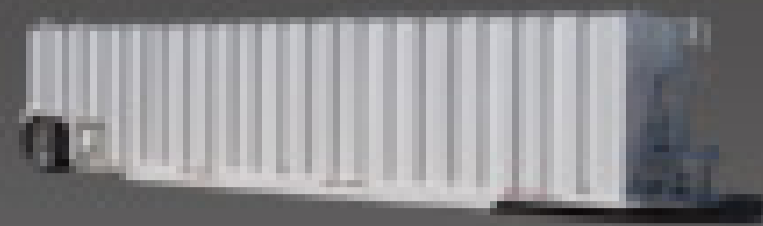
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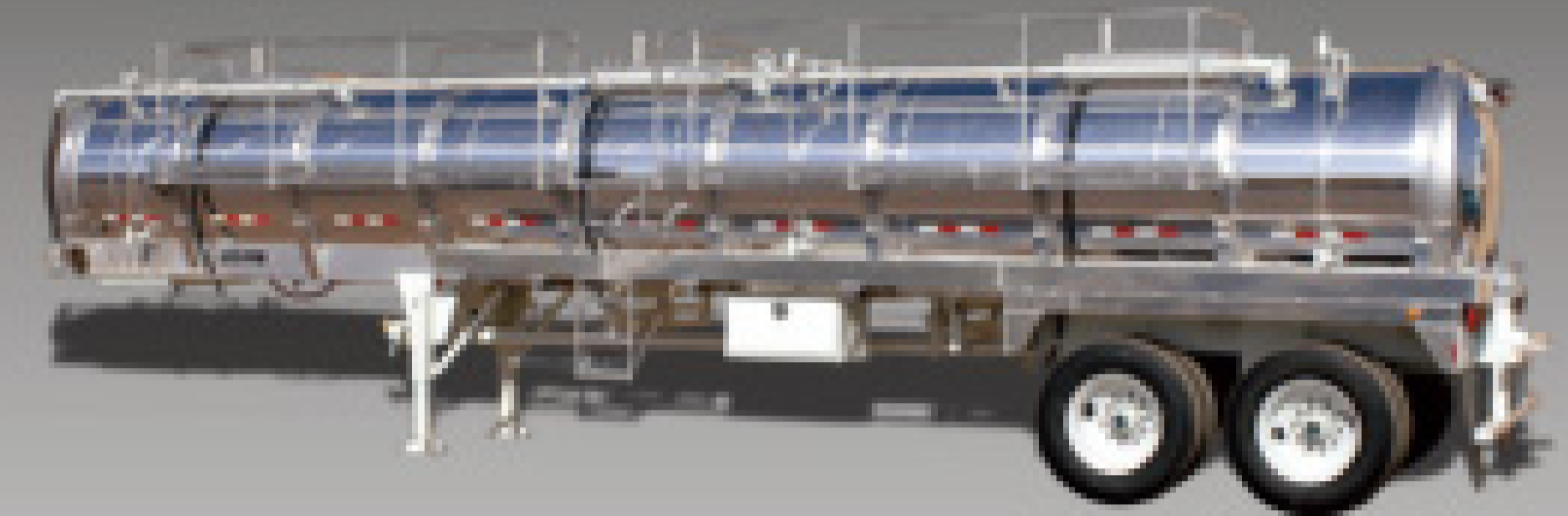
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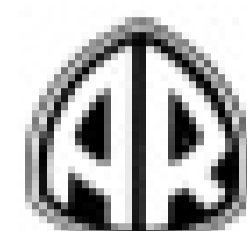
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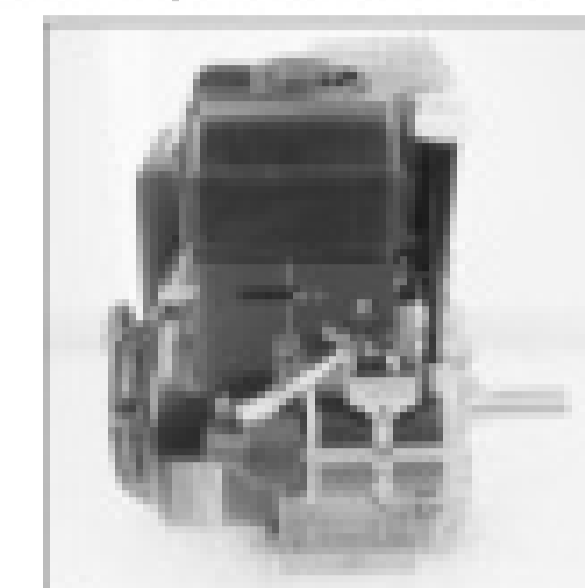
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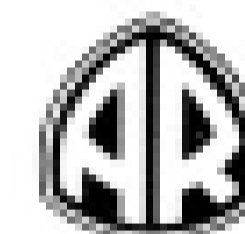
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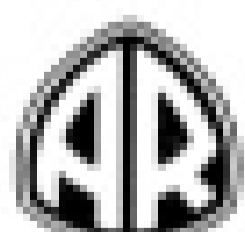
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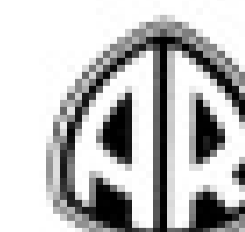
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 Hollow 1" Keyway Shaft EZ Start Plumbed

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 pumper on a
 2007 International**

Tank: Bright finish aluminum-5/16" #5454 shell and heads

Pumping system: Masport HXL 15 (350 CFM)

Chassis: International 4300-33,000 GVW, 245 HP DT466-RDS 3500-12,000 front axle, 21,000 rear axle.



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



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



2001 Freightliner FL70, Cat 3126 (190 hp), 5-speed, non-CDL, new Masport HXL75V vac pump, new 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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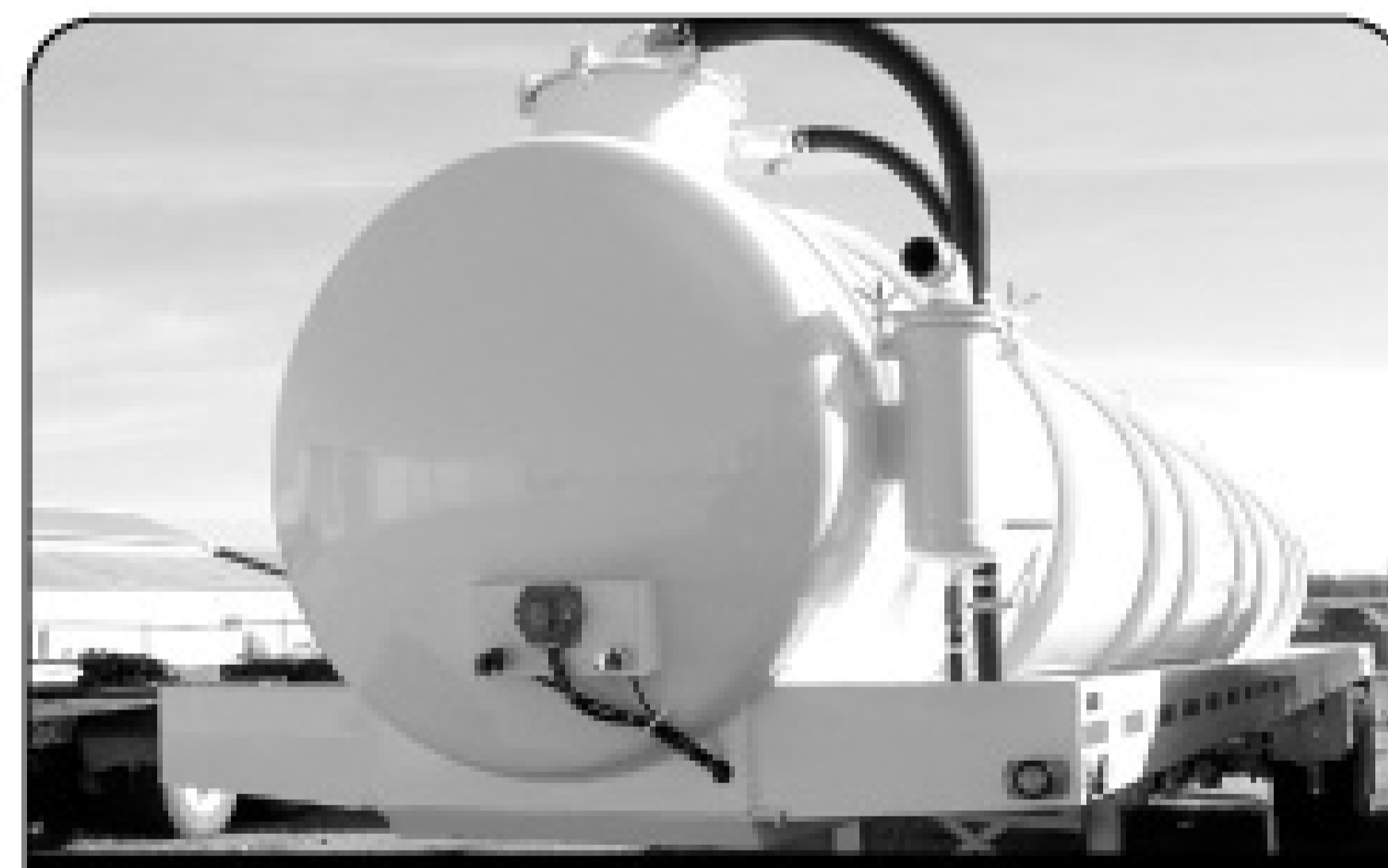


1990 IH 9400, Cummins NTC350 w/fresh inframe, 9-spd., new Wally 753LNHR vac pump, 3500 gallon vacuum tank w/full opening rear door.

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McDermott Honored for 50 Years of Service

Tom McDermott Sr., chairman of A.I. McDermott Co. Inc., was recognized for 50 years of leadership and service to the water system industry during the company's 63rd annual dealer meeting at its Oshkosh, Wis., headquarters. During his tenure, the company has expanded from one location in Oshkosh to four full service locations, including branches in Wausau, Green Bay, and Muskego, Wis. The meeting included more than 30 manufacturer exhibits as well as morning and afternoon training sessions.



Tom McDermott Sr. (left) was presented the golden McDermott pitcher pump by his son Tom McDermott Jr. for 50 years of service to the water system industry.

Amthor Named to Magazine's List of Fantastic 50 Companies

Amthor International has been named to the Fantastic 50 list of companies by *Virginia Business* magazine and the Virginia Chamber of Commerce. The award is a statewide competition that recognizes Virginia's fastest-growing companies, based on a four-year growth rate. Companies also had to achieve a profit in their most recent fiscal year. Amthor, a manufacturer and distributor of tanks for trucks, employs approximately 80 workers and runs two shifts at its Gretna, Va., facility.

Hannay Reels Marks 75th Anniversary

Founded by Clifford Hannay in 1933, Hannay Reels marks its 75th anniversary this year. From its first manual-crank reel to the production of about 3,600 reels a year from a new manufacturing facility in 1952, Hannay continues to grow. Today the company, located in Westerlo, N.Y., ships more than 70,000 reels worldwide from its headquarters that was recently expanded to 44,000 square feet, allowing for larger fabrication, assembly and shipping departments.

Peat Joins Premier Tech Environment

Raymond L. Peat has been named commercial and community market development director for the Environmental Technologies Group at Premier Tech Environment. Peat served as president of the National Onsite Wastewater Recycling Association from 2004 to 2006 and has a degree in chemistry from Emporia State University in Kansas.

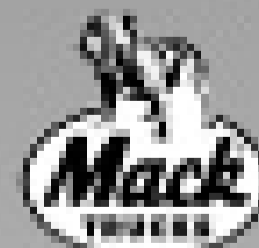
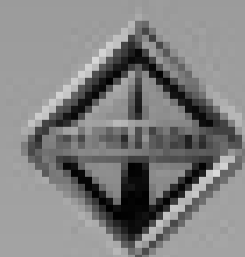
Wastequip Launches Companywide Reorganization

Wastequip Inc. has launched a companywide reorganization designed to make it more efficient and an environmental leader in the waste industry. "Our focus going forward will be to improve customer service and reduce costs through practices involving reduced energy consumption, CO2 emissions and increased recycling," Bob Rasmussen, president and CEO, said. The company already has saved more than \$250,000 in energy costs and reduced CO2 by 600 tons through the installation of energy-efficient lighting and HVAC controls at its Winamac, Ind., facility. The Cleveland-based company also has restructured its Steel Group into a newly formed Container Division and created a Technical Products Division for its hoists and compactors. Driven by a focus on LEAN Six Sigma programs, plant managers are being trained in LEAN practices, while several older and less efficient facilities are being closed. ■

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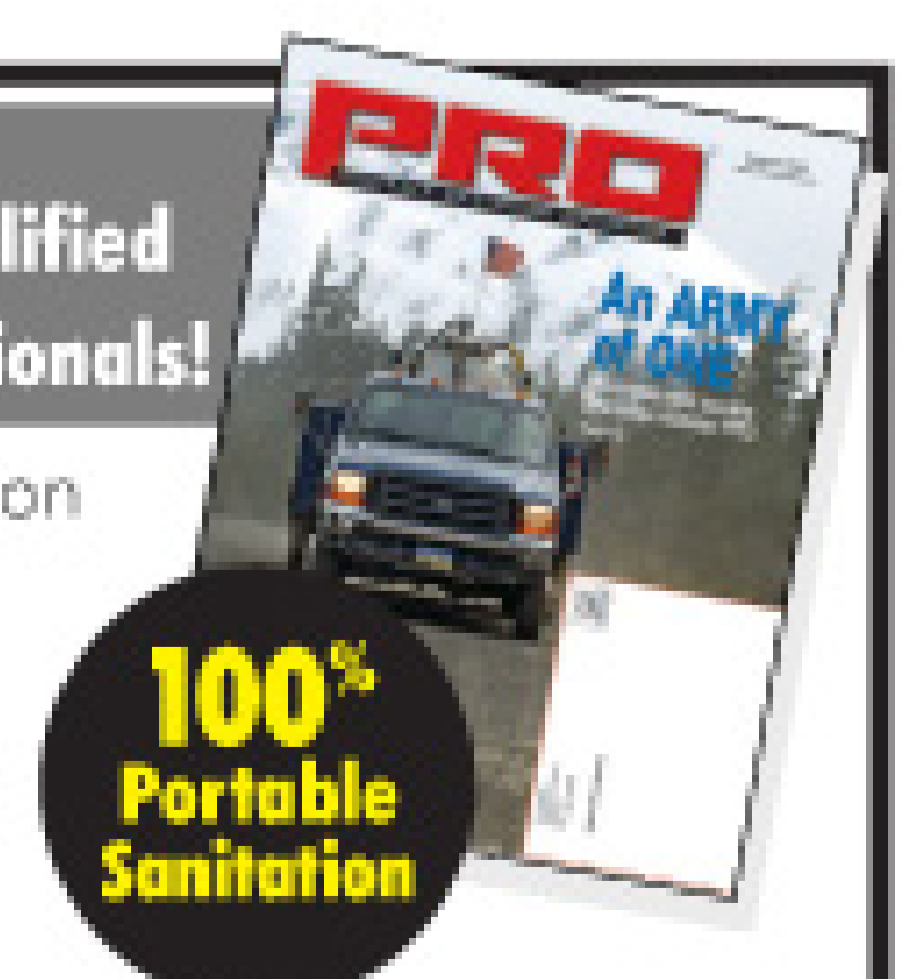
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Septic pumping, installation and roofer jetter business. Northern Minnesota. Retiring after 18 years. 1999 Imperial 2500 tank, Battioni pump, additional equipment, 1,200 customers. \$390,000. Call 218-365-4041. (PBM)

BUSINESSES WANTED: Septic pumping, grease trap, drain cleaning and other ancillary businesses wanted. We are buying well run businesses in New England, Mid-Atlantic and Florida. All opportunities will be given proper consideration. Confidentiality ensured. Will move quickly for the right opportunity. Serious inquiries only. Please contact Richard Bedard @ Blue Water, 617-326-3344 or rbedard@bwseptic.com. (CPBM)

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

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

BUSINESSES

Well established pumping/repair/grease trap business for sale. State approved disposal facility and inert landfill on 27 acres. Awesome workforce available. All new equipment. 706-234-9937. Serious inquiries only please. (CP6)

Septic and grease pumping business in Arizona. Commercial and residential. Two trucks: 3200 gal. & 2000 gal., 9000 gal. storage, 5200 gal. aluminum tank trailer, mini track hoe w/trailer, camera and locator, more. Established 8 years. Asking \$175K. Email: business4saleinAZ@gmail.com. (P6)

Family owned pumper and septic installation business offered in sunny, warm, New Mexico. Large customer base, state mandated pumping on all home transfers. \$150-\$300K yearly income possible. Asking \$140K negot. Serious inquiries only. 1-575-434-5158. (P6)

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

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

FOR SALE: PORTABLE TOILET BUSINESS located in Central, IL. Family owned for 30 yrs. 3 pump trucks, 1 waste hauler, 3 toilet trailers, 400 plus Olympia Fiberglass toilets & 20 handicap units. Serious inquiries call 217-875-2240 or 217-768-4550. (P8)

BUSINESSES

HOT WATER SHOWER BUSINESS: Good used warm water PolyJohn showers, like new. Two units mounted on trailer with Gen. pump & tanks, "self-contained." One on trailer, requires 120/water service. Open to offers on all. **Phone 250-428-2181.** (P6)

FOR SALE: SOUTHERN CALIFORNIA SEWER BUSINESS: Sewer and septic company in Redlands, California established late 1940s. Most respected sewer company in area. A lot of room for growth. In center of nation's largest housing development. Owner retiring; can assist with transition of company for at least one year. Equipment includes: 3 pump trucks (one needs work), 2 backhoes, 2 skid steers, 2 mini excavators, 1 dump truck, 1 equipment trailer, 1 skip loader. Also miscellaneous buckets, compactor, generator, air compressor and other tools. \$825,000. Please contact Tim Patrick 909-795-6164. (P7)

BUSINESS OPPORTUNITIES

GREAT BUSINESS OPPORTUNITY: Would you like to start a septic and sewer cleaning business in Florida? I have the license - will sponsor. For more information call Larry at 931-277-5541 or 931-248-1284. (CPBM)

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2000 Flo Trend 12-yd. box mounted on 5th wheel trailer with 100 gallon liquid polymer injection system. Also Honda 3" trash pump. Top totally enclosed with 3 hatches. \$15,000. 803-385-8681. (CP6)

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Two 40-yd. dewatering boxes and one polymer mixing and pumping units with Seepex sludge pumps. 5 years old. Excellent condition. Asking \$20,000/box and \$25,000/pumping unit. Call 1-506-672-2100. (PBM)

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Used Aqua-Zyme Dewatering Unit (1 yr. old) 30-yd. Dewatering Box; Polymer dosing system; Hoses and barrel of polymer (all included). Selling for what we owe. 865-927-7646. (P7)

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2000 Freightliner FL70 with 00' Stetco 950T catch basin cleaner. Cat 250 hp engine with Fuller trans. In excellent condition. The 950T body has never been used!! \$35,000. KLM Companies 617-909-9044. (P6)

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1988 Pit Hog dredge w/John Deere turbo chrg. diesel engine, excellent, uses no oil. 2200 gal. flow, runs great! \$45,000. Also available 2000' 6" hose or 2000' alum. pipeline. 641-623-3047. (P6)

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2000 Kenworth T300 cab and chassis with a Presvac 2010 US gallons, DOT certified vacuum tank. **In stock.** (Stock #4675C) **www.VacuumSalesInc.com,** (888) **VAC-UNIT (822-8648).** (PBM)

HAZARDOUS WASTE UNITS

2009 Freightliner 120 steerable tri-axle with new Presvac Powervac 3,800 cfm, DOT 412, wet/dry vacuum unit. 3,200 gallon tank with full open rear door with top loading boom. 450 hp MB engine with aluminum wheels and fully loaded. Buy or rent. KLM Companies/KLM Rentals Inc. Call 781-934-5437. (P6)

(2) 1995 Tremcar 7,000 gallon transport trailer. Pre-owned Tremcar 7,000 gallon S/S, DOT 407 transport tank trailer. **Two units in stock.** (Stock #0701C; 0702C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2000 Ford F-650 cab and chassis with a Presvac 1200 US gallons, DOT certified vacuum tank. **In stock.** (Stock #5721C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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. Full open rear door dump unit. Very clean. (Stock #1499V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2009 Sterling LT9500 triaxle with a new Presvac, **Powervac** 3800, 3,250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. (Stock #13336) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2000 Mack RD686 with Presvac 4,000 gallon MC307/312 DOT certified full open rear door tank. Mack 350 hp engine with Fuller 10-spd. 44K rears, 18K front. Excellent condition. Must see. KLM Companies Ph 617-909-9044. (P6)

2008 New Presvac 5,500 gallon, carbon steel, DOT 412, vacuum tank trailer with PVB750 and Deutz diesel engine package. (Stock #13325) In production for May! **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. (Stock #5008V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

HAZARDOUS WASTE UNITS

1994 Mack RD686ST heavy spec **triaxle** with Presvac 4400 gallon carbon steel 2-compartment (1200/3200) DOT certified vacuum tank unit with Masport water-cooled pump. Excellent truck; very well taken care of. (Stock #5371C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2009 Peterbilt 340s **loaded with every option except with auto-matics** with a new Presvac 3200 gallon carbon steel, DOT 412 certified, **full open rear door, dump style units.** PVB750 vacuum pumps. (Stock #13335 A,B,C&D) In production for May/June. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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USJ 4018-300 trailer power pullout, wireless remote, rpm 960, hp 50, psi 4000, gpm 18. Used 37 hours, 5-head pressure washer wand, 2006 model. Asking \$28,000. Call 423-595-3343. (CPT7)

1993 Sreco model HV2060 trailer jet, 35 gpm, 2000 psi, Myers pump, 500' of 3/4" hose, 600 gal. plastic water tanks. Was a city owned unit. 714-639-8352. **www.empireequip.com.** (CPBM)

1991 Ram Rodder Jetter. Myers pump. 300 gallon water tank. 4 cyl. gas motor. Hose & heads included. \$5,750. 770-443-0131. Atlanta. (CP8)

New PipeHunter Model 38T44 jetting unit, trailer mounted unit, w/335 Poly water tank, 4,000 psi @ 25 gpm, 600' of hose and attachments. **In Stock!!!** (Stock #13317) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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

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)

JETTERS-TRUCK

2006 GMC TC6500 cab & chassis truck mounted jetting unit with JET EYE camera system, 3,000 psi @ 50 gpm, 1,000 gallons water, 600' hose, 500 cfm blower, debris tank and attachments. (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1986 CHEVY C-65 Cat. Diesel 175K, 5-speed manual split shift. New brakes and tires. Pump-Meyers D-65, 2000 lbs @ 65 GPM. One hour on rebuild. Perkins diesel. 1500 gallon tank. Good hoses and nozzles. Ready to work. \$25,000 (a steal). 770-527-0376. (P6)

1998 Vactor water jet on a Ford F-800, 17,338 miles, 65 gpm, 2000 psi pump, new paint. Truck is like new. 972-938-1905. **www.empireequip.com.** (CPBM)

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1994 Vactor GMC white cabover, Cummins 6 cylinder x 2, 1000 gallons - 5 yards, dual fans, excellent condition. \$70,000. OBO. Contact Bill 866-744-9921. (CP6)

1994 VacCon model V311-TA, 3-stage fan, 11-yd. debris tank, 50 gpm, 3000 psi pump, new white paint. Was city owned. 972-938-1905. **www.empireequip.com.** (CPBM)

2003 Sterling LT7501 with a Vac-Con VPD4216LHA/1300 16 cubic yard debris body and a 1300 gallon water capacity combination vacuum jetter unit. This unit has been very well maintained. (Stock #4648C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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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)

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

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)

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)

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Fair to good used portable toilets for sale. 200 units various manufacturers \$175- \$225. 518-584-1048 ask for Charles. Email cmarriott@stoneindustries.com. (P8)

PolyJohn PJ3's Evergreen units for sale. Fair to good condition, \$200 each. Swartz Creek, MI. Ph: 810-407-0315. Email g.menard@att.net (PT6)

75 PolyJohn PJ3s. Aqua & yellow. Fair condition. \$100 to \$150 each. Southern MI. Ph: 248-437-5595 Email: johnsanit@yahoo.com. (P7)

100 PolyPortables Integra units for sale. All under 3 years old. \$250 each. Call Chris or Bruce 770-439-3131. Atlanta area. (P7)

14 Polyportable Handicap Access Units, forest green with white roofs. Used for 1 event. \$1,100 each plus shipping. 920-979-7713. (PT6)

Used PolyJohn, PolyPortable tan units, plastic skids, average to excellent condition. \$225-\$325 each. Can arrange shipping. Call Bob at 1-352-796-4540. (PBM)

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

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)

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 TANKS

Portable stainless steel tank by Best Enterprises. 400 gallon sewage, 150 water. Hypro wash down system. Slides in pickup. Used as a backup. Like new. \$7,995 OBO. 971-645-1952. (P6)

PORTABLE RESTROOM TRAILERS

Portable Executive Restroom Trailer FOR SALE. 14'W x 44'L. Separate male and female sides. Male side: 3 stalls, 2 urinals, 4 sinks, 4 mirrors. Female side: 5 stalls, 4 sinks, 4 mirrors. Heated, air-conditioned. 800-245-8368. (P7)

2001 Olympic 26' Executive, womens (4) stalls and (2) sinks. Mens (1) stall, (3) urinals and (1) sink. Heat, A/C and hot water. \$23,000. Call 866-883-9538. (P6)

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)

2000 Olympic 30' Luxury Liner. Womens has common area with oak vanity and (3) private rooms with full size flushing toilets. Mens has common area with oak vanity, (3) urinals and (1) private room with full size flushing toilet. Both have heat, A/C and hot water. \$28,000. Call 866-883-9538. (P6)

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

RESTROOM TRAILERS FOR SALE: New in 2007. Various sizes available. Ready for immediate use. 410-266-7812 or go to www.restroomtrailers.org for pictures and details. (P8)

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

1996 International 4700 with a 700 US gallon, 2-compartment (500/200 split), carbon steel, portable toilet service unit. **In stock!!!** (Stock #6921V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

PORTABLE RESTROOM TRUCKS

2004 Isuzu NQR, 950/300 Progress tank, 2-unit carrier, \$29,000 OBO. NY. 800-275-3616. (PT7)

1993 F450 7.3 at 650W/150 WTR, under hood pump & 12V wash down. Good starter or backup truck. Ready to work. Asking \$10,500. 812-522-1143. (P7)

Dreaming of a Crescent Rectangular Vacuum Tank? And you have an existing chassis ... Crescent Tank Mfg. will up-fit or ship to you tank only. Call to get tank only quote. **Crescent Tank Mfg.** 585-657-4104; www.crescent-tank.com. (P6)

1989 Int. 6.9 diesel, 5-speed, 700/300, new rubber, A/C, dual service potty rack, nice truck. \$6,500. 609-859-3629. (P7)

6 SERVICE TRUCKS FOR SALE: 1-1997, 4-1999s, 1-2000; All Fords, Satellite tanks, great shape. Call Dave @ On Site Sanitation 651-429-3781. (PT6)

2007 F-750 Super Duty flat bed, Lely Mfg. 700/300, 40,000 miles, like new. \$60,000. Call Sam 770-231-8498. (CP8)

(1) 1999 International 4900, (1) 2000 International 4900, (2) 2001 International 4900, 6-spd. transmission, DT466, 210 hp, A/B, P/S, A/C, 2100 gallon, 1600 sewage, 500 water, steel Abernethy units, hose reels, racks, excellent condition, heavy specs, front line units. Call Bob at 1-352-796-4540. (PBM)

1995 Int. 444E diesel, 5-speed, runs great, new clutch and trans, new ss sides, 950/400. \$12,900. 1988 Int. (UD) cab over, 113,000 miles, 400/150, 6-unit hauler w/lift gate, hyd. PTO, Juroop pump system, good cond. \$7,500. 609-859-3629. (P7)

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 Isuzu NPR-HD (pre-emission) chassis ready to be up-fitted with **Model 800** (550/250) **Crescent Rectangular Vacuum Tank.** **REDUCE** fuel costs and **IMPROVE** productivity with the all-in-one vehicle (service & pick-up/delivery). Great price and they won't last. Call for quote today **Crescent Tank Mfg.** 585-657-4104; www.crescent-tank.com. (P6)

PORTABLE RESTROOM TRUCKS

2007 XL Super Duty F550, 42,000 miles, Satellite Industries tank 650/250, 17,900 GVW, like new. \$47,000. Call Sam 770-231-8498. (CP8)

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

READY TO ROLL with SPECIAL PRICING: 1 remaining, 2007 International 4100 (pre-emissions) chassis **Model 1100** (750/350) **Crescent Rectangular Vacuum Tank.** Call for quote **Crescent Tank Mfg.** 585-657-4104; www.crescent-tank.com. (P6)

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)

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)

(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)

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)

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)

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

PORTABLE RESTROOM TRUCKS

1990 Int. diesel, 5-speed, 700/400, potty rack, 2 tool boxes, 90,000 miles, on Jasper rebuilt. \$6,500. 1990 Ford Vactor/Jetter, Jasper rebuilt 6 cyl. diesel w/less than 500 miles, auto trans., rebuilt 2-stage fan, 1800 gal. debris, can paint your color (extra). \$24,900. 1989 Ford, 12-yr. tandem dump truck, 6 cyl. diesel, 10-speed, good cond. \$11,000. 609 859 3629. (P7)

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Established **Industrial Cleaning Company** seeks operators & assistant/**Operations Manager.** Successful applicants need to be self motivated, hands-on, good communicator, willing to travel & learn the position throughout Arizona. Business based close to Tucson, AZ. Salary based DOE. Benefits, 401K, plus other incentives for the right applicant. Fax resume to 520-385-0557. (CMP6)

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)

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ROLL-OFF TRAILERS

1999 Benlee (2) Two container roll off trailer. 75,000 hoist with alum. Budds. Great condition Just painted. \$29,500. KLM Companies. Ph: 617-909-9044. (P6)

SEPTIC TRUCKS

1978 Ford cabover, 3500 gals., CAT 3208, automatic, Jurop R260. Cab shell and tank new in 1993. Asking \$18,000. Call Dick 978-276-0217. (P7)

1988 Ford LTL 9000 w/3500 gal. hyd. dump/door vacuum tank, Cat 400 hp engine, Fuller trans., air ride susp. Ready for work. \$23,950. 617-909-9044, KLM Companies. (P6)

2000 Freightliner FL80 (2 available). 4000 US gallons, carbon steel, 2-comp. (3800/200). Vacuum -pressure tank and jetting system. **In stock!!!** (Stock #5392C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

SEPTIC TRUCKS

1978 International Loadstar. 8 speed with 404 gas V-8. 1000 gal. tank, newer Battioni pump and tires. 26000 GVW with hydraulic brakes. \$5000 OBO. Chris 715-395-4000. (P6)

1994 Volvo, 13-speed 400 hp Cummins diesel, 3,000 gallon tank, and a Positive Displacement Blower. \$28,000. Please email for pictures: aq@aqinc.net. Call Marvin Meyers @ 734-231-1530. (P6)

2002 Int. 4300, DT 466 diesel, low miles, 1500 gal. Abemethy tank, air brakes. Sharp, attractive truck. Non-CDL. \$46,000. 715-772-3442. Wisconsin. (P6)

1997 Mack CH600, 500K miles, new rubber, new 3300 gal. tank, Masport 75 pump, ready to go. \$62,000. 785-231-0834. (P6)

1999 International Eagle, 340 hp Cummins, 10 speed, 102,000 miles, 3600 steel tank, MORO pump, \$43,000. Call 772-473-3716 for details. (PT6C7)

1999 International 4900 series, 176K miles, 2500 gal. vac tank brand new, Masport 75 pump. \$38,900. 785-231-0834. (P6)

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)

2000 Sterling, 2300 gal. tank w/fresh water tank for mounted Harben jetter, 84,000 mi. \$35,000. Call Barb 715-754-2332. (P6)

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)

2004 International 4300 with 2500 gal. tank, 4 heated valves, TSI 500 pump, excellent condition, 125,000 miles. \$49,900. 607-746-3003. (P6)

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)

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)

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)

1993 Mack CH613 350HP, Mack engine with 40K air ride rear with 14K ft. axle. 3,200 gallon Marsh vacuum tank with Masport 350 CFM liquid-cooled vac pump. Ready for work. \$29,950. 617-909-9044, KLM Companies. (P6)

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 340 **loaded with every option except with automatic**, with a new Presvac 3600 gal., aluminum vacuum tank unit. Masport HXL400WV pump. (4) 2009 Models coming in May/June. (Stock #13297E). 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. CCU/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. (P6)

BEST GH300/110 STAINLESS STEEL SLIDE-IN UNIT. Honda 5.5 hp electric start engine, Conde pump. Never been used. Call Randy @ 1-800-284-1311. (PT6)

SLIDE-IN UNITS

500 gal., 350 waste, 150 fresh, Honda power, Masport pump. Ready to go! \$6,250. Delivery available. 785-231-0834. (P6)

SLUDGE APPLICATORS

1998 2505 Ag-Chem Terragator. 4,000 gal. vac/pressure tank. 260 Jurop w/final filter, 400 Cat engine w/low hours, 6-disc injection, hydraulic top hatch, great unit. \$118,000. 320-269-5441. (P6)

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)

2 SLUDGE APPLICATORS: Agco Terra Gator, Moro pump, 2600 hrs., 2600 gal. tank. 10-spd. trans., \$22,000; 4000 gal. tank, 10-spd. trans., Moro pump, \$12,000. Located in Ohio. Call 412-403-4027. (P8)

TANKS

1988 Presvac 3200 gallon pumper w/750 Presvac pump. Dumper, full open door, extra 750 pumps & gear boxes. Excellent condition. \$9,500 OBO. 734-365-4035. (CP7)

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. (P6)

4000 gallon dump/vac. Full opening rear door. Manhole. Primary/intake/dump. New paint. \$12,500. 512-577-5000. (P6)

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)

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. (P6)

Used 3050 gal. vacuum tank 72"/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)

TANKS

New Presvac 4,000 gallon, aluminum polished shell with primary shutoff, 20" top and rear cleanout, 4" intake and 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)

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

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)

1990 Presvac 5000 gallon **stainless steel**, DOT certified vacuum tank trailer with a PV750 pumpo and Deutz diesel engine package. Mirror type polish finish. (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 Presvac 5,500 gallon, carbon steel, DOT 412, vacuum tank trailer with a PVB750 and Deutz diesel engine package. In production for May! (Stock #13325) 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.TandTools.com. Phone 800-521-6893. (CPBM)

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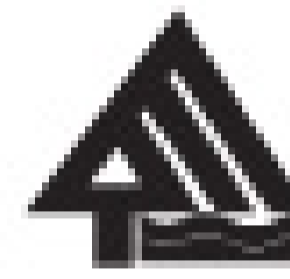
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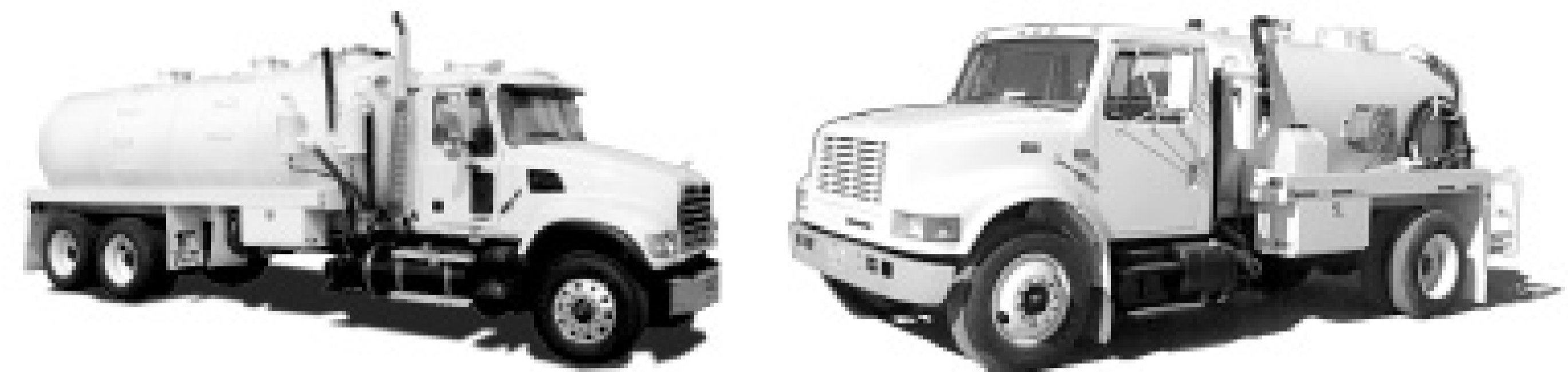
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(PBM)

TRAILERS VACUUM/TANKER

1986 Presvac 5,000 gallon 316 stainless steel MC 307/312 vacuum trailer with hyd. vacuum pump drive. Spring suspension. In excellent condition. Must see. KLM Companies 617-909-9044.

(P6)

1980 Presvac 6,000 gallon trailer. \$10,000 OBO. 973-663-2400 Mike.

(P6)

We have 4 vacuum trailers: (2) 5000; (1) 5500; (1) 6500 gallons, in great shape and ready to work. Great for septic, nonhaz or nonrcra waste. Also have (3) 2000 Freightliners with Fruitland pumps. Call James 661-816-4646.

(P6)

1993 Presvac 6,000 gallon DOT certified carbon steel vacuum trailer. Self-contained Deutz diesel engine with PV750 vacuum pump. Very good condition. \$38,500. KLM Companies 617-909-9044.

(P6)

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

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

(CPBM)

Pearpoint P-147 EXPLOSION PROOF system, P-299 hydraulic cable drum, Pearpoint hexiprobe coiler, P-225 power supply, VHS, color video printer, 2 tractors, 3 cameras, Kubota diesel genset, wash down system, more spare parts, wheels etc., than you can imagine, 95 E-350 extended van w/7.3 Powerstroke, 48,000 miles, turtle-top, roof air, perfect van. \$49,950. Pictures and more info on our website: letsrollautoandequipment.net under (vans light duty). (Colorado) Call Ned 719-338-3767.

(CP7)

VACUUM LOADERS

2000 Sterling with Cusco Mastervac 3,800 CFM 3,000 gallon DOT certified vacuum loader. Wet/dry unit with full open rear door and Moro vacuum offloading pump. Low miles/hours. Ready for work. KLM Companies 617-909-9044.

(P6)

1992 Ford with Guzzler 4816 with swing out Cyclone 6,000 CFM blower (4 yrs old). Cat engine with Fuller trans. 150,000 miles, 5,000 hours. Runs very good. \$25,500. KLM Companies 617-909-9044.

(P6)

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. Full open rear door dump unit. Very clean. (Stock #1499V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**.

(PBM)

2009 Sterling LT9500 tri-axle with a new Presvac, **Powervac** 3800, 3,250 gallon US, DOT, wet/dry industrial, vacuum tank loader. (Stock #13336V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**.

(PBM)

VACUUM LOADERS

27' vacuum loaders, hazardous hydrovacs, reg. vacs. 780-433-1467; www.hydrovacsunlimited.com.

(CP7)

1999 International **heavy spec** with **Guzzler ace** wet/dry industrial vacuum loader. 8' top load boom truck is in excellent condition. Blower was reconditioned approximately one year ago. (Stock #7390V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**.

(PBM)

VANES

Dura Comp 535, high-quality non asbestos vacuum pump vanes. Good to 400°F. Buy factory direct and save. Same day shipment on most models. Jurop, Battioni, Moro, Masport, Fruitland, Demag. Long lasting Dura-Comp 535 pump vanes carry a "Money-back" guarantee. Call us today. Powerflo Products 800-758-4788 or 562-997-0720.

(PBM)

American Industrial Components: Our vanes are manufactured from the highest quality laminated materials available and are fabricated to exact tolerances and specifications. 800-272-7557.

(PBM)

WANTED

WANTED: Vacuum tanks, 2200 gallon up to 5000 gallon. Cash paid. No junk, please. Ph. 903-278-0026 or 870-773-5800.

(P6)

Water jetting equipment. We rent, sell and repair water blasters. Visit us at: www.waterjettingequipment.com or phone 714-259-7700.

(CPBM)

WATERBLASTING

2003 NLB 10-150 electric waterblaster, (0) hours on unit - never used. Marathon Motor on skid. If you want brand new this is it. Priced to sell @ \$32,500. KLM Companies, 617-909-9044.

(P6)

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(CPBM)

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(P6)

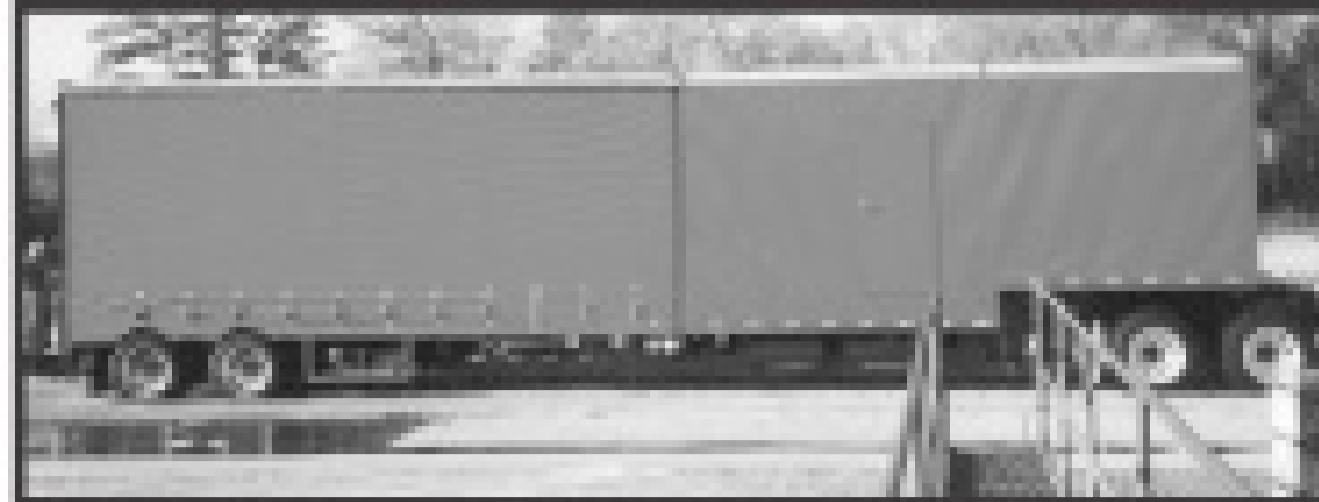
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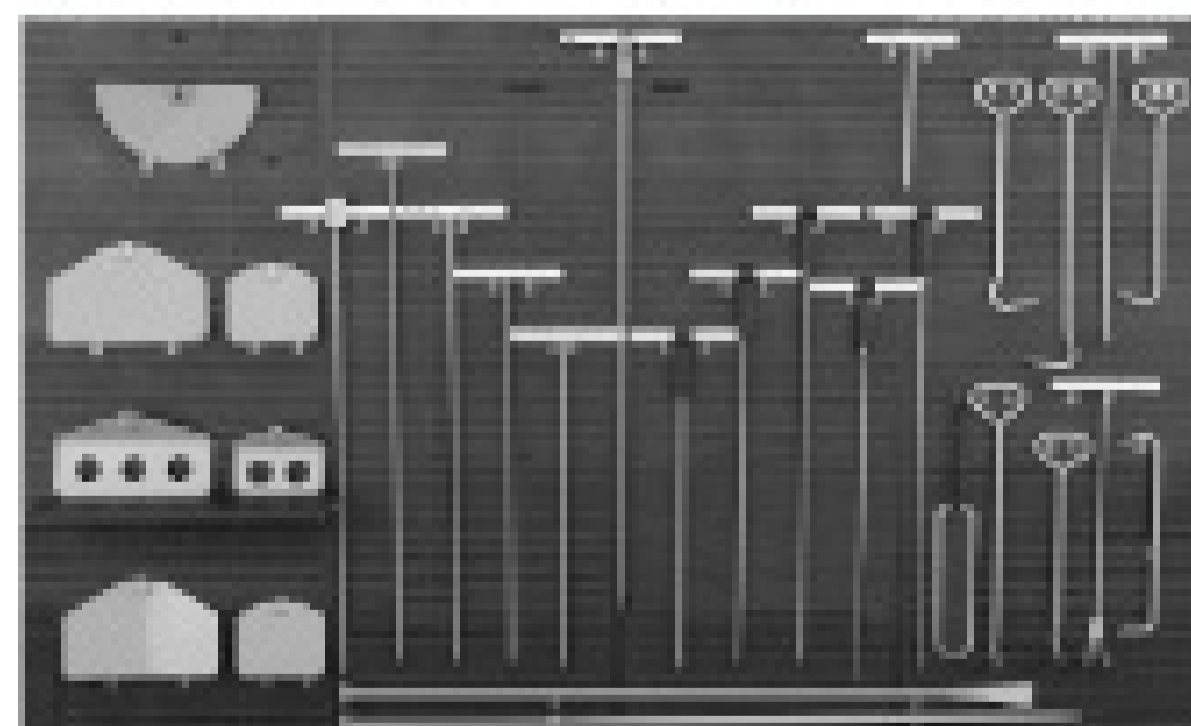
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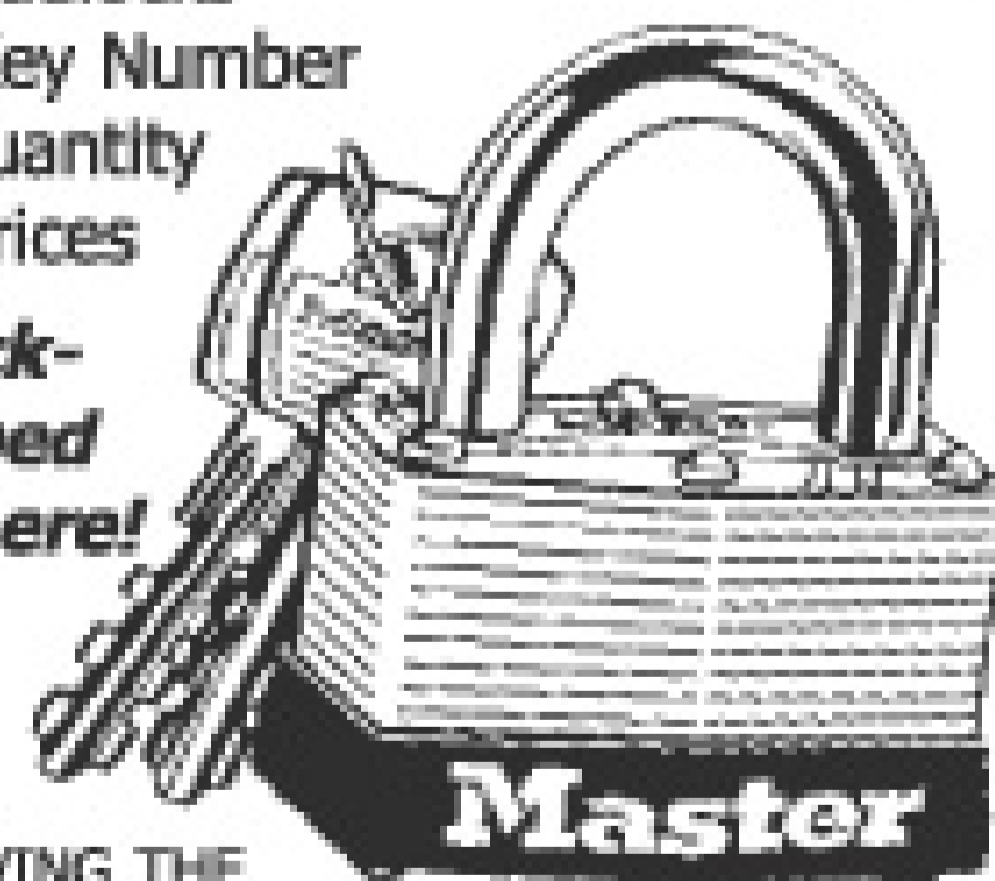
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Training & Education

By **Scottie Dayton**

National Association of Wastewater Transporters Inc.

NAWT has scheduled these training sessions:

- June 5 – Inspector Training and Certification, Flagstaff, Ariz. Contact Kitt Farrell-Poe at 928/782-3836; kittfp@ag.arizona.edu.
- July 17-18 – Operation and Maintenance Training, northern California; Call 707/579-4882; www.cowa.org,
- Aug. 6-7 – Operation and Maintenance Training, central California; Call 707/579-4882; www.cowa.org,
- Aug. 26-27 – Inspector Training and Certification, Tucson, Ariz. Contact 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:

- June 11-13 – Basic Installer
- June 26-27 – Continuing Education, Dothan
- Aug. 7-8 – Continuing Education

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 NAWT. Check the Web site for locations.

- June 12 – Soils
- July 17-18 – Operation and Maintenance, Part 1
- Aug. 6-7 – Operation and Maintenance, Part 2

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.

- 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
- July 8 – Master IV-Design Considerations and Dosing Systems, Jacksonville
- July 9 – Master IV-Design Considerations and Dosing Systems, Tallahassee
- July 15 – Septage and Grease in Florida, Sarasota
- Aug. 7 – Enhanced Nutrient Reduction, Southeast Florida (TBD)
- Aug. 18-19 – Master III-Basic Florida Soils
- Aug. 20-21 – Master I-System Design and Function
- Aug. 21-22 – Master II-System Materials and Regulation Requirement
- Aug. 25 – Aerobic Treatment Units, Part I
- Aug. 26 – Aerobic Treatment Units, Part II
- Aug. 27 – Artificial Media Treatment Technologies
- Aug. 28 – Natural Media Treatment Technologies
- Aug. 29 – What's New at the Training Center?

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

Iowa

The Iowa Onsite Wastewater Training Center has the following courses:

- June 19 – Basic Soils, (TBD)
- Aug. 21 – At-Grade and Mounts, Ankeny

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:

- Aug. 12-13 – Existing Systems Evaluator Training
- Aug. 20 – Pumped Systems Evaluator 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:

- June 2-4 – Designing Onsite Systems, Mankato
- June 5-6 – Soils, Mankato
- June 10-11 – Soils, Sartell
- June 12-13 – Inspecting Onsite Systems, Waseco
- 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 training professional CEU courses:

- 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

North Carolina

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

- June 10-12 – Subsurface Wastewater Operator Training, Fletcher
- June 25 – Soil Survey in the 21st Century, Raleigh
- June 26 – Installation of Pump Systems, New Bern
- June 27 – Installation of Advanced Systems, New Bern
- July 16 – Installation of Pump Systems, Williamston
- July 17 – Installation of Advanced Systems, Williamston
- July 18 – Installer/Inspector Exam, Williamston

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

Pennsylvania

The Pennsylvania Septage Management Association offers the following training:

- July 16-17 – Advanced Onlot Wastewater Treatment System Inspection, Chester County
- July 16-17 – Basic Onlot Wastewater Treatment System Inspection, Bordentown

New Jersey Septage Management Association members qualify for PSMA member tuition fees. Call Jackie at 610/350-0590, press 3, or visit <http://psma.net>.

Rhode Island

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

Aug. 22-23

Wisconsin Liquid Waste Carriers Association Summer Convention, Radisson Paper Valley Hotel, Appleton. Call 608/255-2770 or visit www.wlwca.com.

Sept. 10-11

The National Association of Wastewater Transporters Inc. Septage/Grease Trap Waste Treatment Symposium, Holiday Inn at Six Flags, Eureka, Mo. Call 800/236-6298 or visit www.nawt.org.

Oct. 12-14

Virginia Onsite Wastewater Recycling Association Conference and Trade Show, Blacksburg. Call Trapper Davis at 804/966-9190 or visit www.vowra.org.

Oct. 14-15

Delaware Onsite Wastewater Recycling Association Conference and Exhibition, Dover Downs Hotel and 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.

Jan. 13-15, 2009

Michigan Onsite Wastewater Conference, Kellogg Hotel and Conference Center, East Lansing. Many sessions count for required CEU hours. Call Mark Scott at 989/275-5011 or e-mail mScott@i2k.com.

Jan. 30-31

Wisconsin Liquid Waste Carriers Association and Wisconsin Onsite Water Recycling Association Joint Convention, Marriott West Hotel, Madison. Call 608/255-2770 or visit www.wowra.com.

- June 4-5 – Innovative and Alternative Systems Operation and Maintenance
- June 18 – Soils Basics for the Onsite Wastewater Contractor
- June 25 – Bottomless Sand Filter Design and Installation
- July 10 – Innovative and Alternative Systems Field Tour
- July 15 – Surveying Techniques for the Wastewater Professional
- July 17 – Microbiology for Wastewater Professionals
- July 30-31 – Advanced Soil Morphology: Understanding wet soil conditions
- Aug. 7 – Surveying Basics for the Onsite Wastewater Contractor
Call Holly Meehan at 401/874-5950 or visit www.uri.edu/ce/wq.

Virginia

The following courses by the Virginia Center for Onsite Wastewater Training (VCOWT) and Southside Virginia Community College are in Blackstone. Those labeled VOWRA are through the Virginia Onsite Wastewater Recycling Association.

- June 4 – A to Z of Onsite Wastewater, Charlottesville (VOWRA)
- June 18-19 – Wastewater 101
- July 16-17 – Effluent Dispersal Systems
- July 23-24 – Basic Installation Practices for Conventional/Pump OWTS
- Aug. 5-6 – National Operations & Management Training
- Aug. 12-13 – Designing with Easy/Fast CAD

For VCOWT classes, contact Debbie Campbell at 434/736-2011 or visit www.southside.edu/programs/wastetreat. For VOWRA courses, contact Trapper Davis at 804/966-9190 or visit www.vowra.org.

Association News

Virginia Starts Online Bulletin Board

The Virginia Onsite Wastewater Recycling Association Community Bulletin Board System is now online. The need for a discussion forum became critical during last year's legislative session, when e-mail distribution lists failed to keep members abreast of what was happening. Access the bulletin board from www.vowra.org.

**DELAWARE
Change in Leadership**

Ken Walsh and Jim Williams are president and vice president of the Delaware Onsite Wastewater Recycling Association through 2009. Walsh (302/436-8822) owns Multi Koastal in Ocean View and has more than 20 years of experience in the wastewater industry. Williams (302/492-3915) is a service manager and salesman for Freemire & Associates and has more than 15 years of experience in the industry.

**WISCONSIN
Group Disputes Septic-Related
Death Numbers**

Deputy Fire Chief John Andersen with the Chippewa Fire District stated in Wisconsin newspapers that eight to 12 residents die in septic tanks each year. Members of the Wisconsin Onsite Water Recycling Association believe the actual number is much lower.

Andersen's quote was part of a news report about an 82-year-old man who, while doing repairs on his septic tank, fell head first down the riser and drowned. The trade association asked area media to follow up and review the statistic and stress septic tank safety.

Board member Bill Bergh did a follow-up interview with the newspaper, advising people to keep the tank covers locked and encourag-

ing them to let licensed professionals do maintenance. WOWRA offers brochures on how to maintain onsite systems and advising people never to enter a septic tank. Call 608/256-7757 for more information.

**ONTARIO
Farmers Won't Kill Their Livelihood**

The spring newsletter of the Ontario Association of Sewage Industry Services reports that the province has established the Nutrient Management Science-based Standards Committee to develop nutrient standards for farms. The committee was formed after complaints to a township resulted in a resolution seeking support to change the regulatory framework for land-applying biosolids.

The Ministry of the Environment administers land application, tests soil to recommend the quantity to use, and monitors nutrient loads. Farmers must follow strict guidelines to apply biosolids. Citizen groups claim biosolids are contaminating their wells, making them and their animals ill, creating odors and harming soil to the point where earthworms are dying. No-till farmers who land-apply say their earthworms are thriving, and scientific evidence has yet to substantiate any of the accusations. ■

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



June



2000 KW: Cat C12, 445 hp, 8LL trans., Chandler susp., Lely 3400 gal. full rear opening, F&R valves, jetter, DeMag Wittig pump, 172,000 miles. Clean, garaged & waxed. Owner driver.\$75,000
336-570-0729
Graham, NC P7



1994 Ford F-800: 2200 gallon tank, 200 hp Cummins motor, strong running truck.\$17,000 OBO
 Must sell - taking offers. North East Ohio.
440-998-7448 P6



1993 KW T600: 2800 gallon LMT tank with Jurop pump. Truck has all new rear tires. Tank just painted.
Call 641-673-9377
or 641-660-6991 P6M



2007 Intl. Vector 2112: 330 hp automatic, 1300 gal. tanks, 12-yd. debris, 4,000 miles almost new. 824 Roots blower, 2500 psi, 80 gpm water pump.
Call Javier 786-402-3092 P6



2005 Peterbilt "Juggler": 500 cfm blower, reel for hose, truck has 50,000 miles, AC, 10-spd. Located in Qc, Canada.\$145,000 Cdn.
819-827-2772 or
m.gascon@videotron.ca P6



1994 Vector GMC White Cabover: Cummins 6 cylinder x2, 1,000 gallons, 5 yards, dual fans, excellent condition.\$70,000 OBO
Contact Bill at 1-866-744-9921 CP6



1986 Floater: 3000 hours, 4 shank injector, 250 hp Cat engine, automatic transmission, 3,000 gal. tank\$22,000 OBO
574-848-7704 P6



2002 Ford E450 Video Inspection Van: 16' cube, 7.3L V8 turbo diesel, 101,500 mi., new tires, very well maintained. RST equip., 1,821 hrs. on computer, 5,749 hrs. on Onan Quiet diesel 8000 generator, OmniEye II & OmniEye II Zoom cameras w/mainline tractor. Computer: Windows XP Pro, WinCan 7 w/NASSCO Optibase MPEG. Ready to work.....\$62,500
909-422-8990 P6C7



1987 International: Diesel w/Myers high pressure power jet, 45 gpm pump, 1200 gal. fresh water holding tank, 1-1/4" hose x 500', single rear axle, 2-stage trans.\$16,500 OBO
1-866-352-6870 P6



1995 Mack Septic/Great Pump Truck: 5-spd. trans., 3,200 gal. tank, new Demag/Wittig vac pump truck. Looks and runs excellent.Asking \$35,500
561-753-3446 P6



2006 International 4300: DT 466, Allison 2500 auto. trans, air brakes, Abernethy steel tank, 1100 gal. waste/400 gal. water, Masport HXL 75-V pump, 2-toilet carrier, 70,000 miles, great truck!.....\$56,000
757-438-6858 P6



Shower and Restroom Trailers: Platinum and Gold Series, new and used available. Each with separate men and women sides.
CCI/Brian Touey 805-896-3777 P6M



1997 Ford: 58,000 original miles, easy on fuel, like new inside & out, new Engels 4000 gal. barrel, new Jurop LC420 pump, 36" rear manway, twin ram hoists.\$62,500
Dave 763-441-5251 or 763-427-8333 P6



2000 Kenworth T800: C12, 9-spd., 55,000 miles, c/w 2800 gal. stainless steel Presvac, Hibon 5250 cfm, 27" hg., 8 in. boom, DOT certified, Jurop pump off, ready to work, very clean unit.\$154,900 Cnd.
780-433-1467 P8



1990 Peterbilt: 425 hp Cat, 9-spd., new 3500 gal. tank and Jurop R260 364 cfm vac pump, new paint and tires.\$49,000
877-898-5104
hullstruckbodies.com P6



1996 4700 International: Diesel, auto., air brakes, storage, gooseneck. Removable 2006 1500 gal. vac. tank, Jurop pump, electric start, 21' manways on 2006 Kraftman gooseneck trailer, air brakes.\$28,000
423-400-9543 P6

Pumper TRUCK STOP

see photos in COLOR at www.pumper.com



June



1996 Volvo Vacuum Truck: M-11 Cummins 330 hp, 9-spd. trans., air ride, 3300 gal. tank w/Masport 360 cfm water cooled pump, 413K miles.....\$28,000
570-784-6093 P7



2004 Aquatech B10 Sewer Clean: Roots 824 blower, General 2000/80 water pump, multi-flow system, Sterling chassis, 300 hp, C-7, 8-spd.\$140,000 OBO
Call Javier 786-402-3092 P6



2ND AD! PRICE REDUCED \$10K! 1996 Ford L8000: 375 hp Cummins, Super 10-spd., 4200 gal. tank, 200 fresh water, 91,000 actual miles, runs and drives like new.....\$62,500
763-441-5251; 763-427-8333 P6



2003 Freightliner FL70: New 2500 gal. vacuum body, 400 cfm Masport vacuum pump.....\$41,000
Call Terry 734-777-0390 P6



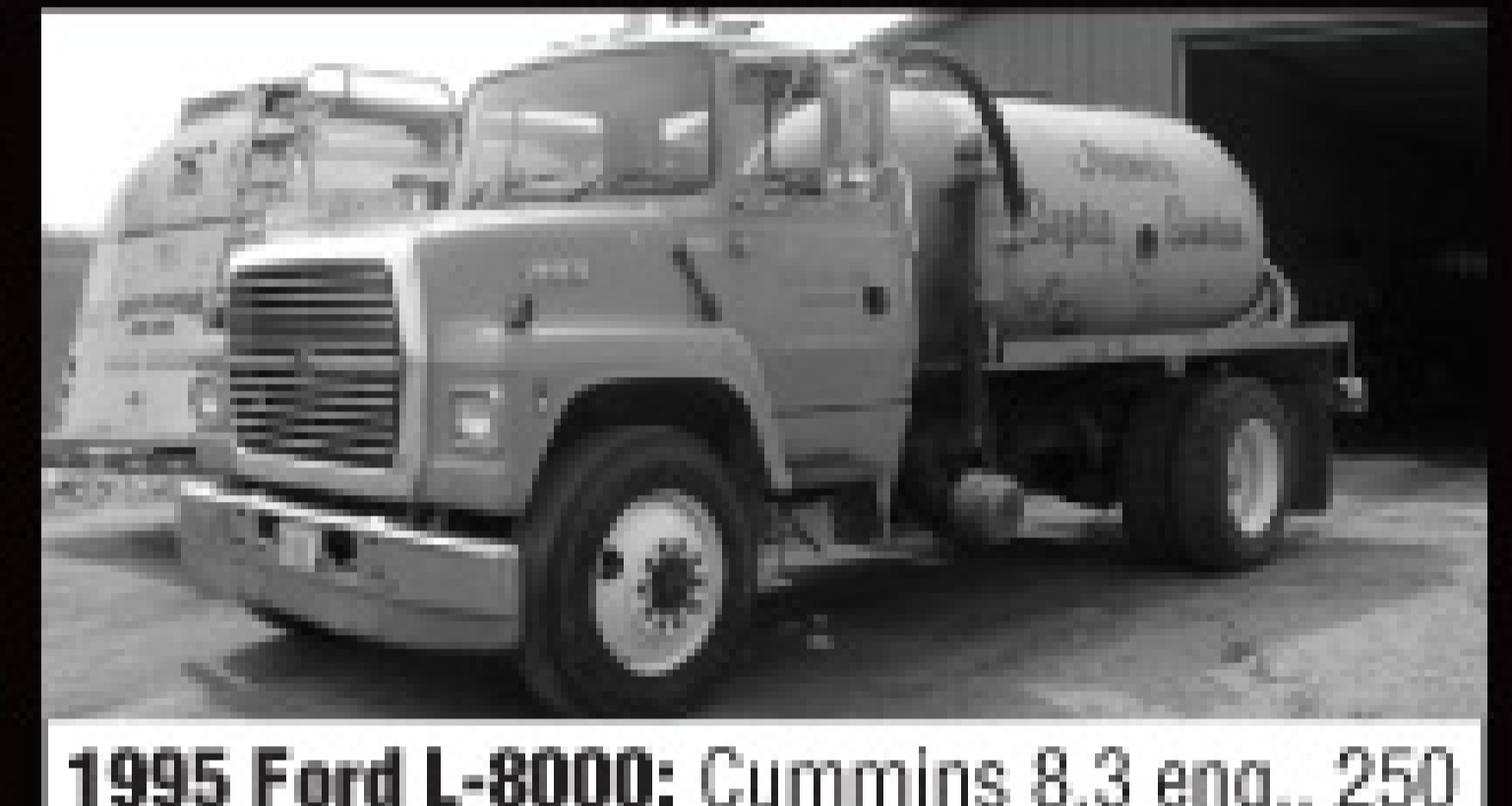
1994 KW T-600: 300 hp Cummins, 180K, 2500 gal. tank, large storage compartments, tires 75%, 200 gal. fresh water tank, 6" heated dump valve, stainless steel hose trays, great truck!!.....\$36,000
320-269-2920 CP6



2005 F550 4X4 Diesel: 6-spd., XL package, H2 Masport pump, 950 gal. tank, 600 waste, 200 chemical, 150 fresh, 2-place toilet rack, 75,000 miles.....\$37,500
Call Ryan at 801-430-7287 P6



1986 International \$2600: 300 hp Cummins diesel, 8-spd., front tires 425/65F-22.5, rear tires 11R22.5, 4000 gal. Coleman w/fiberglass decks, skirts & cabinets, 300 cfm vac/pressure pump. Good condition.....\$16,500
Call Judge Coleman 516-398-5638 P6



1995 Ford L-8000: Cummins 8.3 eng., 250 hp, 6-spd. Eaton trans, only 166,000 miles, 1800 gal. tank w/AC-4 pump, 100' hose. Truck kept inside and well maintained.\$21,000 OBO
Call 920-596-1888
(Leave message and your call will be returned) P7



2000 Freightliner FLD 112: C-10 CAT 370 hp w/Jakes, 10-spd., 12 FA/40 RA air-leaf susp., new 80 BBL vac tank with new 350 cfm liquid cooled Wallenstein vac pump. Excellent condition and ready to work. Only 370,000 miles!!\$58,500
720-253-8014 P6



1983 GMC C7D064: Flatbed truck with crane.\$10,000
Call Danny 561-662-4935
Email: Dannelsseptic@comcast.net P7



2007 Sterling Cab: With 3600 gallon aluminum P/V tank with Juro-Pak R260.\$116,000 including FET
800-722-8384 P6A



2004 International 4300 DT 466: Air brakes, air conditioning, new 2150 gal. tank, new 400 Masport pump, liquid cooled, new tires on rear. ..Call for pricing
937-372-1113 P6



1999 International 4700 LP: 16' flat bed with another 3' lift, 23,000 GVW, 238,115 miles, T444E 190 hp, Allison auto. AT 545, A/C, work lights, storage box & water tank.\$9,000
Call Doc 321-269-9957 P6



1989 Ford Cargo: 72,000 miles, 33,000 GVW, 2500 gal. vac tank, brand new clutch, lots of new parts. Used daily and ready to work.....\$25,000
207-667-8806 P6



2005 Peterbilt 357: Polished 4000/500 dual compartment Progress tank, C13 410 hp, 8LL trans., 46000 rears on Hendrickson rubber, 4.33 ratio, Masport vac pump, prepped for jetter pump, alum. boxes, 3 inlets, 1 quick dump valve, 113,000 miles, fully serviced, inspected, balance of OEM warranties, clean, one-owner southern truck.\$112,000 OBO
717-354-3199 P6



1995 Freightliner FLD112: 3176B, 350 hp Cat w/Jake, 10-spd. Fuller, 20,000 FA/46,000 RA, w/lift axle, 4,000 gal., rear open dump, Presvac 413 cfm vac pump, 200K miles.....Asking \$52,000
610-759-3290 P6

Pumper TRUCK STOP

see photos in COLOR at www.pumper.com



June



1999 Vactor 2110/Sterling Chassis: Unit completely rebuilt and with warranty. Vactor 10-yr. body, 80 gpm @ 2500 psi pump, loaded with optional items. Chassis engine Cat 3126, trans. Allison auto.\$95,500 OBO (Stk.#1445P04)
Call Joe 312-208-6373 P6



2000 US Jett 10K and 4K: 600 gal. tank, 100 hp Deutz, 747 hrs., mounted in 14' heated box on a 2000 Chevy 6500, 45K, Cat dsl., excellent condition.
641-673-9377 or 641-660-6991 CPBM



2004 NLB Model 17350D Liquid Blaster: Rated for 35 gpm @ 17,000 psi, featuring NLB Model 350 pump, 732 hrs. on blaster. Mounted on 1997 Peterbilt with 309,090 miles.\$120,000
269-375-9595 P6



2002 Hino: 55,000 miles, in service for just 2 years.\$35,900
Call Terry 734-654-8855 PBM



1996 Western Star: Cat, 2004 Masport HXL15WV on truck, 2004 Troxell 5460, custom made flat bed mounts to truck, one man, 15 min. All excellent condition.\$92,000
Neal 951-780-2255 P6



2007 International (Pre-Emission) DT 466 - 4300: Air brakes, auto. Allison trans., stainless steel tank, 1100 waste, 400 fresh, Conde pump, 43,000 miles, excellent condition. Built by Best Enterprises. ...\$65,900
417-257-4088 P6



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
707-433-8053
Email: admin@unplugu.com P6



2000 Freightliner FL70 with 00' Stetco 950T Catch Basin Cleaner: Cat 250 hp engine, Fuller trans. Excellent condition. The 950T body has never been used!!\$35,000
KLM Companies 617-909-9044 P6



1989 Vactor 810 Ford L8000: 136,826 original miles, single stage 60 gpm pump, 1200 gal. fresh water holding tank, single rear axle, newly painted.\$25,500 OBO
1-866-352-6870 P6



2002 F4900 International: 3300/300 aluminum tank w/site glasses/tube. Wittig vacuum pump, 2400 psi jetter @ 14 gpm w/power reel, heated valves, cruise, heated mirrors. 41,400 miles. Excellent condition.\$59,000
636-461-2444 P6



2004 Ford F550 Wrecked: 2004 Pik Rite tank 700/400 gallons, tank pump right angle drive, excellent shape, 2-unit rack. Pick up at our location. Not chassis.\$16,000 OBO
860-887-6542 P6



Partnership Split, Aquatech B15 Vac Truck GMC 1988: Great condition. GVW 50,500, Cat 3208 motor, 90,000 miles, jet pump Gaso Spencer lobe blower, extra part truck.\$35,000
724-864-4459 P6



2001 Ford 550: Keith Huber tank, 350 fresh, 500 waste, 200,000 miles, new transmission.Asking \$15,500 OBO
207-646-2180 P7



2002 IH 4300: Progress aluminum tank, 500 fresh, 1500 waste, new clutch, good rubber, 180,000 miles, clean truck.Asking \$31,500 OBO
207-646-2180 P7



1989 Vactor 12-yr. Catch Basin Cleaner: Telescopic boom, 2-stage fan, 1989 Peterbilt 320, auto trans., Cummins L10 diesel, only 65,000 miles on truck.\$24,500 OBO (Stk.#30508M1P05)
Call Joe 312-208-6373 P6



1995 Ford L-8000, Vac-Con V-390: 8.3 Cummins, John Deere diesel upper, 3-stage blower, 9 cu. yd. debris body, 37,789 miles, 1,389 hrs. vac unit, 527 hrs. jetter.\$47,900
814-696-4343 - Hollidaysburg, PA CMP6

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



June



1985 GMC Brigadier: L10 Cummins, 7-spd., newer 3600 gal. tank & vac pump, new brakes & tires. This truck has been used daily and is very sound and ready to work.\$14,500

877-898-5104

hullstruckbodies.com

P6



2006 IH 4300: DT466, 250 hp, 6-speed, 2150 gallon steel tank, Jurop R260 pump, 80,000 miles.

888-848-3727

P6



1993 Vactor 2110: 10-yd. debris body, single stage fan, 4' extendable boom, telescopic rotating hose reel, formerly municipally owned unit with low hours and miles. Mounted on 1993 Ford L8000, diesel/automatic. (Stk.#1483P05)

Call Joe 312-208-6373

P6



1999 VacCon: 44,463 mi., 12-yd. debris tank, 3-stage fan, extendible boom, equipped for hydro excavation, 40 gpm @ 3000 psi, excellent condition. **2001 GMC CCTV** Pearpoint explosion-proof system, 45,863 miles, color video, printer, tractor, excellent condition. ...Both units \$110,500

Call Lee 770-560-0858

P6C7



2005 Flowtrend Dewatering Box: 15-yard.\$15,000 OBO

Contact Ryan @ 801-430-7287

P6



1994 Vactor 2110/1995 IH 2554 Chassis: Unit repaired by Vactor dealer to factory specs. 10-yd. body, 60 gpm @ 2000 psi pump, loaded with Vactor options. Chassis engine DT566, 250 hp, Allison MD3560 trans. (Stk.#1452P04)

Call Joe 312-208-6373

P6



1992 Peterbilt: 3406B, Cat engine, Juropak pump, Model PNR 142D, 4,000 gal. alum. tank (epoxy-lined) Trailmaster. Ready to go!

720-253-8014

P6



1999 Vactor 2115/IH 2574 Chassis: Vactor 15-yd. body, 80 gpm @ 2500 psi pump, loaded with optional items. Chassis engine Navistar A300F, 300 hp, Eaton Fuller trans. (Stk.#0308C1P04)

Call Joe 312-208-6373

P6

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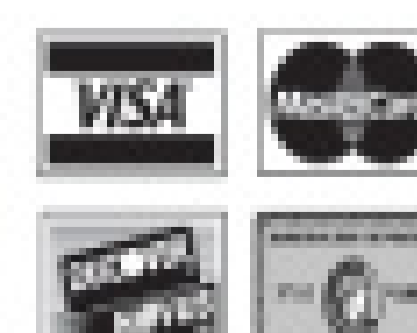
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www.cleaner.com, www.mswmag.com

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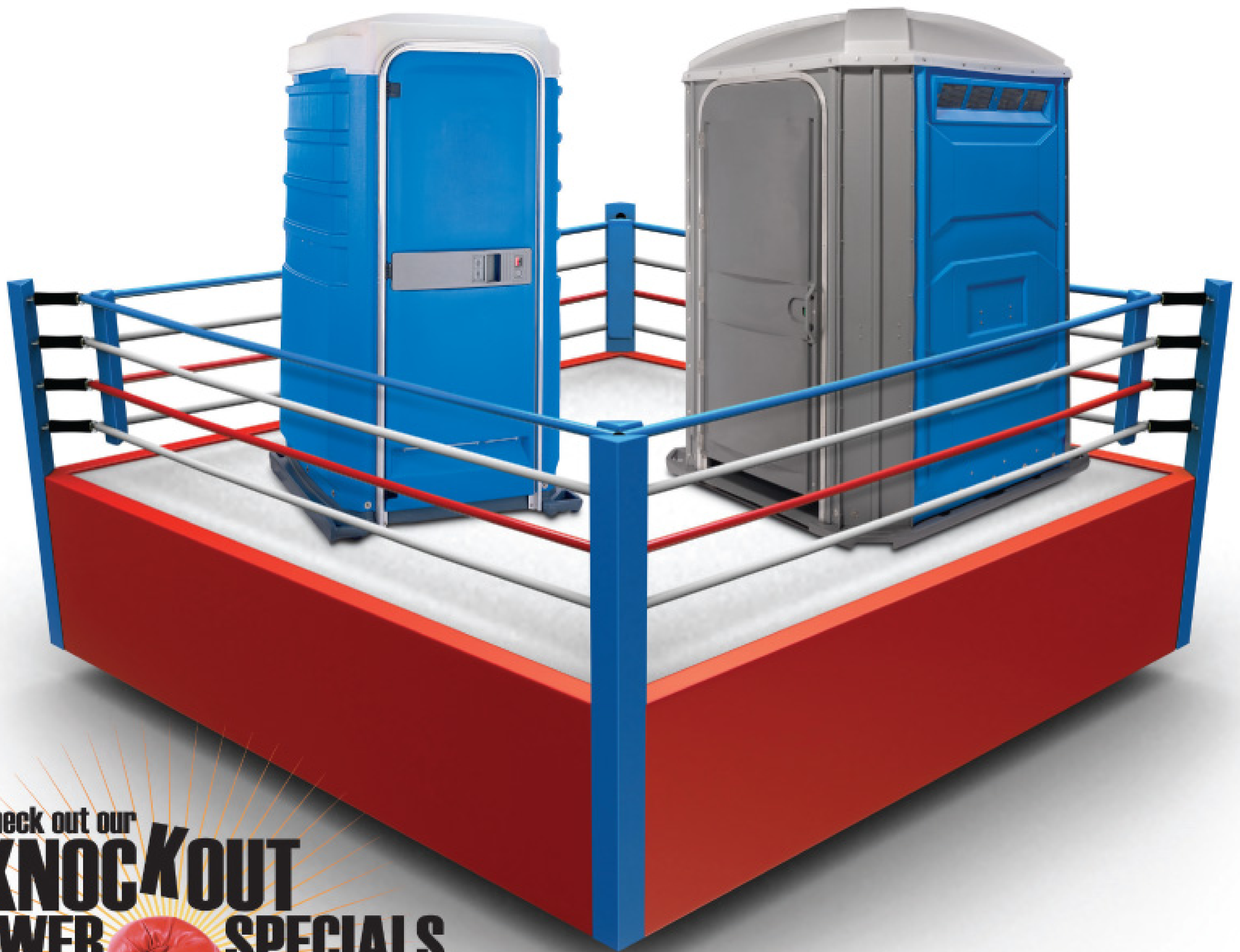
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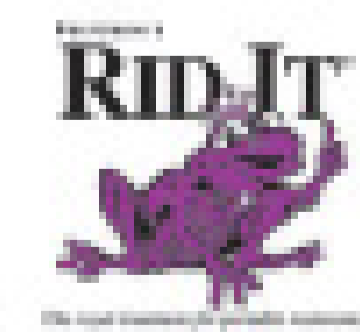
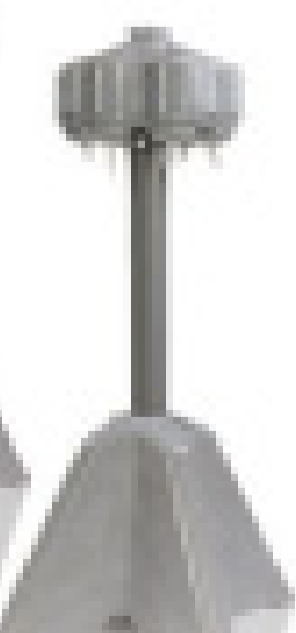


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