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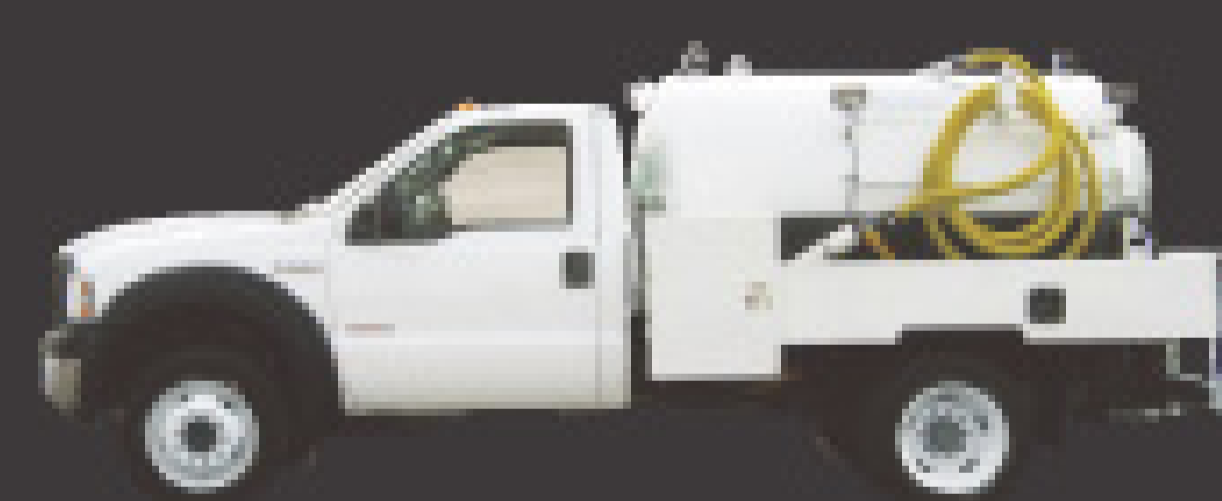


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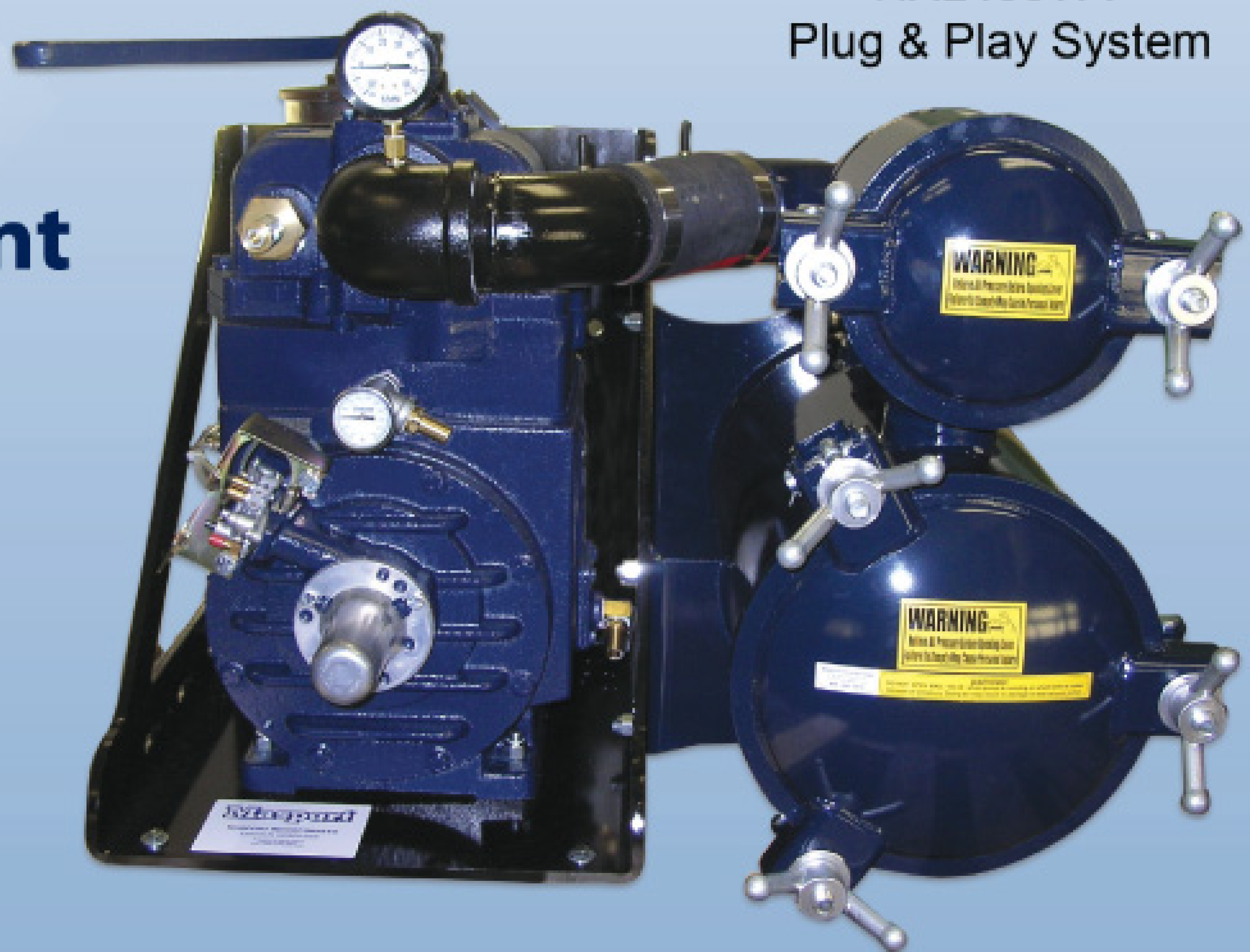
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Enjoy a Harvest of Interesting Stories



By Jim Kneiszel, Editor

Like so many leaves falling to the ground through much of the U.S. this month, this issue of *Pumper* is blanketed with colorful and unique characters from the liquid waste industry. And as the autumn season marks a slowing in the hectic routine for many pumping professionals, we offer new editorial content to help you gear up for a successful start to 2009.

NEW SET OF WHEELS, ANYONE?

Are you contemplating a new service rig for next year? With a somewhat stagnant economy this year and many contractors holding off to see how new emissions systems were working out for 2008, there may be a pent-up demand for new septic haulers in '09. So we decided to check out the latest chassis that make up the foundation for larger vacuum trucks. In our feature ("Big & Brawny"), product news editor Ed Wodalski creates a side-by-side spec sheet for the latest trucks built to handle tanks of 2,000 gallons and up. Along with a list of information most critical to pumpers in the market for a new truck, we include Web links showing you where to get more details directly from manufacturers.

WHAT'S UP WITH DIESEL?

We had a simple question for writer Greg Northcutt: Why is diesel fuel more expensive than gasoline? Historically, diesel is often less expensive than the more highly refined gasoline we put in most of our pickup trucks and cars. In his extensive report ("Pain at the Pump"), Northcutt gives us the answer, and so much more information on the diesel refining process, a world perspective on growing demand for fuel and an expert forecast on where fuel prices will be heading in the next year or two.

FATHER KNOWS BEST

When Steve Ziegler, owner of Old Pueblo Septic and Drain Service Inc., watched his children, Scott and Amy, grow up, he had one rule about them working for the family business. They had to work for someone else first. So when Scott and Amy joined Old Pueblo after college and time in at other companies, the pair came home to the pumping company as well-rounded workers who appreciated the opportunity. Learn more about this proud pumping family in writer Ken Wysococky's contractor profile story, "In Good Hands."

PUMPERS JUST WANT TO HAVE FUN

This summer, Keith and Carol Coddington, former owners of Pennsylvania's K and C Septic Services, took their first vacation together in 36 years. After they retired, the couple took a long-awaited trip out west, and then came home, where Carol settled into enjoying her favorite pastime, gardening. In an installment of our new feature, *After Hours* ("A Growing Hobby"), writer Judy Kneiszel shares the master gardener's tips for appropriate ground cover over the septic system.

And speaking of having a little fun, we called Minot, N.D., to check in with pumper Sandon "Dude" Varty, co-owner of Evans Septic Tank Service. In our *In the News* feature, we learn that Sandon's brother, Dallas, was featured in a local television news version of the popular reality TV series, *Dirtiest Jobs*. Dallas had fun showing a reporter the proper way to clean RV holding tanks at the North Dakota State Fair. ■

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

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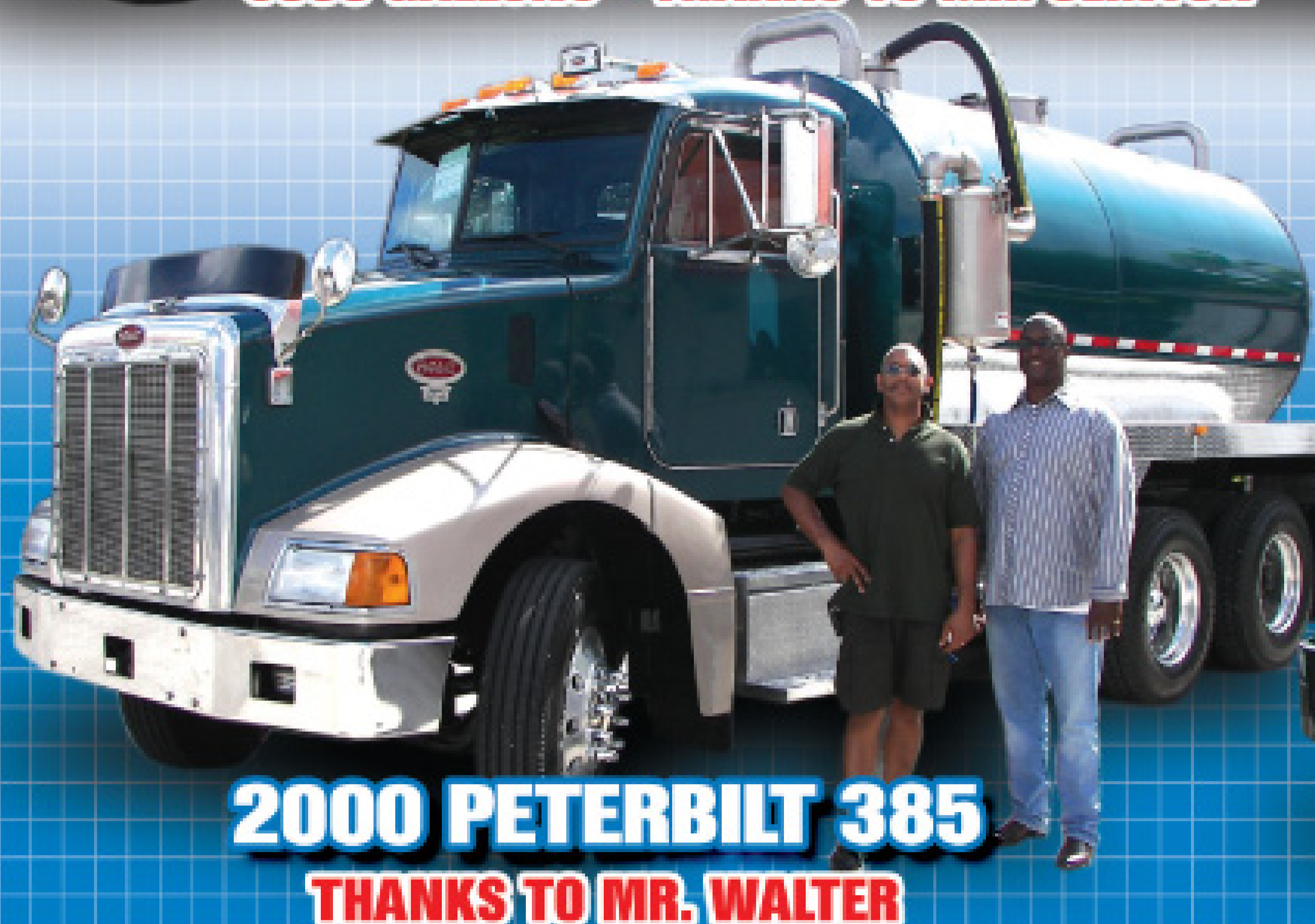
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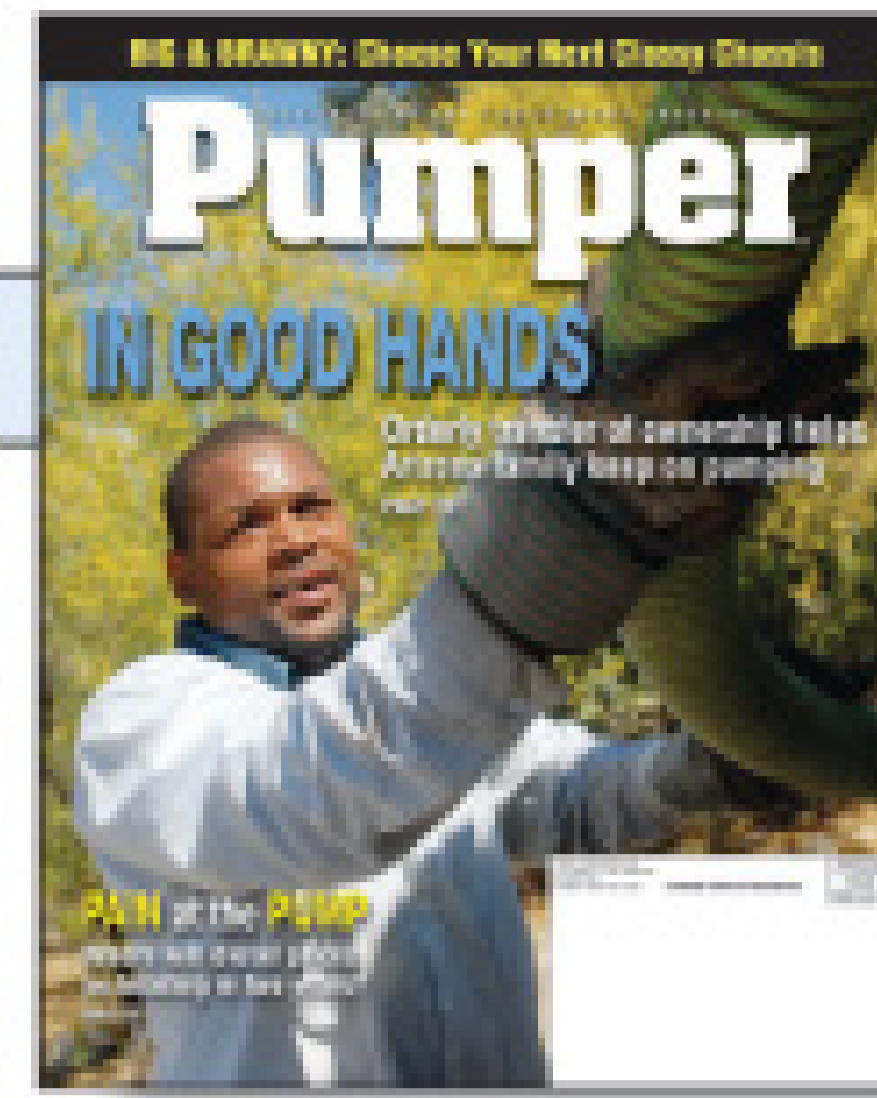
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On the cover: Valuable life lessons and understanding of the business resulted in an orderly family ownership transition for Old Pueblo Septic and Drain Services. On the cover, Old Pueblo service technician Zep Holmes is shown replacing a vacuum hose after a pumping job. (Photo by Jeffrey Scott)

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COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes WI 54562

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Office hours 7:30 a.m. - 5:00 p.m.
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SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Pumper* in the contiguous 48 U.S. states costs \$16 (24 issues for \$26; 36 issues for \$36). Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$82 per year. Subscribers are guaranteed monthly delivery of the magazine. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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CIRCULATION: Circulation averages 24,493 copies per month. This figure includes all three circulation regions (nationwide) and international distribution.

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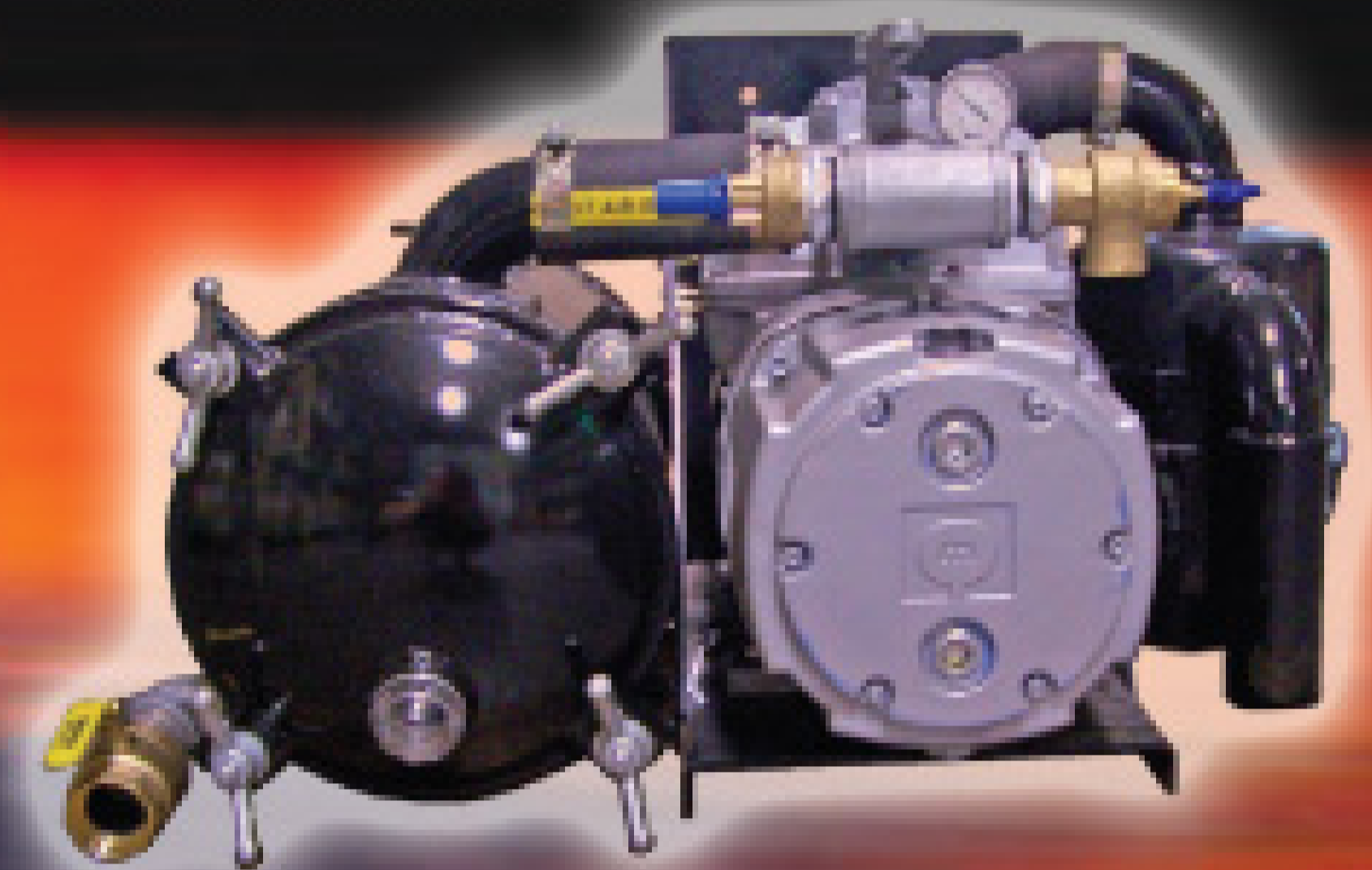
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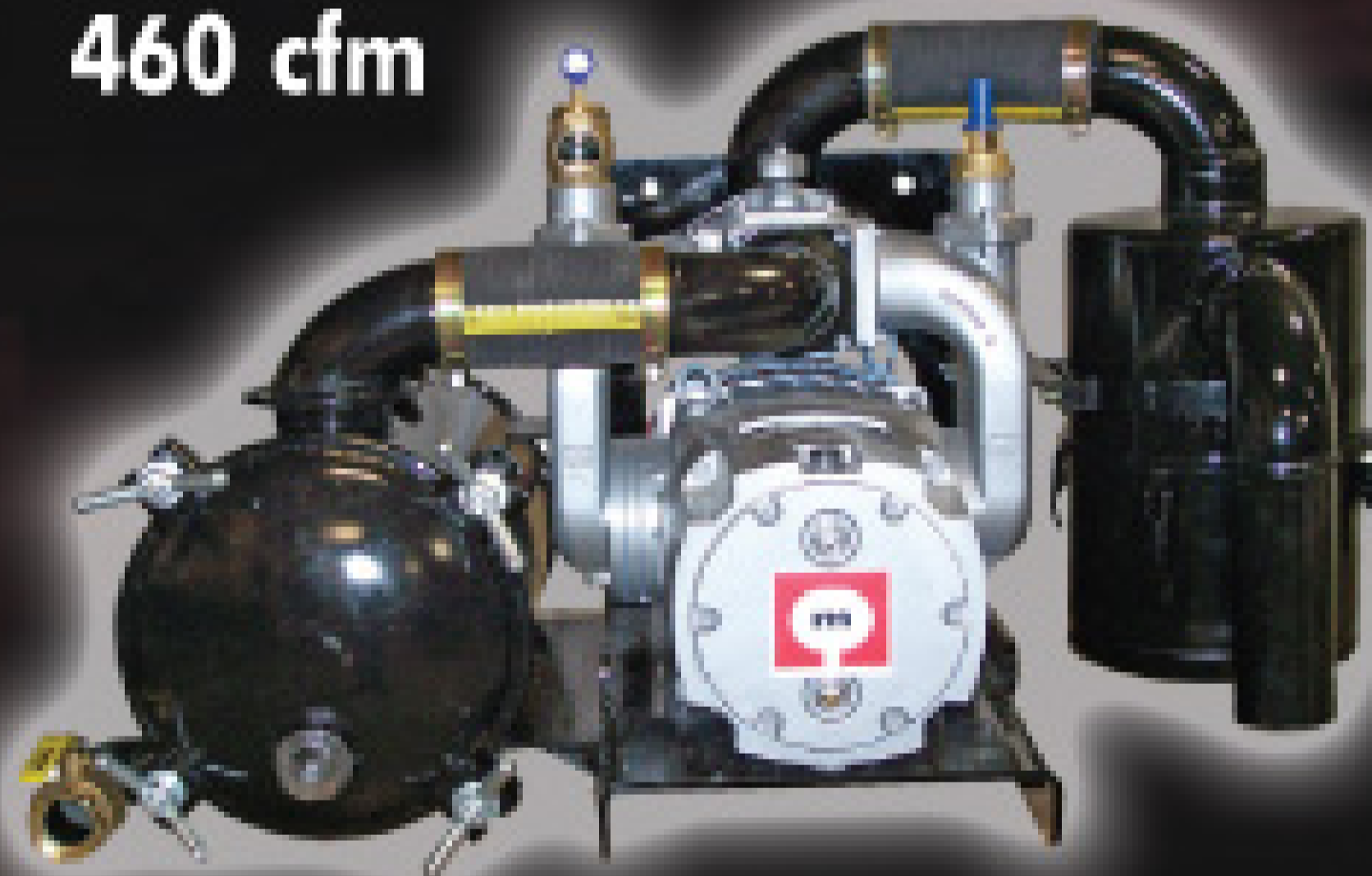
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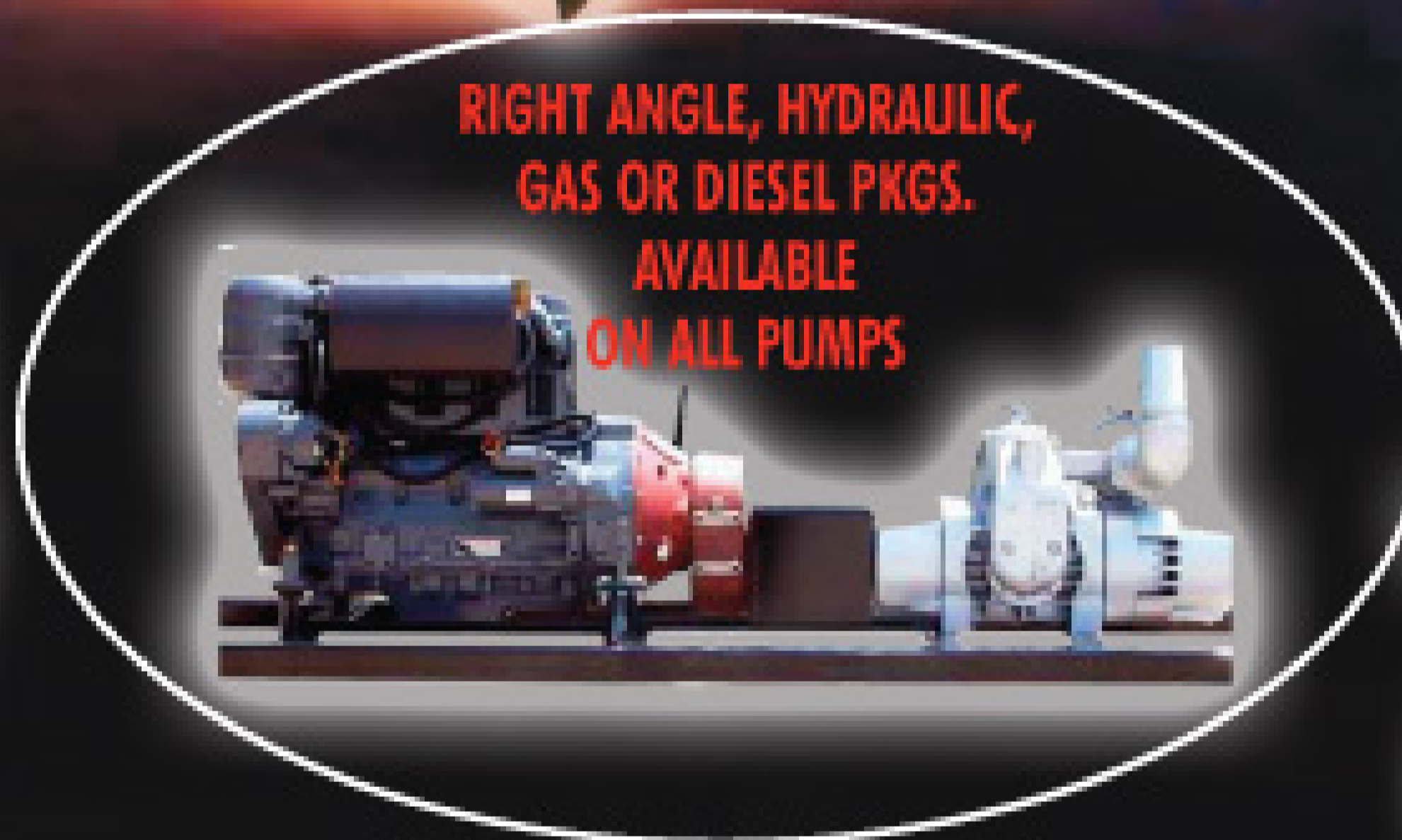
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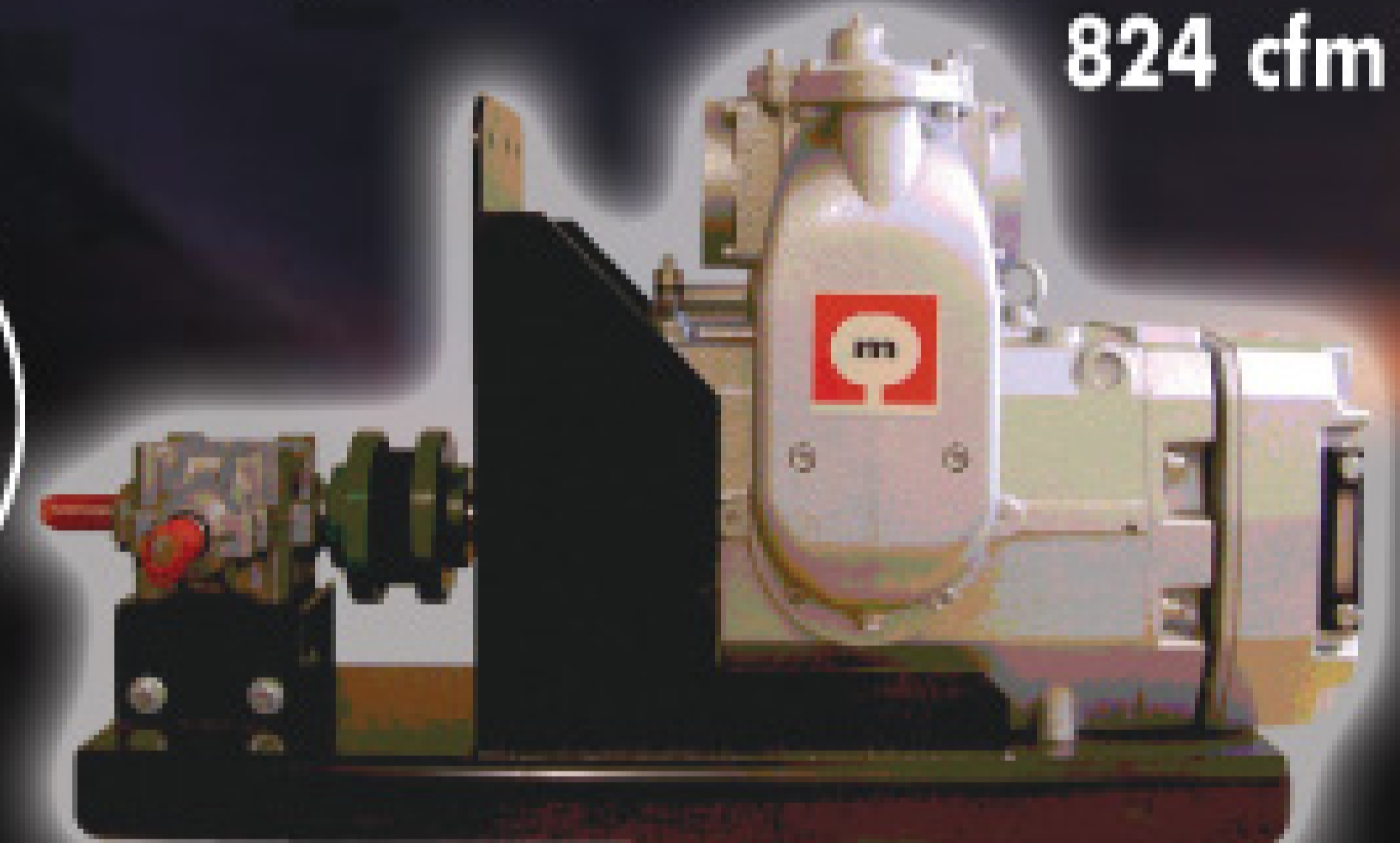
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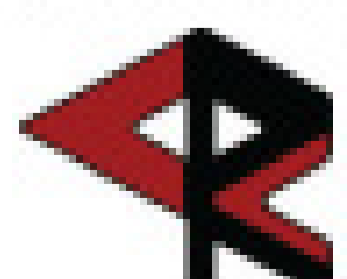
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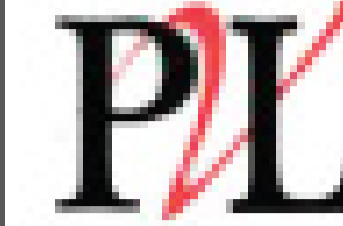
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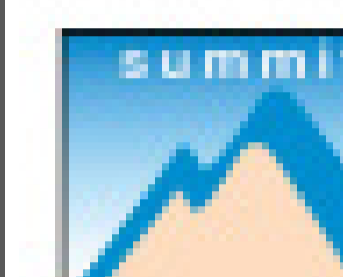
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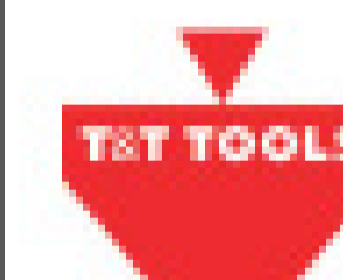
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Expect a Run on Gold Watches

The coming years will bring a record number of employee retirements. Make sure you're prepared for the exodus of baby boomers.

By Anne Houlihan

In 2011, the oldest baby boomers will turn 65, marking a turning point in the American workforce. As they begin to retire, the United States will experience the most dramatic economic and demographic changes in its history.

For the first time ever we are facing a mass retirement movement. To survive unscathed, companies — including pumping and portable sanitation businesses — must begin planning and preparation for this transition today.

At first glance, the impending baby boomer exodus may seem of little concern to you. After all, valued workers have been retiring from the workplace for ages. However, companies need to keep in mind that the upcoming retirement years are going to be larger scale than in any other time in our country's history.

With 76 million baby boomers leaving the workforce and only 46 million next-tier Generation X'ers (born 1963 to 1981) available to take the vacant positions, there's a deficit of 30 million workers. And while the youngest workers in your shop, known as the Millennials or Generation Y (born 1981-1999) number approximately 100 million, the oldest of them are too young and inexperienced to step into leadership roles.

Think about your own company for a moment. How will you handle this transition? How are you going to transfer the 40-plus years of wisdom and experience from the boomers to younger workers? How do you plan to keep your company successful and running smoothly with a deficit of workers?

The bottom line is that all companies need to harness young leadership already in place so the baby boomer exodus has as little impact as possible on the organization. Use the following tips to help make the transition period a smooth one:

Know what you're up against

Find out as soon as possible how this mass retirement will affect your company. Take a look at the ages of your employees. How many baby boomers are currently working in the company, what are their positions, and what are their anticipated retirement dates? For example, is your manager set to retire in the next five years? Will three key driver/technicians leave all at once?

Develop a knowledge transfer strategy

Forward-thinking companies have written job descriptions and requirements for every position. This is a start to the process of training younger workers to step up into more important roles. But it's not enough. There are subtleties of every job — things you do just because experience and knowledge points you in a certain direction. You simply can't document those kinds of things. That's why you need to go a step further and develop a strategy and training system for transferring the knowledge and skills of the older workers to their successors.

Team older and younger workers

As part of the knowledge transfer strategy, companies need to imple-

Anne Houlihan is the founder of Elevated Leadership International, where she works with companies to improve management. She can be reached through the Web site, www.ElevatedLeadership.com or by phone at 951/235-5405.



Your older workers may be open to staying onboard on a part-time basis or as a consultant. The more flexibility you offer, the more likely they'll be to stick around as a resource for the company. Be open to creative work arrangements if you want to retain your most experienced staff.

ment an ongoing mentoring program. For a company to have a successful transition, the younger generation needs to work side-by-side with the older workers for some time. Training younger workers to diagnose the issues surrounding a malfunctioning septic system, for instance, doesn't happen overnight. Think about the skills your older drivers have amassed over the years seeing so many different situations while on the job.

So if you know that a key person is going to be retiring in three years, have that person start sharing service routes with a younger worker right now. This is not something you can do during a new hire's 90-day training period. True mentoring takes at least a year to make any meaningful headway in passing on all that critical knowledge.

Starting now will help in employee retention with the younger workers as well. Generation X workers who receive this sort of long-term mentoring will feel more valued and realize they can play an important long-term role in your company moving forward.

Retain the older workers in some fashion

Realize workers might not want to retire completely on their 65th birthday. Many of your older workers will want to stay on in some capacity, either by choice or by necessity. Since many boomers are often working to put kids through school and taking care of aging parents at the same time, they may still want or need to work past 65. Some older workers just feel too good to retire.

In either case, your older workers may be open to staying onboard on a part-time basis or as a consultant. Since they often want to pursue other interests at this stage of their life, being chained down to a regimented full-time job won't appeal to them. The more flexibility you offer, the more likely they'll be to stick around as a resource for the company. Be open to creative work arrangements if you want to retain your most experienced staff.

MEET THE CHALLENGE

Because the unemployment rate is high right now due to a lagging economy, companies can draw from a better pool of workers to help fill the gap the boomers will be leaving. You may be able to take advantage of a stronger field of applicants right now to replace retiring workers. But when the economy rebounds, the hiring situation might be different.

The coming years will definitely be a challenge for companies, as more people will be retiring than usual. By helping everyone — young and older — work together, your company can be successful and thrive in the years to come. ■

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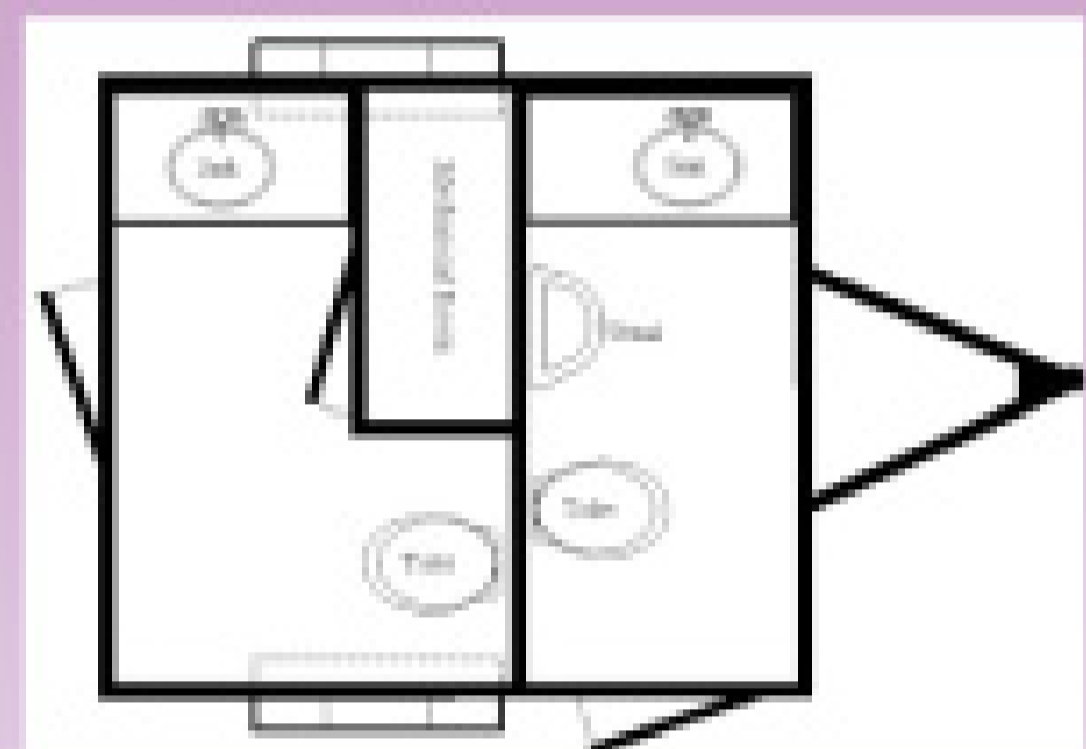
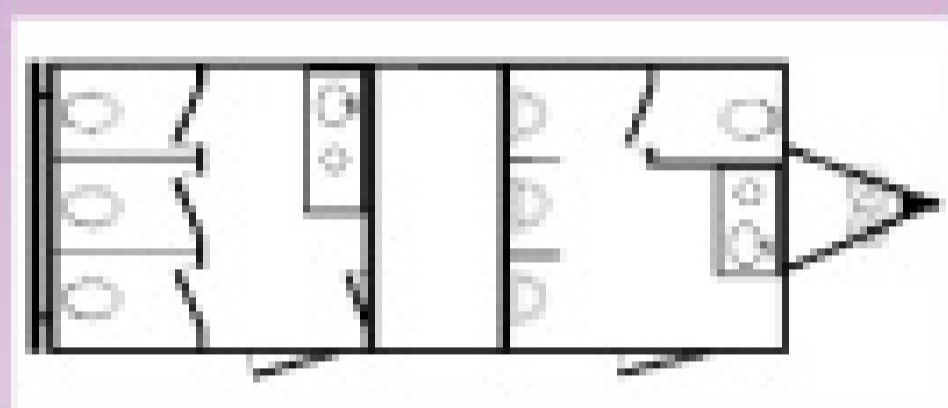
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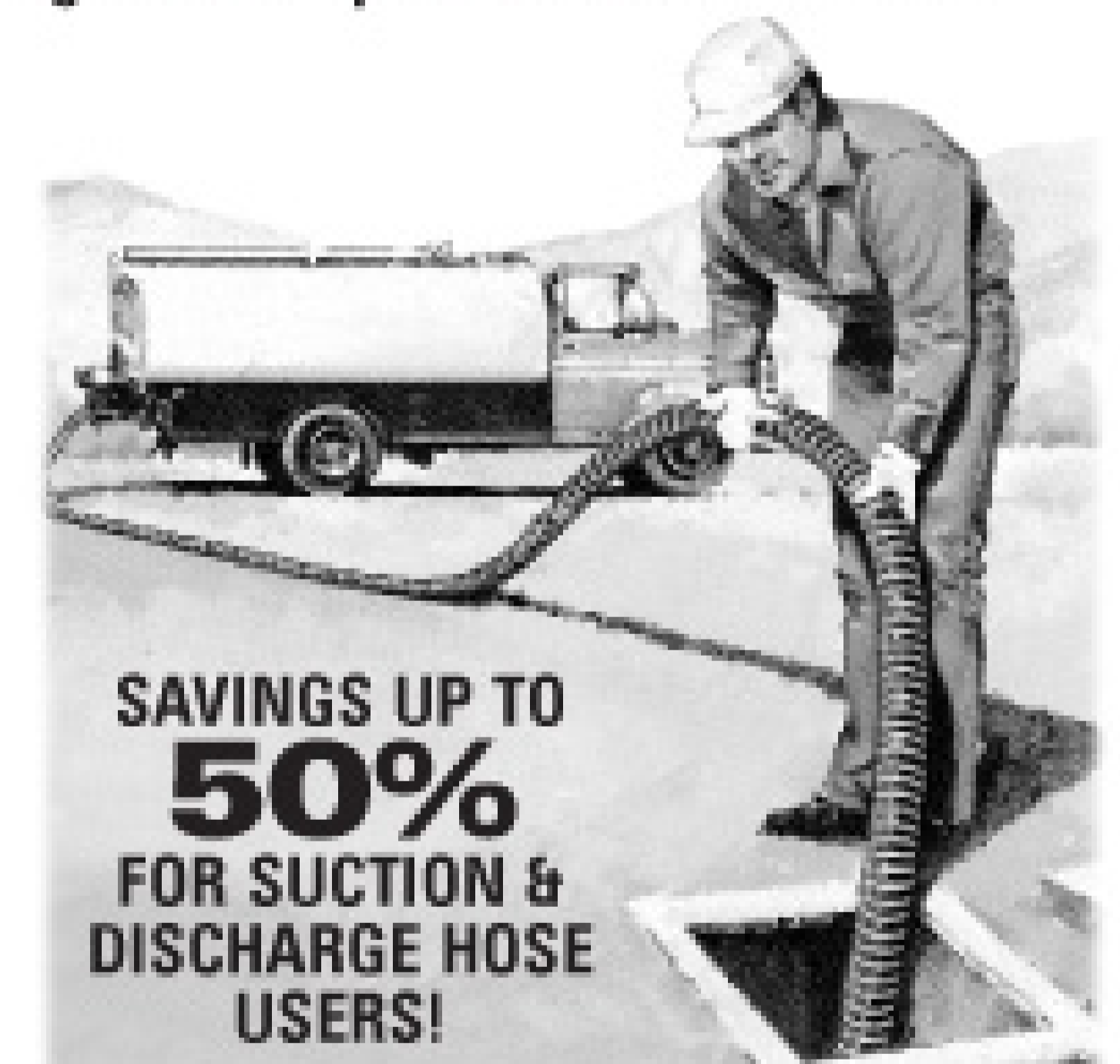
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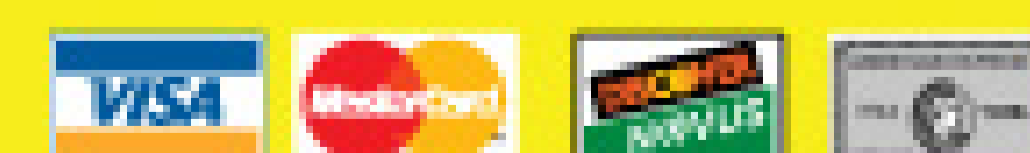
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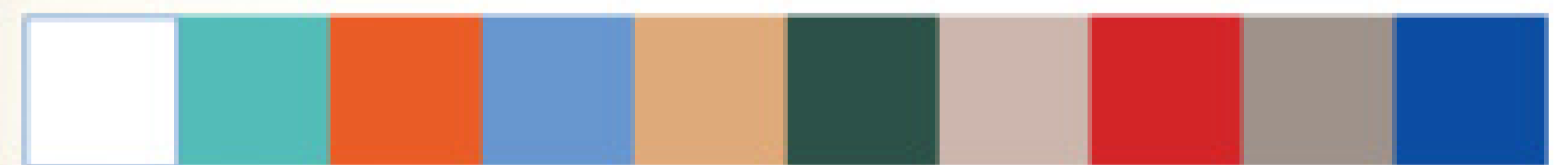
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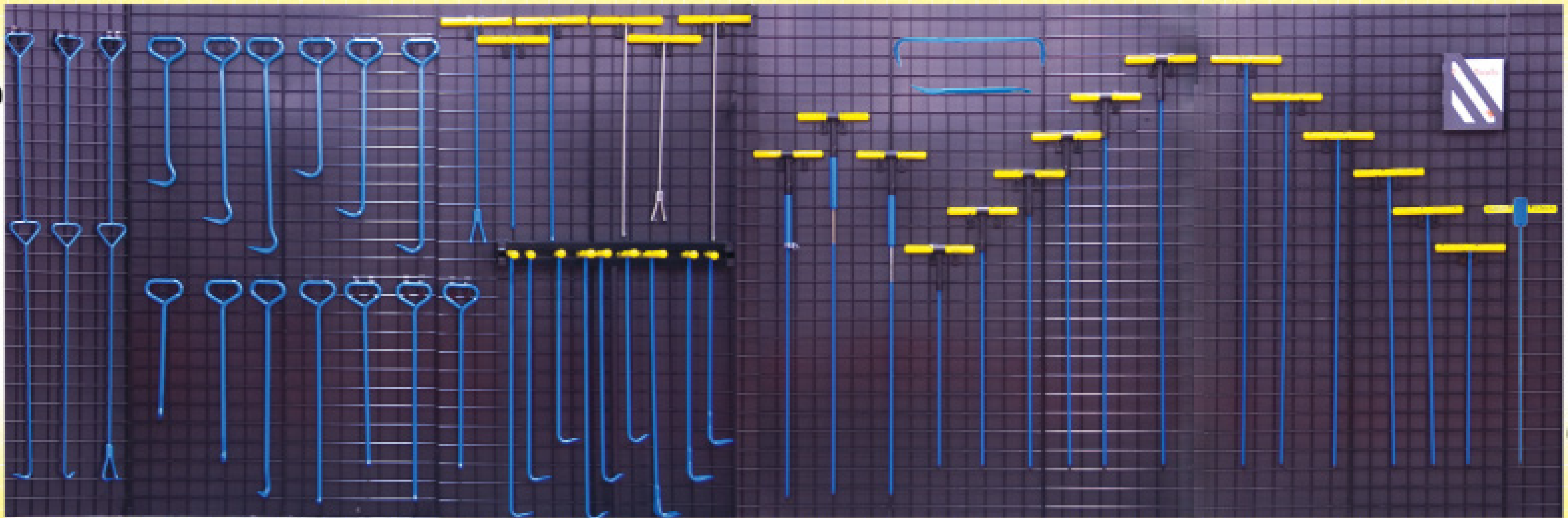
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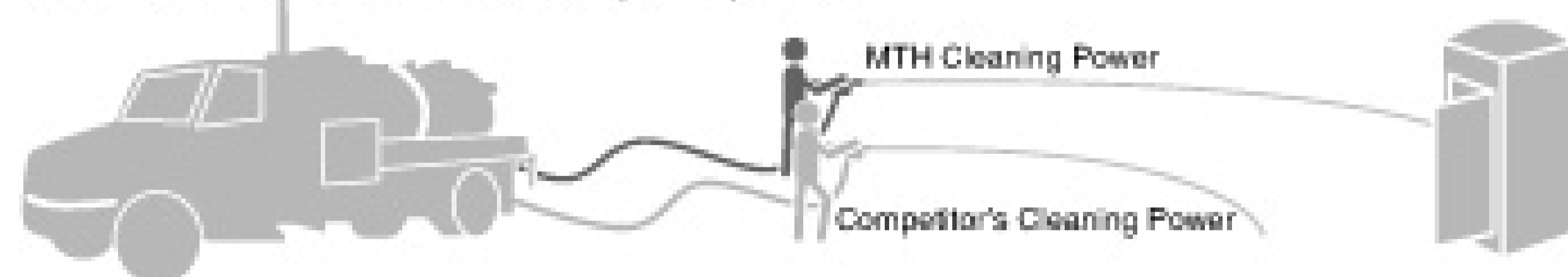
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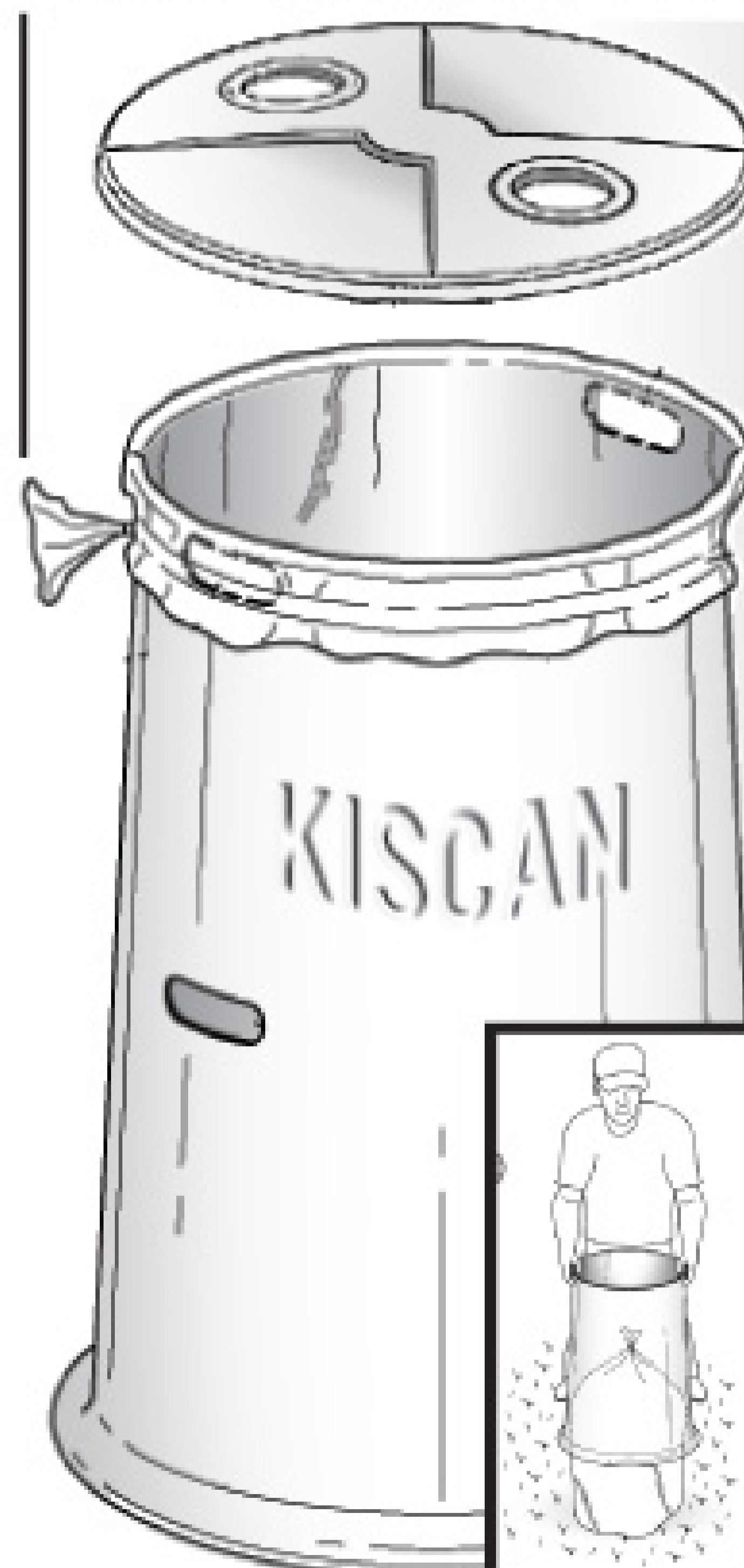
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Virginia Adds Mandatory Maintenance and Onsite System Evaluator and Designer Credentials

By **Scottie Dayton and Doug Day**

A Virginia law requiring mandatory maintenance for all alternative onsite systems goes into effect July 1, 2009. According to K.R. "Trapper" Davis of Coastal Plains Environmental Group in New Kent, alternative technologies include aerobic treatment units, peat biofilters, and soil-based systems such as drip dispersal, low-pressure pipe or mounds used with septic tank effluent.

On that date, certified maintenance operators, installers, soil evaluators, and designers must be licensed by passing a test and showing experience. Licensed evaluators and designers may design systems of up to 1,000 gpd for single-family homes. Anything beyond that requires an engineer stamp. The Department of Professional and Occupational Regulation recognizes that engineers typically do not have the education and experience to perform soil and site evaluations, and must therefore be licensed evaluators, too.

Davis says installers can no longer operate with a company business or contractor's license after the effective date. The project supervisor must be a licensed conventional or alternative

onsite sewage system Installer. Operation and maintenance technicians will have to pass an approved training course and exam, and show documentation of experience to qualify for an alternative onsite sewage system operator's license.

Even holders of wastewater operator licenses to run large plants do not automatically qualify. Onsite systems greater than 10,000 gpd will require a licensed wastewater operator with an alternative onsite sewage system operator license.

FLORIDA

Officials in Charlotte County say aging septic systems have polluted a beach and are causing ground contamination. County Health Department administrator Herman Velasco told a local TV station that many of the septic systems in Port Charlotte are more than 25 years old and his agency is finding corroded lids and outlets that allow septage to get into the soil, groundwater, and a canal that runs through the area into the ocean. The Port Charlotte Beach Complex was closed to swimmers June 12 to July 1 due to contamination.

A program to service and

inspect septic systems began in August 2007 after an order from the Florida Department of Health. The Managed Septic Systems program must continue until all residences are hooked up to a sanitary sewer system, according to the County Health Department Web site. The county's ordinance requires an operating permit every five years at a cost of \$115, including proof of a pump-out as well as verification of tank integrity and inspection by the county.

IDAHO

The Department of Environmental Quality has been holding hearings on a proposed change to the method of estimating wastewater flow from single-family homes and how soils are classified. The final proposal was expected in October or November with an effective date of July 1, 2009.

The agency says the revisions are needed to make regulations consistent with domestic water use in the state. Increased flow estimates will require an increase in the minimum size for a standard drainfield. Changing the soil classification from three soil types to six will allow more precise sizing of drainfields. The new regulations will also add definitions of the terms "bedroom" and "module." View the proposed rule online at www.deq.idaho.gov/rules/subsurface/58_0103_0801_proposed_rule.pdf.

MAINE

The Department of Health and Human Services is expecting draft changes to the Subsurface Wastewater Rules, perhaps by the end of 2008. A task force has been

"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.

meeting for about two years. The task force of site evaluators, plumbing inspectors, installers, inspectors and representatives of regulatory agencies and equipment suppliers published several position papers that have been distributed for review and comment.

If all goes according to schedule, the new rules are expected to be effective April 1, 2009, after public hearings and a public comment period.

MARYLAND

The Department of Environment is still offering grants to cover most of the cost to upgrade septic systems through the Bay Restoration Fund. The grants fund the purchase, engineering, installation, inspection, and electrical connection costs, and the first five years of an operation and maintenance contract.

According to the grant application, the property owner pays for all other sewage disposal system costs, including conventional tank, distribution network, or effluent dispersal method replacements encountered or required by the local authority.

The grant has been available since 2005 for individual septic systems, small and large multiple residential units, and small and large commercial systems. The department says 20 percent of property owners in Maryland use septic systems. The grant program is part of the Chesapeake Bay Restoration Act. A \$30 annual septic tank fee provides the funds to upgrade about 600 systems every year. ■



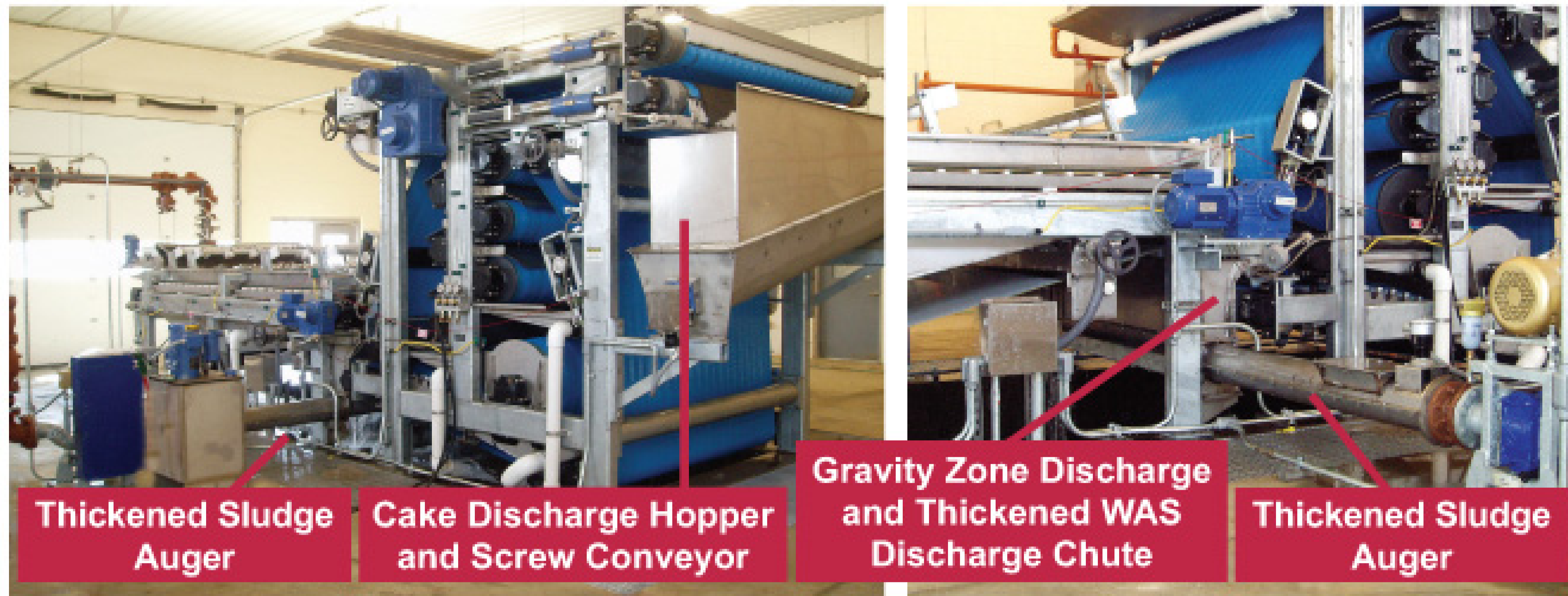
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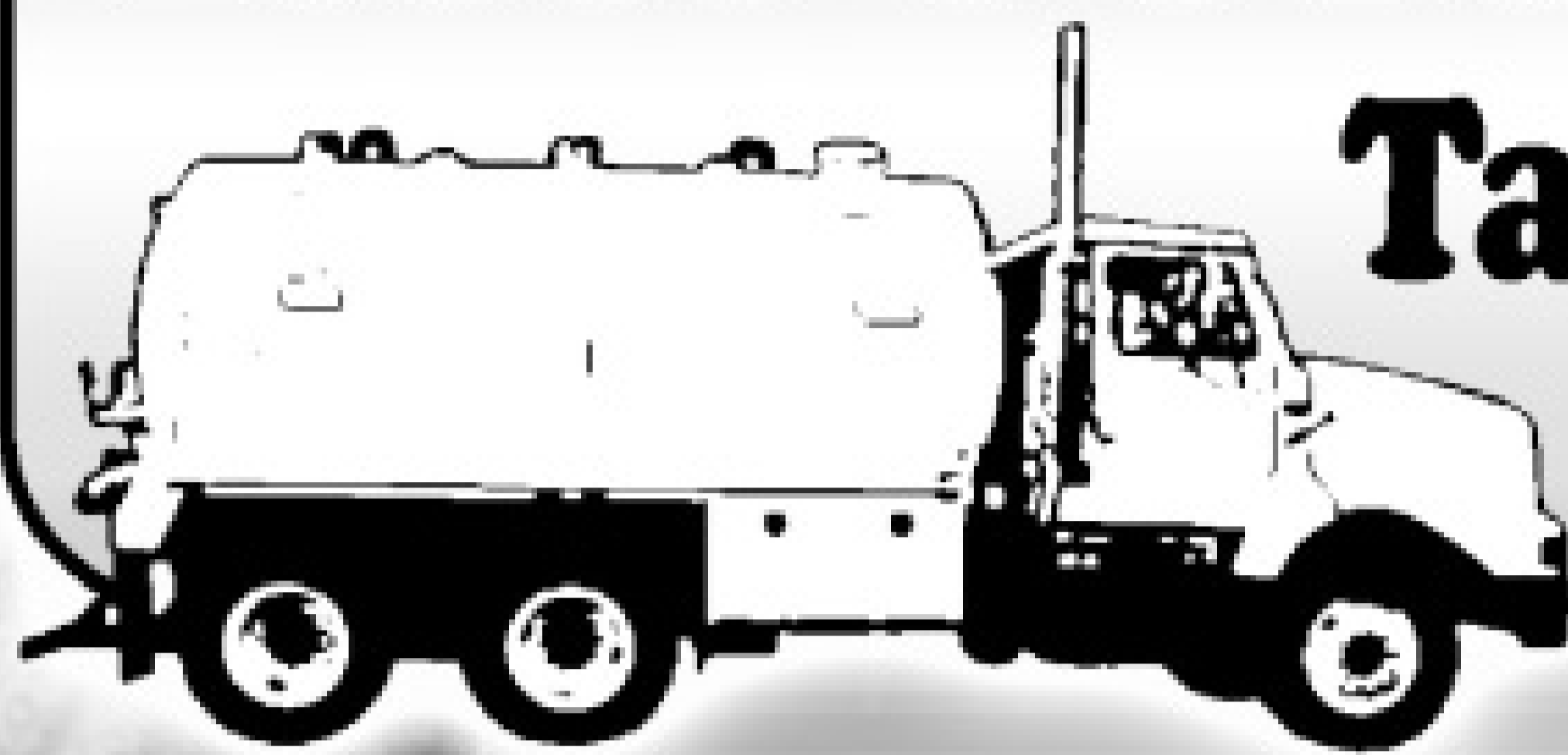


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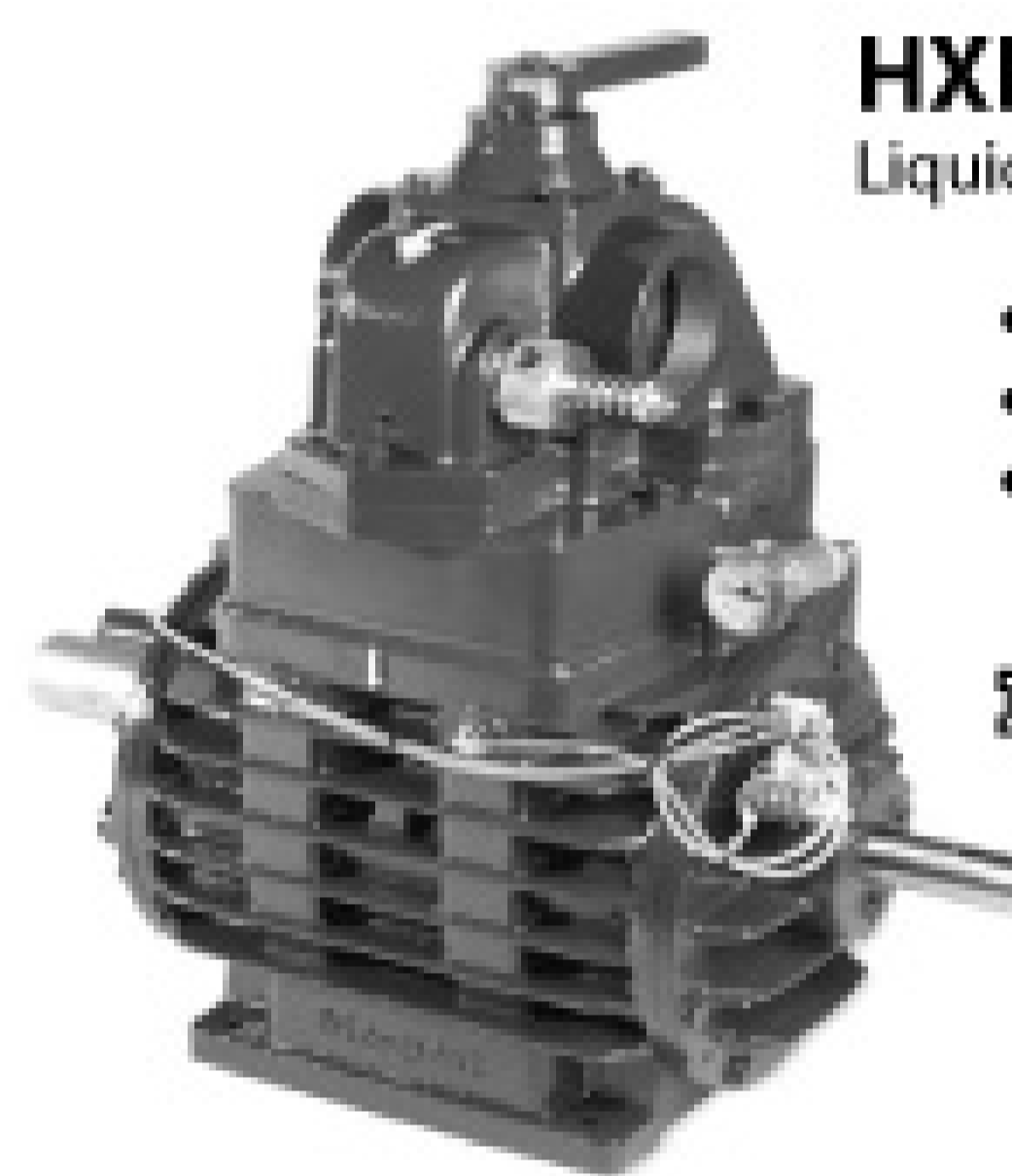
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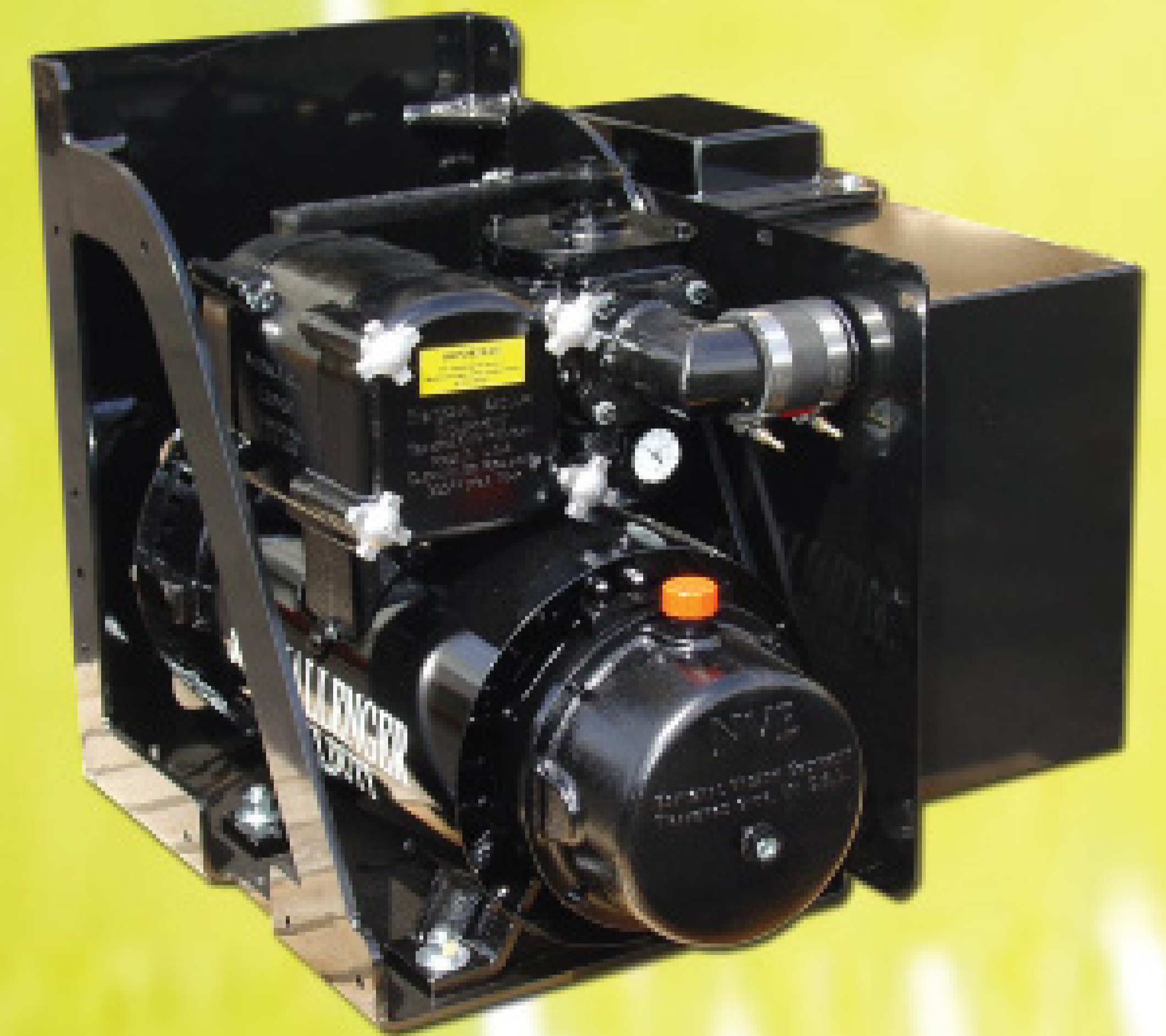
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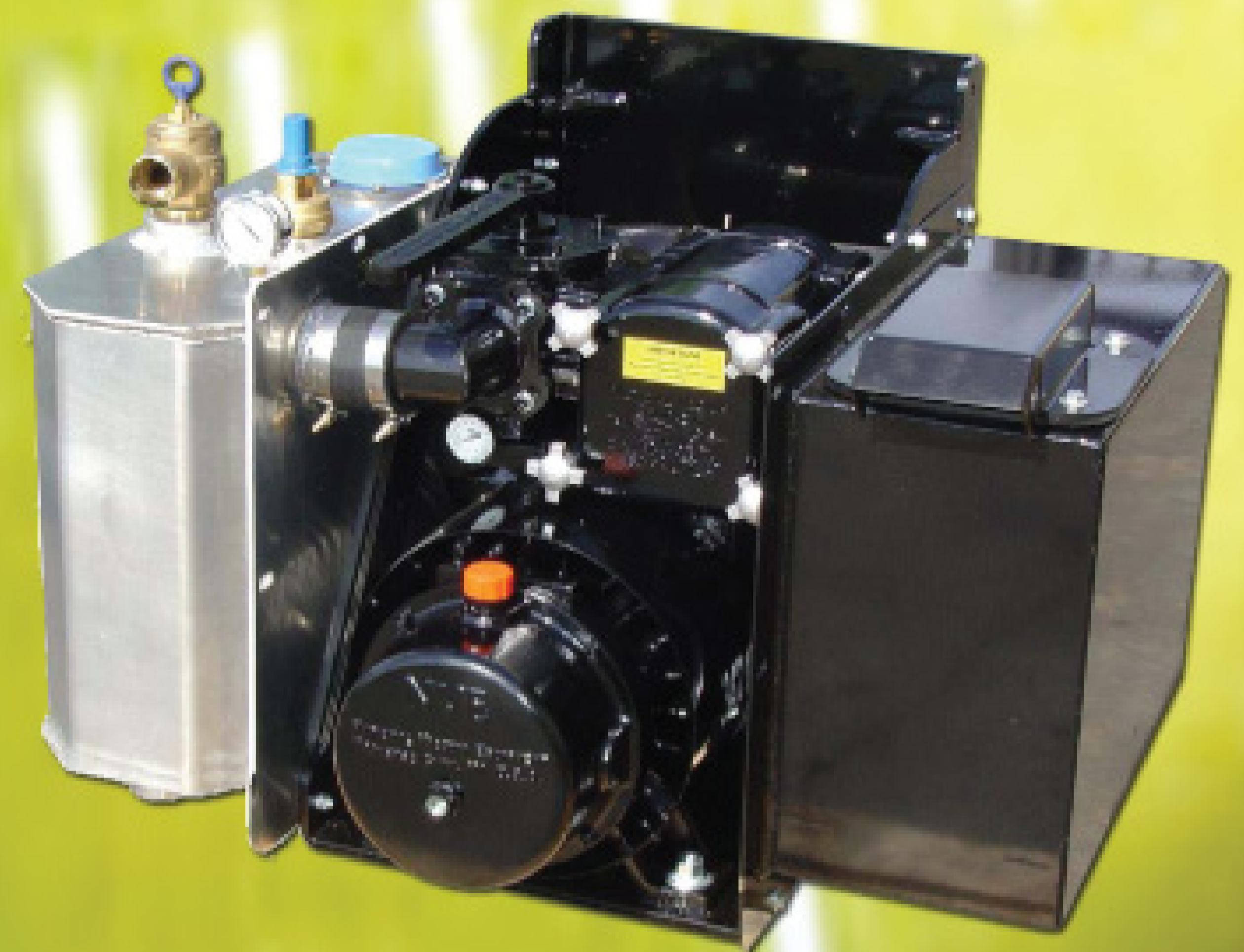
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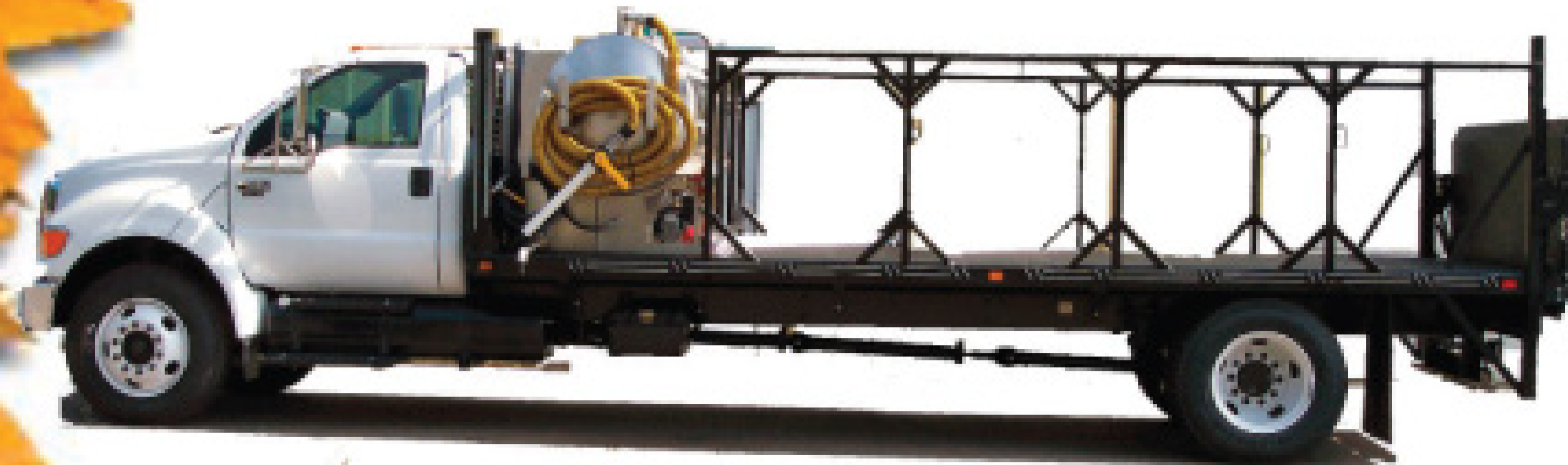
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Old Pueblo Septic and Drain Service owners Amy and Scott Ziegler stand next to an International 2300 truck with 2,300-gallon tank as they speak with their father, Scott Ziegler. (Photography by Jeffrey Scott)

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ARIZONA



IN GOOD HANDS

Valuable life lessons and understanding of the business resulted in an orderly family ownership transition for Old Pueblo Septic and Drain Service

By Ken Wysocky

Cover Story

Veteran septic-waste pumper Steve Ziegler has a bit of advice for business owners who want to pass along a family-owned company to their children: First make them work for someone else.

"My wife, Pam, and I preferred that Scott and Amy work elsewhere before they took over here," he says, referring to his son and daughter, who bought the family company, Old Pueblo Septic and Drain Service Inc. in Tucson, Ariz., earlier this year. "They both went to college and worked for other people.

"They got to see good bosses and bad bosses, people who do their jobs and some

who don't — the whole ball of wax," he continues. "Working for other people made them more well-rounded. They were able to relate everything they've seen in other companies to our business ... in the end, it was a perfect fit."

Scott Ziegler, 34, and sister Amy, 31, agree wholeheartedly with their father's philosophy. For Scott, who started working for Old Pueblo in 1994, testing the employment waters elsewhere meant a two-year stint at a national freight delivery firm after attending college.

"I got to see the whole union thing as well as see how different supervisors go about their jobs," he says. "I found it was difficult to work for people who weren't always looking

out for the best interests of the company. For me, it's all about customer satisfaction and working hard ... and then seeing the product of your hard work."

Amy initially went to college to become a teacher, but instead earned a degree in business administration, with an emphasis on small-business management. She worked at a fast-food restaurant from age 16 to 22 and also worked as a janitor while attending college.

"Working for other people gave me a good perspective on how to treat employees," she says. "I had some supervisors who cared about their employees and helped them improve, and others whose attitude was just,

“MY EXPERIENCE HAS MADE ME MORE OF A HANDS-ON MANAGER — MAKING SURE OUR EMPLOYEES GET WHAT THEY NEED. THEY’LL TAKE CARE OF YOU AND THE COMPANY AS GOOD AS YOU TAKE CARE OF THEM.”

Amy Ziegler



Above, septic technician Terrell Hill (left) and Steve Ziegler drain waste from a pump truck prior to processing. At left, Hill cleans debris and trash filtered from the sewage strainer.



“I found it’s easier to do one thing really well than to get spread too thin elsewhere,” he says. “Scott and Amy might want to do that, but that’s up to them and their business philosophy.”

IN-HOUSE DISPOSAL

Ziegler is still around to give his children advice, if needed. In 2000, he started processing Old Pueblo’s waste, and under the terms of the company’s sale to Scott and Amy, he’ll keep operating the processing side of the business.

Two things prompted the decision to start processing the company’s waste, Ziegler says.

“First of all, the Pima County wastewater facility never accepted waste from car washes and grease traps, so to keep some of my business, it was something I had to do. Also, I didn’t want to be left high and dry if they ever

‘Go out and make money for me.’

“My experience has made me more of a hands-on manager — making sure our employees get what they need,” adds Amy, who started working at Old Pueblo in 2001. “They’ll take care of you and the company as good as you take care of them.”

STARTED SMALL

Steve Ziegler bought Old Pueblo in December 1987 after working for the local electric utility for nine years.

“At the time, I was looking for a service industry that appealed to me,” says Ziegler, who majored in management and marketing in college. “I preferred working outdoors and doing physical work — and I probably got more than I bargained for.”

Ziegler quickly learned two important lessons: excellent customer service and hard work were paramount to success.

“When I started out, I had just one old truck,” he says. “I just kept on pushing and working. If a job came along at 8 p.m., I’d take it.”

Today, Old Pueblo’s fleet includes seven trucks, all outfitted by Glendale Welding in Phoenix: a 1999 International with a 3,600-gallon tank and

2001 through 2007 Internationals with 2,600-gallon tanks. The 1999 International is equipped with a Masport HXL15WV pump (332 cfm). The other six trucks rely on Masport HXL75WV pumps (229 cfm).

Over the years, Ziegler said he often considered branching out into other related services, such as manufacturing septic tanks or servicing portable restrooms. The current business mix is about 85 percent septic pumping and 15 percent cleaning grease traps.

Service technician Zep Homes stands next to an International 4300 with 2,500-gallon tank. Old Pueblo Septic and Drain Service has seven vacuum trucks in its fleet.



“THE TREATMENT PLANT IS ONLY FIVE MILES AWAY, BUT YOU HAVE TO PUSH A BUZZER WHEN YOU GET THERE, THEN WAIT FOR A GUY TO COME FROM THE OTHER END OF THE PLANT BECAUSE IT’S NOT MANNED 24 HOURS A DAY. BUT WHEN YOU PROCESS YOUR OWN WASTE, THE TRUCKS CAN COME BACK HERE AND DUMP THEIR LOAD AT THE SAME TIME ... THEN GO OUT AND FILL TWO MORE TANKS, COME BACK AND DUMP AGAIN, AND SO ON. IT WORKS OUT REALLY WELL.”

Steve Ziegler

decide to stop accepting sewage waste.

“In addition, in August 1999, the county started charging 9 cents a gallon to dispose of sewage. That was quite a shock — that’s \$90 for 1,000 gallons of waste.”

Moreover, taking waste to the sewage treatment plant was a time-consuming process that hurt productivity.

“The treatment plant is only five miles away, but you have to push a buzzer when you get there, then wait for a guy to come from the other end of the plant because it’s not manned 24 hours a day,” he says. “But when you process your own waste, the trucks can come back here and dump their load at the same time ... then go out and fill two more tanks, come back and dump again, and so on. It works out really well.”

There’s one more benefit: a second revenue stream.

“It’s a sign of the times — people have a hard time finding places to dispose of waste,” Ziegler says. “I figured that if we processed our own, a pumper could make a few extra dollars for himself, and it’s a lot more convenient, too.”

DEWATERING BOX

Taking a step into the unknown and purchasing a \$100,000 vacuum drum processing



Amy and Scott Ziegler use software to handle everything from dispatching and routing to customer records and office management.

system, made by Alar Engineering Corp., was scary, Ziegler admits.

“On the other hand, I knew how much waste I was processing, so I knew what kind of return to expect on my investment,” he points out.

Ziegler recently switched to a new processing system that combines a Series 6000 liquid polymer feeder, made by Excell Feeders Inc. (feeding capacity of 240 gpd), and a 30-yard dewatering box, made by Flo Trend Systems Inc. The new system is simpler to operate, plus it can process two to three times as much waste, depending on the waste stream, he says.

On top of new technologies

After decades in the septic waste-pumping industry, Steve Ziegler realizes the importance of keeping up with new developments in systems and equipment that can increase profitability and productivity.

“You have to stay on the cutting edge of technology,” he says. “Otherwise the competition will use them and slowly gain market share. We’re very aggressive when it comes to technology.”

That wasn’t always the case, he observes.

“We used to push paper and use pencils,” he says. “But when Scott (his son) came in, we got computerized. We’ve evolved a lot in the last 10 to 15 years. Now it’s as if we can’t do anything without computers.”

Scott Ziegler says the company relies heavily on Total Activity Control software from Clear Computing Inc., which handles everything from dispatching and routing to customer records management to office operations.

“It keeps track of all our customer orders,” he says. “When a customer calls, we know the location of the tank, the style of the tank, its depth and more. If the property changes hands, we can see what we’ve done for each homeowner.”

That knowledge helps polish the company’s image, Steve Ziegler says.

“Our technicians know if a tank is, say, under a patio or below a brick wall, so they look knowledgeable,” he explains. “They know where they’re going and what they need to do. Customers see that and think, ‘Wow, these guys really know what they’re doing.’ Plus, the quicker we can do a job, the less it costs the customer — and the sooner we can get to another job.”

“There’s a lot more equipment out there now,” he says when asked what advice he’d give to a pumper who’s thinking about getting into waste processing. “What works for one may not work as well for another. I’d visit some companies that process their own waste and see what works and how things are set up.”



Steve Ziegler helps Zep Holmes open a septic tank, then checks to see if another lid needs to be removed.

GROWTH CURVE?

One of the main challenges Old Pueblo's new owners face is deciding how much bigger they want the company to grow. The company adds about 100 new customers a month, compared to about one a day 20 years ago, Scott Ziegler says.

"We now have more than 20,000 customers on our database," he adds.

"We don't want to get much bigger — we're hoping that seven trucks is it," Amy Ziegler says. "But more customers keep coming."

"We just can't tell a customer no," Scott Ziegler says. "We're not hungry to get bigger, but when you do a good job, the business keeps coming in."

Finding and retaining reliable, qualified technicians who have the right attitude about customer service also poses a challenge, the siblings say. But Old Pueblo works to retain employees by offering better-than-average pay and creating a nurturing atmosphere. For instance, technicians can get time off to attend their children's school functions and the like.

"If they just let us know far enough in advance, we work around things like that," Steve Ziegler says. "That's the way we'd want to be treated if we were employees."

"We're so small that we're able to be very

hands-on with the drivers," Amy Ziegler says. "We want them to get the sense that they're more than just employees. Technicians in the crew we have now have been with us for anywhere from one to eight years."

Steve Ziegler points out that two employees recently left, but came back after working elsewhere — with no hard feelings on anyone's part.

"Do we work our employees hard?" he asks. "Yes. But we're fair, too. If they want to try something else, go ahead. We're not going to hold it against anyone for trying to better themselves."

FAMILY TRADITION

Scott and Amy Ziegler are proud to keep running the family business because it reflects well on what their parents strived mightily to build.

"We like to see the business grow," Amy says. "It makes us feel successful to be able to continue it. We watched our parents work hard for years, so running the business comes naturally. We've always been close and honest with each other, and I believe that's what has helped us grow."

Scott Ziegler says: "Our parents instilled in us the value of hard work and good ethics. That's why about 80 percent of our business

comes through referrals. We don't have to do much advertising."

Steve Ziegler is also pleased about Scott and Amy's ability to balance work and family — something he admits was difficult for him.

"It's not all about money," he says. "You need to have family time, too. You can get so wrapped up in the business that you lose sight of everything else."

"They do a much better job than I did; it's gratifying to see them strike a balance," he continues. "It's good to see the business is organized enough that they can take time off and enjoy life a little bit."

Thanks to the valuable perspectives they've gained over the years, it sounds as if the young entrepreneurs plan to do just that. ■

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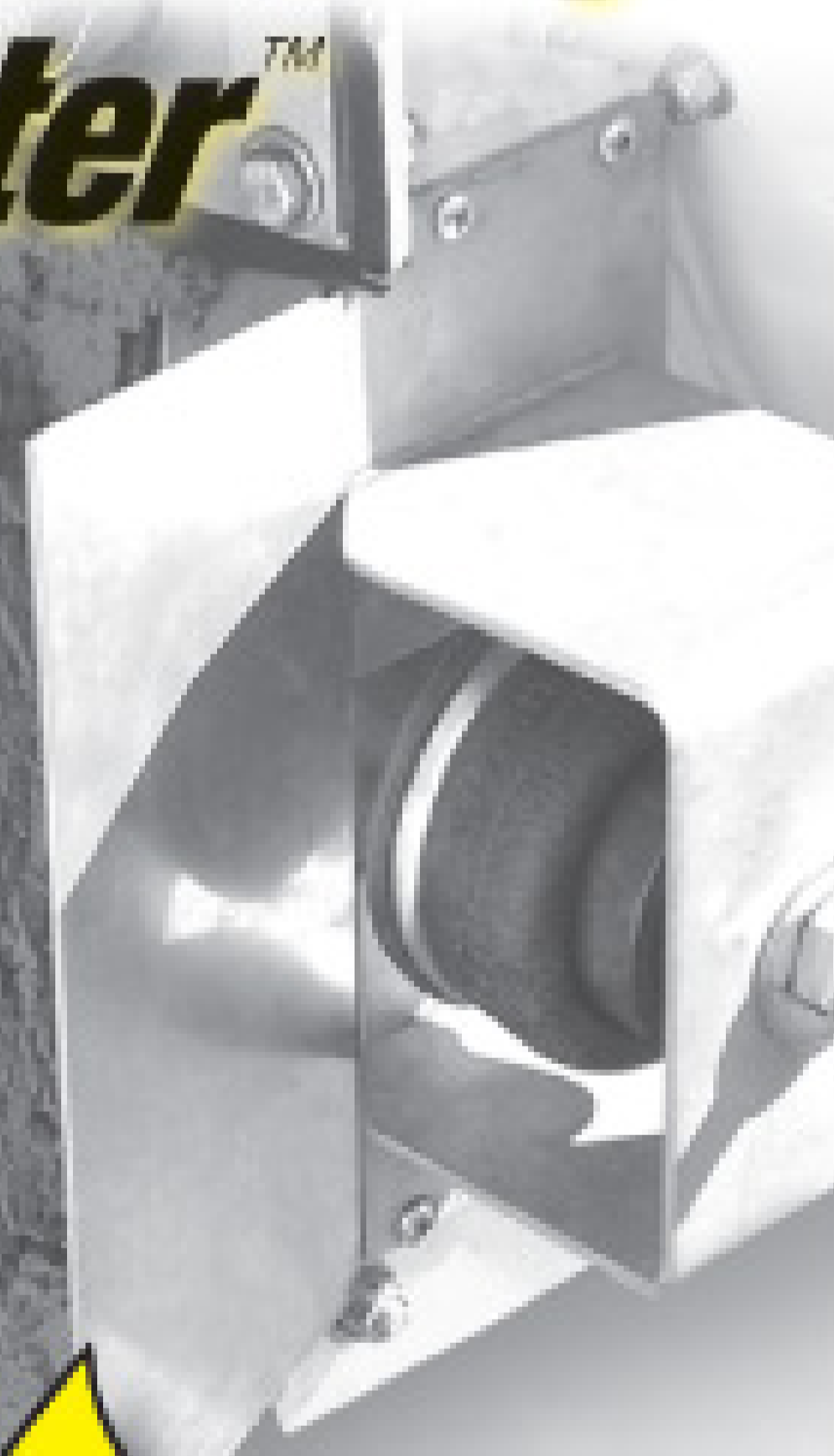
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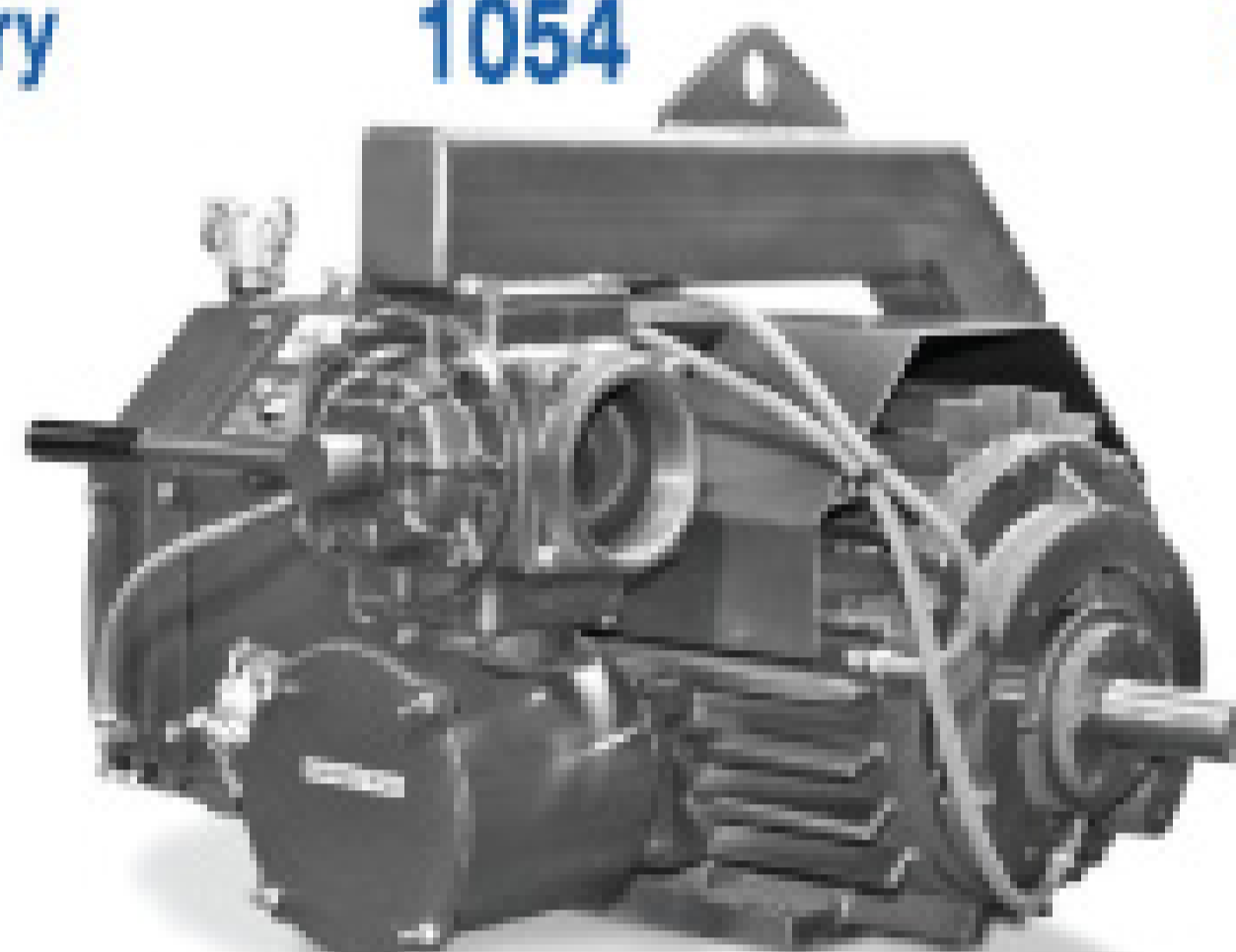
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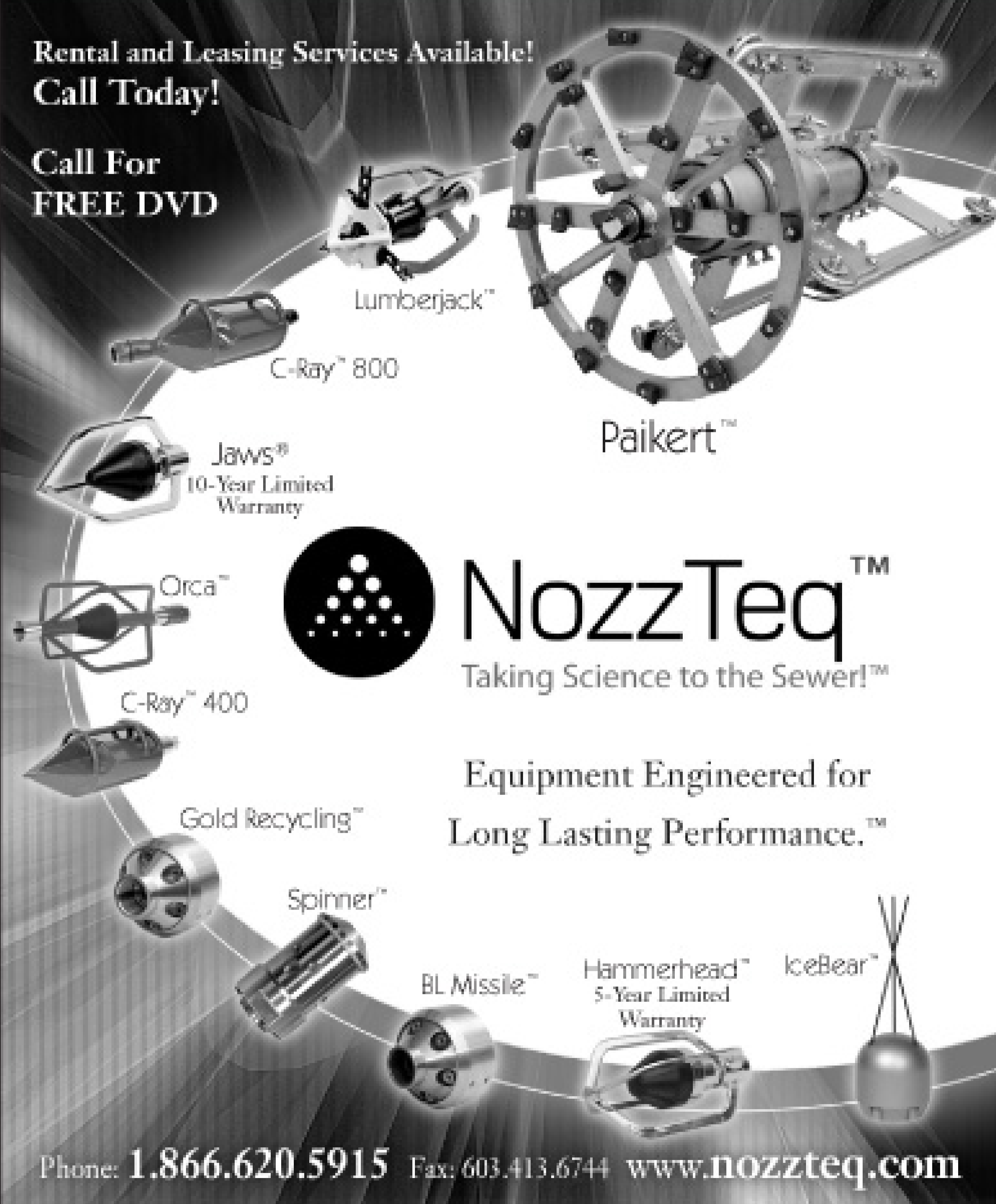
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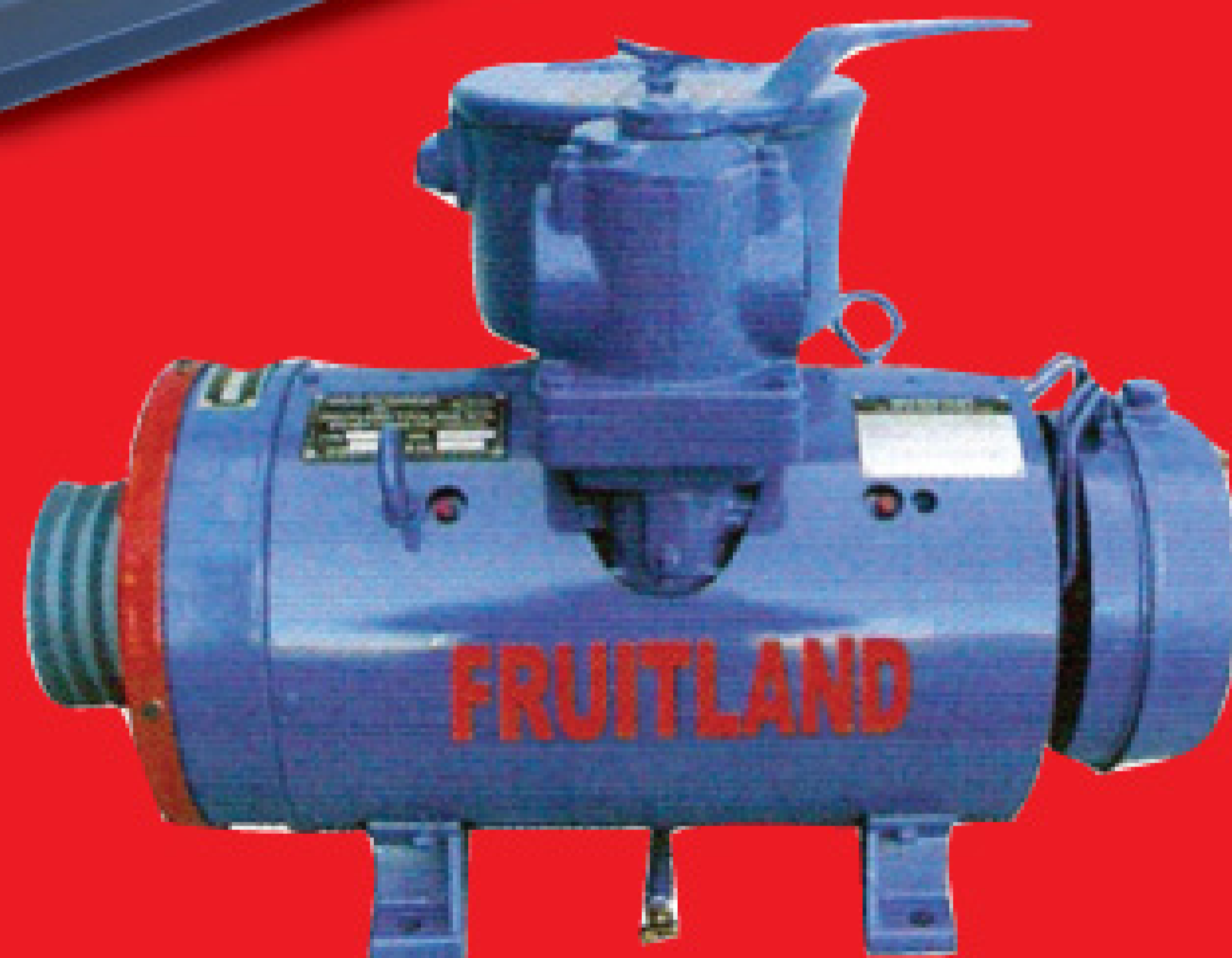


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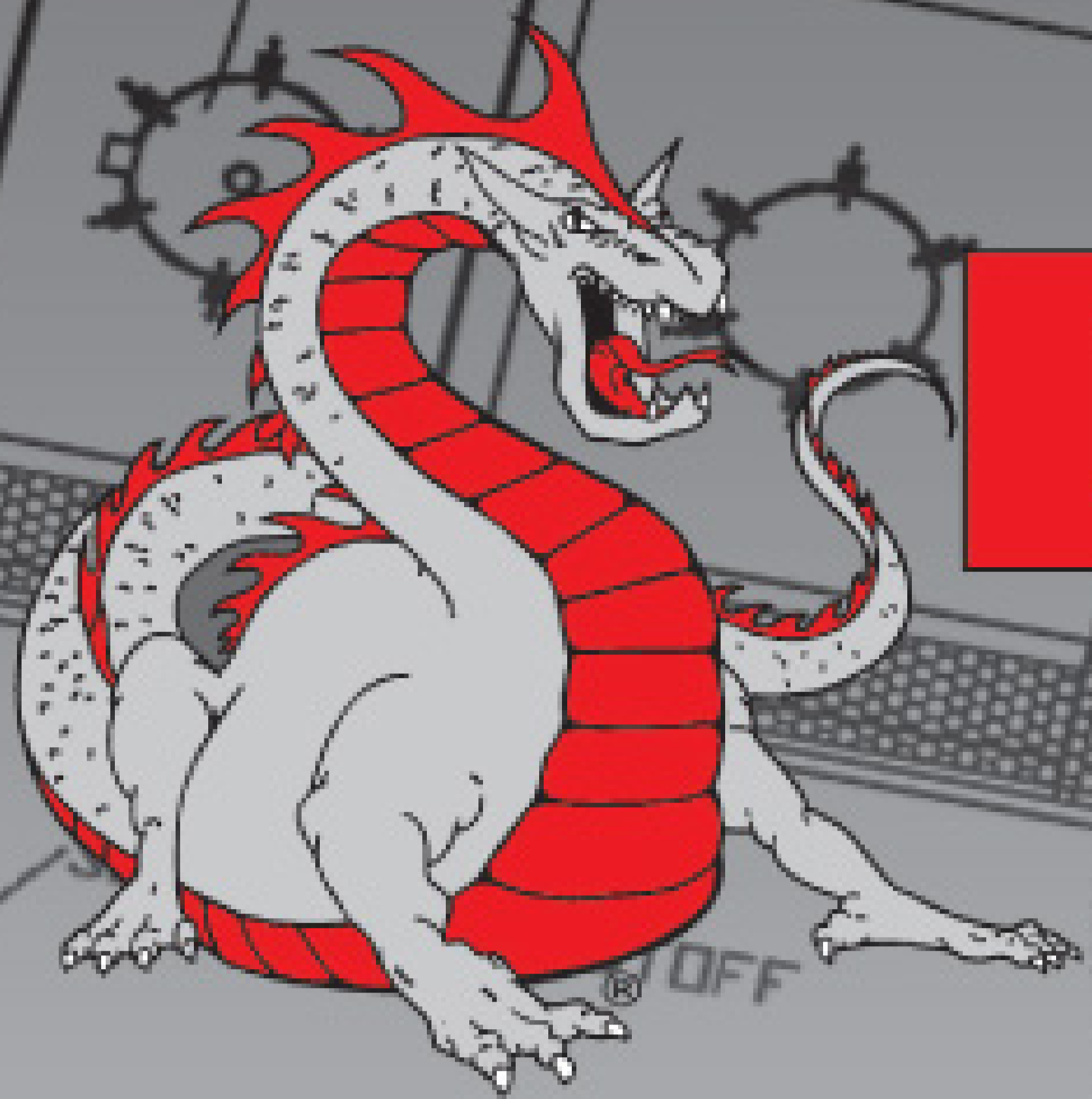
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Supply and demand issues have turned fuel prices upside down in recent months as traditionally economical diesel has trumped gasoline

By Greg Northcutt

The jaws of more than one vacuum truck driver, not to mention just about anyone else who depends on diesel-powered equipment and trucks to make a living, have dropped in disbelief as fuel prices zoomed sharply and steadily upward the past year.

From July 2007 to July 2008, the national average price of a gallon of diesel fuel in the United States soared 65 percent, from \$2.89 to a record \$4.76 before dropping by a nickel a week or so later.

Even the traditional price advantage that diesel users once enjoyed over gasoline buyers has been turned on its head. During mid-summer peak demand for many septic haulers, the average retail price of diesel was 66 cents higher than the average retail price of regular gasoline.

So what in blue blazes is going on?

It's all about supply and demand. Supplies are limited by diminished refinery capacity and areas of strife in oil-producing regions across the globe. And demand is up all over, especially China and India, which are guzzling diesel like never before as they ramp up construction and more of their citizens drive cars. And diesel demand, specifically, is growing over gasoline as the fuel of choice for autos in Europe and other countries.

And while experts say you might see a little price relief, it's not just around the corner. Fuel prices will probably never drop to where they were a few years ago, but they might slack off as supply issues start getting resolved in 2009.

A CLOSER LOOK

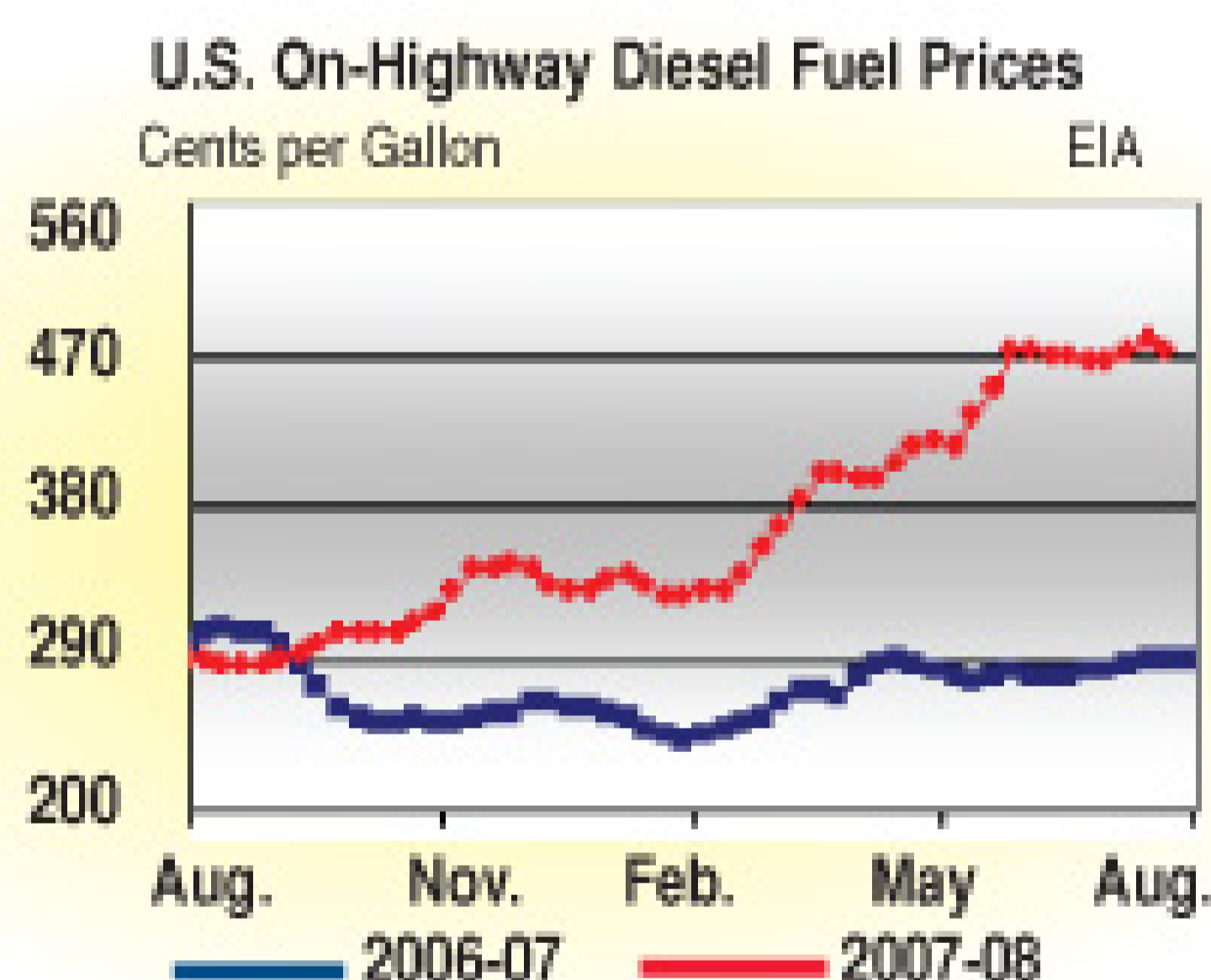
Appearing before a U.S. House of Representatives hearing on retail gasoline prices in May, Lucian Pugliaresi, president of the Energy Policy

"We don't see the global forces pushing up oil prices over the past four years letting up immediately ... There's always a certain degree of uncertainty in the world oil market. So many things can happen to prove us wrong."

Tancred Lidderdale



Pumper Rolfe Garrett of Robyn's Septic Service, Forest Hills, Md., fills a vacuum truck tank. (Photo courtesy of Robyn's Septic Service)



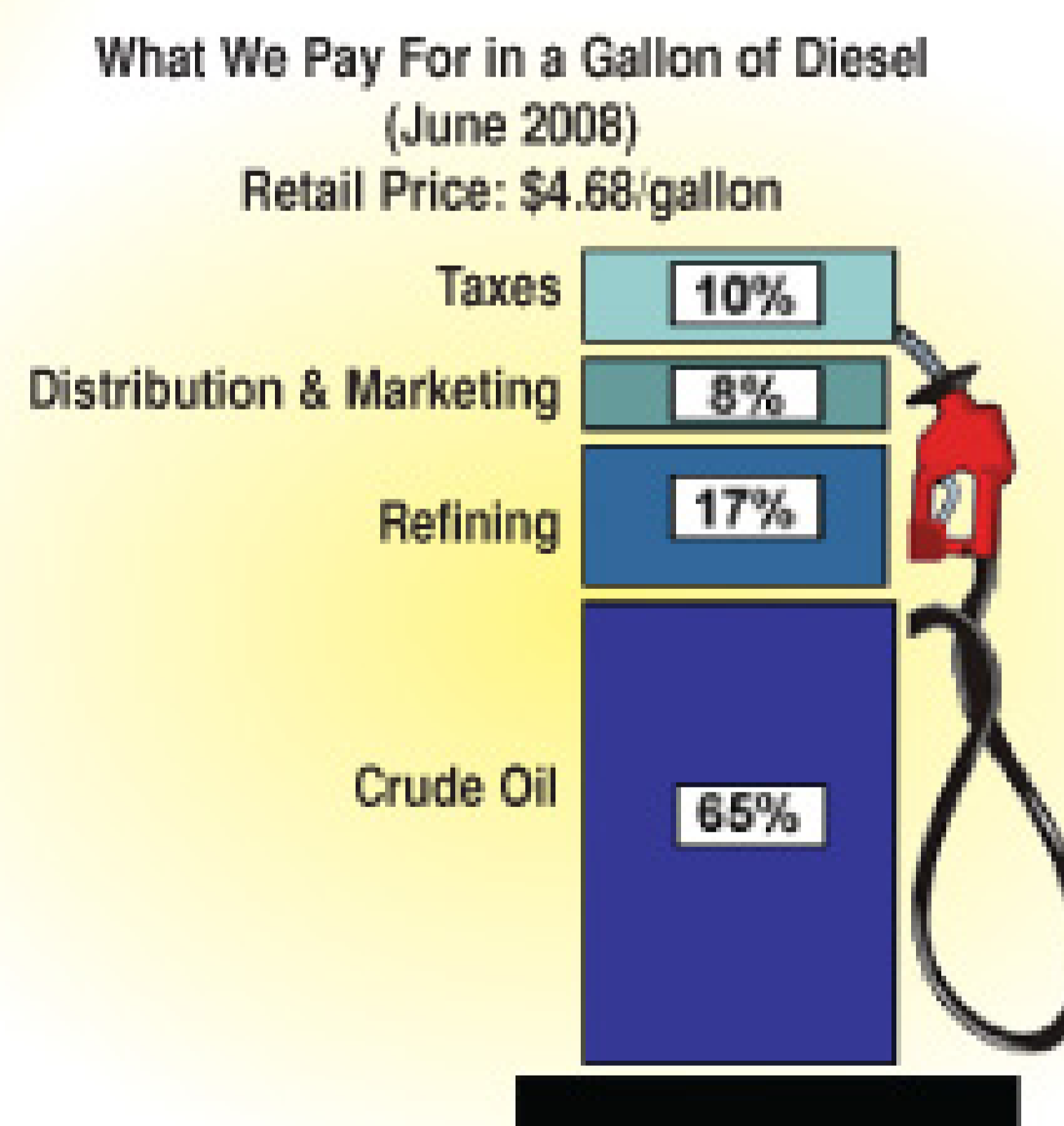
Research Foundation, stated that: "Over the last 10 years, the world oil market has clearly experienced an unprecedented number of new and sustained impediments to development. At the same time, global oil demand has grown robustly."

"It's basically a matter of supply and demand forces at work," adds Ben Montalbano, a senior research analyst for the foundation. "But, the main point to realize is that demand for diesel is being met. There have been no shortages."

If there's any other good news about diesel fuel economics, it's that analysts with the U.S. Department of Energy's Energy Information Administration, or EIA, expect the rate of increase in diesel prices — which shot up about 40 percent during the first half of 2008 — to begin tapering off significantly between now and the end of 2009. But that's barring further changes in crude oil supplies or demands — a big *if* these days.

WHY THE RISE?

Diesel is one of several middle distillates refined from crude oil. The price of No. 2 distillate, the main source of motor diesel fuel in the U.S., is affected by a number of factors. The primary one is the price of crude oil. It accounts for nearly two-thirds of the retail price of a gallon of diesel. "The rule of thumb is that every \$1 change in the price of crude results in a 2.4-



cents-per-gallon change in the price of diesel," says Tancred Lidderdale, a senior economist with the EIA.

Even then, the EIA points out, diesel prices on the West Coast tend to be higher and more variable than elsewhere in the country. That reflects higher state and local taxes, relatively few refineries (which can

lead to tight supplies and higher prices, if more than one experiences operating problems) and long distances from the Gulf Coast (source of nearly half of the diesel produced in the U.S.) and foreign refiners.

The price of crude oil, in turn, is affected by a number of other factors, as well:

Growing demand

World oil consumption continues to grow despite seven consecutive years of increasing prices, the EIA reports. Rising incomes in many areas of the world, including India and China, have increased the demand for diesel significantly. In fact, most other countries rely more heavily on diesel fuel than the U.S.

“There’s been a huge worldwide increase in oil demand, particularly in developing countries,” says Tavio Headley, staff economist with the American Trucking Associations.

This increased demand is also being fueled by other factors, Headley reports. China, for example, has stockpiled diesel to power backup generators to provide electricity for this year’s Olympic Games in the event of power grid problems. The country has been using diesel fuel to power equipment used for repairing damage in central China’s Sichuan province caused by an earthquake in May.

Government subsidies for gasoline and diesel have also sparked increased demand for crude oil. “These fuels are heavily subsidized in many countries,” says Montalbano. “In Venezuela, motorists are paying 12 cents a gallon for gasoline. In a lot of the oil-exporting countries in the Middle East, the pump price for gasoline is about 40 to 50 cents per gallon.”

However, elsewhere, he notes, countries including China, India, Indonesia, Malaysia and Nepal are starting to reduce these subsidies, which have taken a large chunk out of the government budgets.

Tight supplies

The oil market remains tight, as shown by rising prices, low surplus production capacity and concern that global supply growth may not keep pace with demand growth, at least in the short run.

Two years ago, the U.S. was consuming 20.7 million barrels of petroleum products a day, 60 percent of which were imported. Almost half of these imports came from the Western Hemisphere.

That compares to the current world supply of crude oil, which the EIA estimates at about 86.5 million barrels per day.

“The market these days is calling for just about all of that supply immediately,” says Montalbano.

What’s more, Montalbano notes, current world oil supplies are about 2.5 to 4.5 million barrels per day less than were predicted at the beginning of this decade. He attributes this shortfall to a variety of factors over the past several years. They include attacks by rebels on Nigeria’s oil infrastructure; fighting in Sudan, which has slowed development of new production in many oil fields; declining oil production in Argentina since the country’s oil sector was nationalized in 2004; forced renegotiation of contracts with foreign oil companies by Kazakhstan, which could hinder investment in oil production in that country; declining oil production since 2004 in Mexico, where lack of

funding for the country’s state-owned oil monopoly, Pemex, prevents exploration and development of new fields.

“The refining capacity for diesel and other middle distillates is just about maxed out,” says Montalbano. “There will be significant new capacity in the next two years, which might — depending on crude oil prices — ease the refining burden.”

In 2002, OPEC-member countries had an excess oil pumping capacity of 5.8 million barrels per day. Today, that number has shrunk by nearly two-thirds to around 2 million, according to Montalbano.

“Saudi Arabia has increased production twice in the past few months and fuel prices still continued to go up, partially because Middle Eastern demand for crude has risen quickly,” he says.

Risks to production

The price of diesel is also tied to the risks — both actual and perceived — of a reduction in supplies of crude or refined oil. Those risks range from war and weather-related threats to production and transportation facilities to government policies affecting development of oil resources. The higher the risks, the more money demanded by oil investors and buyers.

“These risk premiums are more of a factor than they were several years ago,” Headley notes.

In fact, the various risk factors have conspired in the past few months to cause crude oil prices to swing wildly. Over a three-day period in July, the price of a barrel of oil spiked up 8 percent from \$136 to a record \$147. The factors included fears of possible disruptions in oil supplies caused by rising tensions between the U.S. and Iran, the threat of a strike in Brazil and another drop in the value of the U.S. dollar against other major currencies. Five trading days later, the crude oil price had tumbled by almost 11 percent for the biggest one-week drop ever to \$131 as these same fears subsided.

Cleaner-burning fuels

The phase-in of U.S. Environmental Protection Agency standards to reduce sulfur content of diesel fuel, implemented in 2006, helped pressure diesel prices upward, according to the EIA. These standards required that 80 percent of on-highway diesel fuel sold in the U.S. had to be Ultra-Low Sulfur Diesel by June 1, 2006, increasing to all on-highway diesel by Dec. 1, 2010. Phasing in of clean-fuel requirements for off-highway began last year. Nearly all diesel fuel used in the U.S. must be ULSD by the end of 2014. In the meantime, the costs of preventing or correcting any contamination of ULSD with higher-sulfur content diesel and the higher costs of production ULSD could continue to influence diesel fuel prices, the EIA reports.

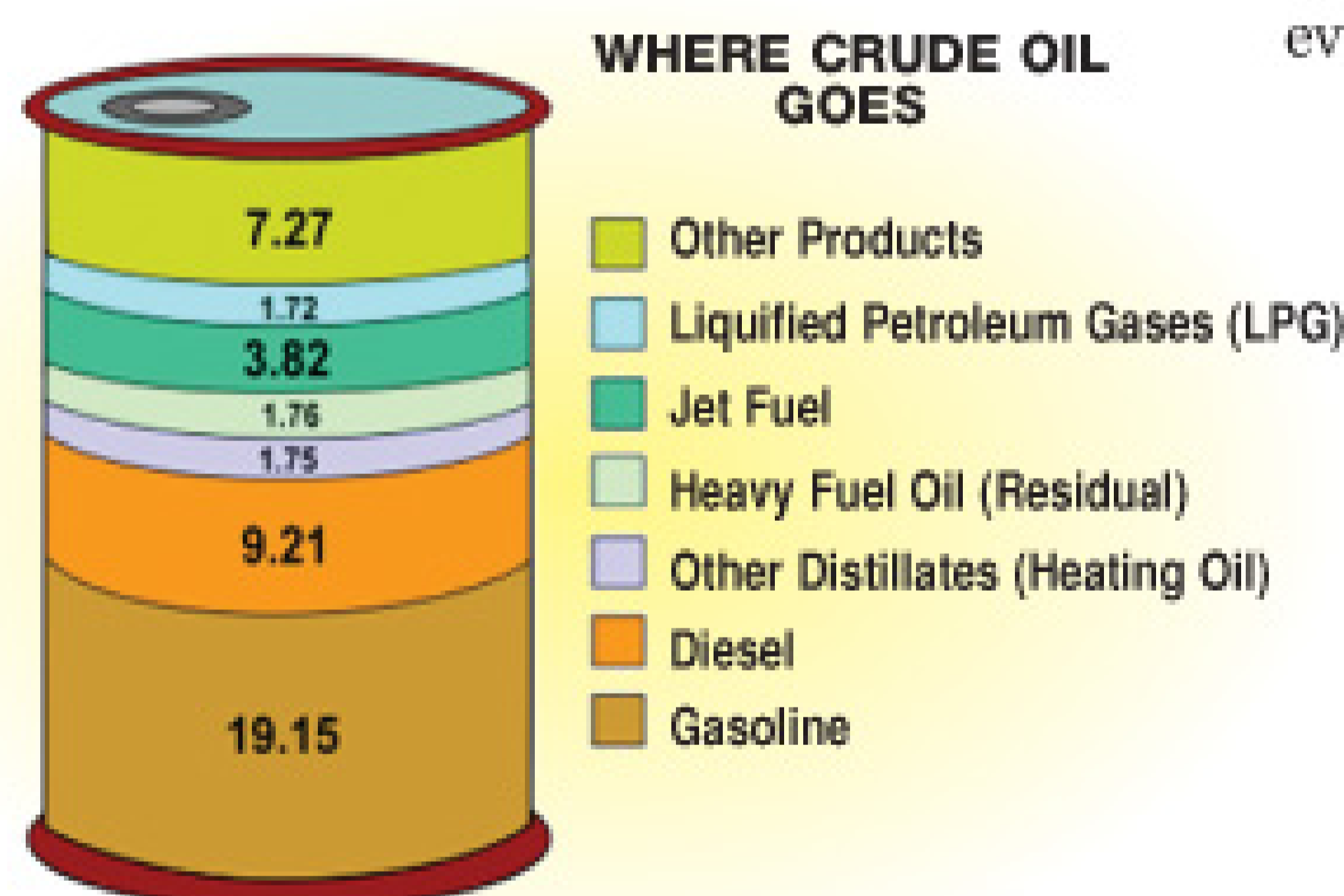
Market speculators

Soaring crude oil prices have prompted calls in the U.S. Congress for closer scrutiny of trading in oil futures contracts and limiting the role of speculators. Critics charge that speculators are manipulating oil prices.

As the value of the U.S. dollar has fallen, says Headley, investors have been buying petroleum futures contracts as a hedge against inflation. “The big question is how much this is contributing to the run-up in crude oil prices. The federal Commodity Futures Trading Commission is looking into the matter.”

DIESEL OVERTAKES GASOLINE

Historically, the pump price for diesel has been lower than that of regular gasoline, except during some winters when demand for heating



“Hybrid systems can have a major impact on reducing the more than 38 billion gallons of diesel fuel the U.S. trucking industry consumes every year — but only if our industry and government apply creative thinking to the commercialization of this technology ... Our research indicates that hybrid electric systems in heavy-duty trucks could save as much as 35 percent of the fuel consumed by conventional vehicles.”

Paul Vikner

oil was high. However, since fall 2004, diesel prices have generally been higher than gasoline prices. One reason is an increase in federal tax on diesel fuel. Another has been the steadily increasing demand for diesel around the world.

European countries, for example, have used taxes to encourage use of cleaner-burning diesel over gasoline. This has resulted in excess production of gasoline in that part of the world, notes Montalbano.

“When you refine crude oil into diesel, you also produce a certain amount of gasoline,” he says. “There’s not enough demand in Europe for all this gasoline, so they export it to the U.S. Those imports have helped keep gasoline prices in the U.S. from rising as much as they would have otherwise.”

NO SUDDEN PRICE DECREASES

As of July, EIA analysts were projecting the rate of increase in the average spot price of West Texas Intermediate, or WTI crude oil, to moderate over the following few months, peaking at \$140 per barrel in the fourth quarter of this year, before declining to \$127 by the fourth quarter of 2009.

At the same time, analysts expected a similar trend in the refinery price of diesel fuel, rising from \$3.67 per gallon in the second quarter of this year to \$4.01 in the fourth quarter. That price is then predicted to fall to \$3.53 by the fourth quarter of 2009.

In their July, 2008, *Short-Term Energy Outlook* the analysts reported, “WTI prices, which averaged \$72 per barrel in 2007, are projected to average \$127 per barrel in 2008 and \$133 per barrel in 2009. Diesel fuel retail prices in 2008 are projected to average \$4.35 per gallon, up from \$2.88 per gallon last year, and increase to an average of \$4.48 per gallon in 2009.

“We don’t see the global forces pushing up oil prices over the past four years letting up immediately,” says the EIA’s Lidderdale. These higher prices reflect strength in diesel demand, particularly in emerging markets, which has significantly increased the margins between diesel prices and crude oil costs from those of last year, the analysts noted.

Lidderdale attributes the slowing rate of price increases through the rest of this year and into early next year to increased production in the United States as two oil platforms in the Gulf of Mexico come on line and to new production in Brazil and the Siberian region of Russia.

However, he advises caution in viewing this forecast. “There’s always a certain degree of uncertainty in the world oil market,” he says. “So many things can happen to prove us wrong.” ■

Biodiesel may be a key to moderating fuel prices

In addition to common sense equipment operating practices, such as reducing idling time of diesel engines and keeping tires properly inflated, biodiesel offers an alternative for dealing with high diesel fuel prices.

Although most biodiesel is currently made from soybean oil, it can also be produced from other oil crops, such as canola, sunflower and camolina, as well as animal fats, recycled cooking oils and trap greases.

A PROVEN FUEL

“Biodiesel is one of the best-tested alternative fuels and the only alternative fuel to meet all the testing requirements of the Clean Air Act,” says Amber Pearson, with the Biodiesel Board. “Biodiesel can be operated in any diesel engine with little or no modification to the engine or the fuel system.

While some engine manufacturers continue to test the suitability of using 100 percent biodiesel, it’s typically blended with petroleum diesel fuel at concentrations up to 20 percent (B20).

Nearly all U.S. engine manufacturers accept the use of at least B5. Case, Caterpillar, Cummins and John Deere have approved the use of B20 or higher in some or all of their diesel engines, Pearson notes. New Holland supports the use of B100 in all equipment with New Holland-manufactured diesel engines, including electronic injection engines with common rail technology.

“Thanks to the June approval of biodiesel blend levels by the standard-setting organization ASTM International, engine makers will be more receptive to adding to their warranty statements higher blend levels of biodiesel, like B20,” Pearson says.

Annual sales of biodiesel in the U.S. increased from 500,000 gallons in 1999 to 500 million gallons in 2007. “Last year, biodiesel displaced about 20 million barrels of petroleum oil,” she reports.

Biodiesel is also helping to keep a lid on petroleum prices. “Earlier this year, a commodity strategist with Merrill Lynch estimated that oil and gasoline prices would be about 15 percent higher if producers of biodiesel and other biofuels were not increasing their output,” Pearson says.

HYBRID ENGINES

In January, Mack Trucks demonstrated the use of hybrid technology, which converts braking energy into electrical power in a 64,000-pound Mack truck. The vehicle was developed in conjunction with the U.S. Air Force and the Volvo Group, Mack Trucks’ parent company.

“This project has persuaded us that hybrid systems can have a major impact on reducing the more than 38 billion gallons of diesel fuel the U.S. trucking industry consumes every year — but only if our industry and government apply creative thinking to the commercialization of this technology,” says Paul Vikner, president and CEO of Mack Trucks Inc. “Our research indicates that hybrid electric systems in heavy-duty trucks could save as much as 35 percent of the fuel consumed by conventional vehicles.”

Meanwhile, diesel fuel-saving hybrid vehicles are starting to show up in construction equipment. For example, New Holland Construction, in cooperation with Kobelco Construction Machinery America Co. Ltd., has developed a prototype hybrid 7-ton hydraulic excavator and in March of this year Volvo unveiled a pre-production prototype of its L220F Hybrid wheel loader. Two months later, Komatsu introduced the PC200-9 Hybrid excavator to the Japanese market.

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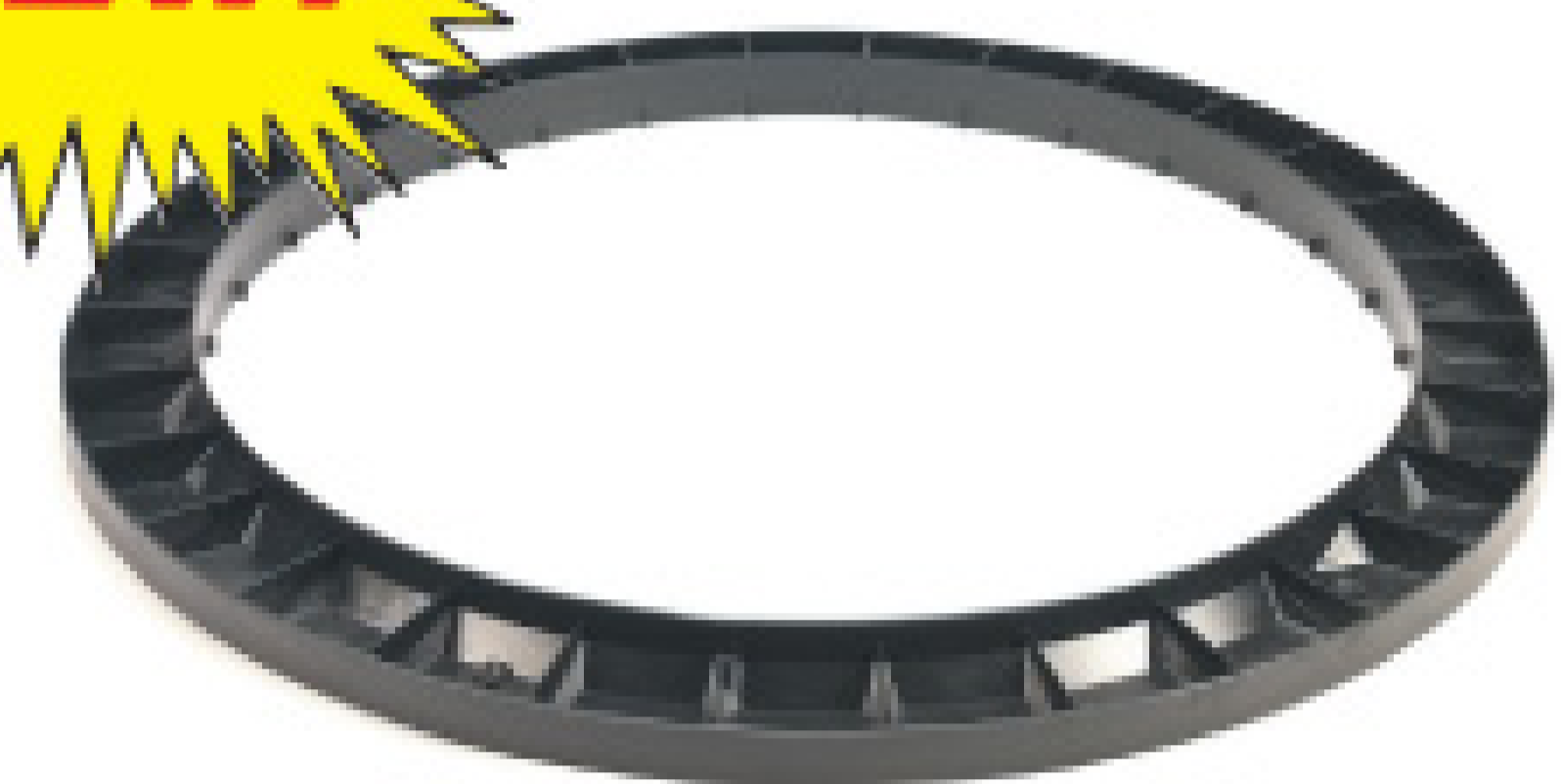
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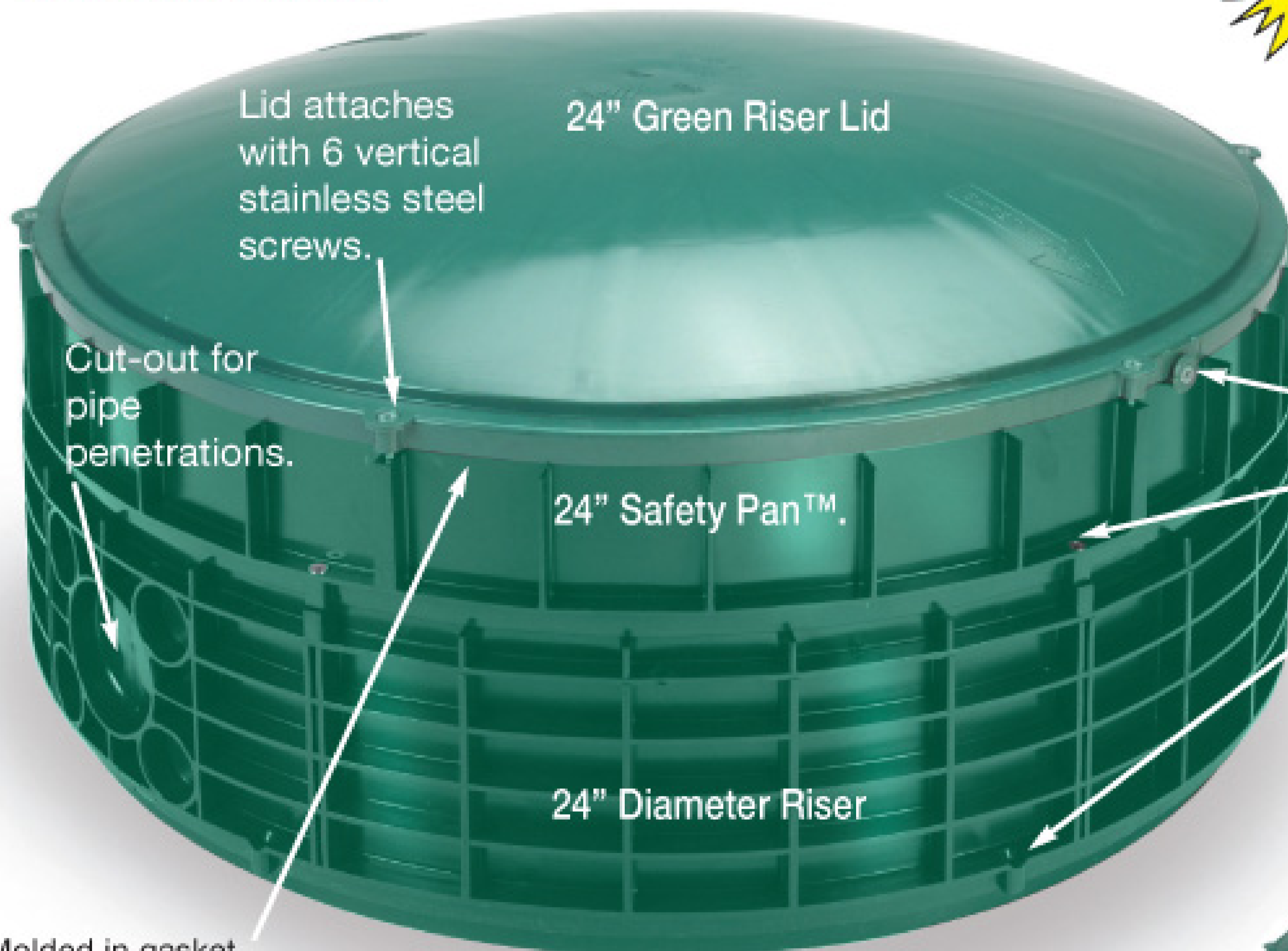
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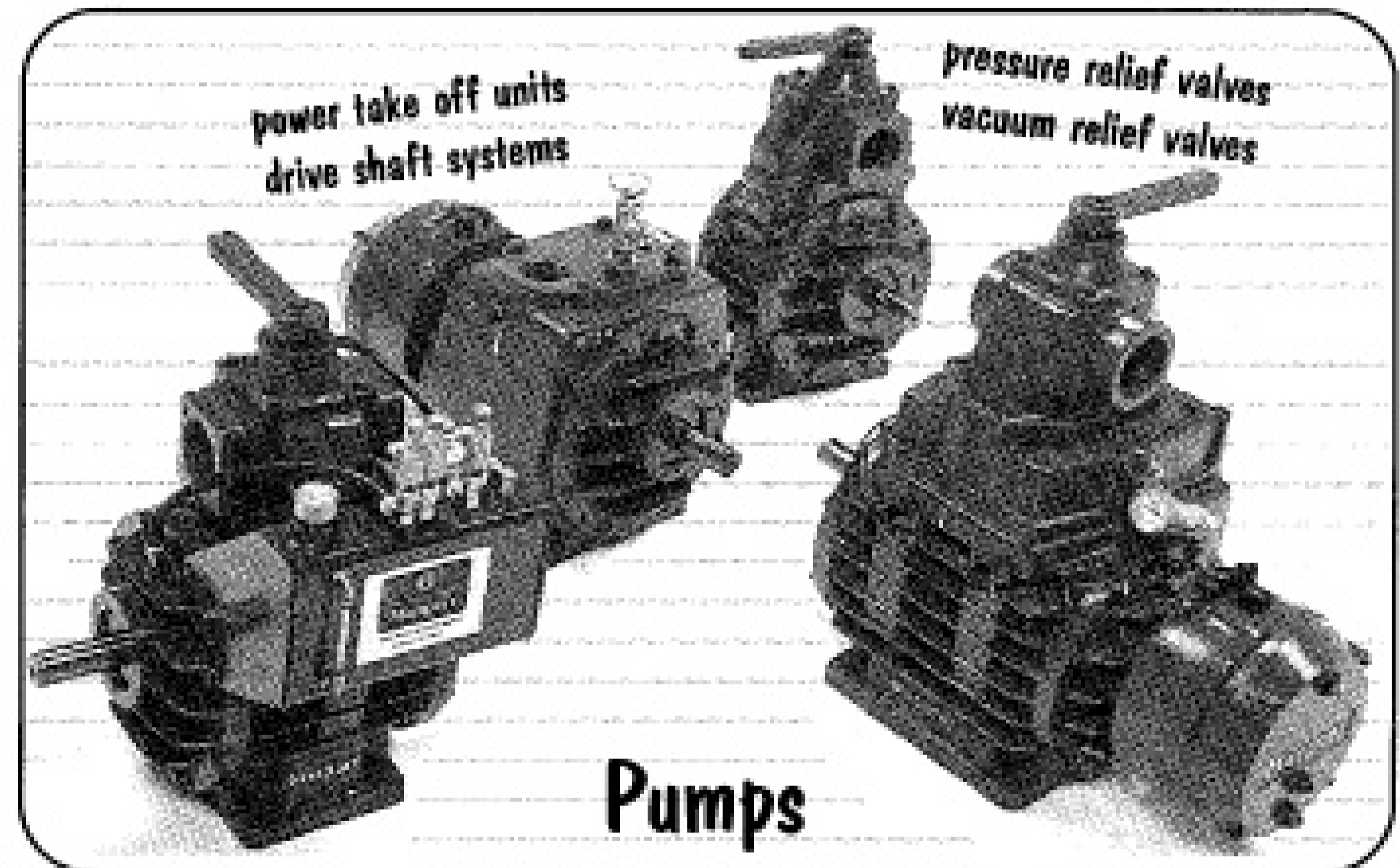
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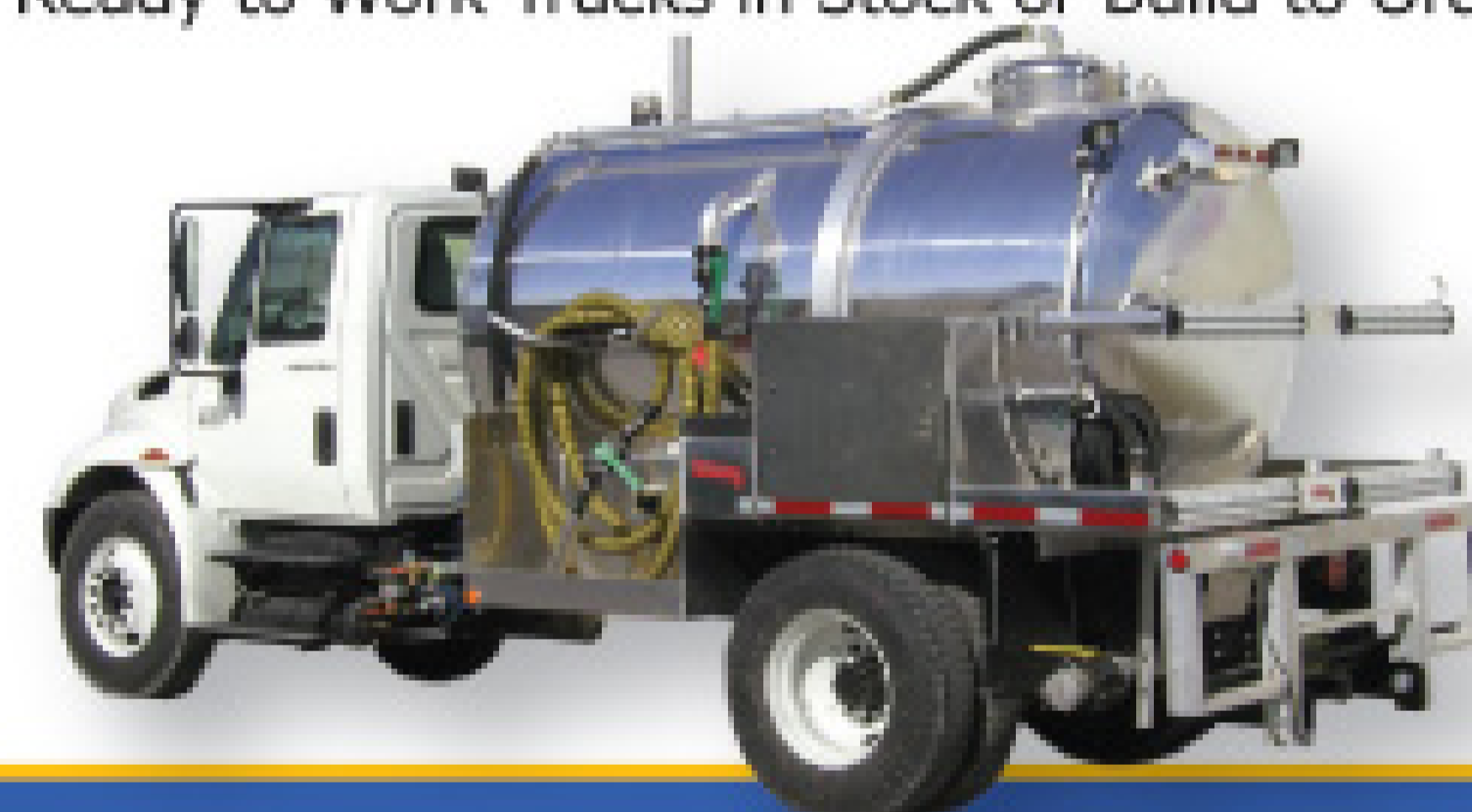


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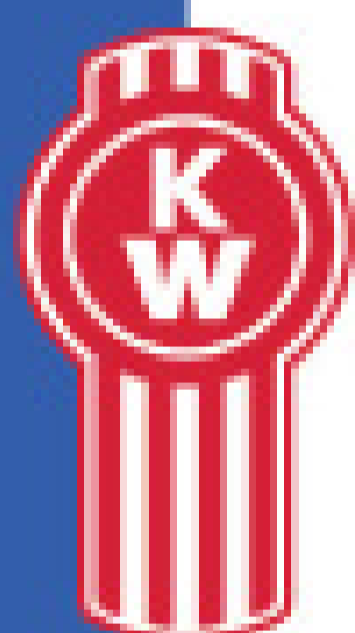
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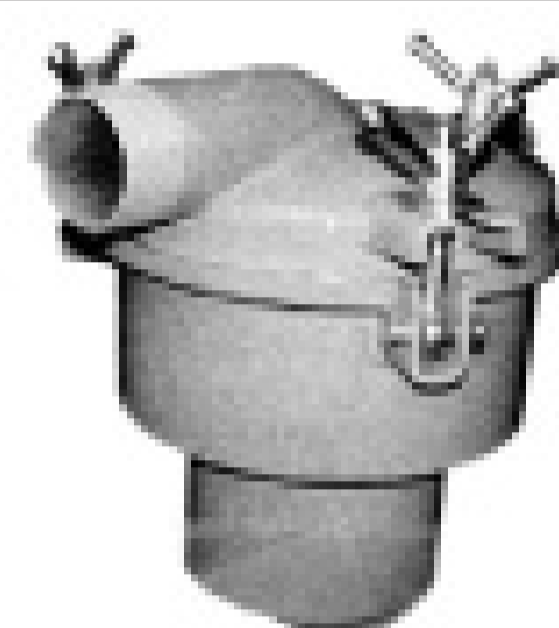
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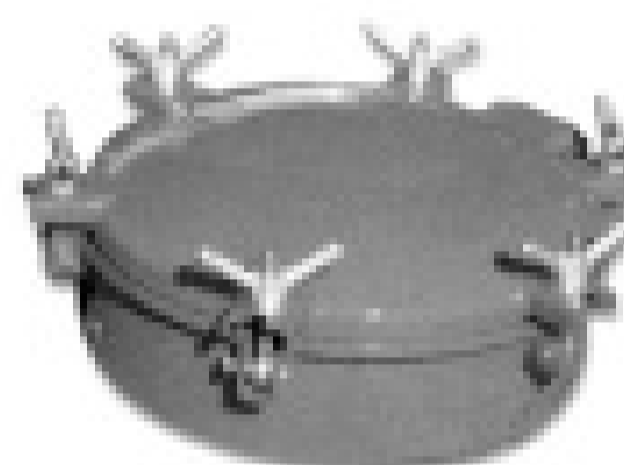
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BIG *and* BRAWNY

We offer a by-the-numbers peek at the latest chassis choices for septic hauling rigs

By Ed Wodalski

The push for improved economy, comfort and performance can be seen in the latest vacuum truck chassis chosen for septic service. From hybrid fuel systems to air-ride seats and an endless variety of transmissions and suspensions, deciding on your next purchase can be a daunting task.

With diesel prices holding above \$4 a gallon, economy is on everyone's mind these days. And although the industry average for many of these workhorses is an estimated 6 mpg, your mileage could be somewhat better — or worse — depending on how and where you drive and the options you choose.






Do you climb steep hills or travel mostly level roadways? According to Kenworth, engine power settings have unique torque, horsepower and fuel-consumption curves. Selecting an engine with excessive power can lead to inefficiencies. And transmissions can impact fuel economy by 10 to 15 percent. That's why you'll want to best match your truck to the load you most often carry and terrain you travel.

If the better part of your day is spent at less than highway speeds, you might even consider one of the new hybrids. With energy tax incentives, substantial fuel savings and a "greener" marketing edge, you could find the initial investment makes economic sense over the life of your vehicle.







We contacted truck chassis manufacturers to provide us with a simple but inclusive list of facts on trucks in the 26,000- to 66,000-pound weight range. From front to back, we note engine and transmission options, tire selection, axle weights, suspension and brake offerings in a side-by-side chart.

For a more in-depth look, be certain to contact your dealer. The dealer and the company that outfits your truck for vacuum service can help determine the chassis that best meets your needs.

MANUFACTURER:	GMC T-Series Medium Duty Tilt Cab	Ford F Super Duty F-650/F-750
GVWR:	19,501 (Class 6) to 56,000 lbs. (Class 8)	17,999 lbs. to 80,000 lbs.
ENGINE:	Isuzu 6H inline-six 7.8L diesel (formerly Duramax 7800)	6.0 L Power Stroke; Cummins 5.9L ISB; Caterpillar C7 ACERT 7.2L
HORSEPOWER:	215-300	200-230 (Power Stroke); 185-260 (Cummins); 190-300 (Caterpillar)
TORQUE (lb.-feet):	560-860	520-620 (Power Stroke); 420-660 (Cummins); 520-860 (Caterpillar)
TRANSMISSION:	Allison 3000 RDS (rugged duty) 6-speed automatic; Allison 3500 RDS 5- or 6-speed versions. Eaton Fuller manual: 6-, 9- or 10-speed	Allison 5-, 6-speed automatic; Eaton 5-, 6-speed manual; Spicer 7-speed manual
SEATING:	1-3 person tilt cab, 43 inches headroom, 41 inches legroom, 71 inches shoulder room	2-3 (regular cab); 5-6 (Super and Crew); 41.3 inches headroom; 40.7-41.2 (crew) front legroom; 67.4 inches front hip room (67.3 rear crew); 68 inches front shoulder room (66.9 rear crew)
WHEELS (inches):	19.5 x 6.75 8-hole, steel or aluminum; 22.5 x 7.5 steel 10-hole; 22.5 x 8.25 steel 10-hole, steel or aluminum; 22.5 x 9 steel 10-hole (front only)	19.5 x 6.5 8-lug steel
TIRES:	245/70R19.5F to 315/80R22.5L	245/70 19.5G
FACTORY PTO:	Available	Optional
FRONT AXLE WEIGHT CAPACITY (lbs.):	10,000 to 16,000	8,500
REAR AXLE WEIGHT CAPACITY (lbs.):	15,000 to 23,000 (single); 40,000 (tandem)	13,500
WHEELBASE (inches):	128 to 260	146-260; 167-281 (super); 182-278 (crew)
SUSPENSION:	Front – single-stage parabolic taper-leaf (14,600 to 18,000 lbs.); single-stage multi-leaf (14,600 lbs. to 18,000 lbs.) Rear – multi-leaf (21,000 to 23,500 lbs); air (23,000 lbs.); RT403 or RTE403 (40,000 lbs. tandem)	Front – beam axle, parabolic taper-leaf (8,500-13,000 lb. rating); Rear – multi-leaf variable-rate leaf (13,500-23,500 lb.); air suspension (12,000-23,000 lb.)
BRAKES:	Hydraulic, 4-channel ABS, EBD standard, ABS-controlled traction control system optional; air drum standard on T8500 and optional on T7500 model	Hydraulic disc, standard ABS; optional drum air (front and rear)
FUEL CAPACITY:	50 or 100 gallons	45-160 gallons
WARRANTY:	2-year unlimited; 3-5 engine and transmission	3-year/36,000 miles; 5-year/60,000 miles powertrain
WEB SITE:	www.gmc.com/mediumduty	www.fordvehicles.com/trucks/superduty

International WorkStar 7600	Freightliner Business Class M2 112V	Hino 338 Series	GMC T-Series Medium Duty Tilt Cab
35,000-66,000 lbs.	35,000-66,000 lbs.	33,000 lbs.	
MaxxForce 11, 13; Caterpillar C11, C13; Cummins ISM	Mercedes-Benz 12.8 L MBE 4000; Caterpillar C9, C11, C13	Hino J08E-TW (turbo intercooled diesel)	
330-390 (MaxxForce 11), 410-475 (MaxxForce 13), 305-470 (Caterpillar), 320-425 (Cummins)	350-370 (Mercedes-Benz); 335-400 (C9); 305-370 (C11); 335-410 (C13)	260	
1,250-1,400 (MaxxForce 11); 1,450-1,700 (MaxxForce 13); 1,050-1,750 (Caterpillar); 1,150-1,550 (Cummins)	1,350-1,450 (Mercedes-Benz); 1,050-1,100 (C9); 1,050-1,350 (C11); 1,450-1,550 (C13)	585	
Eaton Fuller 10-, 18-speed manual; Allison HD 4560P Series automatics	Eaton Fuller manual (10, 11, 13, 18 speeds); Allison automatic (without PTO)	Eaton FS6406A (6-speed direct drive synchromesh); Allison 3000RDS (5-speed automatic)	
1-2 (high-back seats with integrated headrests); Cab: 72.5 inches wide, 58 inches high	1-3 (High-back air ride driver's seat standard; bench optional)	2-3	
22.5 (standard); 24.5 10-stud (steel); 24-inch, 12-stud (aluminum)	Accuride 28680 19.5 x 6.75 8-hole hub-piloted steel	22.5 x 8.25 10-stud steel (aluminum optional)	
11R22.5	Michelin XZE 225/70R19.5	11R22.5	
Available	Available	Optional	
12,000-20,000 (Dana Spicer)	12,000-20,000	12,000	
Single – 23,000 (Dana Spicer) 23,000-38,000 (Meritor); Tandem – 40,000-46,000 (Dana Spicer or Meritor)	23,000-58,000	21,000	
136-262	130-288	217-271	
Front – Parabolic taper-leaf springs; multi-leaf (optional); rubber auxiliary springs, air suspension (available). Rear – International, Hendrickson air, Reyco spring (single axle); International, Hendrickson air; Hendrickson, Chalmers walking beam, International multi-leaf (tandem)	Front – flat-leaf or taper-leaf. Rear – TufTrac, AirLiner, walking beam	Front – taper-leaf spring with shock absorbers; Rear – semi-elliptic main and auxiliary helper-leaf (rear); heated/non-heated shocks optional	
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GVWR:	26,001-33,000 lbs.	33,001-93,000 lbs.	37,600 lbs. (L8500); 66,000 lbs. (LT 8500)
ENGINE:	Paccar 6.7L PX-6; PX-6 Hybrid; 8.6 L PX-8	Cummins ISM, ISL; Caterpillar C9 (365); Caterpillar C13, C15; Cummins ISM, ISX (367)	Caterpillar 3126B, Cummins ISC, ISL
HORSEPOWER:	325 (PX-6); 300 (hybrid); 360 (PX-8)	280-410 (ISM); 345-365 (ISL); 335-350 (C9); 320-485 (C13); 435-600 (C15); 320-425 (ISM); 385-600 (ISX)	Cat: 175-330 (L8500), 210-330 (LT 8500); ISC: 215-300; ISL: 310-330
TORQUE (lb.-feet):	750 (PX-6); 620 (hybrid); 1,000 (PX-8)	650-1,850	520-1,000
TRANSMISSION:	Eaton Fuller FS5406A 6-speed; Eaton 6-speed Ultrashift (hybrid); Eaton Fuller 9-, 10-speed; Allison 5-, 6-speed auto	Eaton Fuller manual 10-, 11-, 13-, 15-, 18-speed; Fuller AutoShift 10-, 18-speed (365); Fuller AutoShift 18-speed (367); Fuller UltraShift 10, 13-speed; Allison automatic 4-, 5, 6-speed	Manual: Eaton Fuller Direct Drive 5-, 6-, 7-, 9-, 10-speed, overdrive 10-speed; Auto: Allison MT, MD
SEATING:	2	2	1-3 (Single driver, single driver with bench pas- senger, or no passenger). Single seats are avail- able with air ride or solid mount, high-back or mid-back lumbar support. Bench passenger seat has built-in toolbox.
WHEELS (inches):	22.5 steel (19.5 aluminum optional)	22.5, 24.5 (steel or aluminum)	7.50-12.25 (steel or aluminum)
TIRES:	Bridgestone 295/75R22.5 R250F; Bridgestone R240F 245/70R19.5 (22.5 option for hybrid)	R22.5 Bridgestone or Michelin	19.5-425/65R22.5 (Goodyear, Michelin, Bridgestone, Yokohama)
FACTORY PTO:	Optional	Available	Available with dash controls
FRONT AXLE WEIGHT CAPACITY (lbs.):	Dana Spicer 10,000; Dana Spicer 8,000-14,600	12,000-22,000	10,000-20,000
REAR AXLE WEIGHT CAPACITY (lbs.):	Dana Spicer 21,000; Dana Spicer 16,000-26,000 (single axle); Dana Spicer 40,000-44,000 (tandem)	20,000-70,000 (365); 20,000-85,000 (367)	Meritor 19,000-23,000; Dana Spicer 23,000 (L8500); Meritor 34,000-46,000 (LT 8500)
WHEELBASE (inches):	152 (minimum)	175-295	136-318
SUSPENSION:	Front – taper-leaf springs with shocks 10,000 lbs. Rear – Reyco 20,000 lbs. (single); several option- al configurations, including tandem	Taper-leaf with shocks; Peterbilt Flex Air, Lo-Air Leaf, Air Trac	Front – multi-leaf 10,000-20,000; taper-leaf: 10,000-14,600. Rear – multi-Leaf 17,500- 24,500; taper-leaf 19,000-21,000; Sterling AirLiner 21,000-23,000; Hendrickson HAS 19,000-23,000; Neway 23,000 (L8500); Hendrickson Walking Beam 34,000-46,000; Hendrickson 4-Spring 36,000-40,000; Sterling TufTrac 40,000-46,000; AirLiner 40,000-46,000; Hendrickson HAS 40,000-46,000; Neway 46,000; Chalmers 40,000-46,000 (LT 8500)
BRAKES:	Air; Bendix (ABS) hydraulic; Meritor (ABS) hydraulic	Air	Meritor-WABCO; Bendix
FUEL CAPACITY:	50-120 gallons	40-150 gallons	45-150 gallons
WARRANTY:	1 year	1 year	2 years unlimited mileage
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Mack GU802	Isuzu FXR	Volvo VNM Daycab	
52,000-86,000 lbs	33,000-56,000 lbs.	35,000-60,000 lbs.	
Mack MP7-325M; numerous MP7, MP8	Isuzu 7.8 L 6-cylinder turbo/intercooled diesel	Volvo D11; D13	
300 (MP7-325M); MP7: 345-405; MP8 415-485	260 (single), 300 (tandem)	325-405 (D11); 335-485 (D13)	 <p>Kenworth T370/T370 Hybrid</p>
1,200 (MP7-325M)	660 (single), 860 (tandem)	1,250-1,450 (D11); 1,350-1,650 (D13)	
Mack TM308 8-speed; Mack 8-, 18-speed; Allison 5-, 6-speed; Eaton Fuller 9-, 18-speed	Allison 3000RDS 6-speed (single); Allison 3500RDS 6-speed (tandem)	Volvo I-Shift, 12-speed; Eaton Fuller 10-, 13-, 15-18-speed AutoShift, Ultra- Shift; ZF-FreedomLine 12-speed; Allison Generation 4 Series, 4-, 5-, 6-speed	 <p>Peterbilt Class 8 365/367</p>
1-2; Bostrom Talladega 915 mid-back air suspension (driver); Mack fixed mid-back non- suspension (passenger)	1-2 (air suspension with adjustable lumbar support)	1-2, air suspension, ergonomic seats	
22.5 x 8.25 Hayes Lemmerz 10-hole	22.5 X 8.25 (single); 22.5 X 9.00 (tandem)	22.5	
11R22.2	11R22.5G (single); 315/80R22.5J (tandem)	R22.5-20 Michelin or Bridgestone	 <p>Sterling L8500/LT 8500</p>
Available	Available	Available	
12,000	12,000 (single); 16,000 (tandem)	12,000-14,600	
38,000	21,000 (single); 40,000 (tandem)	21,000-40,000	 <p>Mack GU802</p>
192	152-236 (single); 236-260 (tandem)	175-205	
Front – Mack taper-leaf 2-leaf spring; Rear – SS38 Mack multi-leaf	Front – taper-leaf (single); multi-leaf (tandem) Rear – multi-leaf (single); Henderson Walking Beam (tandem)	Front – parabolic leaf, Hendrickson AIRTEK; Rear – multi-leaf, Volvo Air Suspension, T-Ride, Hendrickson HAS	 <p>Isuzu FXR</p>
Meritor "S" Cam 16.5 X 5 inches Q-Plus (front); Meritor "S" Cam 16.5 X 7 inches Q-Plus (rear); dual air	Hydraulic; full air (ABS)	Air	
50 gallons	50 or 100 gallons	80-120 gallons	
1 year	2-year unlimited mileage; 3-year engine, Allison transmission	1 year/100,000 miles; 3-year transmission, driveline	
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Kenworth T370/T370 Hybrid



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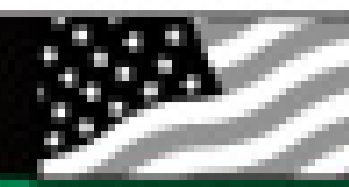
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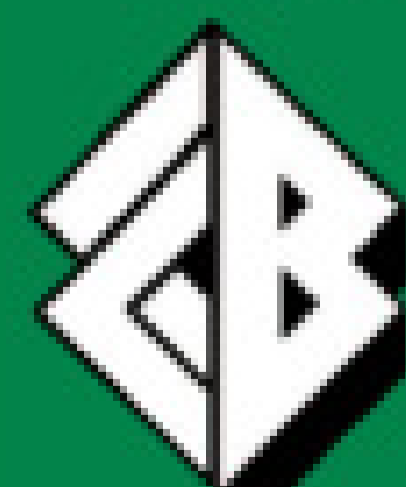
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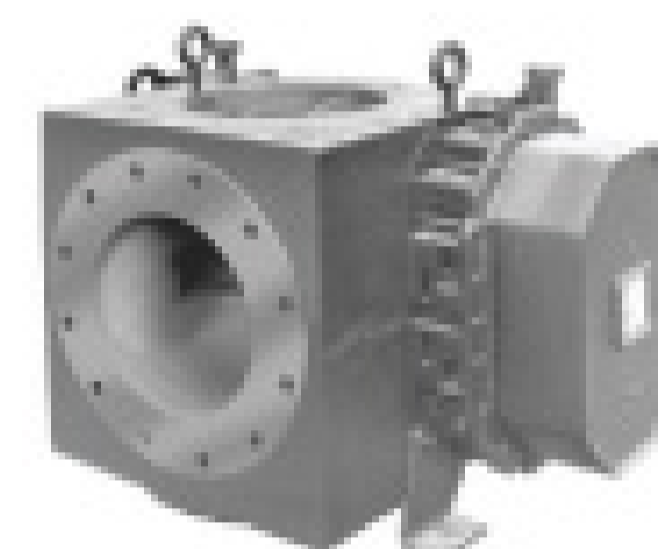
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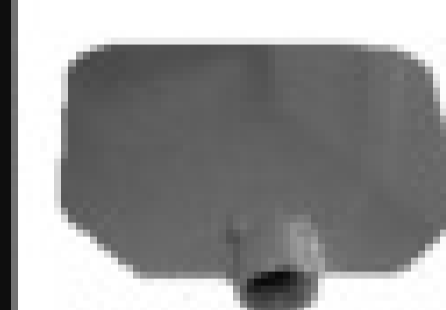
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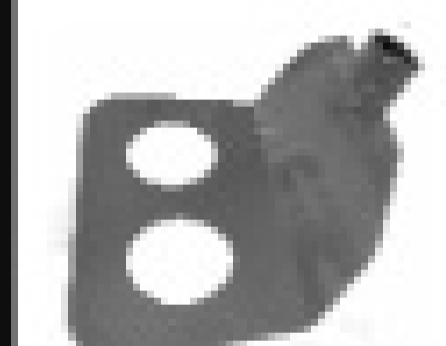
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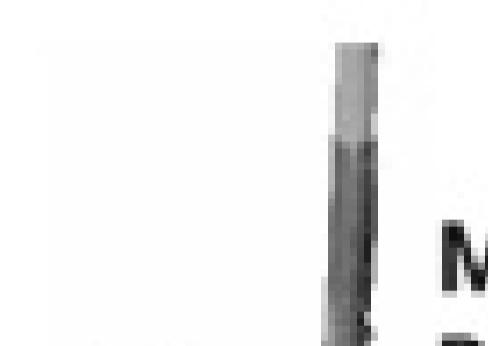
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Sludge Spud



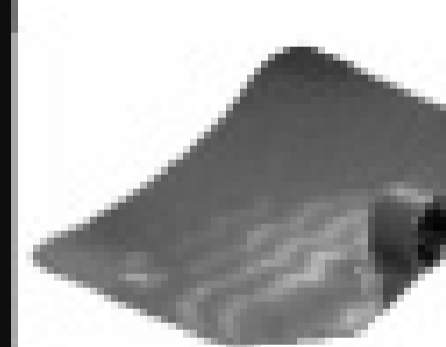
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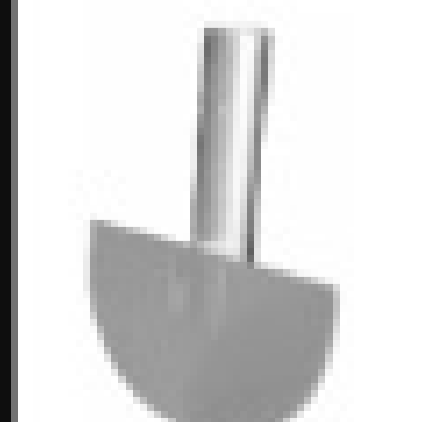
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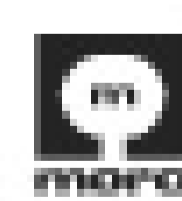
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It's a Dirty Job ...

But the pumpers at Evans Septic Tank Service show they're proud to serve the North Dakota State Fair

By Jim Kneiszel

An appearance on a local news program's version of the Discovery Channel's popular *Dirtiest Jobs* reality show turned out to be great publicity and a pat on the back for the crews at Evans Septic Tank Service in Minot, N.D.

The Varty brothers, Sandon "Dude" and Dallas, happily agreed to have the business featured on a segment of "Someone's Gotta Do It," with reporter Clayton Clark of the Bismarck/Mandan CBS affiliate KX News. The station was visiting the North Dakota State Fair in late July and Clark accompanied Dallas Varty as he serviced recreational vehicles parked on the grounds.

Varty was happy to hand over the hose as he emptied holding tanks and explained how the job works. Evans provides 40 portable restrooms, six hand-wash stations at the fairgrounds, which is a few blocks from their yard, and services 300-400 campers parked at the fair. Evans has served the fair for eight years.

"That thing kind of stinks," Clayton said in a transcript of the segment (which you can see at www.kxmb.com/News/259499.asp). "So when I pull this out something may spill. Oh there it is. That's what fair food will do to you. I don't feel so good ... that pretty much says it all. I've scooped enough poop to earn this one."

Sandon Varty, who owns the business with a third brother, Vegas, said Dallas had a good time on the news program, and that folks around Minot mentioned seeing him on the news many times afterward. He said the lighthearted look at pumping was good for the business that doesn't do a lot of advertising, and he suggested other pumpers should consider media requests like this one.

"It's kind of like free advertising. They generally put a positive spin on things," Sandon Varty said of the humorous series of reports on tough jobs. "It never hurts to remind people that you're around. Fortunately we're pretty busy with word-of-mouth advertising."

Another nice thing is highlighting hardworking people rather than corporate leaders and celebrities all the time. Sandon Varty thinks pumpers, for example, offer an important, but largely unnoticed, service to the community.

"Nobody hears about the average guy out there getting his hands dirty on a daily basis. People don't get to see or hear about that," Varty said.

Evans Septic Tank has five employees and runs two septic service and two portable restroom trucks. The company has an inventory of 250 restrooms, mostly from Satellite Industries and Five Peaks Technology. The state fair — which attracts 250,000 people, one-third of the state's

"Nobody hears about the average guy out there getting his hands dirty on a daily basis. People don't get to see or hear about that."

population — is one of two big special events of the summer for Evans. The other is a Scandinavian festival, also held at the fairgrounds.

Sandon Varty said the reason for his family's success with the business they bought a decade ago is simple.

"Do a good job for people and they seem to appreciate it and call you back," he said.

VIRGINIA PUMPER SNARES VANDAL

Dale Wilson, owner of Wilson's Septic Tank Service in Lynchburg, Va., came to work one Sunday morning in July to find more than \$10,000 in damage to his business. Almost a dozen windshields were broken and as many portable restrooms destroyed.

Wilson had a hunch the vandals would return that night, so he hid in the shadows and waited. "The boy walked right up on me," he says. "I pulled my pistol and told him to lie down, then I sat on top of him and dialed 911." The 14-year-old was carrying the keys to all of Wilson's trucks.

Later, when Wilson saw a news report about vandalism at nearby St. John Baptist Church, he recognized a familiar mark. "It was 666, written just like the ones on my trucks," he says. Wilson contacted Campbell County investigators to report the similarities. "I told them the vandals are probably from Jefferson Forest High School, because one portable restroom was painted with JF Rules." Wilson doesn't want a reward. "Catching the boy was reward enough," he says.

CATCHING THE LOCAL HEALTH DEPARTMENT NAPPING

If you can't get your local health department to crack down on chronic failing septic system complaints, take a page from Grayson, Mo., homeowner Doug Schnath. After complaining to the Clinton County Health Department about the odor and mess coming from his neighbor's faulty septic system for eight years, Schnath called the Kansas City Fox Television "Problem Solvers" team.

Schnath and his tenant Sue Phelps called the Fox 4 news team and showed them the spot where septage was bubbling to the surface in their neighbor's yard. The video account can be seen at www.myfoxkc.com, showing what Schnath and Phelps plead has to be a health code violation. The pair argued that system should have been repaired years ago.

Cut to a defensive Marsha Downs, director of the county health department.

"We've been working on this for a number of years and there have been promises that it will be done. We've become negligent not to keep on them constantly," she says in the understatement of the year.

Is a Missouri onsite system installer in line for a new job? The Fox news channel promised to follow up and make sure the failing system is addressed.

— *Scottie Dayton contributed to this report.* ■



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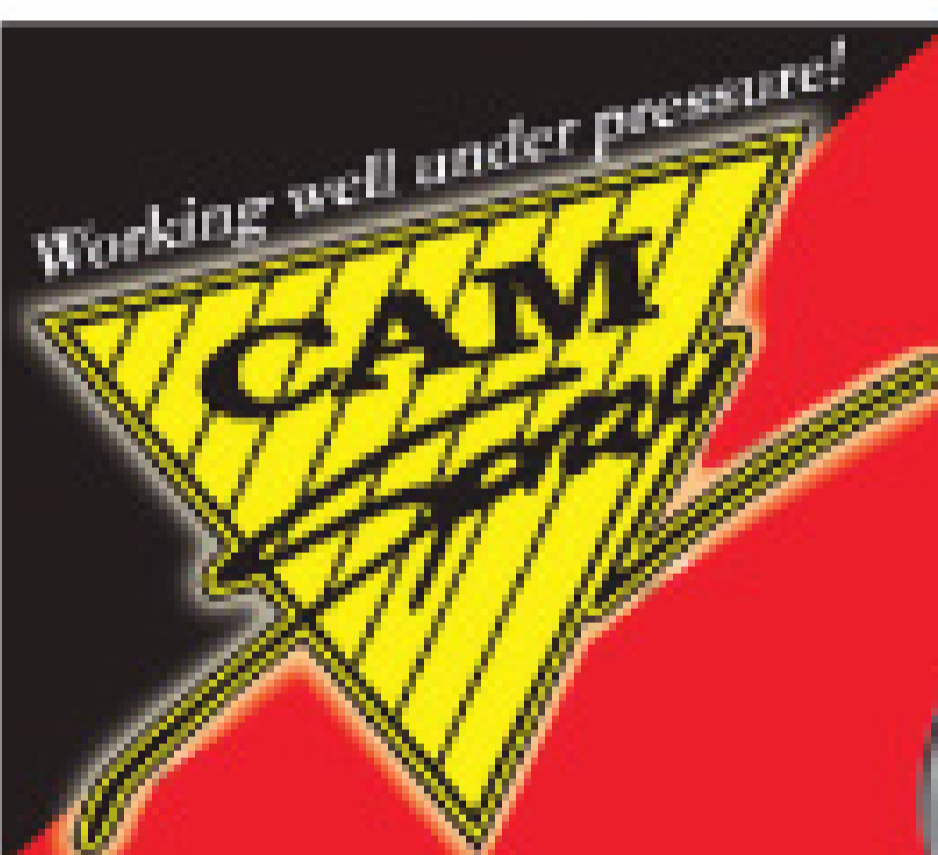
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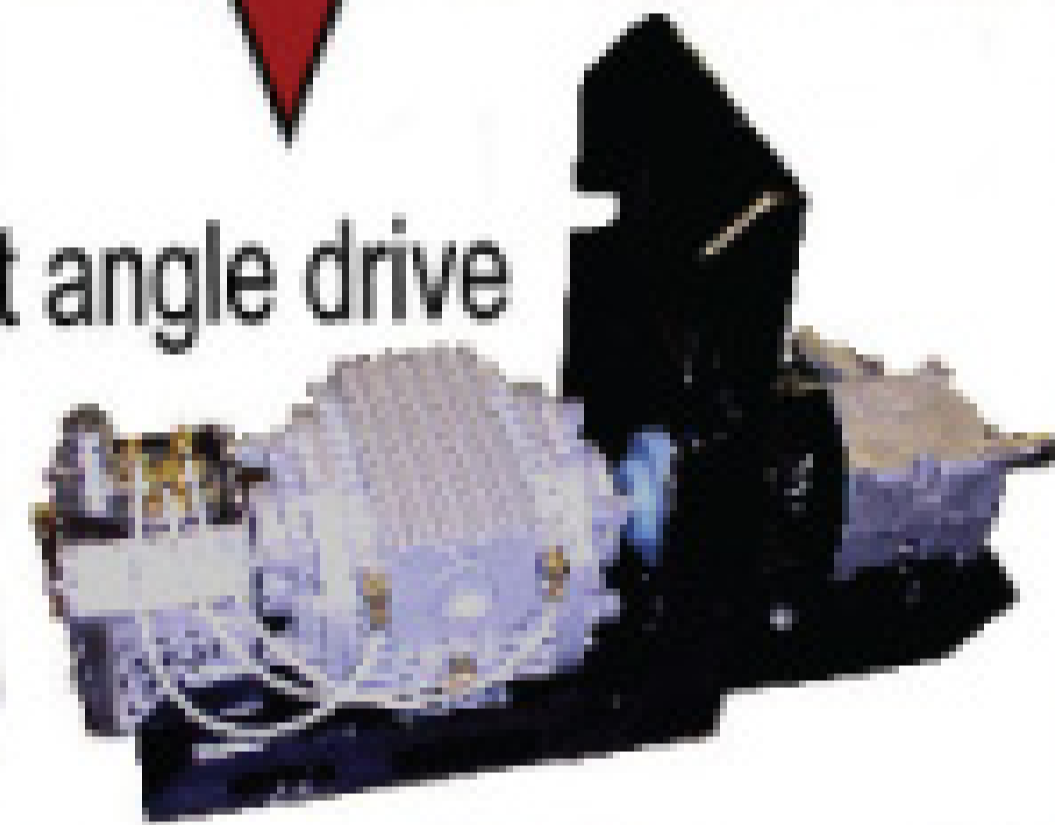


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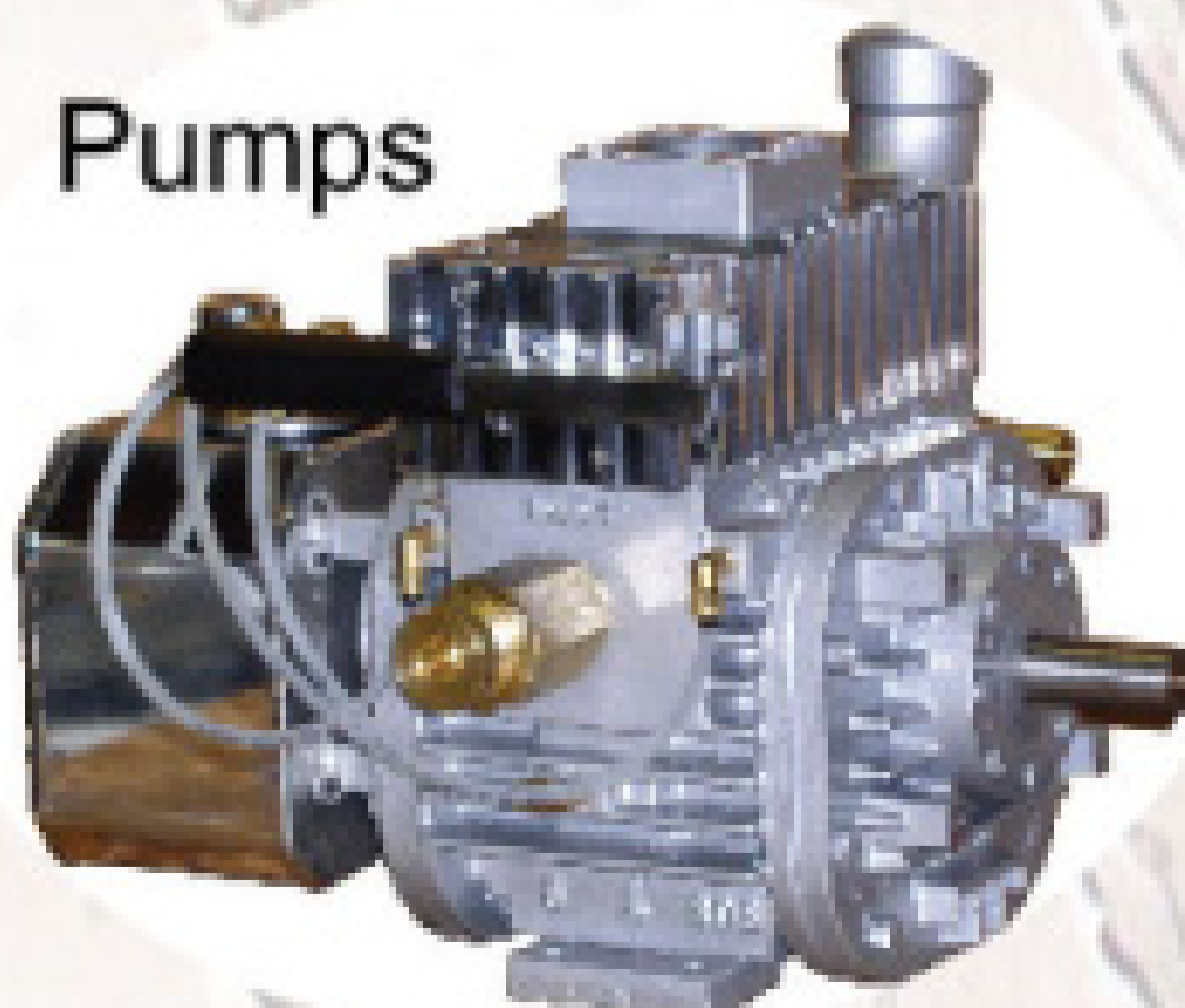
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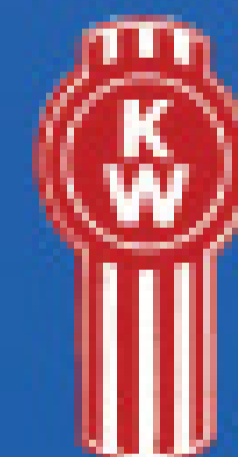
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Carol Coddington, in her garden of lilies, combines her gardening expertise with the knowledge she gained running a septic pumping business with her husband, Keith, to advise readers of an online gardening forum about what to plant over a septic tank.



A Growing Hobby

Central Pennsylvania gardener shares septic tank knowledge with other flower enthusiasts

When Carol Coddington saw a question posted on an online gardening forum about a septic tank problem, she jumped right into the conversation. After all, septic tanks and gardening have filled her work and leisure hours for years, and if anyone was qualified to educate the alarmed gardener who couldn't locate her septic tank, feared having it pumped and wondered what could be planted near it, it was Coddington.

"I feel I have to reply, because my husband and I just sold our septic tank truck," Coddington wrote to her fellow gardener. "Don't EVER be afraid of a septic tank. You just have to learn how to do things correctly."

During the years that she and her husband, Keith, operated K and C Septic Service in Huntington County, Pa., Coddington handled office duties and occasionally rode along on service calls, but she still managed to spend at least an hour a day in the garden when the weather cooperated.

"I've gardened my whole life," says Coddington, 59. "I remember helping my mother in the garden when I was a little girl."

Keeping up with both the garden and the septic business was often a challenge since peak season for both activities somewhat coincides.

"My busiest time was when I sent the bills out every month," Coddington says. "I made a point of having them out the same day every month and I made sure that was done before I did any gardening."

"After that I could take the phone out to the garden and get some gardening done without missing any business calls," she adds. "But still, things in the garden would always get ahead of me."

Not this year, though. The Coddingtons sold their 150 portable restrooms in 2006, their septic truck in late 2007 and officially retired. The garden is now job one, and the phone can stay inside.

"Now that we're retired I can spend even more time in the garden," Coddington says.

And she basically started that garden from scratch this year, moving plants from the yard of the 1860s farmhouse to the yard of the new house the Coddingtons built on a different part of their 200-acre central Pennsylvania farm.

"We've always lived in old two-story houses with old house issues like the floors that weren't level and outlets that wouldn't work," she says. "We decided that when we retired we were going to live on one floor and have everything brand new for a change."

Everything brand new, except the flowers.

"We rented out the farm house and I told the renter, 'you can plant things in the garden, but I'm moving the flowers,'" she says.

While Coddington puts in a few annuals, most of her flowers are

perennials. Some, like calla lilies, dahlias and gladiolas, she digs up and brings inside, then replants in spring because they aren't cold hardy. Her favorites, however, are irises and lilies, which can tolerate the winters.

"I love bright colors and I love the smell of lilies," she says. "Everyone is a sucker for certain things. With my daughter it's shoes, with me it's flowers. I'm a sucker for flowers. If I get money for my birthday or Christmas, that's where it goes. I've probably spent thousands on flowers, which is why I brought them with me when we moved. Plus, it was good to move then ... it thinned them out."

Coddington is by no means a flower snob, admitting she likes to rescue plants from what she calls the "almost dead" shelf at home improvement warehouse stores.



Keith and Carol Coddington's youngest granddaughter, Athena, sits among the lilies and irises in Carol's garden. When the Coddingtons operated K and C Septic Service in Huntington County, Pa., Carol would take the phone into the garden with her. Now that she's retired, she only takes her grandbabies with her.

Carol Coddington's Tips for Gardeners and Septic Tank Owners

Combining her experience in the septic business with her love of gardening, Carol Coddington — the “C” of the former K and C Septic of Alexandria, Pa., came up with some tips pumpers might pass along to their green-thumbed customers:

- It's OK to plant flowers over the septic tank, but don't make the bed so big that the septic man has no choice but to step in it or drive on it and ruin your flowers.

- Don't have trees growing around the septic tank because trees will seek water and send roots toward the septic system lines and eventually break through them. The septic system is an endless source of nutrients for them.

- After you find the tank, have your pumping professional add a riser. That way, the next time it needs to be pumped, you won't have to dig up all your plants and flowers again.

Plus, some general hints Carol believes should be passed along to every household with a septic tank ...

- Don't overuse your water. Don't take marathon showers. Don't do all of your laundry at one time. At least wait an hour between loads, and better, don't do more than three loads in one day.

- Make sure your well is nowhere near your septic tank. You would not want the drinking water to get contaminated.

- Do not flush garbage, household waste or feminine products down the toilet. And toilet paper is not all the same. Buy a few different brands, tear off a piece of each and put it into a glass of water and see how long it takes to dissolve, if it dissolves. All things are not biodegradable.

- Most importantly: Have your system pumped on a regular basis ... listen to your professional pumper for the proper service interval. “We haven't pumped in 30 years and we've never had a problem,” are words a pumper never wants to hear,” Coddington says.

“Sometimes it's just a flower that's done blooming and has to go through its cycle again.”

The Coddingtons, who were dairy farmers before getting into the portable sanitation and septic-pumping business, grow some vegetables on their property too. Aside from gardening, they are looking forward to eventually taking their first vacation together in 36 years.

“First we were milking cows, then we had the septic business so we could never get away together,” she says. “We are going to take two weeks and go to Missouri to see our oldest daughter, her husband and baby and then out to Colorado Springs to see our youngest, and then to Denver to see my cousin. From there we would like to see Yellowstone, Mount Rushmore, the Corn Palace, and anything else that seems like something we would like to see. At any time we could change our direction and go someplace else.”

Seems like the Coddingtons' retirement is coming into full bloom — both in and out of the garden.

After Hours is an occasional feature that describes how business owners reconcile work life with family, leisure time, charitable pursuits, and personal interests and passions. Pumper welcomes story ideas. If you take part in something interesting outside work, or if you know someone in the pumping business who does, please send a note to editor@pumper.com. ■

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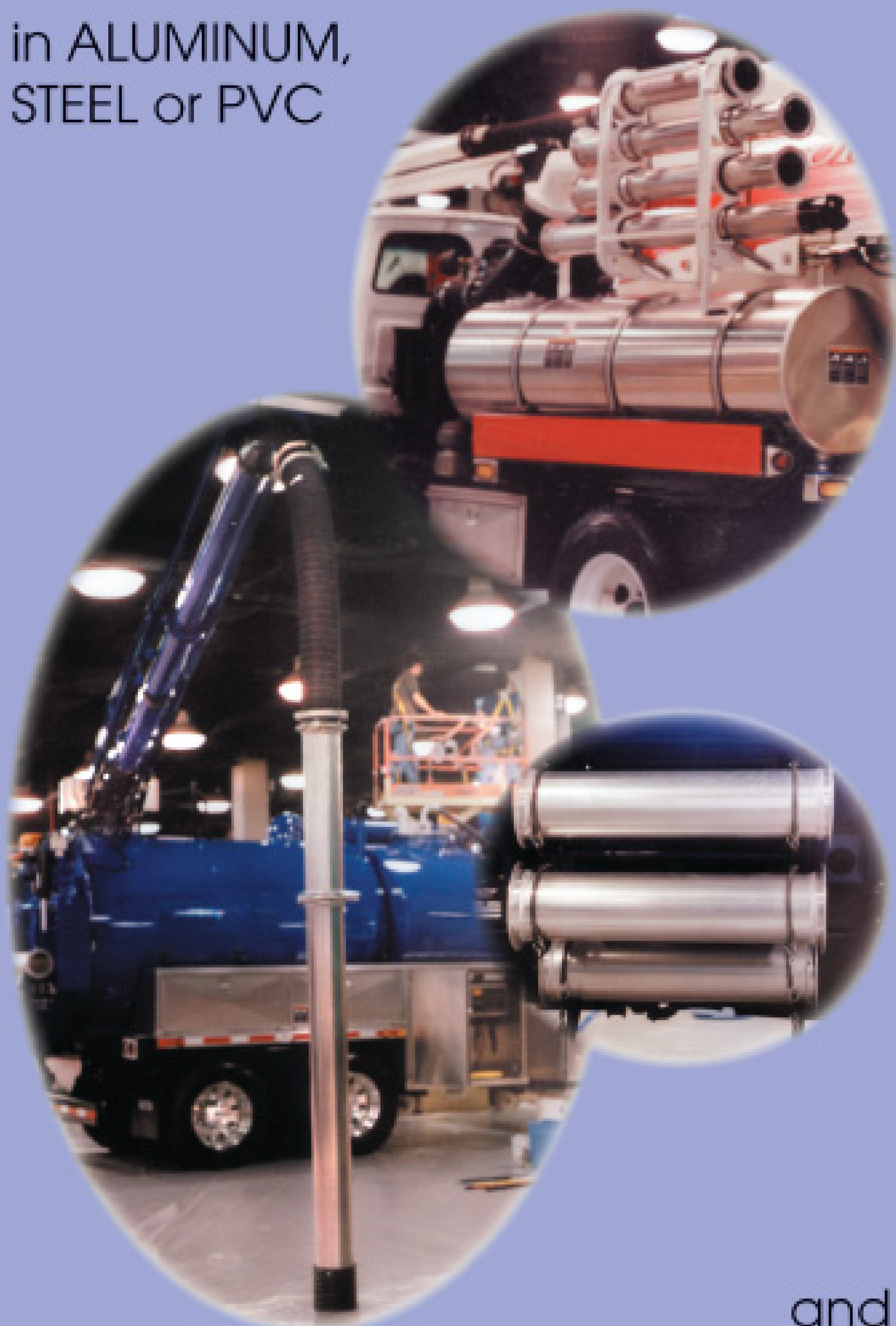
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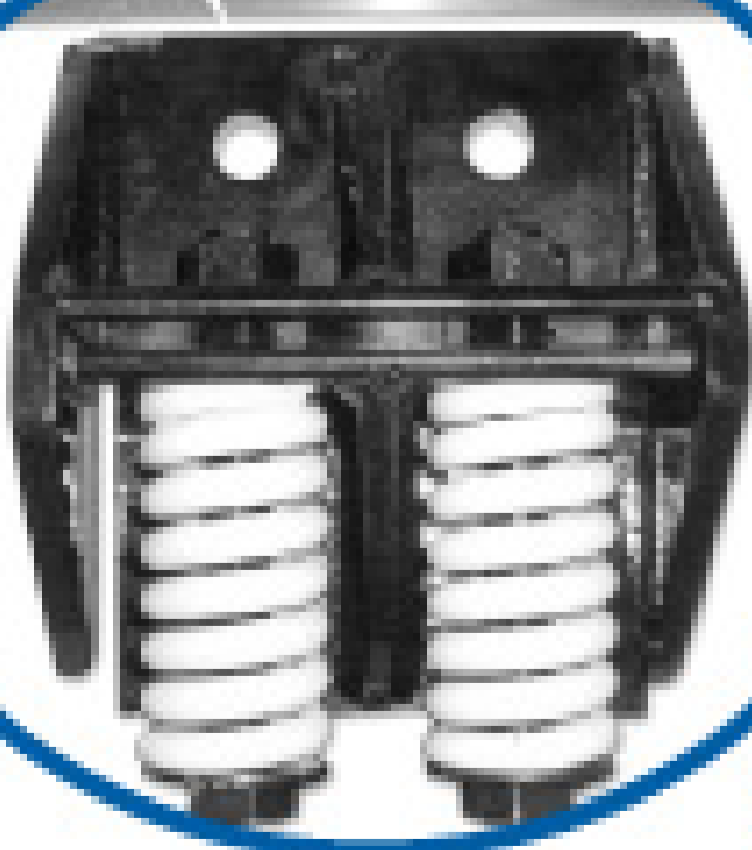
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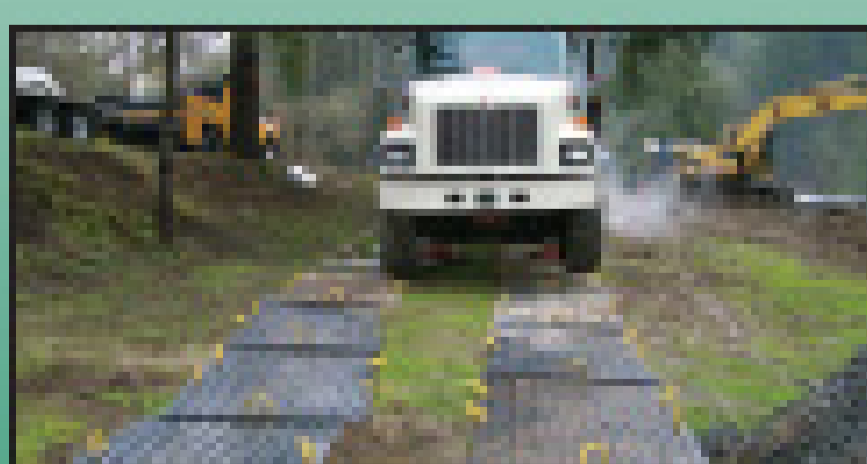
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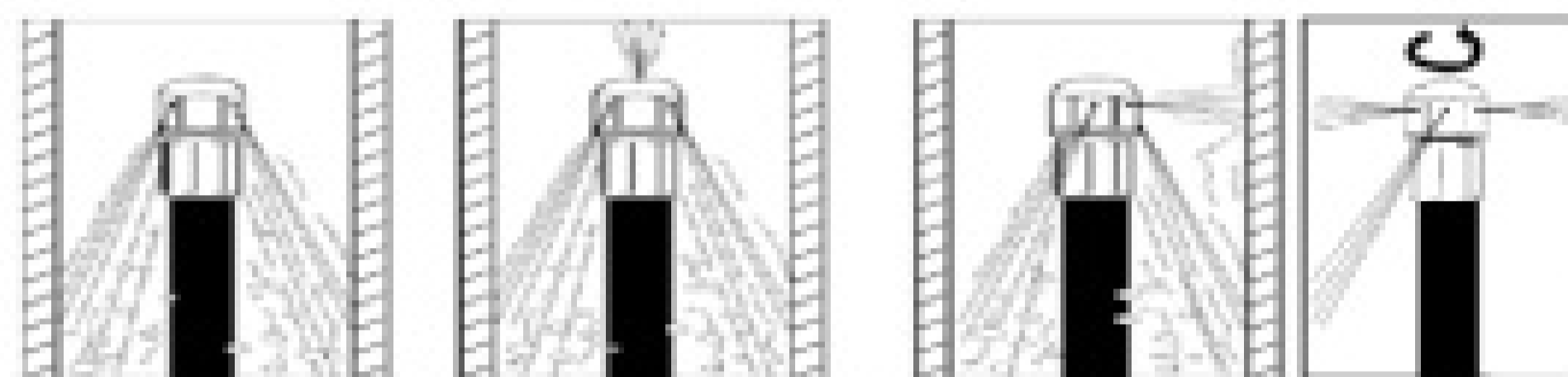
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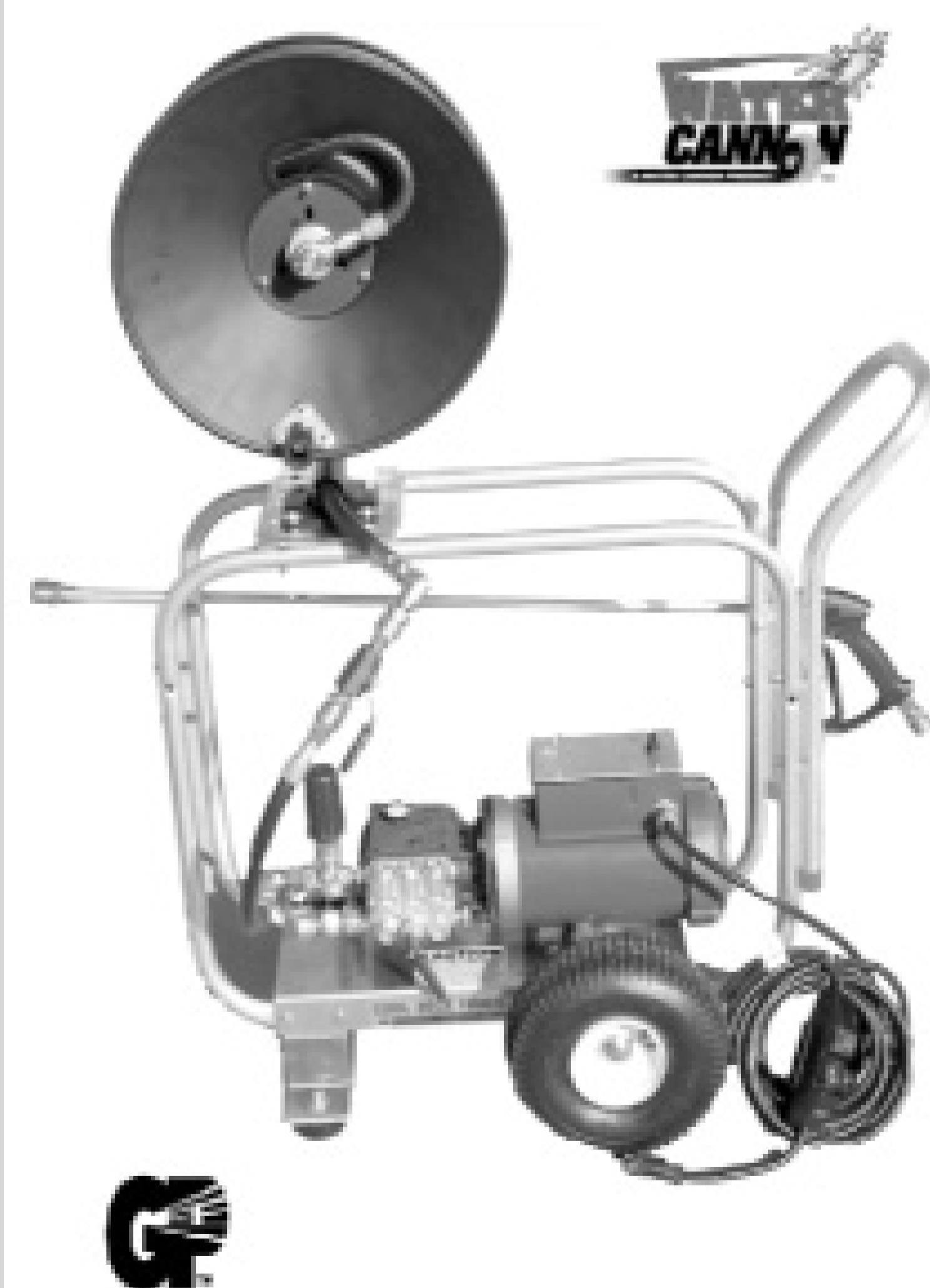


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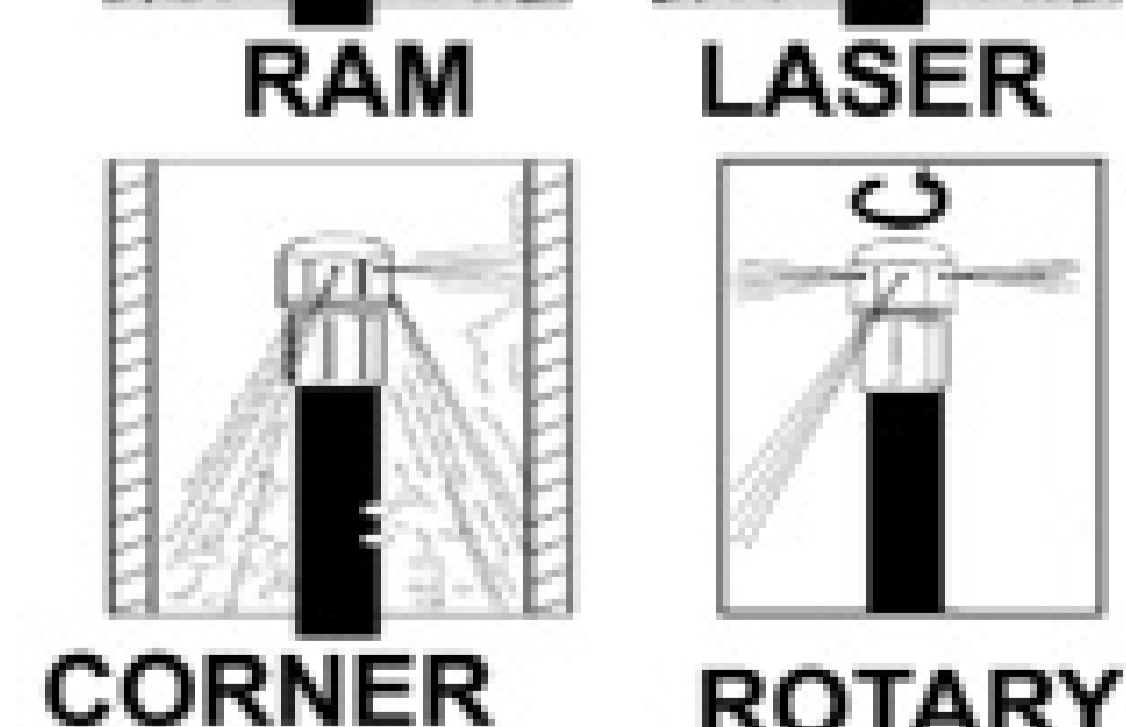
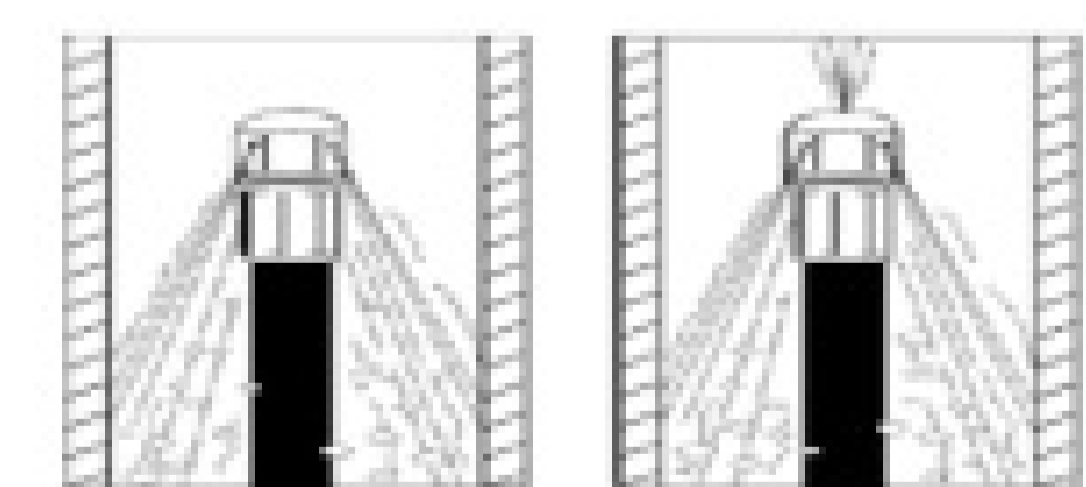
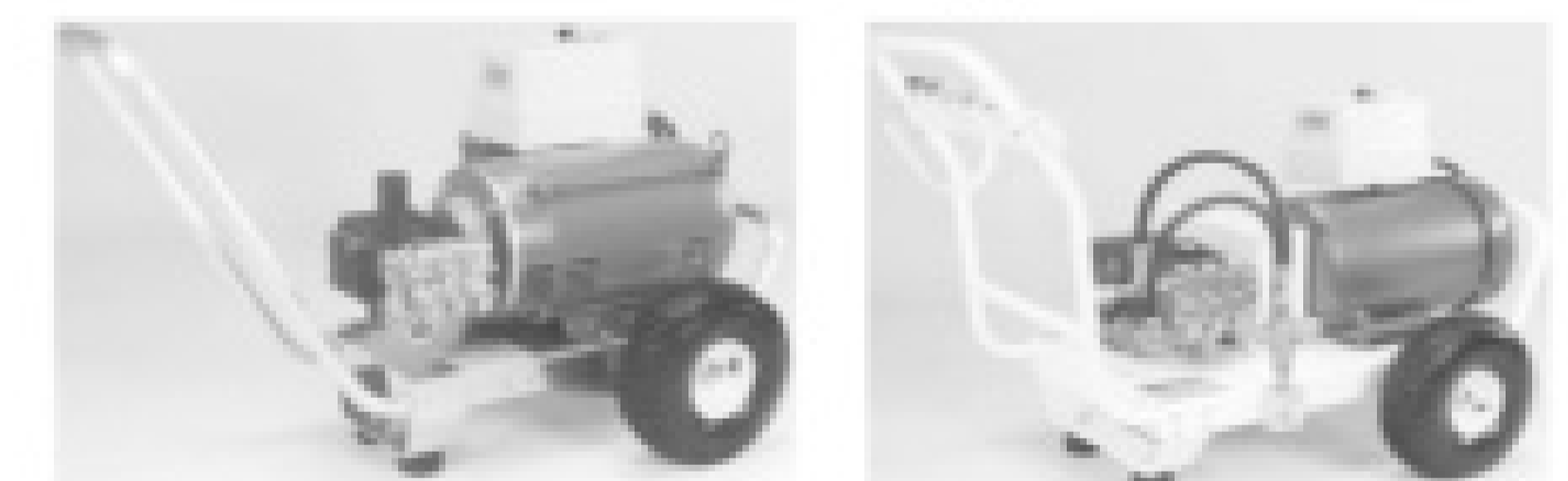


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Be a Miser with Expenses, a Hog with Savings

Follow this common sense approach to running your business and do a better job of weathering the next recession

By Patrick Astre

You would think there wouldn't be a need for recession planning. We should see the economic slowdowns coming. The constant wave of business cycles makes recessions as inevitable as surging booms.

The exact timing of recessions is darn near impossible to predict. Still, like hurricanes, recessions come along once in a while, and occasionally one will wreak havoc on your business.

Seasonal retailers can teach us a lesson on how to weather recessions. There's a small business around the corner from me that sells swimming pools and backyard leisure items in the summer. When seasons change their business needs, you can bet that their display changes to snow blowers, wood stoves and chain saws in September, and Christmas trees in December.

Recessions come as regularly as seasons, just not as often. Businesses should be prepared for them, so here's a guide for businesses to handle recessions and the inevitable boom that follows.

BACK TO BASICS

When you get right down to it, handling recessions, or any kind of business slowdown, consists of three things:

- Cutting expenses as much as possible without affecting sales and income.
- Maintaining sales and income as much as possible in the current environment.
- Having and properly using an emergency fund to help weather the storm.

Recognizing the basics and implementing a plan can be two different things. Here's how to start:

Understand the financial ebb and flow of your business. You should be using a computerized accounting system. Quickbooks is the premier system right now. If you have an accountant, he or she is probably using it. If you're using an old paper system and doing your own bookkeeping, your first task is to upgrade immediately. Buy the software and take a course in using it. They are available online, as well as in classroom settings.

Your primary tools are found in the company "financials," "sales" and "customers" sections of Quickbooks. You will use three primary tools:

Profit & Loss Statements, or P & L. The program will allow you to see all your expenses and income — categorized — and tell you if you've made a profit or suffered a loss during that time period. Run the P & L as far back as you can, five or 10 years if possible. Do it for each quarter and annually. You will be able to tell what period of time is most profitable, when expenses rise, what the expenses are, when income increases, and in what categories.

Sales and representatives. If you have a sales force, the sales section of Quickbooks shows sales details by individual representatives. This will tell you who's doing the best job and who needs improvement.

Customers and invoices. The customers and receivables section of Quickbooks will show you open invoices and accounts receivables details. You will know how long it takes to get paid and the number of outstanding invoices for each period. This is crucial because the time it takes to collect has a direct impact on cash flow.

Patrick Astre is a certified financial planner and founder of Astre Planning Inc. He is the author of This is Not Your Parents' Retirement and Educated Investing and the Four Seasons of Money. (Entrepreneur Media Publishing) Contact him at 631/744-9100 or visit www.ProsporousBoomer.com.



START PROTECTING YOUR BUSINESS

Once you have this information at your fingertips, you're ready to begin recession-proofing your business.

Cut expenses. A wise businessperson should be doing this all the time. Trim only the fat, and beware of cutting things that bring in revenue. The first step is to scrutinize the expenses part of your P & L statement. Take steps to reduce obvious expenses that can be lowered. Save energy costs through efficient windows or insulation, eliminate superfluous purchases, drop inventory or services that aren't profitable.

Scrutinize advertising spending. Be careful to differentiate between crucial advertising that brings in business and that which doesn't. Ask customers how they heard of you. Offer coupons that must be brought in so you know the source of the customer. Record the answers and use it to manage your advertising budget.

Make sure everyone is pulling their weight. Closely examine the performance of each employee. In a recession, you may be forced to retain only key workers. Be ready, have the decisions made ahead of time and hope the dark day of layoffs never comes.

Watch your cash flow in good times. Business is good, money pours in. Why get crazy, right? So collections are behind and expenses are too high? Profits are still good, so why bother? This relaxed attitude explains why so many businesses fail during recessions. There are many dangers of financial complacency, and when economic slowdowns occur, the business is blindsided.

Collections are abominably slow, expenses are high and it's a scramble to get rid of bad habits developed during economic booms. Pretty soon the "Going Out of Business" sign appears on the door. Straighten it all out during the good times, just when you think you don't need to — because you really, really do need to.

Set up an emergency fund. If you do nothing else, start putting 10 percent of gross revenues in a ready, liquid fund tied to your business. Use a good, steady bond fund like Vanguard Intermediate-Term Tax Free Municipal Fund, or ING Direct. Make believe this is another expense, and it is — it's an expense that might save your business some day.

Keep going until you've set aside at least six months worth of your gross income. In addition, have a ready source of credit in case a deep recession comes along and you need more cash. Be a miser with your expenses and a hog with your savings. Put it away till it hurts. It'll pull your bacon out of the fire in a recession.

IT'S COMMON SENSE

This is a basic, common sense guide to recession-proofing your business. In reality, doing this will improve every aspect of the business and boost your bottom line.

It's just like the guy who banged his head against a wall. When he was asked why he does this, he replied, "Because it feels good when I stop." It will feel good when you get this done, and you'll sail through the next recession with a smile. ■

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**The tank has been pumped. The bill has been sent.
A poster wonders what to do when a customer refuses to pay.**

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

THE CUSTOMER WON'T PAY. WHAT NOW?

Question:

It finally happened. I am dealing with a customer who hasn't paid his bill. I have been in business for four years and this is my first. It has been 75 days since I provided the service and the customer is a real estate agent who won't return my calls. I finally stopped in his office, but he wasn't there. His co-worker said the bank was slow to pay him on the house closing, etc. I said he still needs to let me know what is going on and asked for him to contact me. Still nothing. What should I do?

Answers:

If the property hasn't officially closed, consider putting a lien against the house. Was this an inspection, a service call, or both? In counties that require maintenance, you may be able to add it to his property taxes if service was due.



Send him a registered letter requesting payment or at least a payment plan. Give him 30 days. If you do not get a response, put a lien on his house and any other homes he has. He may have rental units since he is a real estate agent. People like that (bother me) because it increases the cost for people who actually do pay you.



In California, when the house sells through a title/escrow company, the real estate agent gets his check within a day or two. Get with them to see if the sale is closed and settled. If not, go to small claims court. Once you get the judgment, file it against his name and any property he owns. Real estate agents say the owner has not paid them, so they can't pay you. When working for real estate agents, let them know up front that if they order the work they are responsible for payment.



When I was in septic cleaning, we used to imply that we would gladly give the customer a "return" of his waste if he would rather not pay the bill. When they see your pumper truck rolling up and you getting hose out, they come running out yelling. You hand them the bill and settle the matter right there. Now, the trick is that you cannot, under any circumstances, redeposit the sewage back in the system. But they don't always know that. We've collected three of the five times we used this tactic.



The issue with collection agencies is their high cost. Once you have gone this route you have committed to take 40 to 50 percent less than your original invoice. Many times clients who don't pay will purposely wait for you to turn them in to collection and then bargain with you knowing that you've committed to accepting less money for the original invoice. If you turn it over for collection, let the agency collect it.

Property liens are the best way to get paid if, in fact, you have that avenue available. If this work was conducted as part of a property sale, be sure to exercise your lien rights and insist on payment at or before the closing. Many times you can get paid by the title/abstract company, which pays out the fees at the closing.



Many states allow a contractor to put a mechanic's lien against a property. If you do that, just sit back and wait. If you routinely charge a 1.5 percent per month late fee, the end result is that you could be paid quite well when this property changes hands again.

Find out from an attorney what you can do to deadbeats. Collection agencies, in my opinion, are a bad idea. Small claims court a worse idea, because it is far too expensive to spend the time preparing documents.

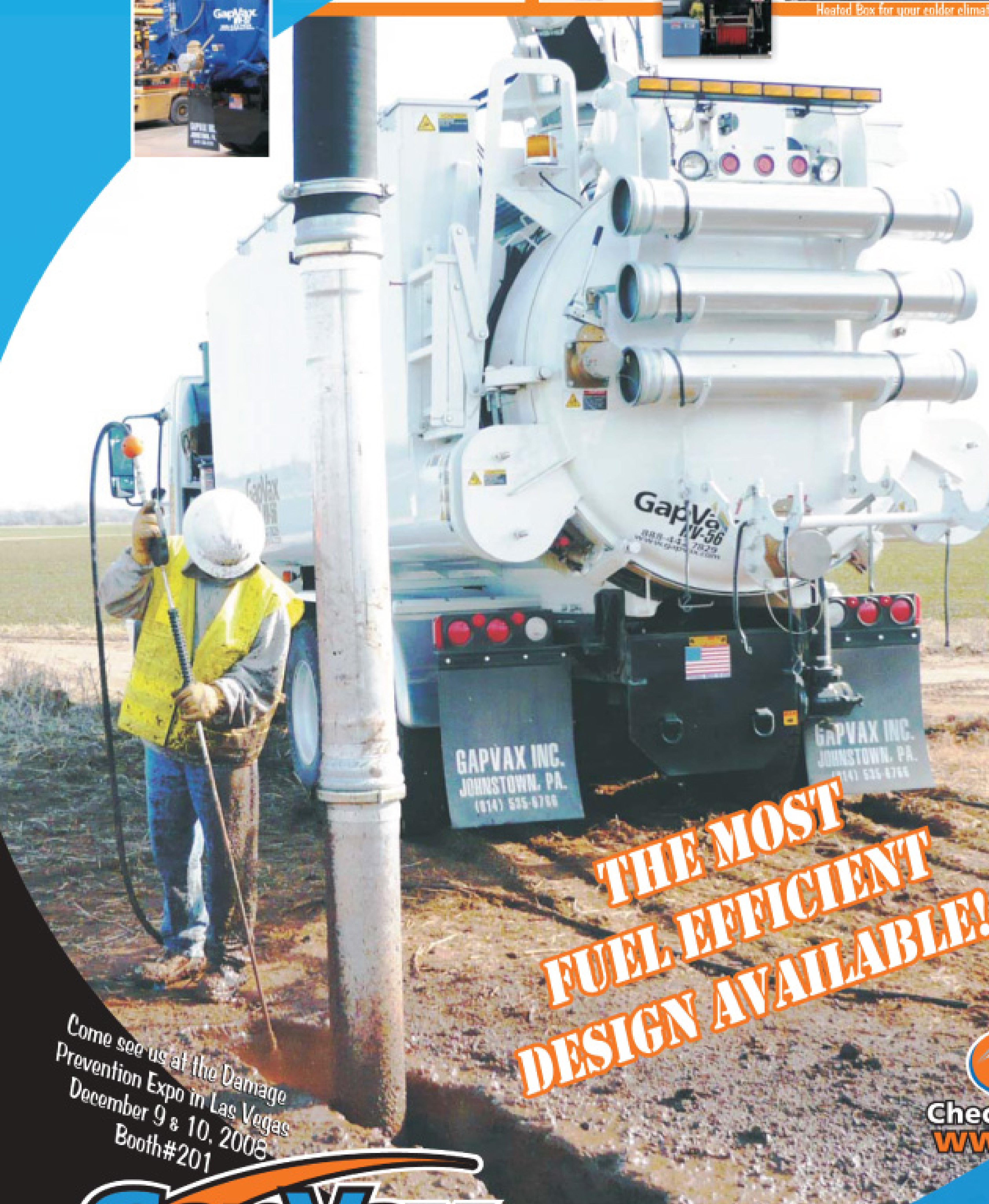
Keep in mind that your true customer is the property, not the person who hired you. Similar to a corporation, that property is an entity — it is responsible to you since you serviced it. That is your target. I hope the guy who hired you thinks twice next time.

In some states, a mechanic's lien has precedence over every other type of lien, including a mortgage. Know what you are doing and hire a lawyer.



I always find that the polite, persistent approach works well. But the important thing is to have at least one face-to-face meeting with him. Then he has to explain to you in person why he is not paying. Real estate agents have regular sales meetings at their offices, so just drop in and ask the receptionist when they are. Then wait for him and present him with the bill. You will probably shame him into making a commitment to you if he truly agrees he owes the money, especially if co-workers are present.

Try to get a check at the same time. Suggest he post-dates it if he needs to. If he conveniently doesn't have his checkbook, arrange a time and date when you can meet him to collect it. It may take two or three polite meetings — I visited a customer's home three times a week for three weeks to get paid — but you will probably get your money. It's inconvenient and time-consuming, but I always feel the principle of being paid what I'm due is worth a fair bit. It's also a lot less stressful and cheaper than using the hard-ball tactics. ■



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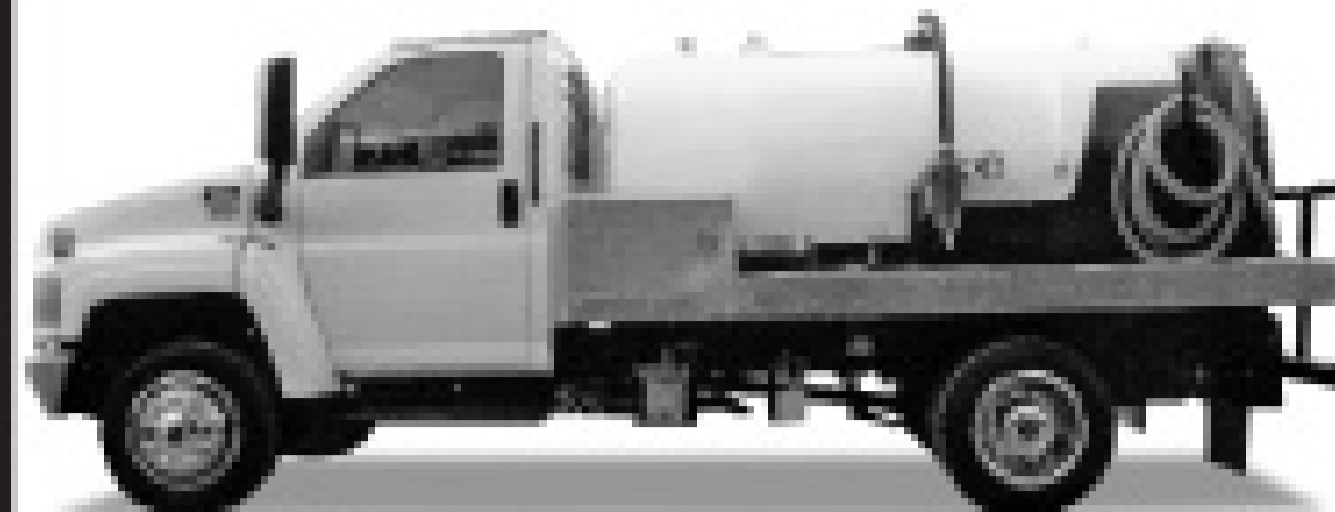
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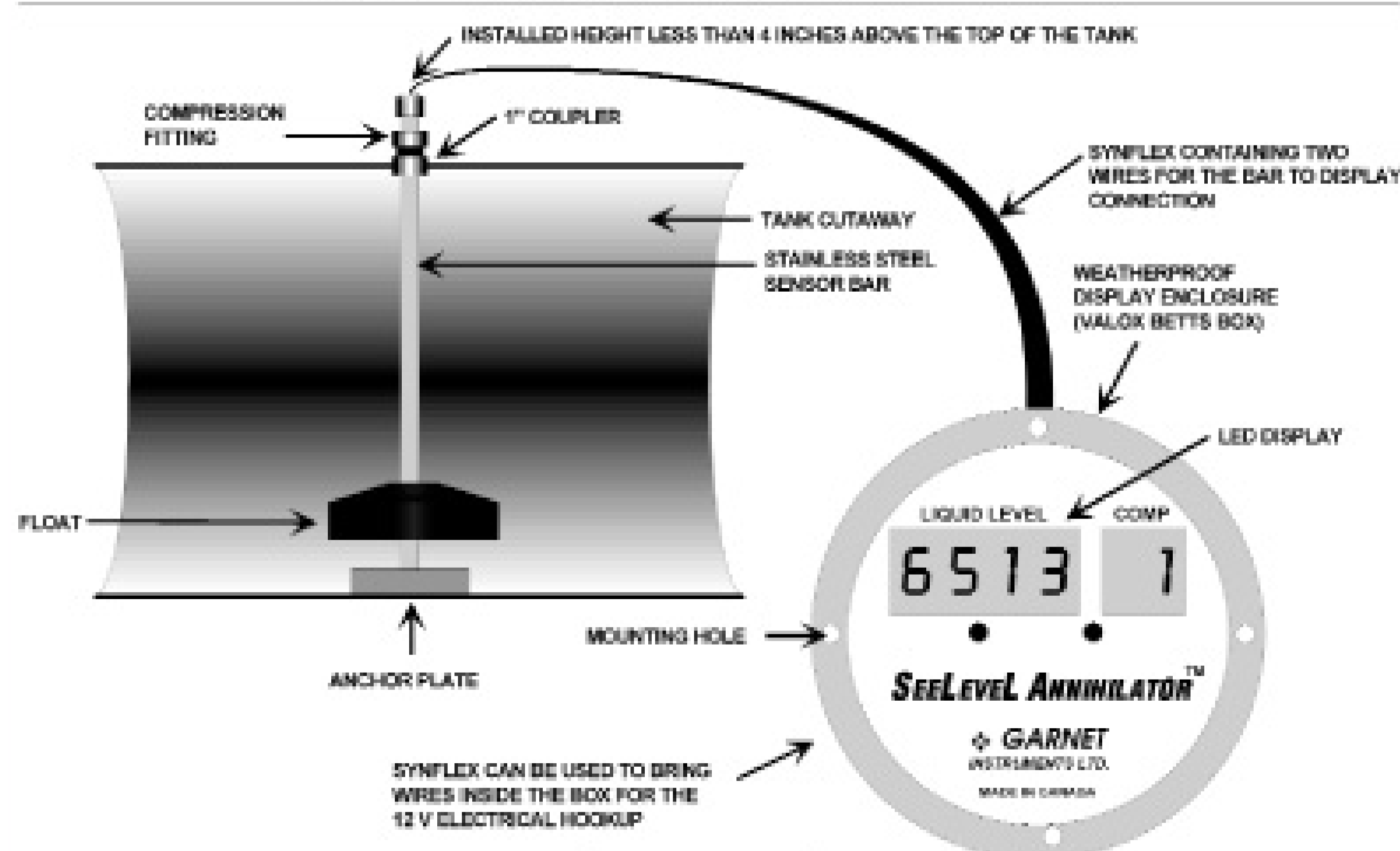
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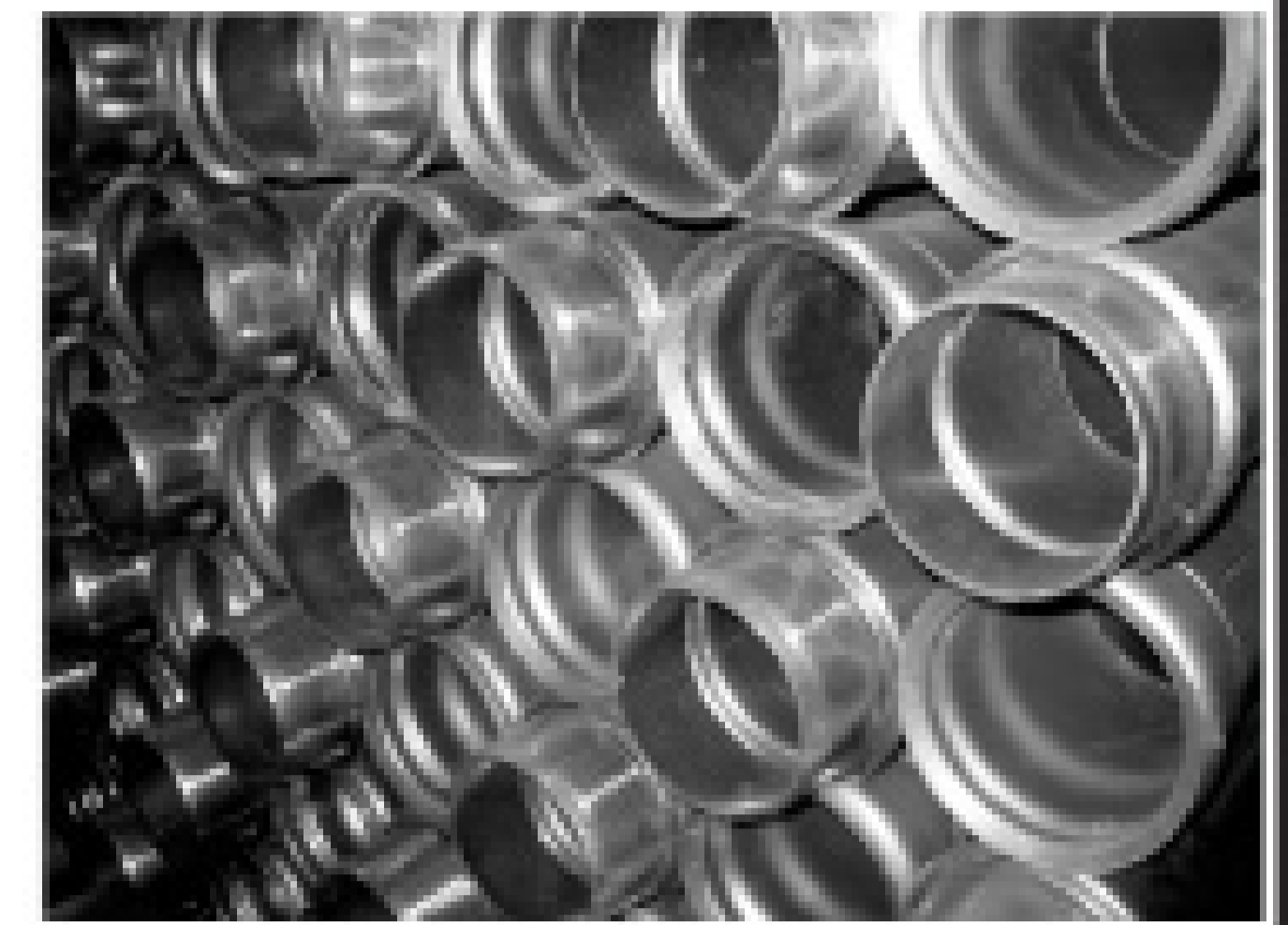


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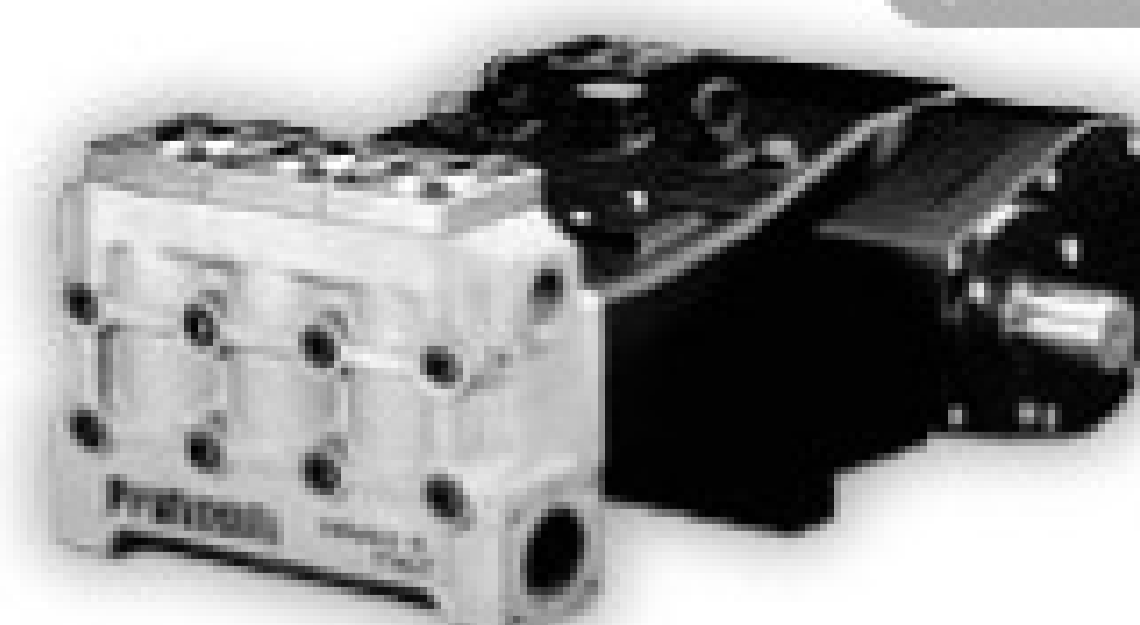
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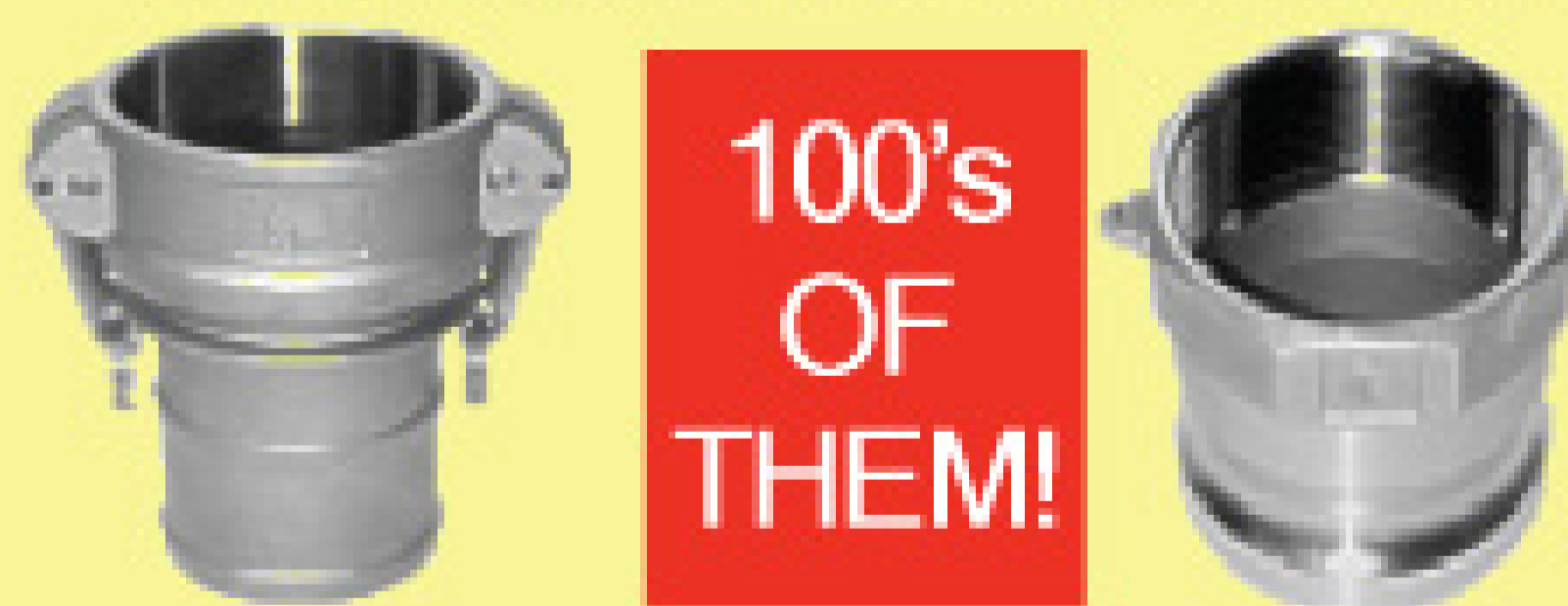
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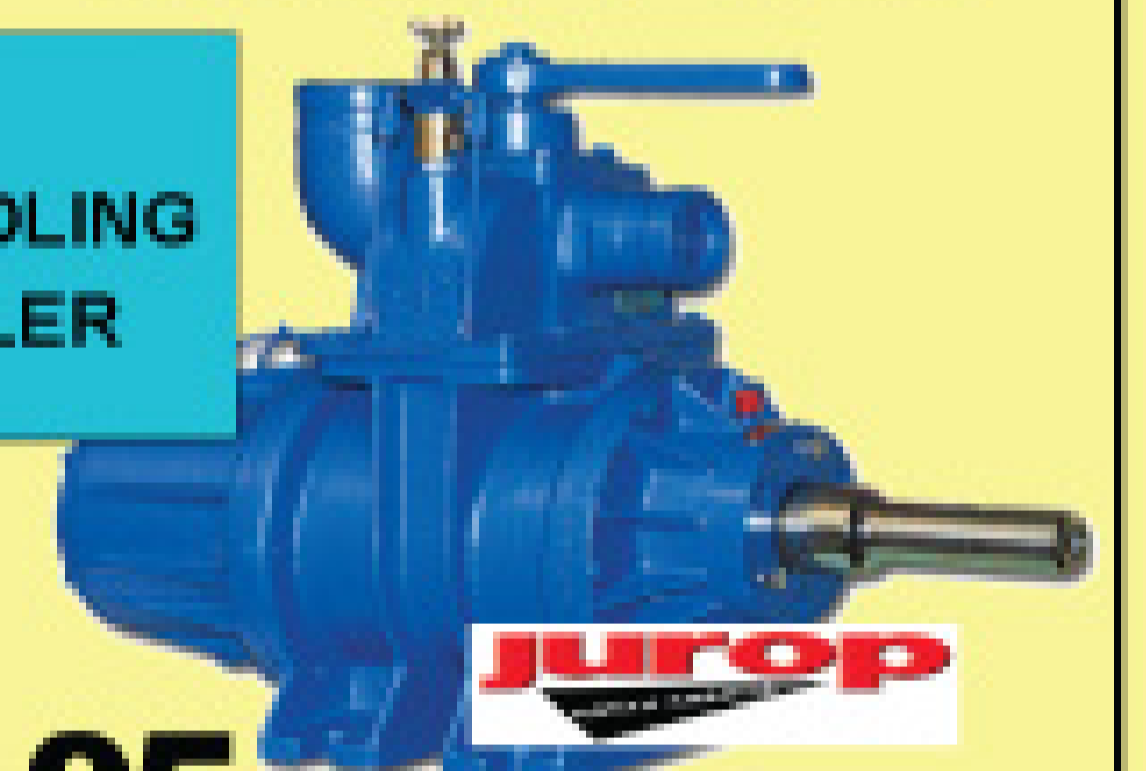
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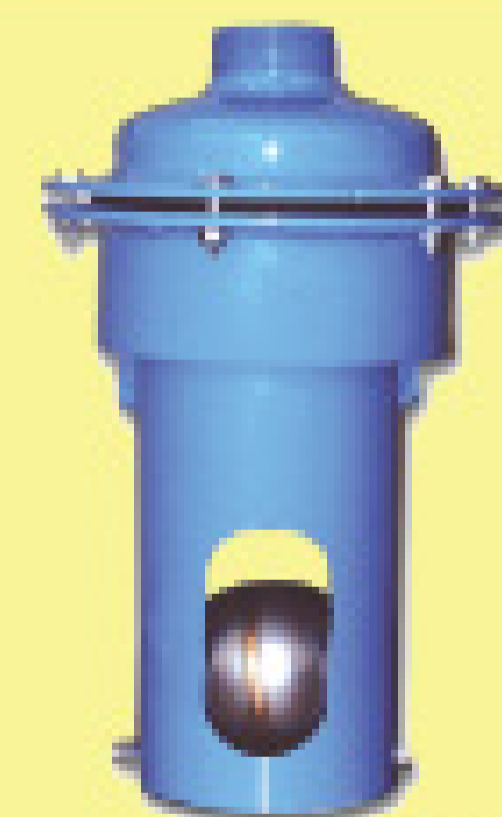


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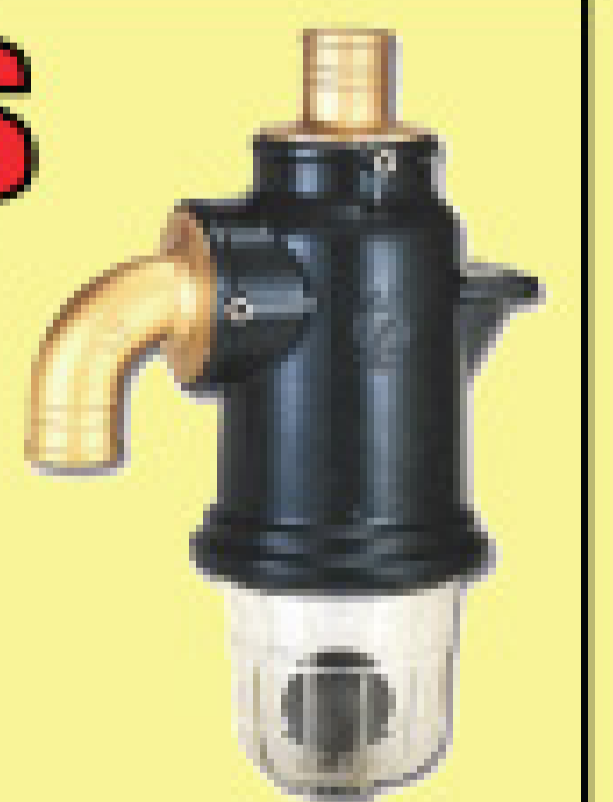
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10P8



Mind Your Lugnuts

Picking the right truck for the job and maintaining it carefully will keep a pumper's job going smoothly

By Mary Shafer

If ever there was an industry whose personnel fit the description in Bon Jovi's song *Wanted Dead or Alive*, it's the septic pumping industry.

"I'm a cowboy, on a steel horse I ride ..." Jon Bon Jovi wails, and the collection of steel horses this industry employs is at once huge, varied and impressive.

No less impressive is the extent to which our hose wranglers depend on these vehicles, and the loyalty they seem to develop for their own particular workhorses. This month's *Pipelines* focuses on the preferences of three pumpers with definite views about the thundering herd that carries them to profitability.

Kevin Watson is concerned mainly with keeping his fleet manageable for his pumping and portables business in central Kentucky, about 30 miles



Name:
Kevin Watson, owner
Company:
Campbell's Sanitation LLC
Location:
Danville, Ky.
Employees: 5
Years in Business: 10

southwest of Lexington. He pays particular attention to performance.

"We want something under CDL size. We use the 4300 or 4400 series International, usually with 1,500-gallon to 2,000-gallon tanks. We have three Internationals and one small Isuzu service truck, which I'm quite happy with."

Watson says he's mainly an "International guy," based not on any particular bias, but because it's the vehicle make he's had consistently good experience with.

With fuel costs on everyone's mind, does Watson have a preference for gas or diesel? "We're straight diesel," he reports, based on lower overall maintenance costs and downtime, even though diesel is now the most expensive fuel on the road.

As far as preference in cab size or any other features on his big rigs, Watson isn't particular. "Just as long as it's the International brand," he says. "We've had good luck with them."

Located about 40 miles northeast of Fresno, Calif., Central State Sanitation splits its business between septic pumping, installation and repair



Name:
Frank Cotton, maintenance technician/driver
Company:
Central State Sanitation
Location:
Auberry, Calif.
Employees: 7
Years in Business: 25

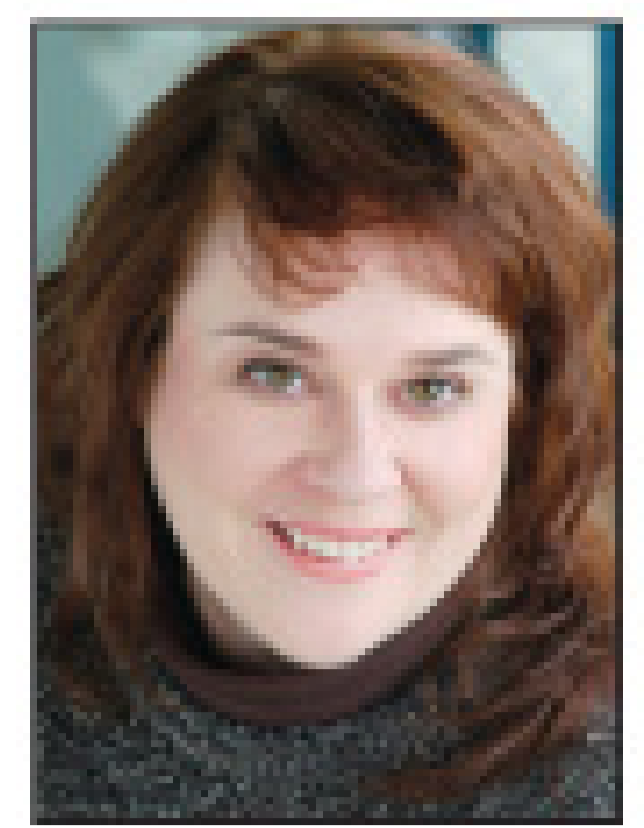
and servicing portable restrooms. Frank Cotton has close knowledge of the company's vehicle fleet, an eclectic collection of makes and models.

"We have five Ford F-550s, a Kenworth T800, and a big International ten-wheeler, among other trucks," says Cotton. Speaking as the maintenance man, he adds, "I like

the newer, smaller International DT 4300s. They have lower maintenance, lower overall downtime. Of course, they're newer vehicles, but so far, they're really good."

Given the choice, Cotton prefers working with the smaller Internationals. "They have their problems, too; axles, fans, brakes, kingpins,"

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



"Anything that's commercially used, that has apparatus put on it after the sale, you better keep an eye on everything. Loose things – wires, cables, small hoses – need to be tied back and kept out of the way of moving parts."

Frank Cotton

he says, but then no vehicle is trouble-free. "We've had less trouble with them because they're newer, so we'll see."

As for smaller service vehicles, Cotton works mostly on Ford F-450 and F-550 chassis. "That's the smallest we go. They just pack a lot of vacuum pumps and hoses in (the engine compartment), and there's no room to work on them."

This is an important issue for Cotton, who spends a good deal of time under the hood performing preventive checks. He recommends this proactive approach to maintenance, regardless of make or model.

"I'm big on preventative maintenance. You've got to stay on top of things. Look for problems before they become bigger problems. You really have to keep your eyes open and watch for things that are going to go wrong. When you go to check a tire, you'd better be checking brakes, looking for wire chafing, and any other wear problems. You better just go through everything, every time. If you find things going wrong and fix it right away, it's going to keep you from actually having a breakdown, and all that downtime."

Cotton believes this kind of monitoring is especially important for more complex vacuum rigs.

"Anything that's commercially used, that has apparatus put on it after the sale, you better keep an eye on everything. Loose things – wires, cables, small hoses — need to be tied back and kept out of the way of moving parts." Because the chassis and any aftermarket apparatus, such as pumps and tanks, were engineered separately, it's the job of the driver and mechanic to be sure these parts continue to play nice together.

Dickson Environmental, located in the weather-beaten country of southwest New York, asks a lot of its vehicles. The company offers excavation,



Name:
Justin Dickson, co-owner
Company:
Dickson Environmental
Location:
Bath, N.Y.
Employees: 4
Years in Business: 10

installation and repair as well as pumping to its septic customers, and their work can take Dickson drivers far afield.

Justin Dickson acknowledges long hours spent behind the wheel, and is mindful that rough roads can put an additional burden on his drivers. To combat seat fatigue, he looks for comfort features

such as air-ride suspension and easy handling. "Air brakes help make the bigger trucks easier to control, so we like those, too," he says.

As for manufacturer, "I'm partial to Peterbilts," Dickson reports. "They're quality-built, easier to drive than some others I've operated, and overall pretty comfortable."

Dickson buys his vehicles instead of leasing, and tends to keep them for a while. "Average age on our fleet right now is seven or eight years," Dickson reports. ■



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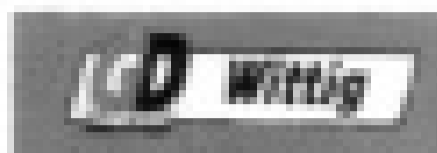
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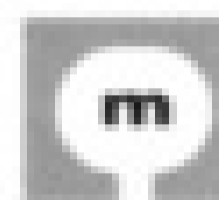
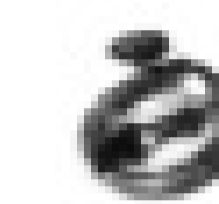
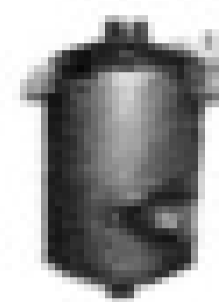
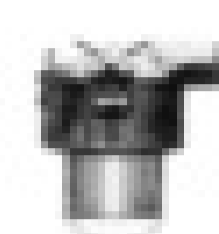
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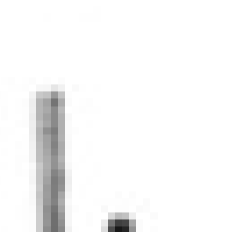
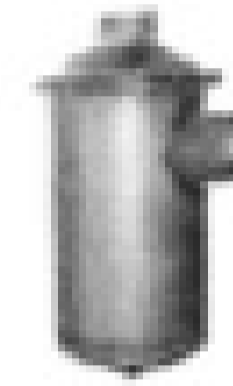
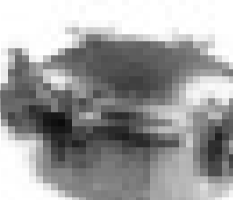
Vacuum Tank Accessories



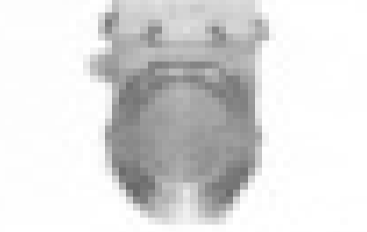
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Gardner Denver	PresVac
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Cat Pumps & Accessories	



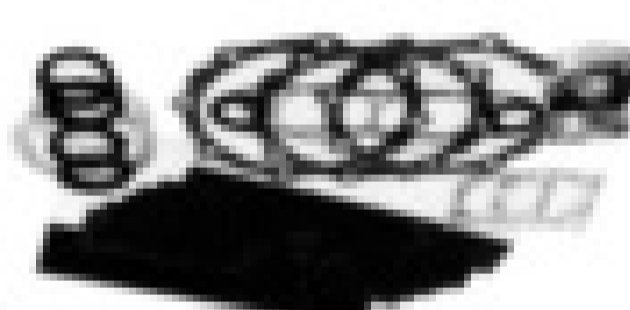
Primary Shutoff	Vacuum Gauges
Secondary Checks	Pressure Relief
Sight Glasses	Vacuum Relief
Sight Tubes	Manways
Level Indicator	Stack Muffler
Floatballs	Washdown Pumps



Valves



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Butterfly	Ball
Check	DOT Air Vlv.



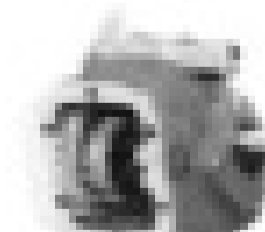
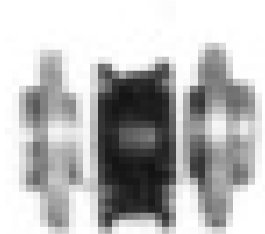
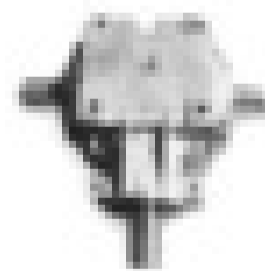
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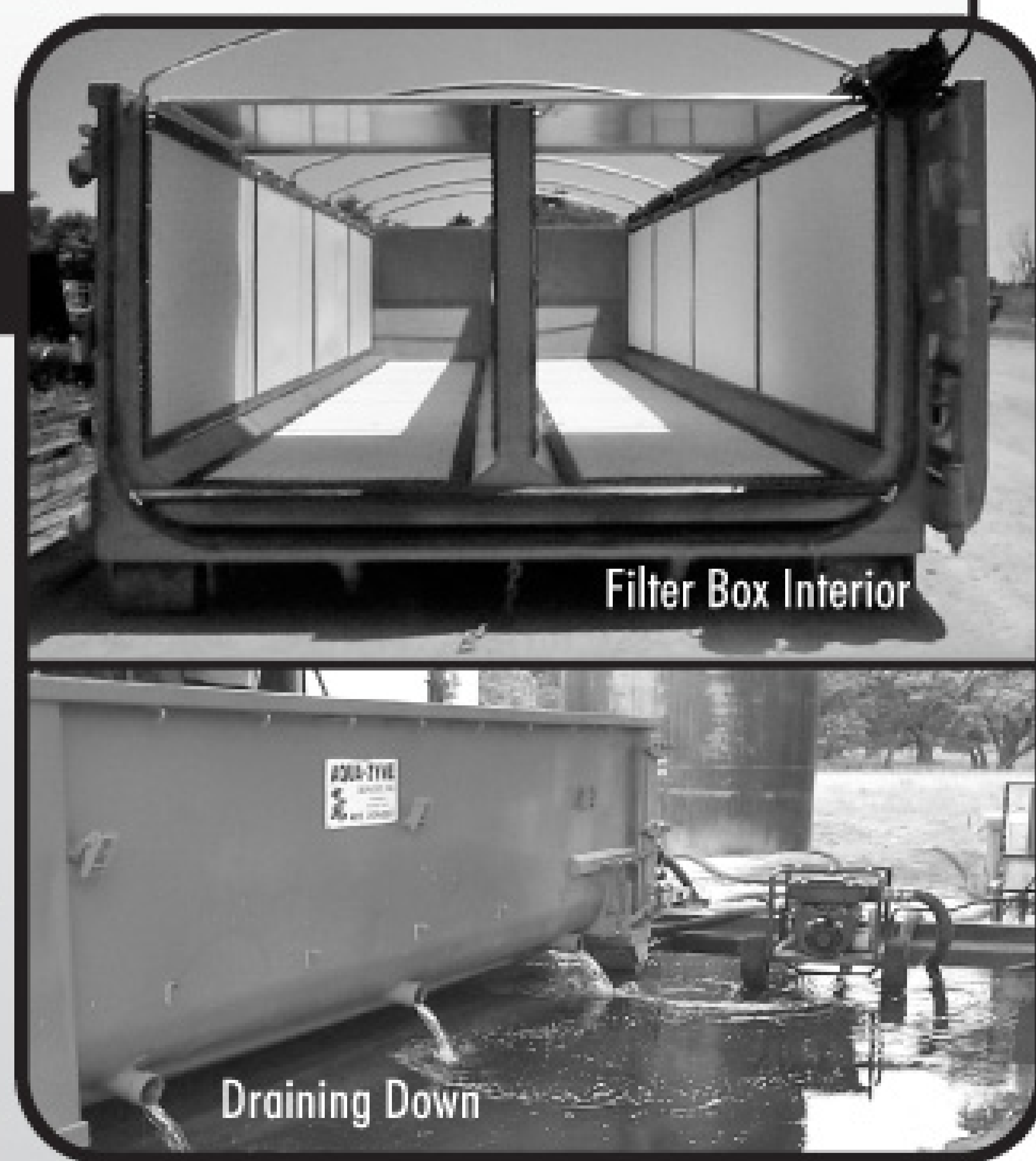
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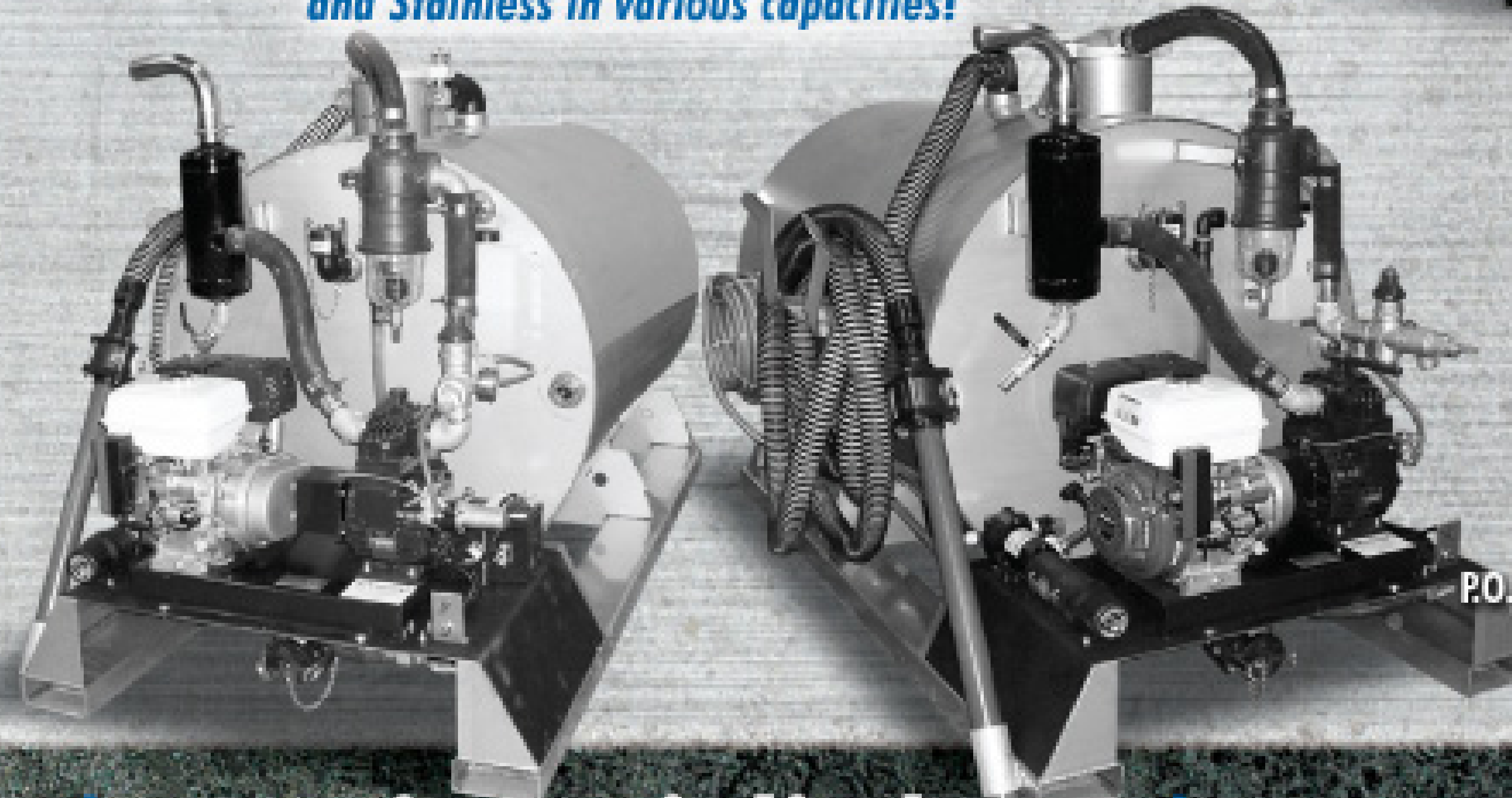


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Proper Venting Eliminates Odors

When customers complain about a whiff of rotten eggs caused by the septic system, a quick fix usually takes care of the problem

By Roger E. Machmeier, Ph.D.

Q I have occasionally had problems with homeowners complaining about getting odors now and then caused by their septic system. I have read replacing the outlet tee of the septic tank with an elbow can eliminate the odor. What do you think of this idea?

A Odors from a septic system do present a problem now and then. There is usually a fairly simple solution. However, the solution is not to change the vented tees of the septic tank.

The bacteria active in a septic tank are anaerobic. Anaerobic means the bacteria operate without oxygen from the air. The result of their anaerobic activity generates odors, the most common of which is hydrogen sulfide gas. The odor from hydrogen sulfide is like the odor of rotten eggs. Not too pleasant!

There is not a great deal of gas generated in a septic tank, but the gas must be released so pressure does not build up in the tank. If the septic tank has inlet and outlet baffles, they must be vented. If the inlet and outlet are tees, they must have upward extensions and be vented.

GAS PRESSURES

I have heard of the inlet tee being replaced by an elbow. If this is done, then the gases from the anaerobic bacteria would need to move out into the drainfield in a gravity flow system. I don't see much of a problem with this, unless the inlet elbow becomes plugged for some rea-

son. It would seem an inlet elbow could not be cleaned out as easily as an inlet tee.

If the septic tank discharges into a pumping tank, then there can be some gas pressures building up in both the septic tank and pumping tank. Whether this will cause a problem depends on how tight the tanks are.

I have also heard of the outlet tee being replaced by an elbow, and this supposedly cures the odor problem. The gases are still being generated, and as the pressure builds up in the septic tank, the gases will move out through the inlet and into the plumbing vent system. The plumbing vent outlet is on the roof of the dwelling.

Why isn't there still an odor? I suspect the reason is the soil absorption system is vented and air circulates through the septic tank and out the vent pipe on the roof, carrying the odor with it. Replacing the outlet tee with an elbow prevents this air circulation. If there were no air movement through the septic tank, there likely would be very little gas movement from the tank and no detectable odor.

Vent pipes are of no value in a soil absorption system. If all the installed vent pipes were capped or eliminated, this would have the same effect of restricting the air movement as replacing the outlet tee with an elbow.

DOWNDRAFTS THE CULPRIT

The theory for the installation of vents in a soil absorption system is to keep the system aer-

obic. However, the theory is wrong since the oxygen must be introduced on the soil side of the biomat. That is where the oxygen is needed. There is no way sufficient oxygen can be introduced into a trench by a surface vent to keep the septic tank effluent aerobic.

So, I definitely suggest the septic tank continue to have vented baffles or vented tees. If air circulation from the soil absorption system is prevented, then there will be only a small amount of gas flowing out of the vent pipe on the roof.

The vent pipe of the plumbing system must extend well above the roof line according to most plumbing codes. As I recall, some plumbing codes state the top of the vent pipe shall be one or two feet higher than a level line 10 feet long from the vent pipe location to the roof. The sketch shown here may help explain why the vent pipe should extend well above the roof line.

If the top of the vent pipe is not far enough above the roof line, wind currents may carry the odors along and down toward the ground.

Down drafts along the side of the roof where the vent is located may be caused by wind blowing over the roof from the opposite side. Wind blowing over nearby trees, which are higher than the house, can also cause downdrafts. The downdrafts may occur only when the wind

is from a certain direction and at a certain speed. This is why the odors may happen only every now and then.

QUICK FIXES

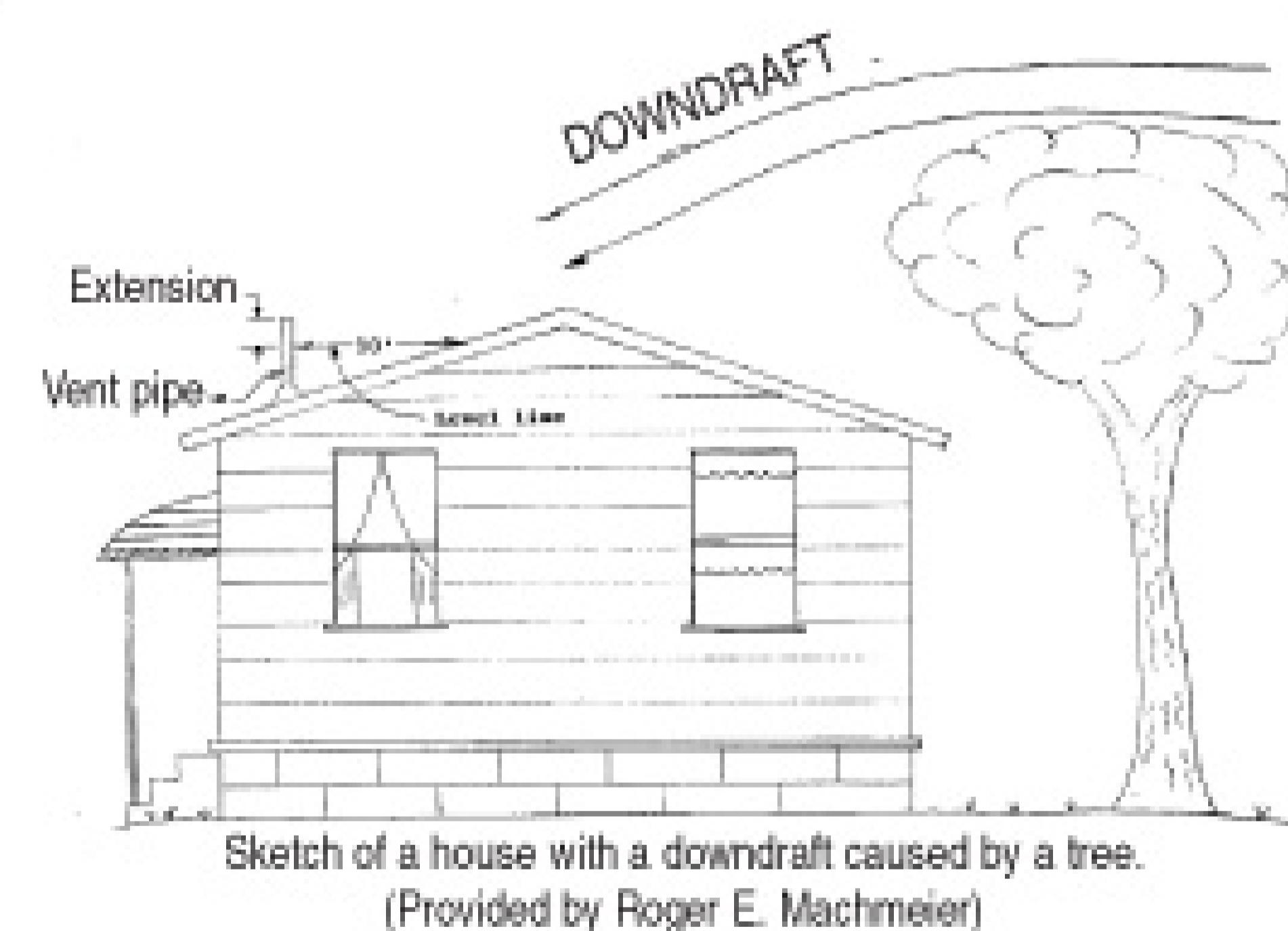
What are the solutions to the odor problem? One simple solution may be to lengthen the plumbing vent and extend it well above the roof line.

In some cases some pruning of nearby trees may be in order. This is a fairly drastic solution, however.

I think there may be a better and easier solution. Many have successfully used an activated charcoal filter, which fits on the top of the existing plumbing vent. The charcoal filter does not restrict the flow of air or gases, but takes the odor out of the escaping sewer gases.

I suggested this type of filter to one of my clients, and it was very successful in eliminating the outside septic odors. There

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.

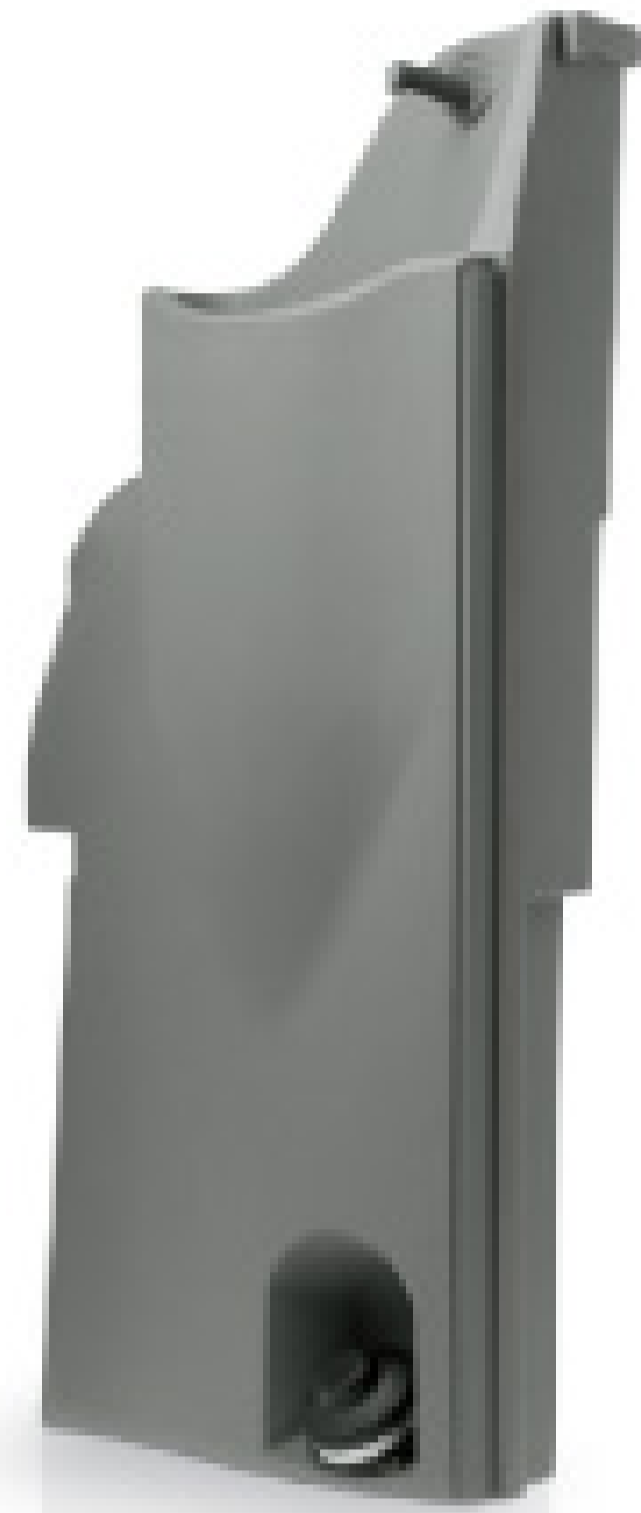


are usually a few suppliers of charcoal filters for plumbing vents advertised in *Pumper*.

In conclusion, don't replace either of the septic tank vented tees with an elbow. Look elsewhere for the solution to the odor problem. ■

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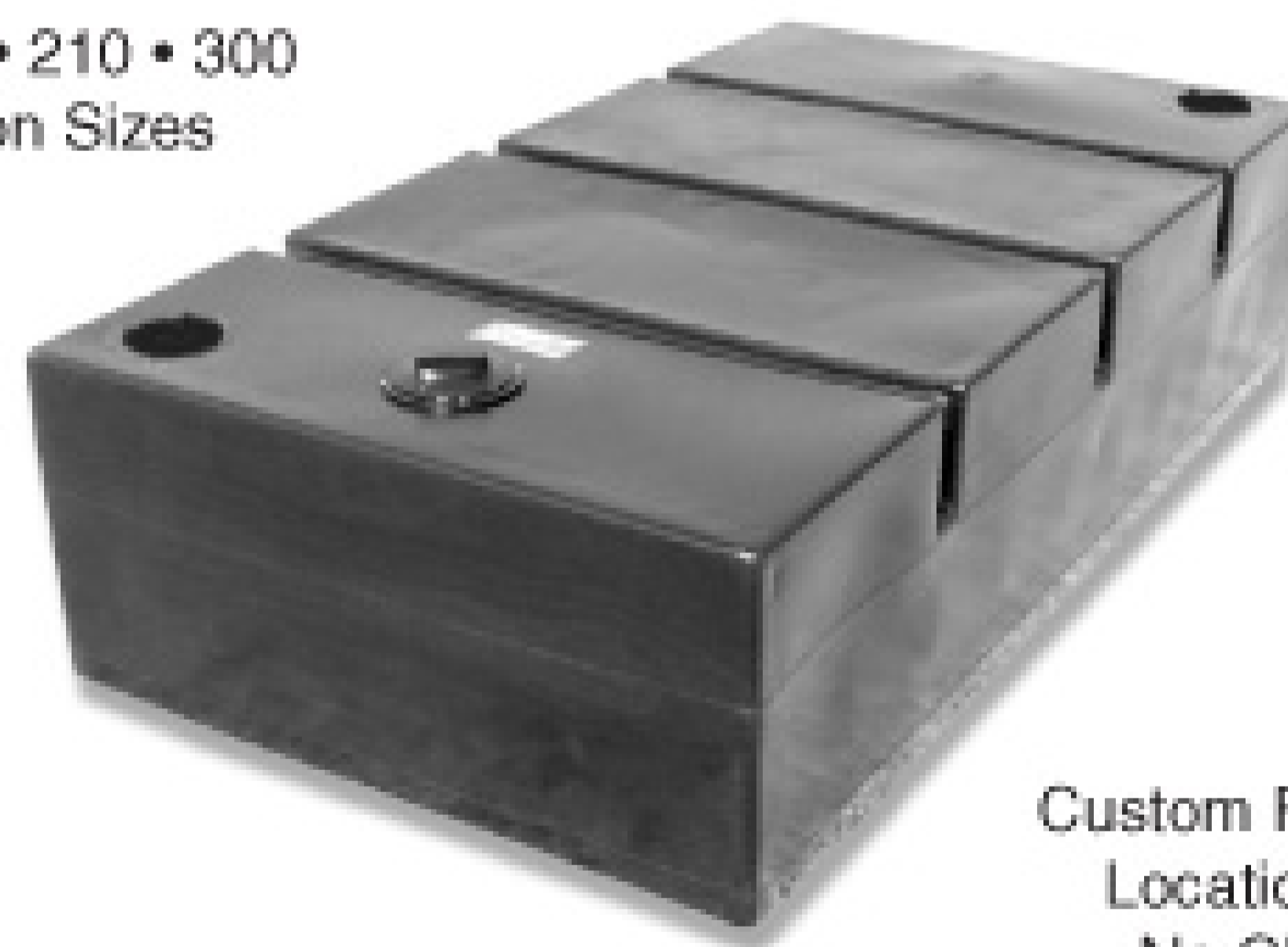


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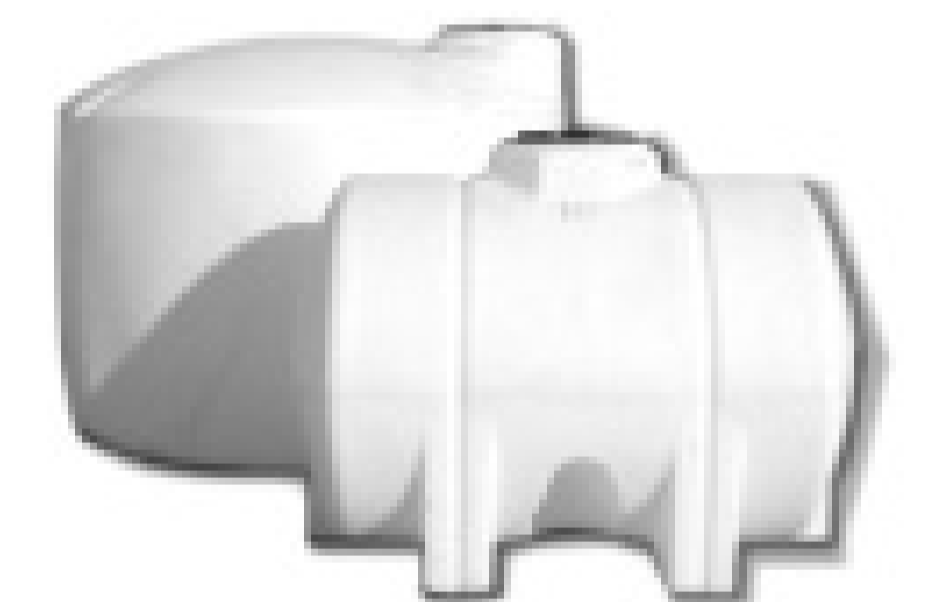


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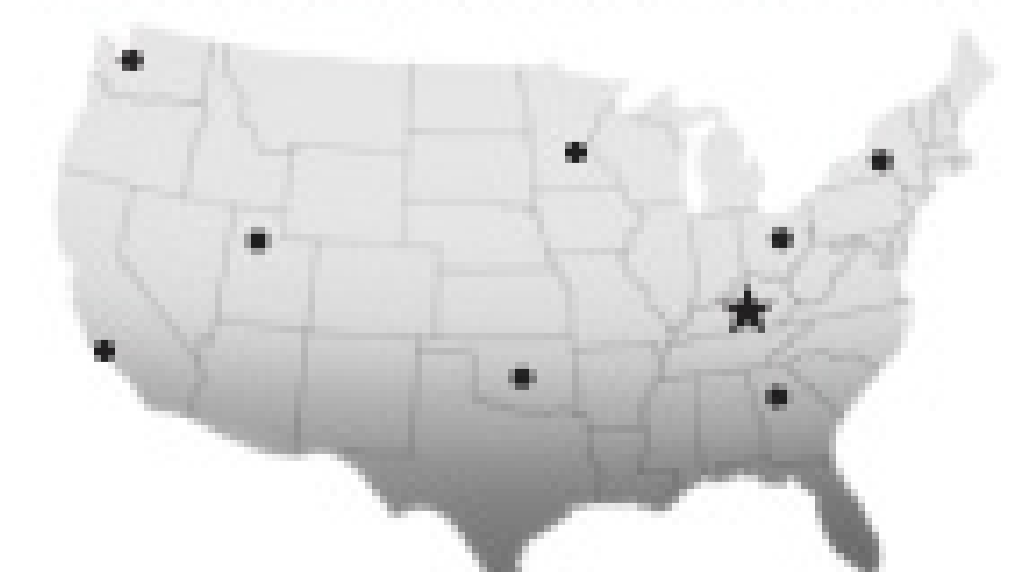


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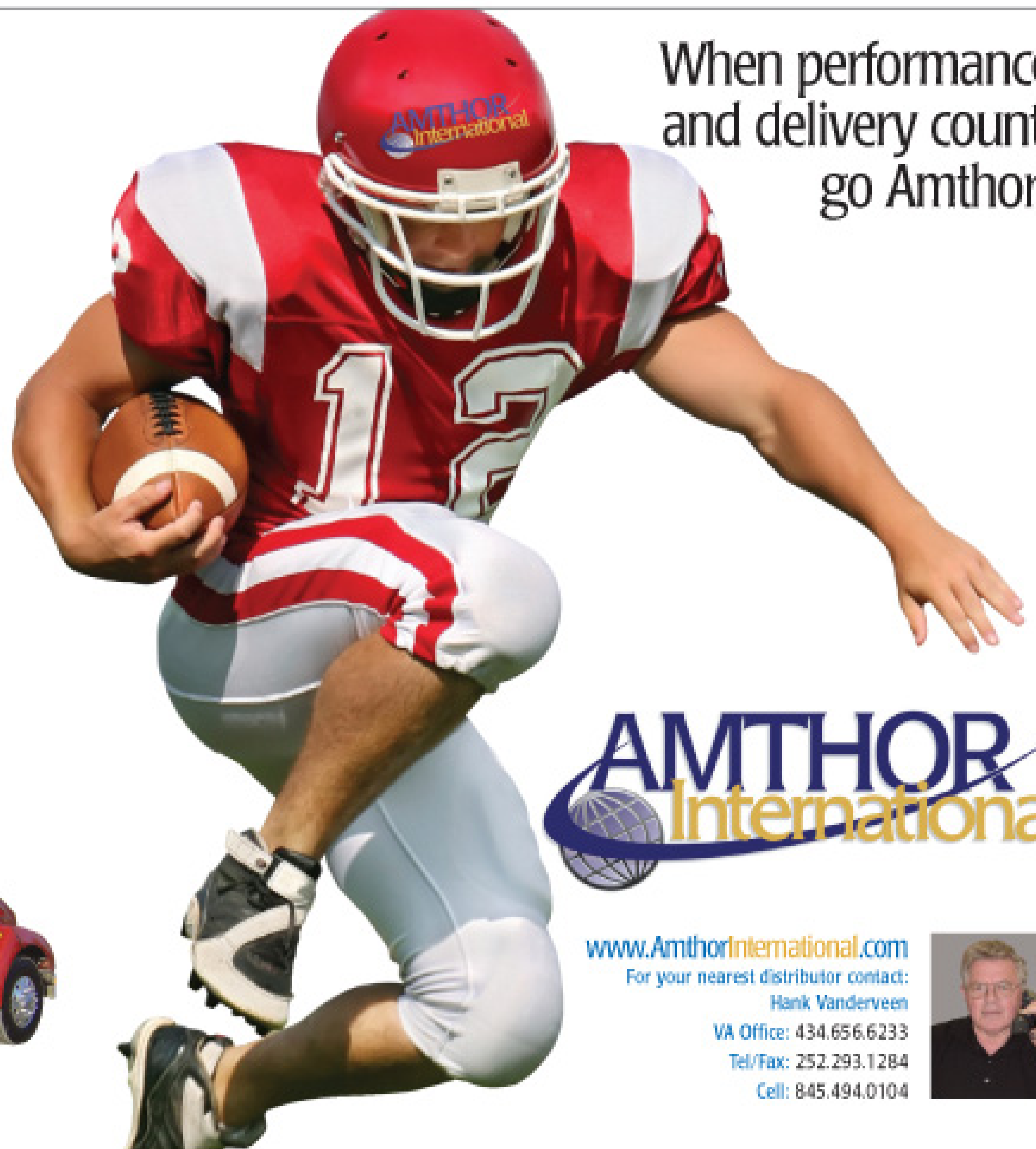
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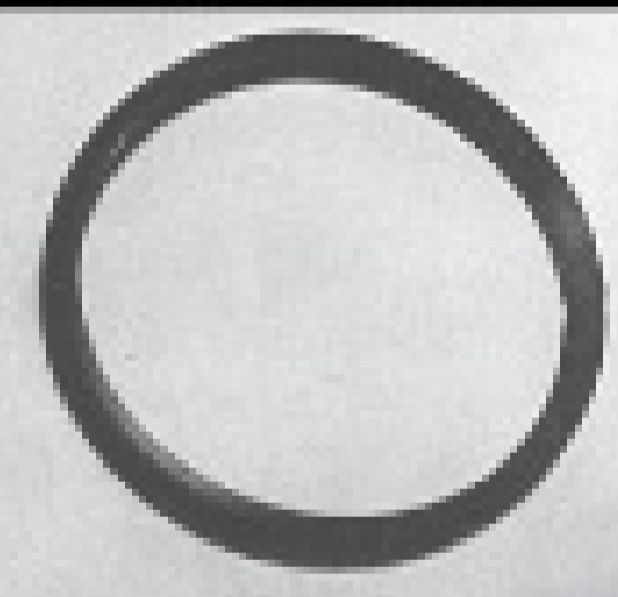
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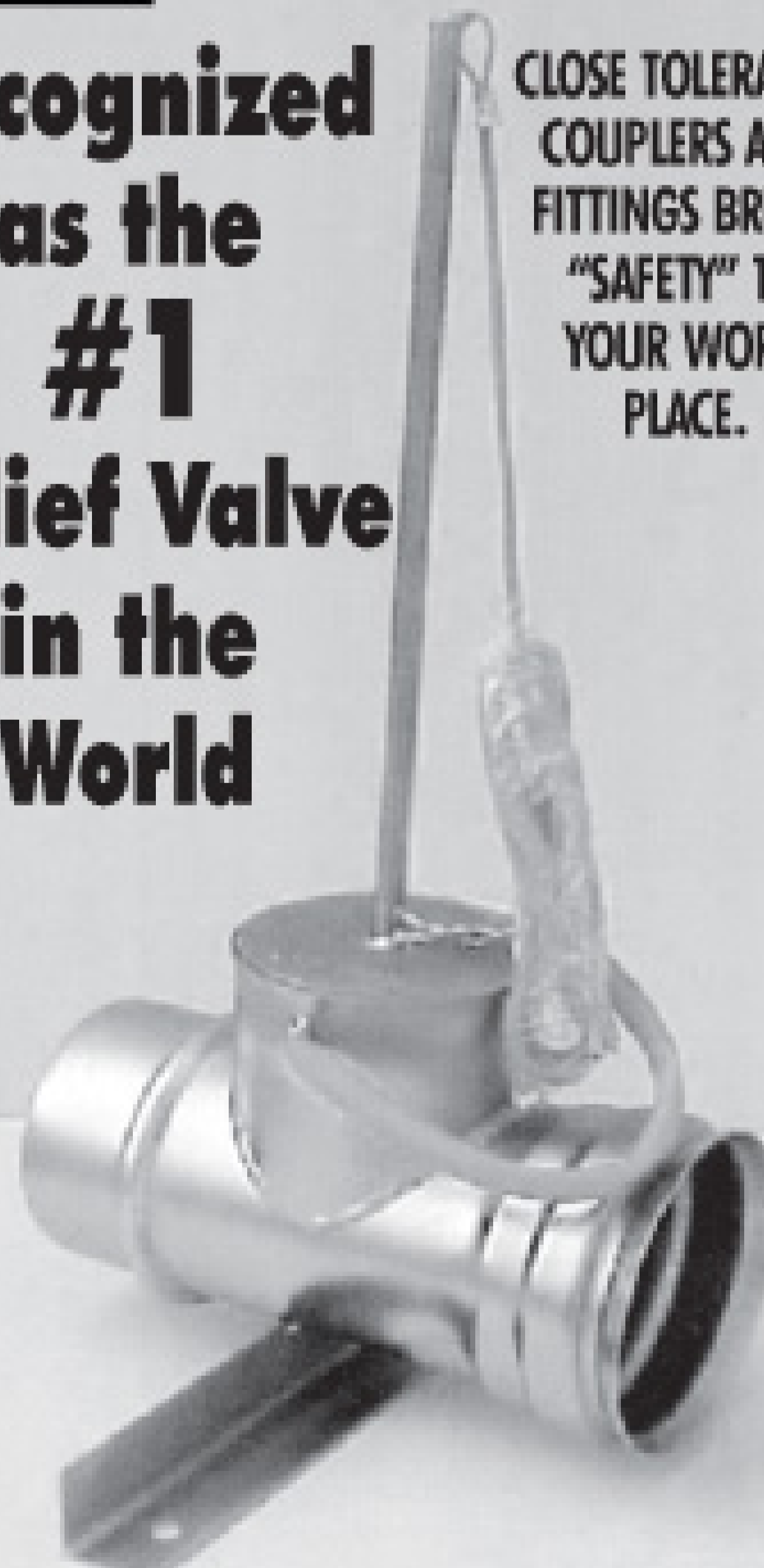
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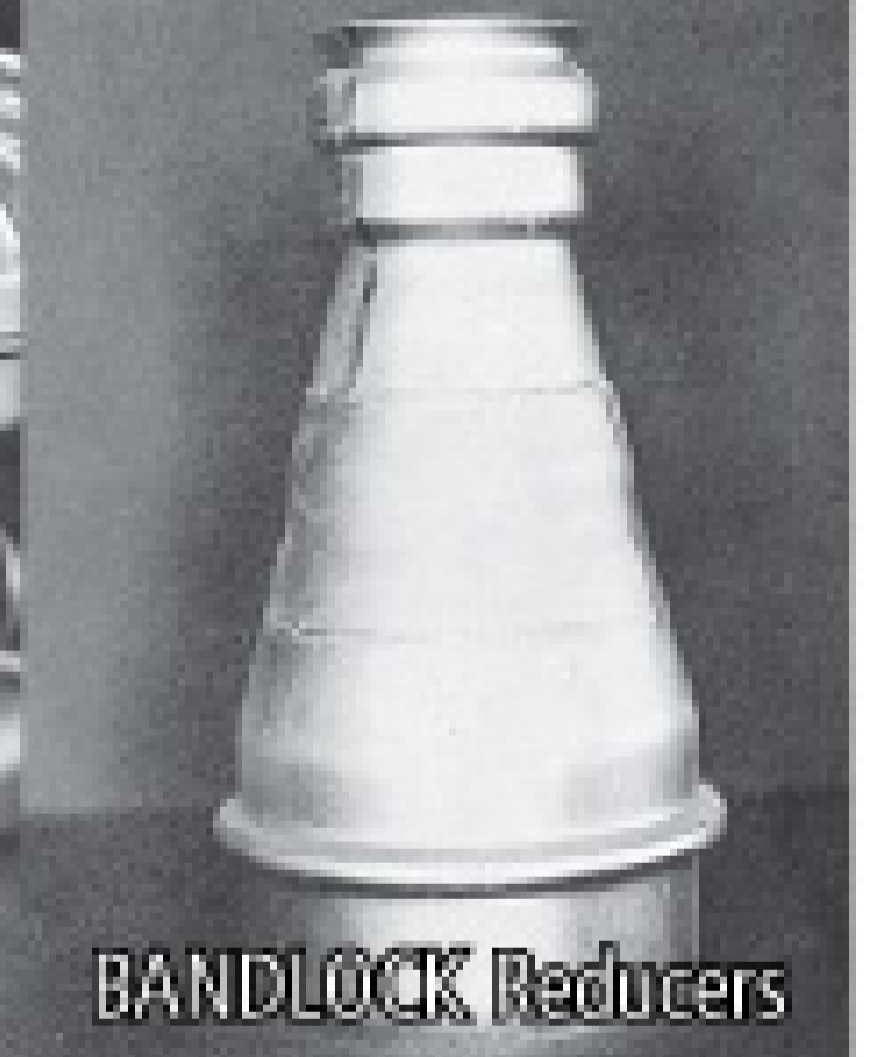
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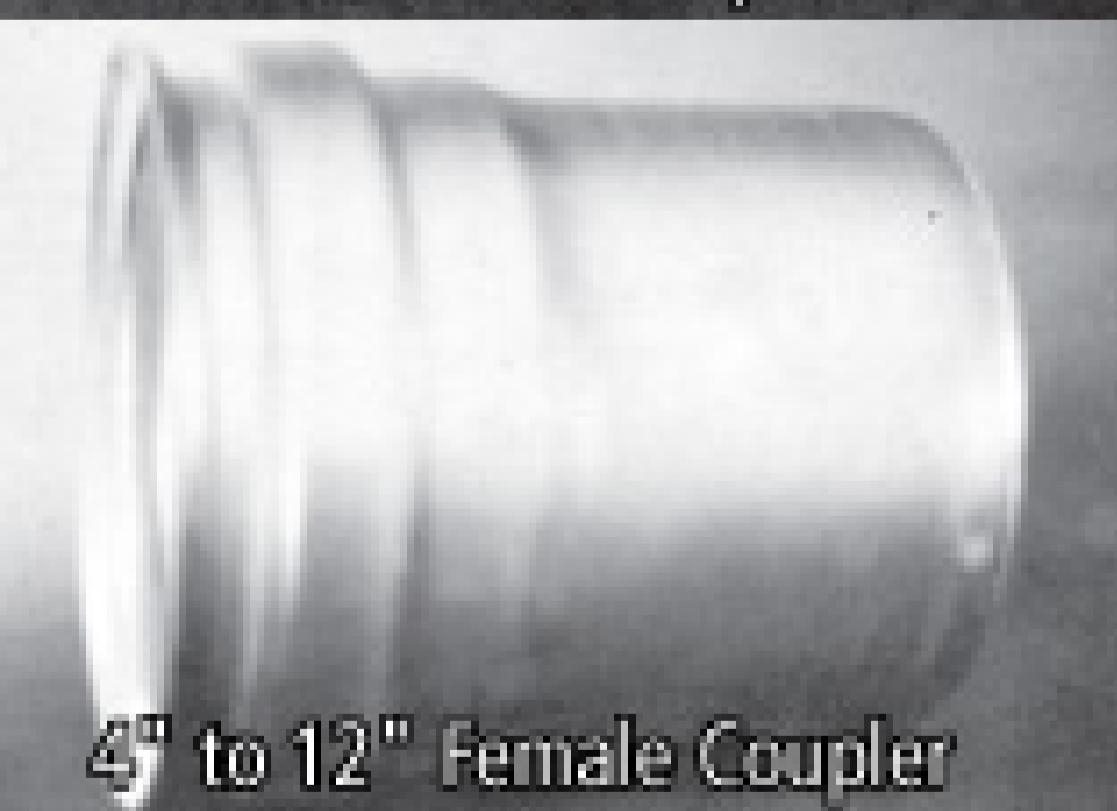
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Take Charge — Become a Responsible Management Entity

By Tom Ferrero

The Water Environment Research Foundation, or WERF, funded research that identified business characteristics common among 15 successful Responsible Management Entities, or RMEs. The 72-page report, *Business Attributes of Successful Responsible Management Entities*, provides guidance to businesses and organizations interested in becoming RMEs. Your definition of success and the authors' probably differs. They found that successful RMEs had:

- technical expertise in treatment technologies through staff or subcontractors;
- expertise to manage all RME business aspects professionally;
- the customers or financial backing to afford professional management and business staffs;
- a governing body that set policy and a professional staff that made the decisions for long-term survival.

Translation: Successful RMEs are certified in operation, maintenance, and inspection through recognized training courses. They limit the types of treatment systems they operate to three or fewer to simplify construction, operation, and maintenance by minimizing inventories on spare parts and training requirements. Successful RMEs are comfortable with these systems and use them repeatedly. Performance reliability is key, says the report.

Successful RMEs have full managerial capabilities that include a paid manager, someone who collects from the 5 to 10 percent of customers who don't pay, and one or more individuals responsible for the RME's formation and early growth. The report states that the founder was often quite passionate about the use of decentralized systems as a way of addressing groundwater pollution from failed onsite systems.

Successful RMEs have full financial capabilities that include a long-term financial plan, a strategy for long-term growth, enough money to be self-sufficient, a sustainable monthly charge and an independent financial advisor. Researchers found that most RMEs don't start out with sufficient customers to make them financially viable, so they grow their way to financial viability. However, customers resist paying more than \$40 per month for sewer service. The kicker is to develop a large enough customer base to cover administration costs while keeping the monthly charge at, ideally, \$30.

The sustainable monthly fee must cover all expected costs, yet one common mistake RMEs made was equating it with only the cost of operation and

maintenance. Long-term management also includes such items as sampling and testing, replacing failed mechanical equipment, taxes and bonds, franchise fees, and profit. Failure to account for any of these can be disastrous, because the cost is often a large lump sum.

As we know, RMEs can't operate unless the public accepts the need for long-term maintenance and is willing to pay for it. That requires continuous public relations, and the presence and enforcement of onsite regulations. Enforcement means installers and homeowners operate under the same rules, which punish those who ignore their onsite problems or profit from shoddy or incomplete installations.

However, the job of many local health department regulators has become too big. Successful RMEs have gotten around that issue by operating as a regulated public utility, developing

close relationships with regulators, or operating as a special district or zone developed to take responsibility for onsite systems.

The report concludes that the decentralized industry would benefit from focusing more on financial and managerial issues, and less on debates about the

“THE REPORT CONCLUDES THAT THE DECENTRALIZED INDUSTRY WOULD BENEFIT FROM FOCUSING MORE ON FINANCIAL AND MANAGERIAL ISSUES, AND LESS ON DEBATES ABOUT THE PERFORMANCE OF COMPETING TECHNOLOGIES.”

performance of competing technologies. The success of RMEs depends mostly on management, acceptance of the venture by the public, and sound financial planning. The report, Project No. 04-DEC-4SG, is at www.ndwrcdp.org/publications/index.htm.

The next WERF research project, which ends in June 2009, focuses on how to become successful RMEs. NAWT was asked to be one of the reviewers. It's encouraging to see WERF recognize the role of pumpers, and we are going to push to keep it that way.

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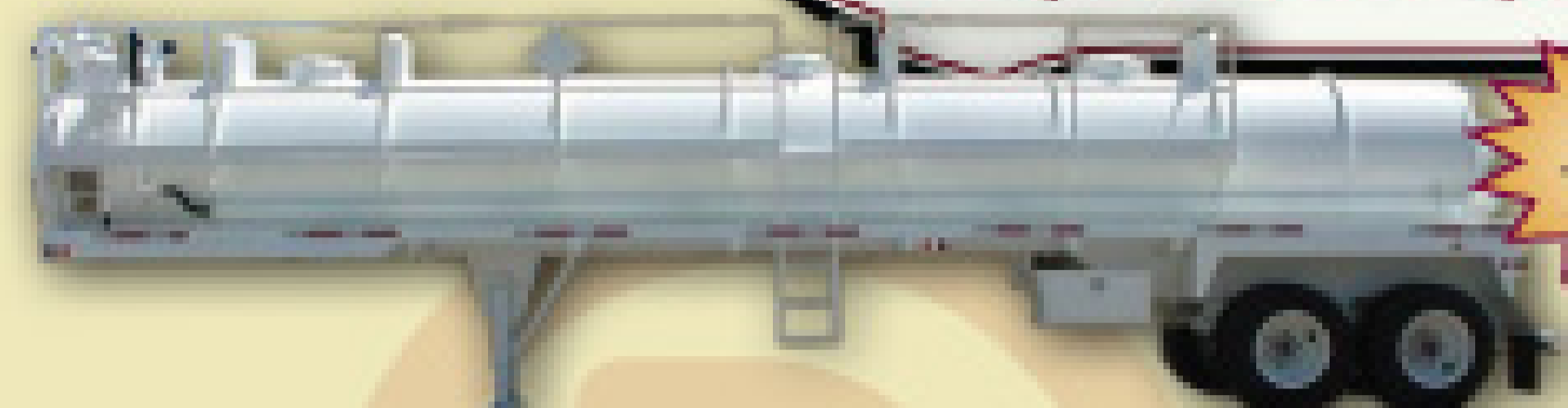
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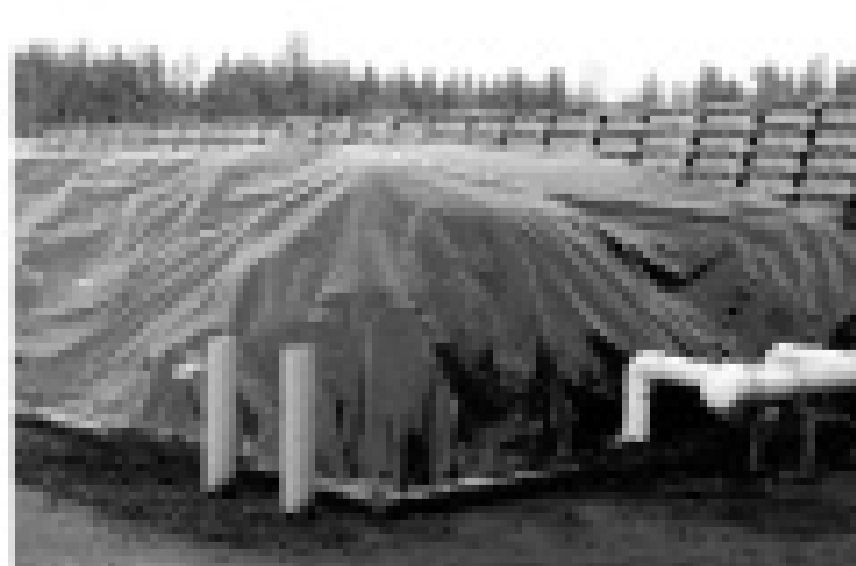
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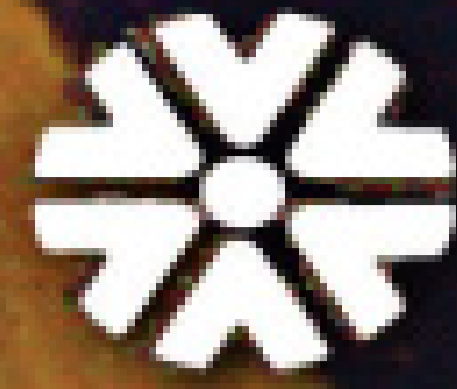
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Pacific Natural Energy Corp. Bio-Box

By Ken Wysocky

The **Bio-Box biodiesel fuel factory** from **Pacific Natural Energy Corp.** enables pumpers to economically make fuel from things they'd normally pay to dispose of like grease-trap waste and waste fryer grease.

"This system allows liquid waste carriers who otherwise couldn't make their own fuel to legally produce biodiesel for about \$1.25 a gallon," says Eric McLeod, president of Pacific Natural.

"Because this is aimed at mid-size users, there aren't as many barriers to market entry as there are with building a large biofuel factory."

The system's modular design allows operators to start out small and expand as needed with a series of "plug and play" units. The equipment is delivered and installed inside standard, 20-foot-long shipping containers and, as such, can be kept outdoors or indoors. No special power source is required.

"We offer a total solution," McLeod explains. "Everything is completely contained from the time the system receives waste material from a vac truck to the time it goes back into a truck as fuel."

The system footprint ranges from 2,000 square feet to 10,000 square feet (which includes space for truck access), with tank capacities of 650 to 2,600 gallons. The system is capable of producing anywhere from 400 to 15,000 gallons per day or 100,000 to four or five million gallons annually. It can also include safe storage space for ingredients such as methanol, McLeod says.

"We designed the system for flexibility," McLeod says. "A giant, centralized factory creates logistical issues, like how to

obtain and store large quantities of raw materials, such as methanol. But a smaller, decentralized system eliminates those logistical concerns. We use many small units as opposed to a few large units."

PRODUCT SPOTLIGHT



Designed to convert waste vegetable oil into biodiesel fuel, the complete factory includes storage for raw materials and the Bio-Box reactor, capable of producing from 400 to 15,000 gallons a day.

The Bio-Box can be skid mounted for easy portability as well as expansion. Each system is factory built to customer specifications, and after delivery, can be operational in as little as 48 hours, McLeod says.

"All customers have to do is tell us how much raw material they collect, and we scale the design to their comfort level," McLeod says.

The price is "fairly significant," McLeod says, because it's expensive to make equipment that meets all permit requirements. Pacific Natural obtains all the required permits, which typically cover about a half dozen different federal, state, county and local jurisdictions.

"This is a good solution for operators who are losing profits to higher fuel costs," McLeod notes.

"Not only do they avoid disposal costs, but they can also produce their own biodiesel fuel and sell it at the market rate."

For safety reasons, two employees are legally required to operate the system. Pacific Natural sends technicians on site to teach customers how to operate it, McLeod says. **For more information, call 818/760-2823 or visit www.stopxon.com.**

Tri-County Introduces Soil Shaker Skid-Steer Attachment

The Soil Shaker 2000 skid-steer attachment from Tri-County Septic is designed to

loosen sealed, compacted or non-draining soils in septic drainfields. The attachment enables the operator to penetrate soils using the probe hammer. While in the ground, the attachment releases air, breaking up the compacted soil, restoring the entire drainfield without damage to the lawn. A demonstration DVD is available. For more information: 320/293-6644.; www.soilshaker.com.



Soil Shaker skid-steer attachment from Tri-County Septic

Elastec/American Marine Develops Versatile Vacuum System

Elastec/American Marine has developed a vacuum system that can be towed by an all-terrain vehicle. The unit can reach sites inac-



Vacuum system by Elastec/American Marine

cessible to vacuum trucks. A 3-cylinder diesel engine powers the pump that can generate more than 300 cfm of air-flow and 15 inches of vacuum, enabling it to suck up oils, mud sludge and other liquids. It is fitted with a safety

relief valve, cyclonic separator and exhaust. Both the tank and vacuum pump are mounted on all-terrain tires with walking beam suspension. The components are within the towing limits of most ATV or utility vehicles. Optional tracks can be added for soft ground, snow or sand. The vacuum tank also can be removed from the chassis, enabling it to be used as a trailer for other equipment. For more information: 618/382-2525; www.elastec.com.

Raven Offers Wastewater Process Control Package

The Process Control Package from Raven Environmental Products Inc. is designed for activated sludge treatment plants to obtain operational information in wastewater treatment operations. The package enables operators to determine operational parameters, analyze sludge settling characteristics, sludge detention times, return sludge flow rates and waste sludge quantities. The package includes a laboratory bench-top centrifuge designed specifically for wastewater process control, one Coretaker core sampler, three Settleometers, and a 14-page user's manual. For more information: 800/545-6953; www.ravenep.com.

SJE-Rhombus Introduces D-Master Diaphragm Switch

The SJE D-Master diaphragm switch from SJE-Rhombus is designed for sump pump use in confined spaces. With no external moving parts, the switch features a 10-inch pumping range, 10-foot cord and 120-volt piggyback plug for sump pump connection. For more information: 888/342-5753; www.sjerrhombus.com.

Pump Systems Publishes Guidebook

Optimizing Pumping Systems: A Guide to Improved Efficiency, Reliability, and Profitability from Pump Systems Matter and the Hydraulic Institute is a 250-page reference based on the collaborative efforts of 22 industry experts. The book includes graphics, illustrations and reference tables covering a range of topics, including pump fundamentals, pump and system interaction, calculating cost of ownership, improving the performance of existing pump systems, optimizing new designs and pumping system economics. For more information: 973/267-9700; www.pumps.org.

Bio-Microbics Designs Membrane Bioreactor

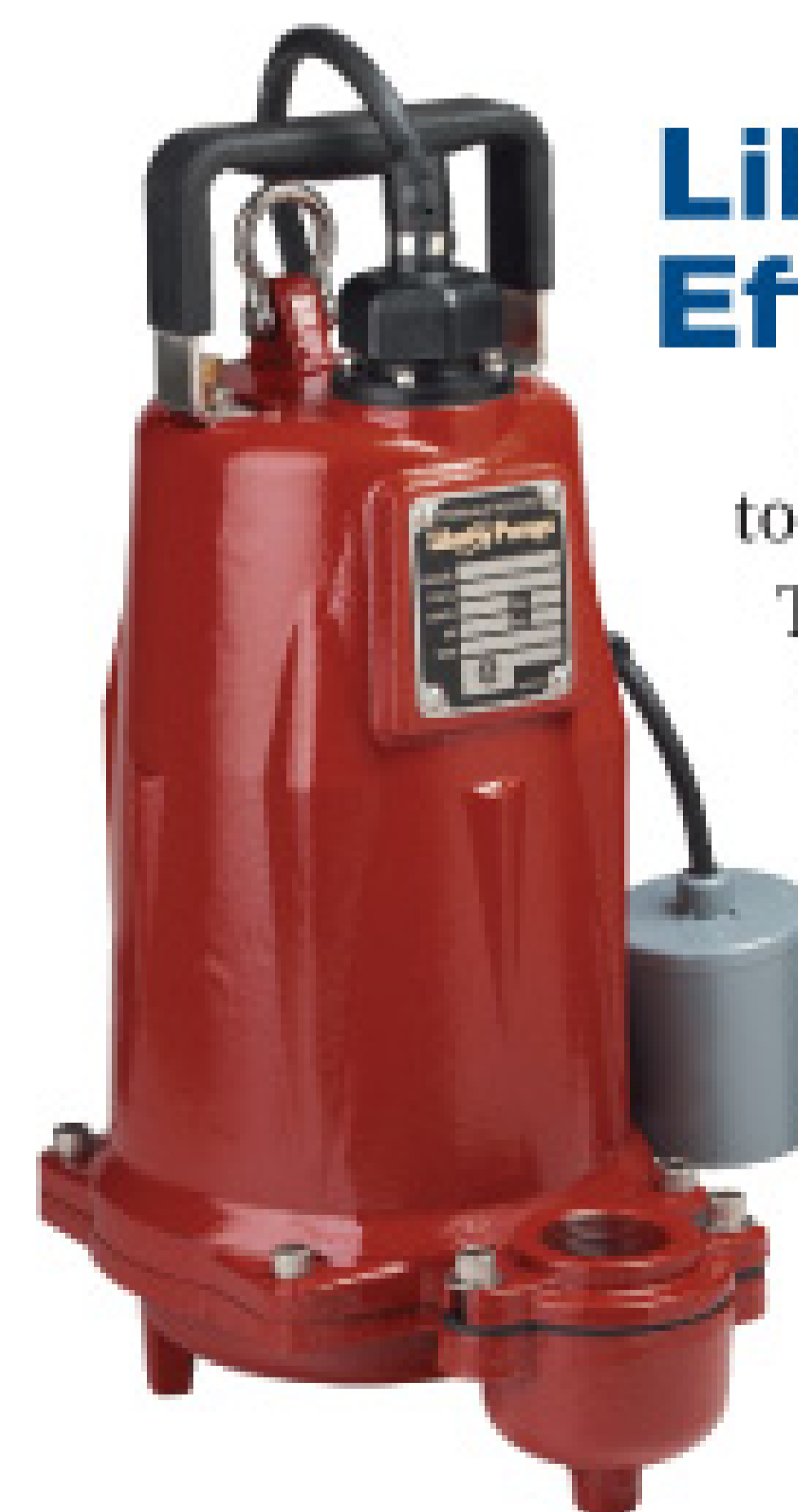
The BioBarrier Membrane Bioreactor from Bio-Microbics Inc. is designed to allow high-quality effluent to discharge into most environments, including surface irrigation and other re-use methods. The wastewater system's automated operation sequence requires no backwash, ships installation ready and fits into both new and existing tanks. For more information: 913/422-0707; www.biomicrobics.com.



BioBarrier Membrane Bioreactor from Bio-Microbics Inc.

Liberty Expands Effluent Pump Line

Liberty has expanded its effluent pump line to include larger 1-hp, 1.5-hp and 2-hp models. The pumps feature maximum head capacities of more than 130 feet and flows to 130 gpm. The dual-sized discharge has a 1 1/2-inch removable flange with a 2-inch threaded port for connection to either size pipe. The pump also has a standard 25-foot quick-disconnect power cord and dual shaft seals. For more information: 800/543-2550; www.libertypumps.com. ■



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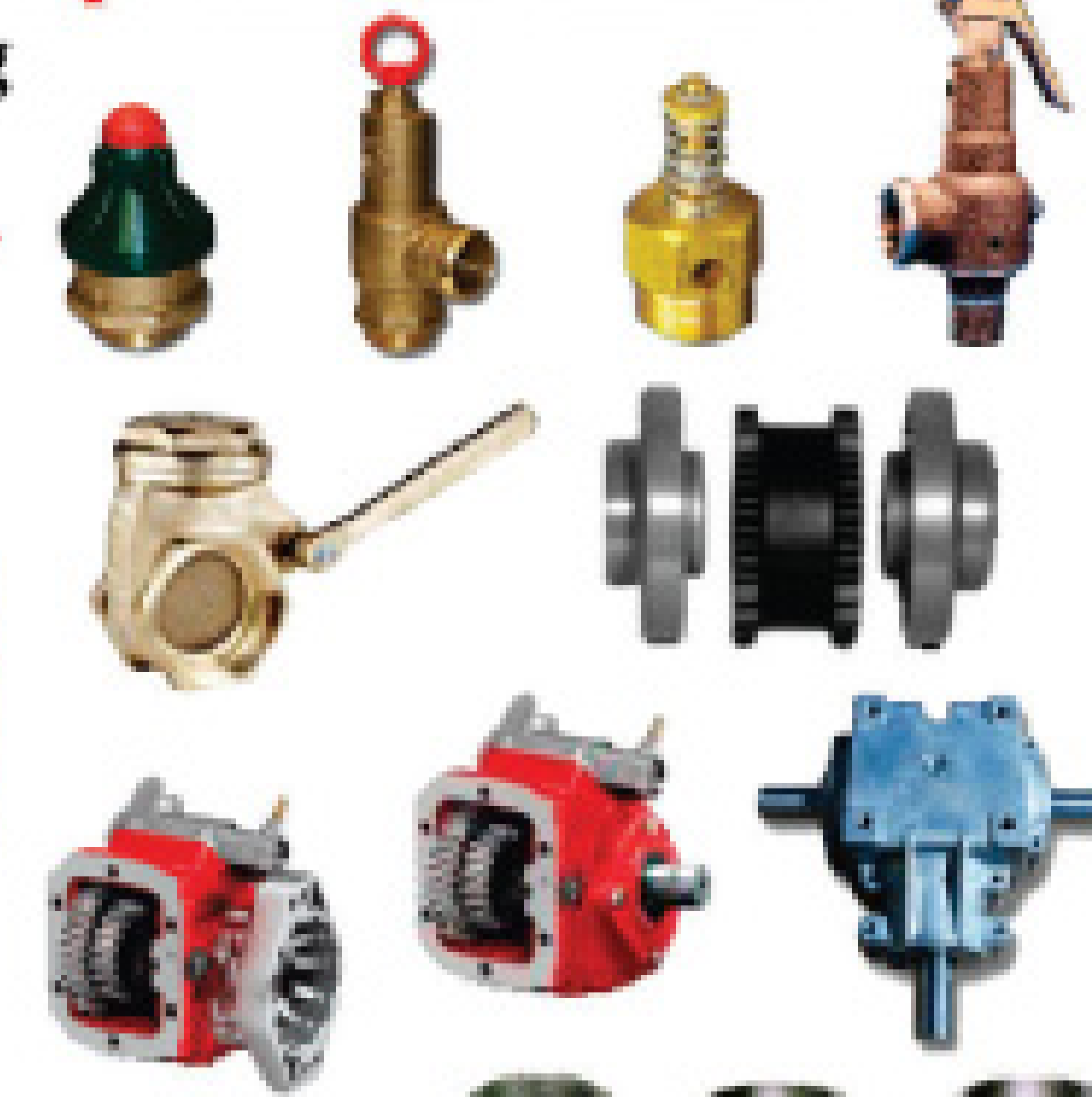


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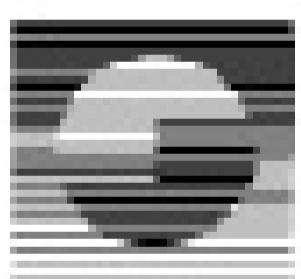
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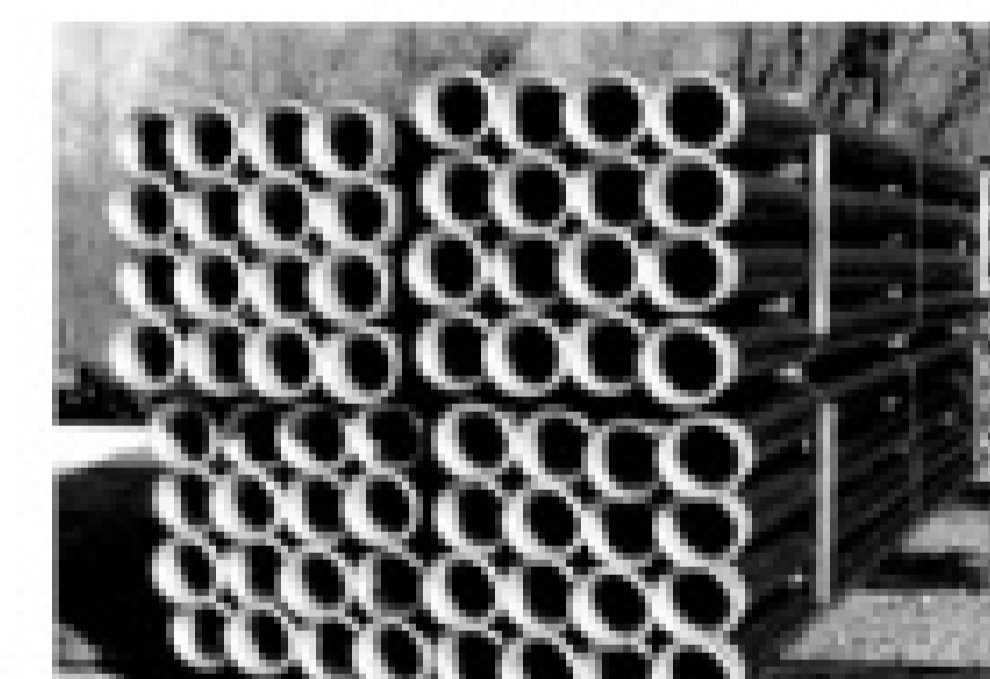
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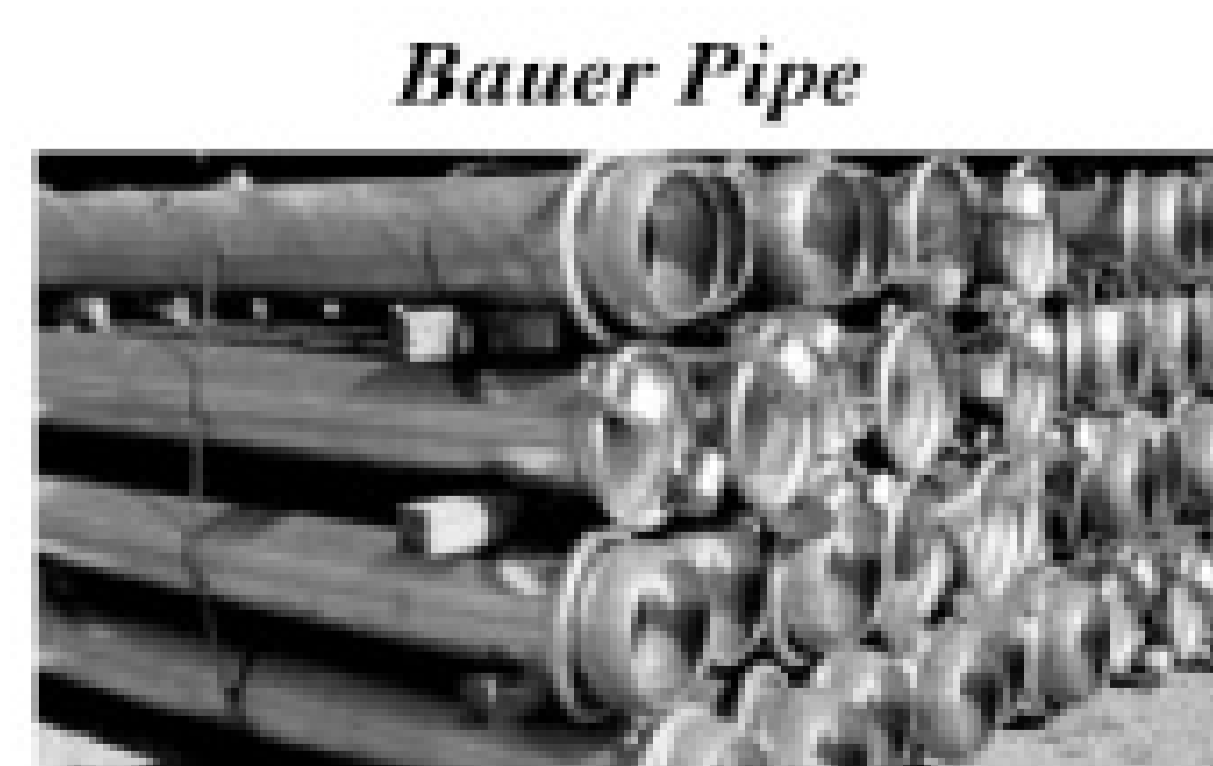
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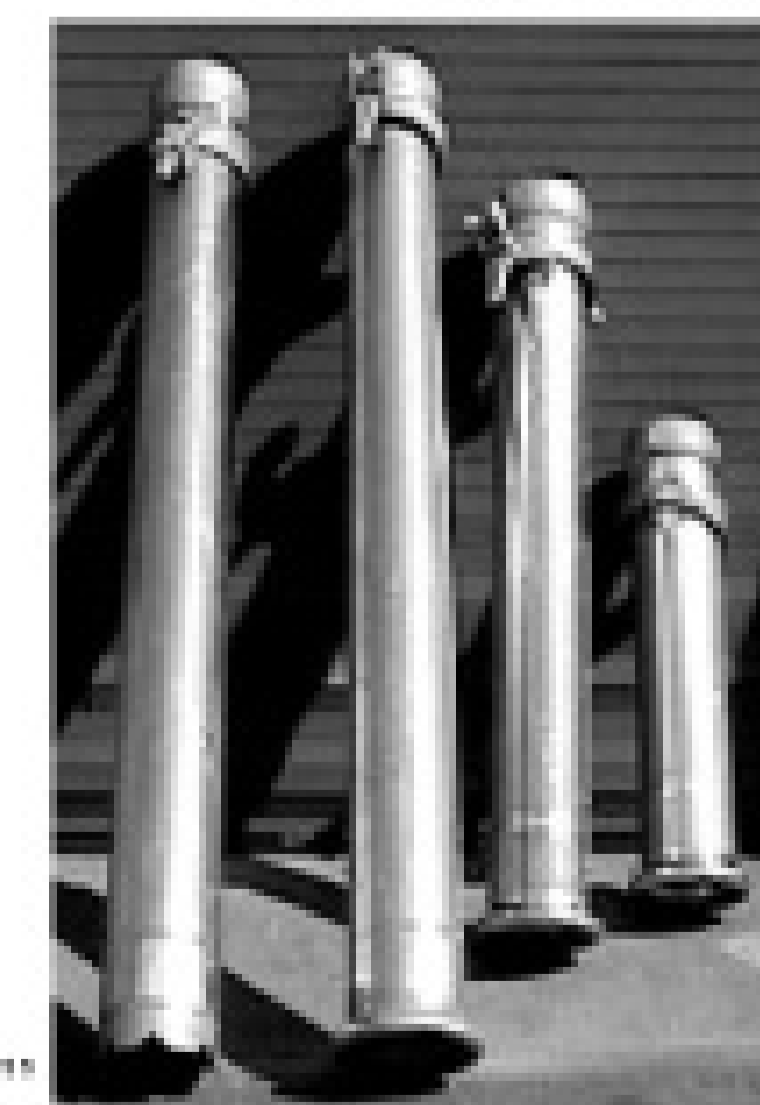
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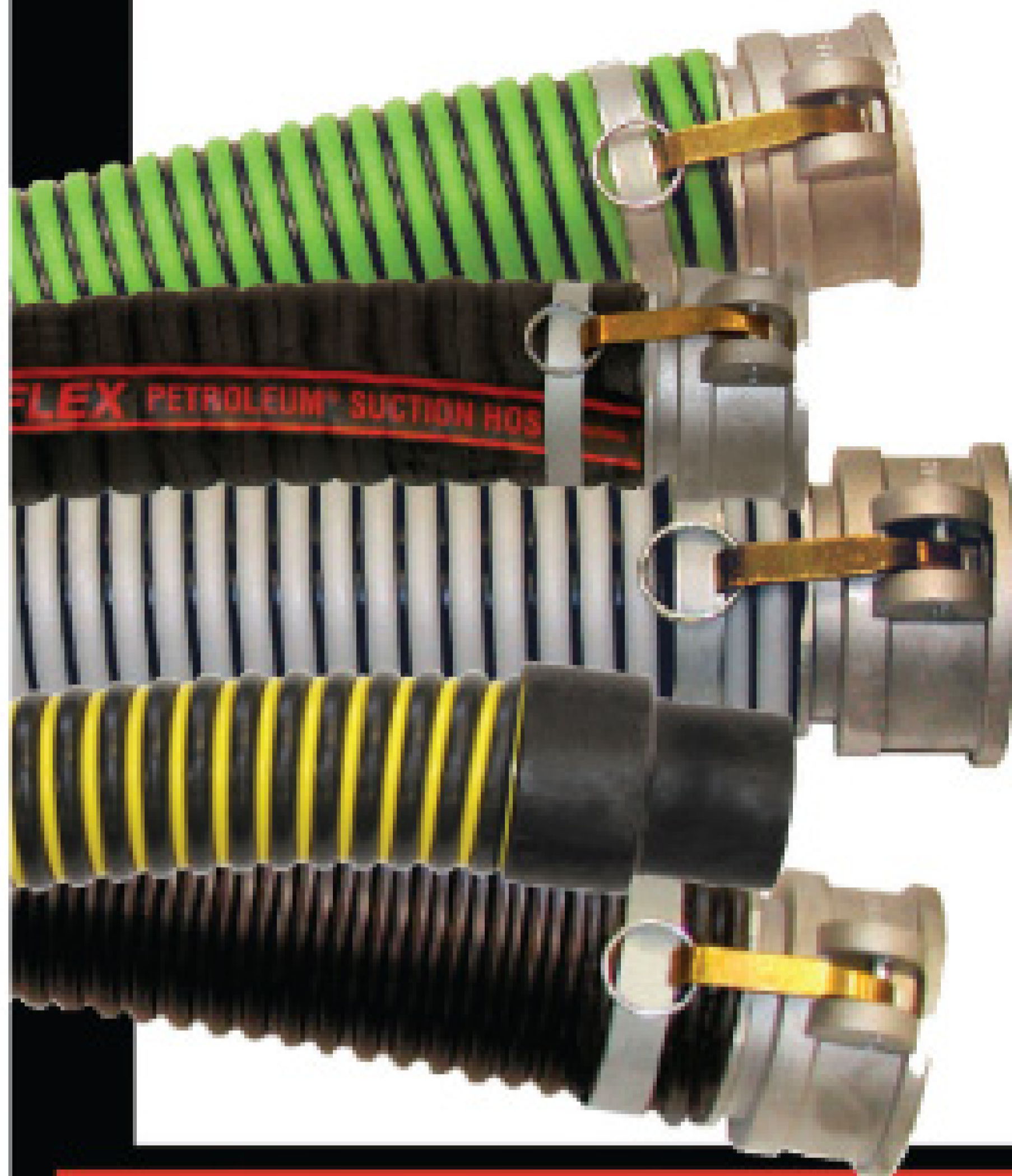
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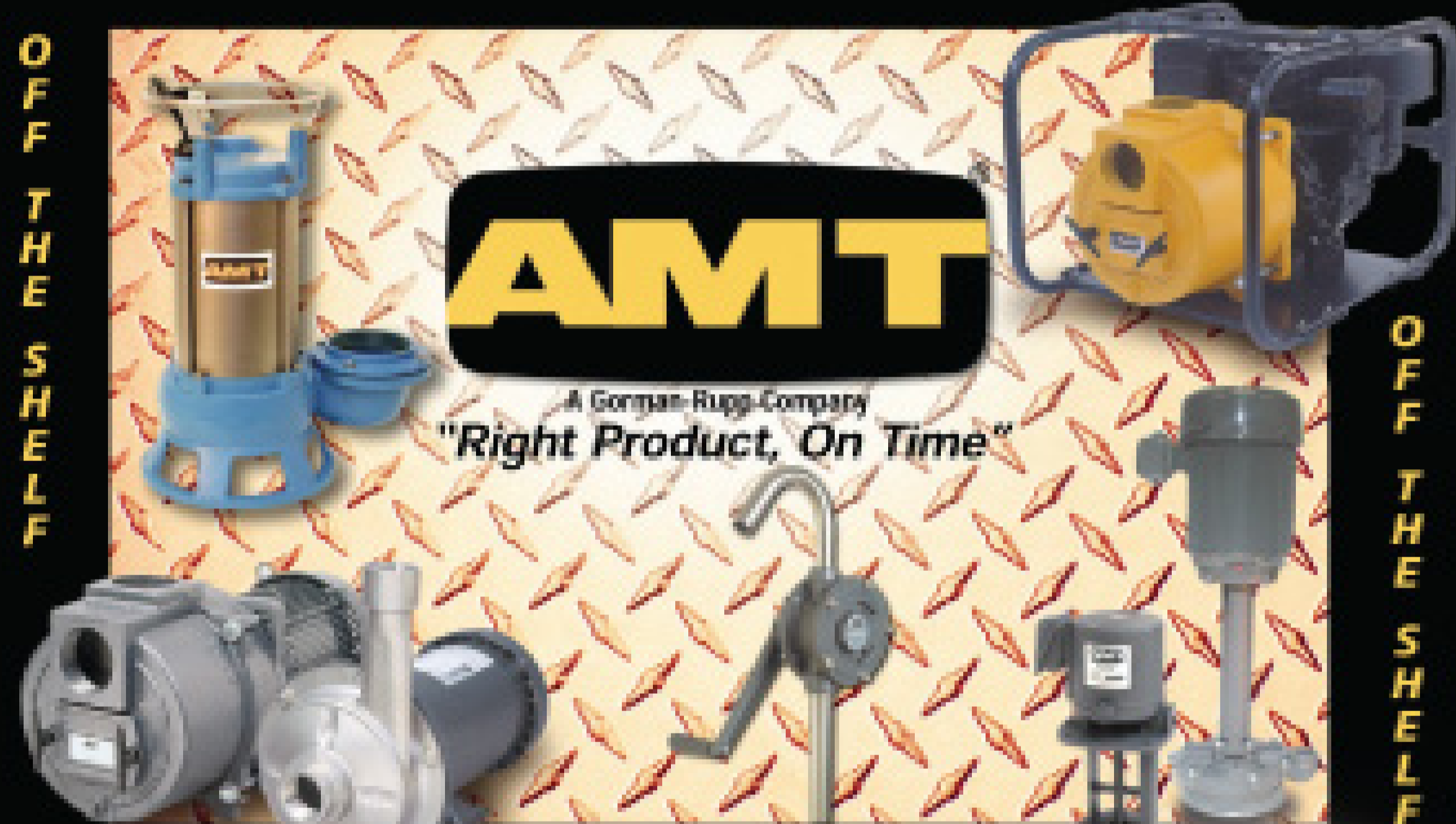


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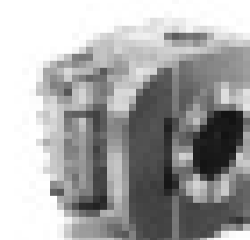
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By **Scottie Dayton**

NATION **Report Identifies Successful RME Characteristics**

The Water Environment Research Foundation funded research that identified business characteristics common among 15 successful Responsible Management Entities. The 72-page report, *Business Attributes of Successful Responsible Management Entities*, provides guidance to businesses and organizations interested in becoming RMEs.

Certification through recognized training courses topped the authors' list of commonalities. Successful RMEs are certified in operation, maintenance, and inspection. They limit the type of systems they operate to three or fewer to simplify construction, operation, and maintenance, minimizing inventories on spare parts and training requirements.

Successful RMEs have a long-term financial plan, a strategy for growth, enough money to be self-sufficient, a sustainable monthly charge, and an independent financial advisor. Most RMEs grow their way to financial viability. The sustainable monthly fee must cover all costs, yet one common mistake was equating cost with only operation and maintenance. Long-term management also includes sampling and testing, replacing failed mechanical equipment, and more.

The report confirms that RMEs can't operate unless the public accepts the need for long-term maintenance and is willing to pay for it. Visit www.ndwrcdp.org/publications/index.htm.

MARYLAND **Behind the Times**

An article in the summer newsletter of the Maryland Onsite Wastewater Professional Association identifies the state's 25-year-old septic regulations as the largest impediment preventing use of advanced onsite technology.

The second greatest issue is industry workers with inadequate training. According to the article, any plumber, contractor, or backhoe operator can obtain an installer permit without demonstrating competency or providing training documentation.

The association is pursuing a state-mandated educational program. It proposes three certification categories: Designer, Installer, and Operator/Maintenance/Service Provider. Training would be required in conventional gravity systems, advanced pretreatment systems, sand mounds and pressurized systems, and drip systems.

MICHIGAN **CSE Photocopies to DEQ**

According to the Michigan Septic Tank Association, the state Department of Environmental Quality is asking haulers to submit photocopies of all earned Continuing Septage Education credits since the 2005 Waste Water Conference.

The agency will post the credits online for review, as each hauler's 30-credit-hour requirement for license renewal will be based on this information. If the DEQ doesn't receive the credits by the hauler's renewal date, that person may face an interruption in business while the situation is reviewed.

The renewal date for most haulers is Jan. 1, 2010. The DEQ must receive the CSE credits by Dec. 31, 2009. For new haulers, the renewal

date is five years from the date on the septage hauler license. Credits earned above the 30-hour requirement do not carry over. Haulers need 30 credits per five-year renewal period. Members can retrieve credits earned from attending MSTA-hosted classes at www.msta.biz.

WASHINGTON **Radio Program Links Onsite Pros, Consumers**

Operation and maintenance programs and a State of Washington mandate to inspect gravity systems every three years and pump them annually prompted numerous homeowners to call the Washington On-Site Sewage Association. "They are looking for information on how this will affect them and asking for names of service providers," says WOSSA president Jeannie Yackley.

The volume of calls led the organization to develop a 60-minute radio talk show expected to reach 250,000 listeners in Washington. *Septic Solutions* discusses the care, maintenance, and installation of onsite systems, urban myths and legislative issues. WOSSA assembled advertising and program partnerships to help underwrite the \$40,000 it costs to broadcast the program for 26 weeks. Call Jeannie Yackley at 253/770-6594 for more information.

To combat fuel costs, WOSSA is bringing more fall and winter training classes to its members, instead of having them travel to the training center in Puyallup.

The summer WOSSA newsletter reported that several members have had fuel stolen. One company had more than 200 gallons siphoned from a truck. When thieves found locking gas caps on vehicles at another company, they returned with a small tanker, cut the fuel lines on three trucks, and siphoned nearly 1,000 gallons.

Training & Education

Flooded Onsite Systems

The University of Minnesota Water Resources Center published the Fact Sheet, *What to do with your private onsite wastewater treatment system after a flood*. Installers may share it with customers. It's a free download at <http://commerce.wi.gov/SBdocs/SB-PowtsFlood.pdf>.

Sewage Biosolids

The Ontario Biosolids Utilization Committee posted *Sewage Biosolids: A Valuable Nutrient Source*, which explains how recycling the waste benefits farmers and society. The 8-page paper concludes with a list of Web sites to other biosolids agencies and sources for more information on using biosolids as a crop fertilizer. Go to www.omafra.gov.on.ca/english/nm/nasm.html.

Septic Systems and Source Water Protection

The summer issue of *Pipeline*, from the National Environmental Services Center, tells homeowners how to care for their onsite systems and protect their community's water quality. The document is a free download at www.nesc.wvu.edu.

Soils Course

The Wisconsin Department of Commerce Safety and Buildings is offering a course on Describing Soil Profiles and Recording Site Data on Oct. 10 at Northeast Wisconsin Technical College in Marinette. Call Jean Joyce at 608/267-7113.

WJTA Offers Vacuum Safety Seminar

The WaterJet Technology Association will present "Safe Operation of Industrial Vacuum Equipment" on Oct. 16 at the Clarion Hotel in Atlantic City, N.J. The seminar will teach contractors how to get the most out of their industrial vacuum equipment by maximizing safety and enhancing production. The seminar combines classroom training, a step-by-step overview of vacuum trucks and components using wet, dry and combo machines on site, and "ask the experts" round-table sessions.

Vactor/Guzzler's Phil Stein will review industrial vacuum loaders. Topics will range from operation to potential problems and safety issues. Gary Toothe, training manager for Thompson Industrial Services LLC, will cover job setup, maximizing production on the job-site, problems with mixing materials and case studies. Ravel Ammerman, a lecturer at the Colorado School of Mines, will discuss electrical hazards. For more information, call 314/241-1445; e-mail wjta@wjta.org, or visit www.wjta.org.

NAWT Training

The National Association of Wastewater Transporters has scheduled these sessions:

- Oct. 14 – Inspector Recertification Training, Holiday Inn, Casa Grande, Ariz. Contact Kitt Farrell-Poe at 928/782-3836; kittfp@ag.arizona.edu.
- Oct. 23-24 – Inspector Training and Certification, Fresno, Calif. Call 707/579-4882.
- Nov. 12-13 – Operation and Maintenance Part 2, Mill Valley, Calif. Call 707/579-4882.
- Dec. 9 – Vacuum Truck Training, Riviera Hotel, Las Vegas, Nev. Call NAWT at 800/236-6298 or visit www.nawt.org.

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:

- Oct. 16-17 – Pumpers
- Oct. 29-30 – Continuing Education, Mobile
- Nov. 12-14 – Basic Installer
- Dec. 4-5 – Continuing Education
- Dec. 10-12 – Advanced Installer Level 2

Call Allen Tartt 205/652-3803 or visit www.aowatc.uwa.edu.

California

Certification courses are sponsored by the California Onsite Wastewater Association and NAWT.

- Oct. 8 – Soils, Central Calif.
 - Oct. 23-24 – Inspector Training and Certification, Fresno
 - Nov. 12-13 – Operation and Maintenance Part 2, Mill Valley
- Call Cliff Trammel at 707/579-4882.

Iowa

The Iowa Onsite Wastewater Training Center at Ankeny has these courses:

- Oct. 16 – Media Filters with Installation Demo
- Nov. 20 – Program Management with Rules

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:

- Oct. 8-9 – Existing Systems Evaluator Training
- Oct. 29-30 – Soils

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:

- Oct. 21-24 – Service Provider Precertification, Mankato
- Nov. 18-19 – Installer Continuing Education, St. Cloud
- Nov. 19 – Pipelayer Certification, St. Cloud
- Dec. 2-3 – General Continuing Education, Brainerd
- Dec. 12 – Troubleshooting, Owatonna
- Dec. 17-18 – General Continuing Education, Mankato

Call Nick Haig at 800/322-8642 (612/625-9797) or visit <http://septic.umn.edu>.

Missouri

The Department of Health and Senior Services is offering these CEU courses:

- Oct. 7-8 – Troubleshooting and Hydraulics, West Plains
 - Oct. 21-22 – Lagoons and Drainfields/Curtain Drains, Camdenton
 - Oct. 28-29 – Lagoons and Drainfields/Curtain Drains, Moberly
 - Nov. 4-5 – Troubleshooting and Hydraulics, Joplin
 - Nov. 17-18 – Drip and Pumps/Panels/Electrical, Liberty
 - Dec. 2-3 – Lagoons and Drainfields/Curtain Drains, Springfield
 - Dec. 9-10 – Operation and Maintenance, Warrenton
 - Dec. 16-17 – Lagoons and Drainfields/Curtain Drains, Ironton
- Call Terri at 417/739-4100 or visit www.mosmallflows.org.

Nebraska

The Cooperative Extension at the University of Nebraska is offering these certified courses for CEUs:

- Oct. 15 – Extension Pumps and Controls, Norfolk
- Oct. 16 – Extension Dosed Systems, Norfolk
- Nov. 19 – Extensions Pumps and Controls, Grand Island
- Nov. 20 – Extension Dosed Systems, Grand Island
- Dec. 10 – Extension Pumps and Controls, Mead

Call the Nebraska Onsite Waste Water Association at 402/476-0162 or the university at 402/472-9614.

North Carolina

North Carolina Soils and On-Site Wastewater Training Academy is offering these courses at Raleigh unless stated otherwise:

- Oct. 8 – Onsite System Layouts, Pittsboro
- Oct. 9 – Principles of Gravity System Design, Pittsboro
- Oct. 15 – Inspector Field Practicum, Jacksonville
- Oct. 15 – Soil Structure, Asheboro
- Oct. 15 – Installing Pump Systems, Greensboro
- Oct. 16 – Installing Advanced Systems, Greensboro
- Oct. 16 – Inspector Field Practicum, Greenville
- Oct. 16 – Matching the System to the Site, Asheboro
- Oct. 17 – Soils of the Triassic Basin, Pittsboro
- Oct. 22 – Applications for Drip Irrigation Technology, Mills River
- Oct. 23 – Drip System O & M, Mills River
- Oct. 24 – Soils of the Lower Mountains, Mills River
- Oct. 29 – Soils of the Upper Mountains, Laurel Springs
- Oct. 30 – Matching the System to the Site, Laurel Springs
- Nov. 5-7 – Subsurface Wastewater Operator, Plymouth

- Nov. 12 – Soil Texture, Monroe
- Nov. 12 – Onsite System Layouts, Boone
- Nov. 13 – Pump System Design, Boone
- Nov. 13 – Redoximorphic Features, Soil Wetness and Water Table Relationships, Monroe
- Nov. 14 – Pumps and Controls, Monroe
- Nov. 18-19 – Onsite Wastewater System Inspector, Plymouth
- Nov. 20 – Inspector Field Practicum, Plymouth
- Dec. 1 – Flow Equalization and Timed Dosing
- Dec. 2 – Pump System Design
- Dec. 2 – Low Pressure Pipe System Design
- Dec. 9-10 – Drip Dispersal Design for N.C. Proprietary Systems
- Dec. 11 – Large Drip Dispersal System Designs
- Dec. 12 – Soils of the Outer Banks, Manteo
- Dec. 17 – Remote Systems, Greensboro
- Dec. 18 – Basic System Troubleshooting, Greensboro

Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

Rhode Island

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

- Oct. 16 – Innovative and Alternative Systems Field Tour
- Nov. 6 – Designer Examination Prep
- Nov. 20 – AutoCALCS – Automated BSF Sizing, Pump Calculations and Support Materials
- Dec. 4 – Regulatory Setbacks and Buffers
- Dec. 18 – Nitrogen Dynamics in the Environment and Onsite Wastewater Systems

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

Virginia

The following courses by the Virginia Center for Onsite Wastewater Training and Southside Virginia Community College are in Blackstone unless stated otherwise.

- Oct. 12-15 – A to Z of Onsite Wastewater, Blacksburg, (VOWRA)
- Oct. 12-15 – Soils, Blacksburg, (VOWRA)
- Oct. 14-15 – Construction Inspection
- Oct. 23-24 – Understanding Water Movement in Soils
- Oct. 28-29 – Construction Inspection
- Nov. 19-20 – Effluent Dispersal Systems
- Dec. 10-11 – Wastewater 101

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

Oct. 12-15

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 Conference Center, Dover. Call Ken Walsh at 302/381-6516 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.psal.org.

Nov. 11-12

Trenchless Road Show, Turf Valley Resort, Baltimore, Md. Call Michelle Magyar at 330/467-7588 or visit www.trenchlessroadshow.com.

Nov. 12-13

North East Residuals & Biosolids Conference & Exhibit, Nashua, N.H. Call Ned Beecher at 603/323-7654 or visit www.newea.org.

Dec. 4-5

Kentucky Onsite Wastewater Association Conference, Sloan Convention Center, Bowling Green. Call 270/715-0043 or visit www.kentuckyonsite.org.

Dec. 8-9

NOWRA Installer Academy, Riviera Hotel, Las Vegas, Nev. Call 800/966-2942 or visit www.nowra.org.

Jan. 8-10, 2009

Michigan Onsite Wastewater Recycling Association Conference and Exhibit, Kellogg Hotel and Conference Center, East Lansing. Call Chanin Frank at 989/773-6985, ext. 258 or visit www.mowra.org.

Jan. 13-14

Iowa Onsite Waste Water Association Conference, Polk County Convention Complex, Des Moines. Call 515/225-1051 or visit www.iowwa.com.

Jan. 13-15

Ohio Onsite Wastewater Association Conference and Trade Show, Ramada Plaza Hotel and Conference Center, Columbus. Call 866/843-4429 or visit www.ohionsite.org.

Jan. 19-21

Missouri Smallflows Organization Conference and Exhibition, Holiday Inn Select, Columbia. Call 417/739-4100 or visit www.mosmallflows.org.

Jan. 22-24

Alberta Onsite Wastewater Management Association Conference, Deerfoot Inn and Casino, Calgary. Call 780/489-7471 or visit www.aowma.com.

Jan. 23-24

Washington Onsite Sewage Association Conference, Vancouver. Call John Thomas at 253/297-2837 or visit www.wossa.org.

Jan. 26-28

North Carolina Septic Tank Association Conference and Exposition, Hickory Metro Convention Center, Hickory. Call Doug Lassiter at 336/345-8357 or visit www.ncsta.net.

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.

Feb. 11-12

Nebraska Onsite Waste Water Association Conference. Call Lee Orton at 402/476-0162 or visit www.nowwa.org.

Feb. 14-15

Utah On-Site Wastewater Association Conference, Expo Center, West Valley City. Call Carmell Burns at 435/797-3174 or visit <http://uwri.usu.edu/partnerships/training/uowa.html>.

Feb. 25-28

Pumper & Cleaner Environmental Expo International, Kentucky Exposition Center, Louisville, Ky. Call 800/257-7222 or visit www.pumpershow.com.

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New 2007 Volvo VHD 64F, VacAll 1215 Combination Sewer Cleaner, Available with Hydro-Excavation package, Hibon TS56 Blower 18 Hg, MSS 55 Water pump 80 gpm @ 2000 psi



New 2007 Volvo VHD 64F, VacAll 1215 Combination Sewer Cleaner, Available with Hydro-Excavation package, Hibon TS56 Blower 18 Hg, MSS 55 Water pump 80 gpm @ 2000 psi



2005 International 7600, Vac-con 4716SMXD Hydro-Excavator, 16 cy Debris tank, 3000 psi @ 15 gpm cat 3560 73,370 miles, 2560 engine hr. 1175 blower hr. 1021 DVJ



2000 Sterling LT9513, Clean Earth wet- Dry Dresser Roots 1021 DVJ Blower, 16 cy Debris 181506 Miles, 1610 Blower hr.



2004 Sterling LT7501, Vac-Con V312LHAE Combo. FMC-Bear Water pump 80 gpm @ 2000 psi, 16 cy, 13330 miles, 2230 Engine hr., 555 Auxillary eng. Hr.



New 2008 Hino 338, VacAll / Clean Earth E10 Sweeper, All new except 2004 Cummins 6BT Auxillary engine with 583 hours.



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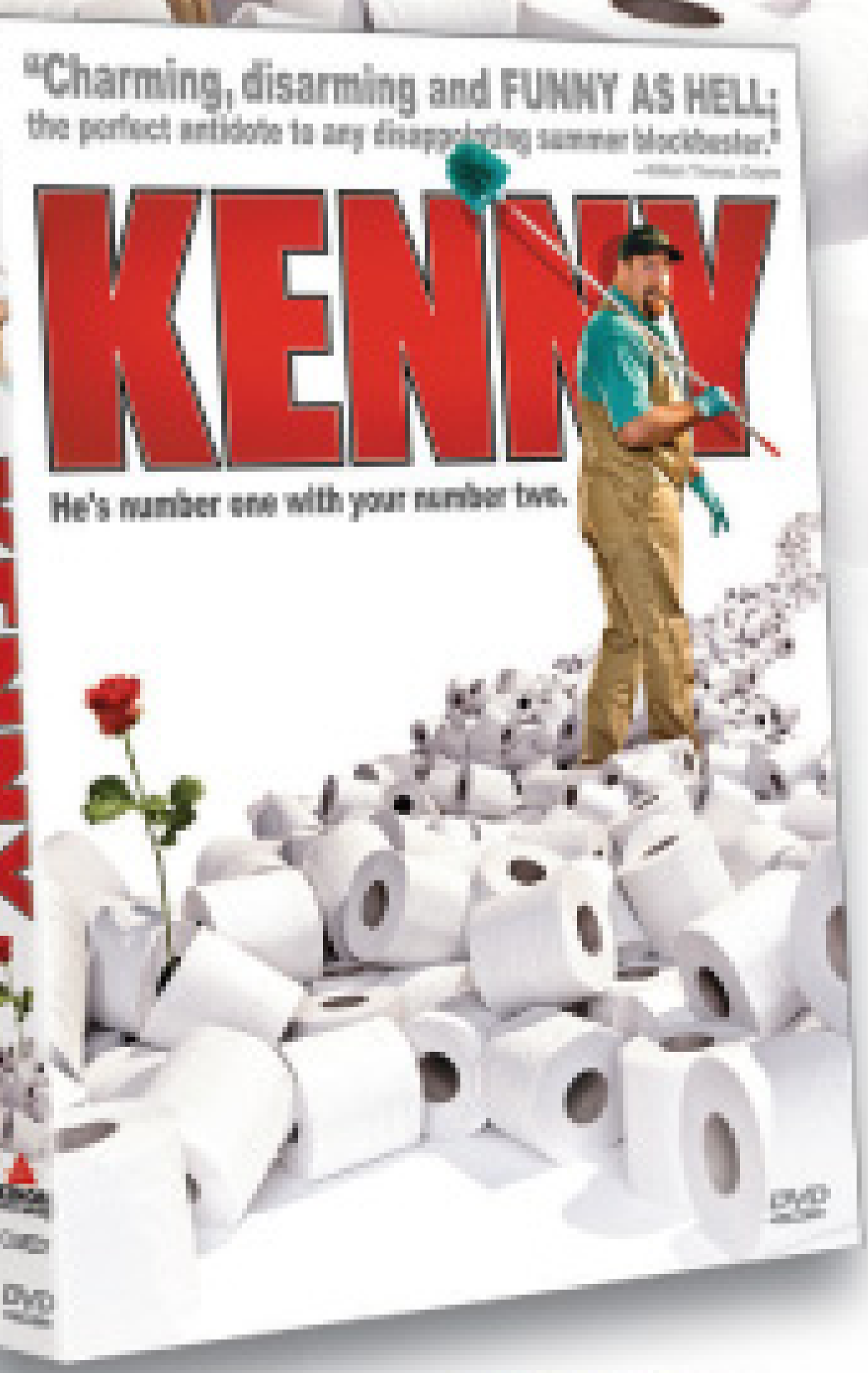
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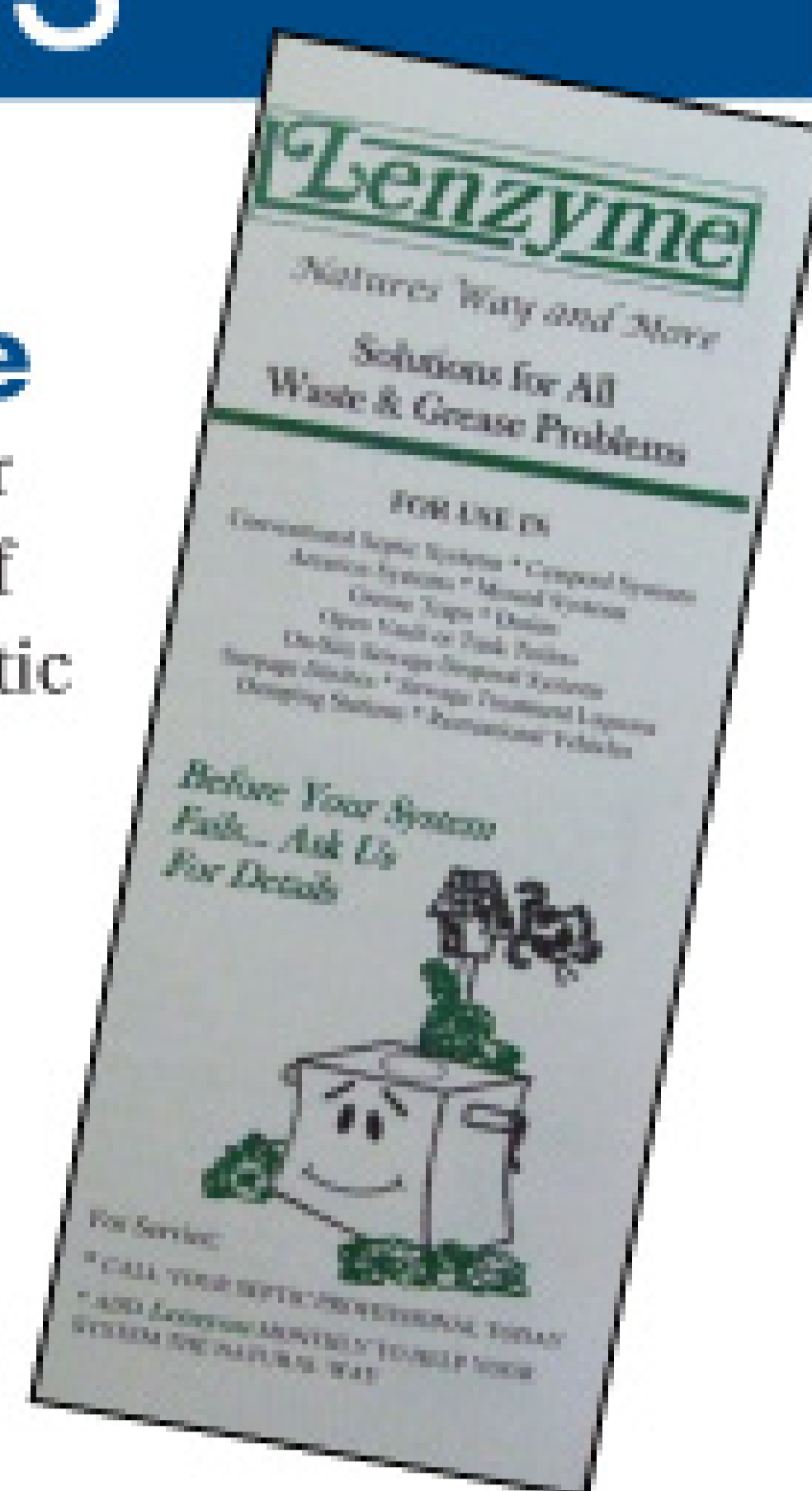


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Lenzyme Designs Maintenance Brochure

Lenzyme has designed a homeowner education brochure on the importance of regular cleaning and maintenance of septic and plumbing systems. The brochure includes information on how systems work through bacterial action and a calendar reminding homeowners to maintain their systems. For more information: **Homeowner education brochure from Lenzyme**
800/223-3083.



Capital Rubber Raises \$1,500 for Troops

Capital Rubber Corp. of Wood Dale, Ill., raised \$1,500 for Operation Support Our Troops of Illinois through a June and July promotion that set aside a portion of proceeds from each order. The funds will be used for care packages for troops overseas and to aid wounded soldiers returning home and their families.

Hannay Releases Pressure Wash, Spray Hose Reel Catalog

Hannay Reels' latest catalog features its line of pressure wash and spray hose reels for steam cleaning, washdown, general maintenance and spray options. Also included are compact reels for smaller, mobile steam cleaning and pressure wash units, as well as portable garden hose reels for grounds maintenance. For more information: 877/467-3357; <http://go.hannay.com/IND>.

Simple Solutions Adds Distributors

Simple Solutions LLC, makers of the Wolverine brand of activated carbon filters, has added new distributors Carleton Environmental Services, Richmond, Ontario; Missouri Water and Wastewater Products, Camdenton, Mo.; and YTG, Yemen Technical Group, Sana'a, Haddah, Yemen. ■

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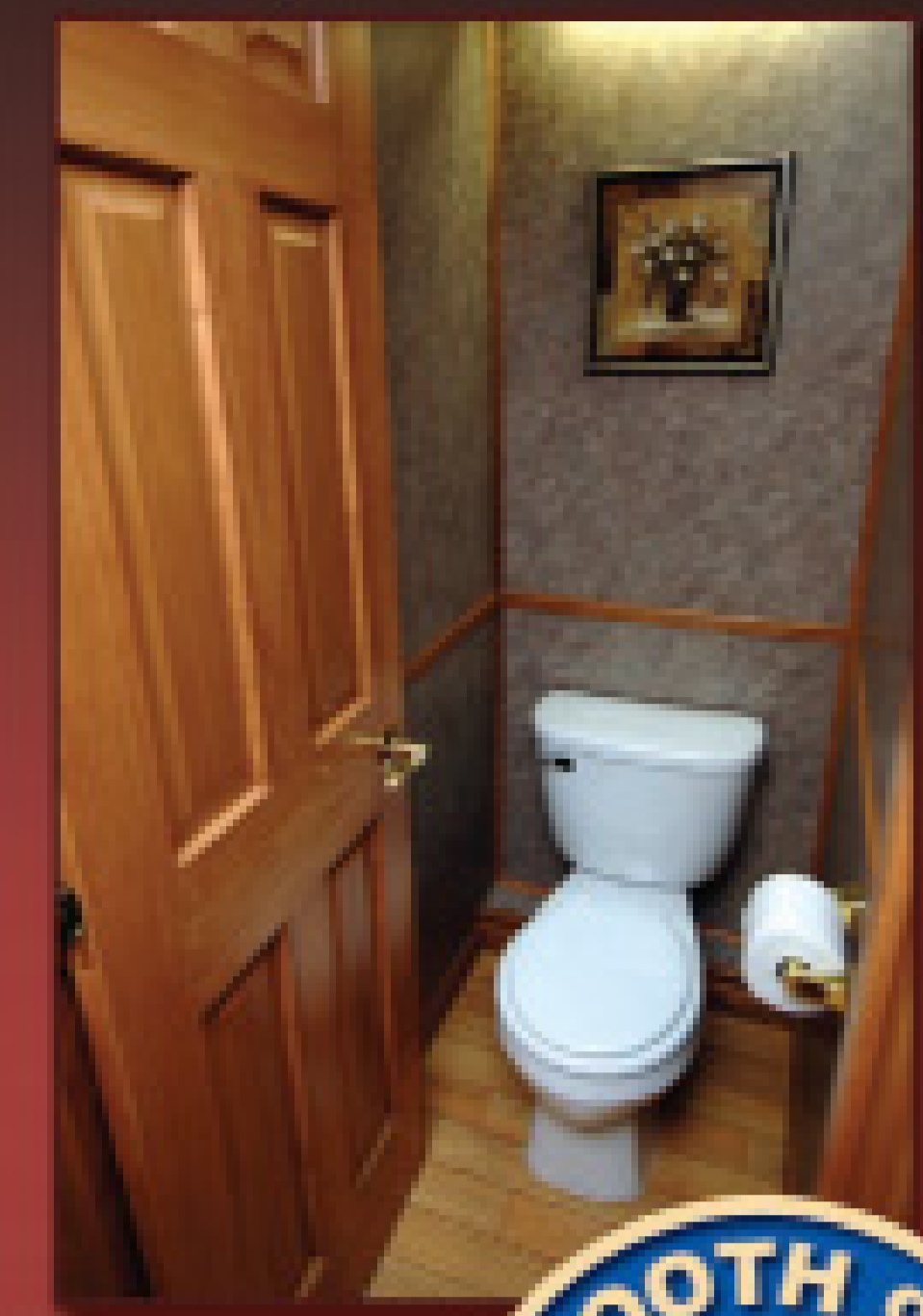
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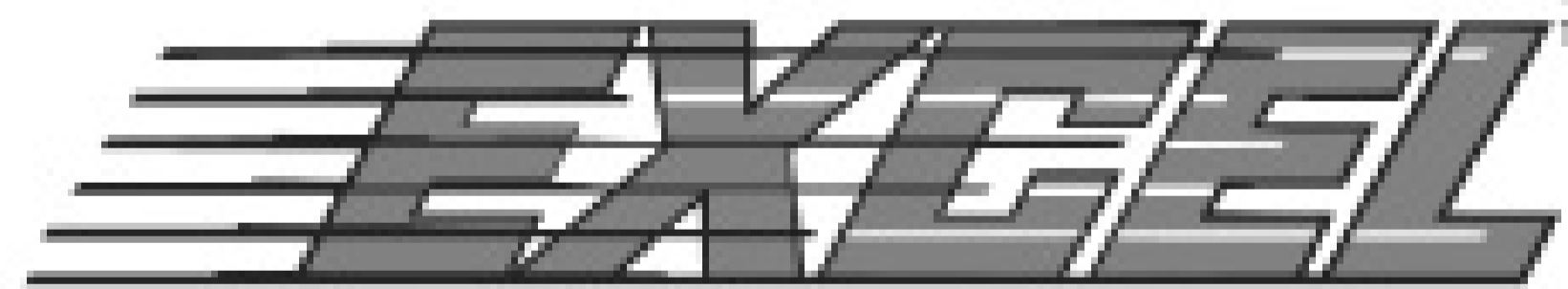
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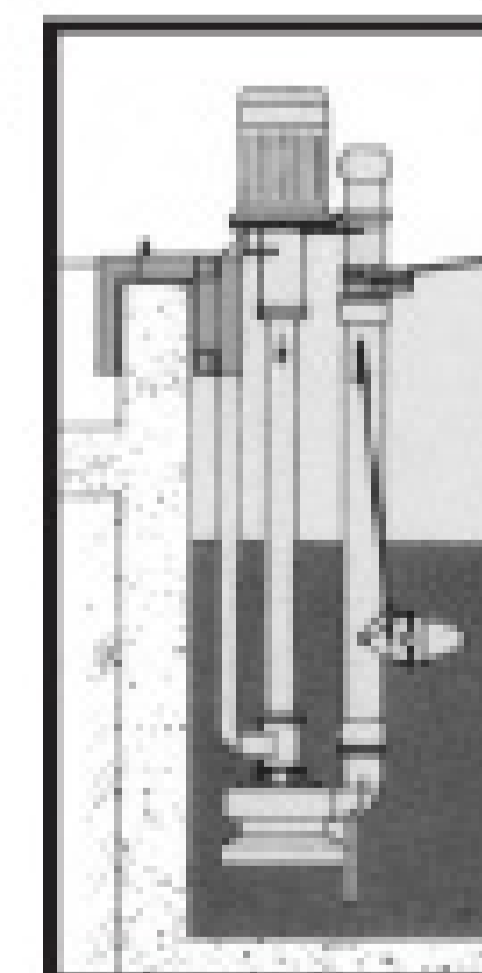
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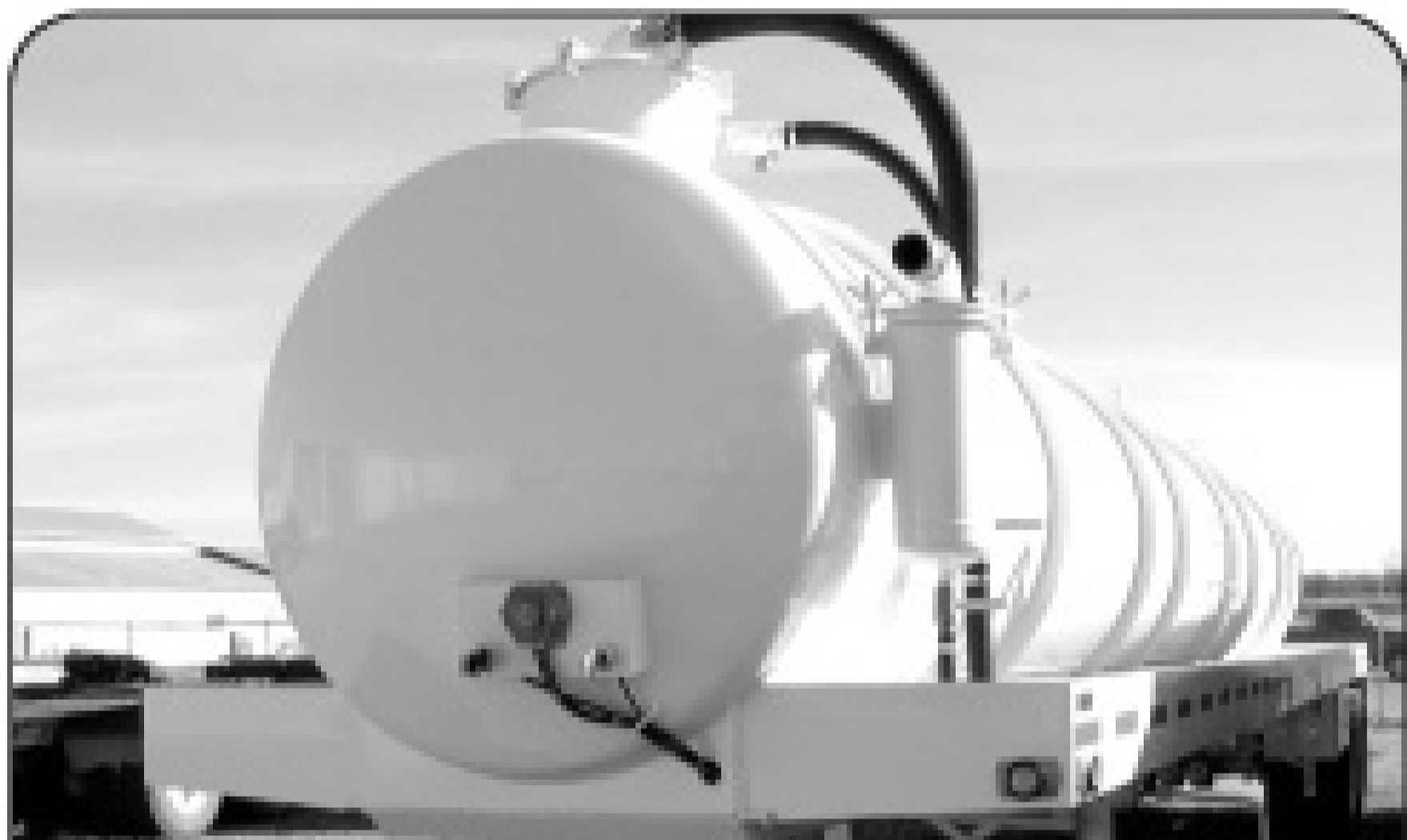
2001 IH 4700, DT466E, Allison auto, non-CDL, air brakes, new MEC 6500 vacuum pump, new 1100/400 vacuum tank.



1992 IH 4900, DT466, 6-spd., 33K GVW, double frame, Wally 553HR vacuum pump, 2300 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.



New Fluidmaster 5460 gal. vacuum trailer in stock. Also several used vacuum trailers in stock.



1999 IH 9900, Detroit 60 series (430/500 hp), 10-spd., new Wally 753LN vacuum pump, new 3000 gallon vacuum tank.

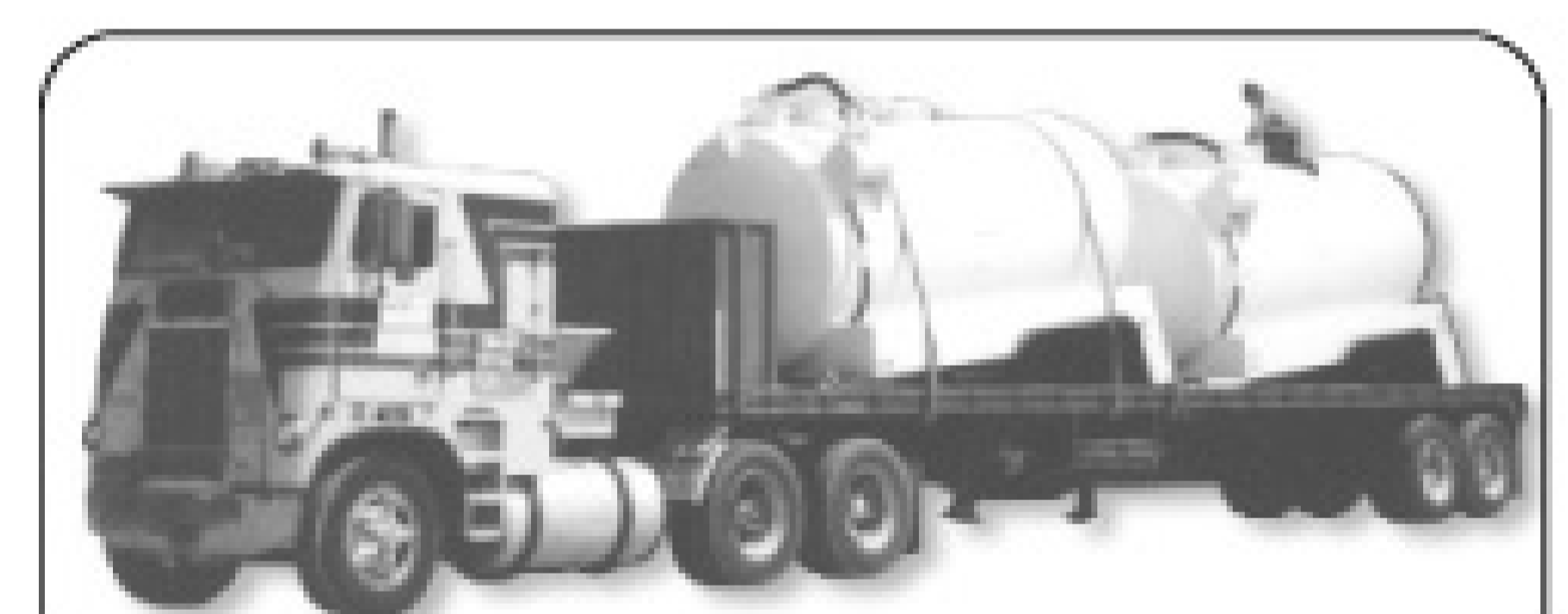


1989 Chevrolet C70, 8.2 ltr. diesel, 5+2 air brakes, double frame, MEC 5000 vacuum pump, 1500 gallon vacuum tank.

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PORTABLE TOILET BUSINESS located in Albany, NY. 600+ units, 3 service trucks, 2 P&D trucks. 20 years family built business. Excellent growth potential. Call Stanley @ 518-441-7222. (CPT11)

FOR SALE: Established 15 years, septic pumping business in Eastern Massachusetts. Excellent reputation, 3000+ client list includes residential and commercial customers. Solid income, excellent growth potential. In the midst of busy season now. Sale of business includes a 1995 Ford L-9000 vacuum truck with 330 hp Cummins engine, 3600 gallon tank, 4 years new. Serious inquiries only @ masepticco4sale@gmail.com. (CPT112)

PORTABLE TOILET BUSINESS FOR SALE. Located in Central Wisconsin. 377 portables, trailers, trucks, spare parts, contracts., etc. Turn key operation. Motivated seller! \$450,000. Call VR Business Brokers 715-833-1510. (P10)

FOR SALE in Fairbanks, Alaska: 50 year established septic pumping & thawing business. Federal and local contracts in place. Large customer base. Great cash flow. Purchase includes: 2 pump trucks, 1 steam truck and all related equipment for operations. \$350,000 OBO. 907-452-2743. It's not just a job, it's an adventure!!! (P10)

FOR SALE: 30-year established septic pumping & line cleaning business located in Central Minnesota. Large customer base includes residential, commercial & municipal. Includes 4 vacuum trucks, 2 service vans, line cleaning equipment, camera & jetting equipment, trailer with a Kubota backhoe. Also available is the shop, house & office on 6 acres. Serious inquiries only!! Call for more information. 763-441-4548. (P10)

BUSINESSES

This well established septic pumping co. has 60+ years of experience and more than 14,000 customers in the database serving the North West Suburb of Los Angeles and surrounding areas. The equipment includes five residential pumps, two transfer tanks, one commercial pumper and two pick-up trucks. In 2007 the company recorded gross sales of nearly \$950,000. There is a great opportunity to add installation, repair, inspection, locating, and maintenance services to increase profits. Equipment is valued at \$400,000+. Priced at only \$629,000. For more information please contact Jeff at 818-483-4777 x209. (P11)

Arizona pumping company with onsite treatment plant, established 1947. Owners cash flow for first six months of 2008 is \$97,414. Asking \$300,000. Call Scott, WCI Brokers 623-824-4355. (P12C01)

FOR SALE: Full service septic pumping, grease trap pumping and drain cleaning business on the western slope of Colorado. Business established in 1993 with large established loyal customer base and excellent reputation. Two 2000 gallon vacuum tank trucks (2005 Int. and 1989 Ford with hydraulic hoist), one 300 gallon vac-tank on 1-ton for small grease traps and 1 service truck complete with sewer cleaning and repair tools. All serious inquiries will be given proper consideration. Please contact us at 970-249-1816 or email terck@wildblue.net. (P10)

Liquid waste hauling and disposal business, 30 years in central Arkansas. Septic and grease trap service. Trucks, customers, and permits. Selling for health reasons. 1-800-603-3491. (P10)

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)

BUSINESSES

FOR SALE: Sunny South Florida. Full service septic tank business established 20 years. Great potential; great records. Owner retiring. Call Chris 305-297-2171. (P112)

FOR SALE: Established company in Florida specializing in the following services: onsite septic installation service & repair, septic pumping & cleaning, portable chemical toilet service. Turnkey operation! Equipment, trucks, accounts. Serious inquiries only. Call TLS 1-352-428-5939. (PBM)

FOR SALE: Septic pumping and portable toilet rental business. Located in Mid-northern Wisconsin. Established over 30 years. Includes 3 pumper trucks, 1 slide-in unit on Ford PU, over 100 portable toilets, various related equipment. Call 715-453-3037. (P10)

FOR SALE: 20-YEAR ESTABLISHED PORTABLE TOILET BUSINESS IN WV. ± 350 Tuff Johns, ± 50 Satellites, some fiberglass, 6-8 holding tanks (mobile office), 4 toilet hauling trailers: 2006 F550 w/100 gal. water, 250 gal. waste; 2005 F550 w/250 gal. water, 500 gal. waste; 1985 Mack pumper w/jetter, 2500 gal. waste, 1000 gal. water. 300-350 toilets on rental now. Gross \$350,000 yearly or more. Will not sell equipment without customer base. Serious calls only. 304-472-7962; ask for Tammy. (P10)

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: Well established septic pumping and portable toilet business located in Challis, Idaho. 160 toilets, 12 handwashers, 5 trucks, trailers, spare parts, good cash flow, average gross \$200,000, one man operation and still have time to fish & hunt! Call 208-879-2800. (P12)

BUSINESSES

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

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Septic service + portable toilet rental company on British Columbia's Sunshine Coast. Stable business with growth potential. Operated from 3.75 acres of prime property including residence available as a separate purchase. Contact Brent at 604-626-7414 or brent@sequoiabusinessbrokers.com. (P11)

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Pumper Plus Billing Software: Regularly \$795. Mention this ad in Pumper.com and purchase for only \$595. Pumper Plus is a billing software package from Galaxy Systems, www.galsys.com/pumperdemo.asp, that handles billing for septic pumping and portable toilet service-type companies. Inquire at solutions@galsys.com or call 800-985-3029. (PBM)

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DEWATERING

2003 Simon Moos, KSA, roll-off, mobile dewatering unit. Truck not included. First \$60,000 takes it as is. Email or call for more details. aardvarkwaste@mac.com, 435-632-9002. (P10)

Buy - sell - trade - lease: Filter presses, belt presses, vacuum filters, filter cloth, dewatering bags, tanks, mixers and more! Call Waste Treatment Equipment Specialties at 440-808-8844. www.wescoequip.com. (PBM)

1989 BDP model E 1 meter belt press with rotary drum thickener, 2 - 500 gallon polymer mixing tanks, infrared heaters, fluorescent lighting, stainless steel flooring with fold out walkways, variable speed controls for sludge pump, rotary drum, polymer pump, and press section. All self contained in a 50' curtain side trailer with air ride, \$140,000 OBO. **Flottweg model 2-73 36" horizontal decanter centrifuge** with 8' gravity belt table, 2 - 500 gallon polymer tanks, infrared heaters, fluorescent lighting, stainless steel flooring with fold out walkways, variable speed controls for sludge pump, gravity table, polymer pump, and centrifuge. All self contained in a 50' curtain side trailer with air ride, \$395,000 OBO. **2005 BDP model 3DP 1 meter belt press** with 8' gravity belt table, 2 - 500 gallon polymer mixing tanks, infrared heaters, fluorescent lighting, stainless steel flooring with foldout walkways, variable speed controls for sludge pump, gravity table, polymer pump, and press section. All self contained in a 48' curtain side trailer with air ride, \$285,000 OBO. Contact Parker Ag Services at 719-775-9870 Ext 223 for Kipp or Ext 233 for Bob. (PM10)

Aqua Zyme 30-yard dewatering box with rollover top. Used for three months. Aqua Zyme 550 gallon polymer injection unit. Both look brand new. I will take payoff. Contact me at 706-234-7252. (P11)

Used IDS dewatering box 1 year old. Polymate Polymer unit like new. Inground holding tank pump. 1992 Freightliner roll off truck. Whole package \$50,000. 304-425-5329. (P12)

Alar, Model 650, very good cond. Completely automatic with all controls and panels, filters down to 1/2 micron, sludges generated by septic and grease haulers. Reducing BODs, F.O.Gs, TGS, total phosphorus, meters and NH3-N. 770-917-0377. (PBM)

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Seepex sludge & polymer mixing & pumping unit. 5 years old. Excellent condition. Asking \$20,000 OBO. Call 1-506-672-2100. (PBM)

1984 Mudcat Dredge Model SP810. Completely reconditioned and new hull in 2005. All pipe, hardware, and semi trailer also available. \$52,500 OBO. Contact Parker Ag Services at 719-775-9870 Ext. 223 for Kipp or Ext. 233 for Bob. (PM10)

For Sale: 2-year-old lwt. Pithog, 20 hp, remote controlled dredge, 400 hrs. run time on unit. 80 kw Cat generator power unit with 528 hrs. and enclosed trailer with all piping, floats and appliances needed for dredging operations. 910-263-9461. (P10)

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

NEW Presvac 5500 gallon c/s DOT certified vacuum tank unit, self-contained. **In stock!** (Stock #13325B) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**. (PBM)

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)

1986 Polar 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. (P10)

2009 Peterbilt 365 tri-axle with a new Presvac, Powervac 3800, 3250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. **In production.** (Stock #13340V) 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. (P10)

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)

CHEMICAL BATCHING TRAILER-three large tanks, heat exchanger, two electrical Cat pumps, two large reels, a lot of accessories. \$75,000. 617-680-4569. (CP10)

2009 Peterbilt 340s **loaded with every option except with automatics** 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&F) *In production for May/June.* www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**. (PBM)

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Used PipeHunter model 38T44 jetting unit, trailer mounted unit, w/335 poly water tank, 4000 psi @ 25 gpm, 600' hose and attachments. **In Stock!!!** (Stock #4313V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**. (PBM)

Spartan 777 water jetter prototype, 3 cylinder Kubota engine. Missing pump, front door. Needs TLC. \$2,500 or make offer. 630-802-2471. (CP10)

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)

JETTERS-TRAILER

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)

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)

New O'Brien Model 3518-SC jetting unit, trailer mounted unit w/350 poly water tank, 4000 psi @ 18 gpm, 400' of hose and attachments. **In Stock!!!** (Stock #3024V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**. (PBM)

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1988 Ford F800 Sreco jet truck, 65 gpm, 2000 psi, former city truck, 47,300 miles, 1000 gallon water tank, Myers pump. 651-489-5185. (CPBM)

1990 Vactor Model 850 water jet on an International 4500, 65 gpm @ 2000 psi, 1500 gallon water tank. Good running condition. \$9,500. 714-639-8352 or craig@empirepipecleaning.com. (CPBM)

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)

JET VACS

2002 Vactor Model 2103 on an International 4700, 40 gpm, 2000 psi, **PD blower**, new white paint, **no CDL required.** Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

1989 Ford L8000 Vac-Con, 86K miles, Allison automatic transmission, 3-stage fan, 9-yard debris tank, Gaso pump, John Deere aux. motor. \$20,000. 800-204-7615. (P10C11)

2001 Vac-Con V312LHA/1300, 12 cu. yd., 80/120 gpm 2000/3000 psi, 600' hose, Sterling LT7501 with Allison auto, extended rear wheel kit (legal with a full load). Loaded, low miles, low hours, ready to make you money! \$100,000 firm. CA 916-416-7901. (CP11)

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1998 Vac-Con Model V350THA, 3-stage fan, 50 gpm, 3000 psi pump, 5-yd. debris tank, new white paint. Was city owned. 714-639-8352. www.empireequip.com. (CPBM)

2008 Sterling LT7501 with a Vac/All Safe Jet Model AJV1215 1500 water comp, 12-yd. debris body, Roots 824 PD blower, 80 gpm @ 2000 psi jetting system with 600' of 1" hose. Combination vacuum-jetter unit. **In stock - RENT ME!!!** (Stock #0329V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2006 Vac-Con, only 22,000 miles, 12-yard debris, 3-stage fan, 1300 gallons, spec sheet is available. 801-301-3017. (MPT110C11)

1994 Guzzler, Ford LNT8000, 126,250 miles, 275 hp, auto transmission, 9-cy debris tank, 16" Roots blower, Myers water pump, 2000 psi @ 80 gpm, 1500 gal. capacity, 8' extendable boom. Good condition. Asking \$67K OBO. 716-523-6813 after 5:00 pm. (CP10)

1997 Clean Earth, Ford LNT 8000, 98,575 miles, 275 hp, auto transmission, 4-cy debris tank, 16" Roots blower, Myers water pump, 2000 psi @ 80 gpm, 2000 gal. capacity, 4' extendable boom, rear mount hose reel. Good condition. Asking \$52K OBO. 716-523-6813 after 5:00 pm. (CP10)

1996 Vac-Con LTL 8000, automatic, 275 hp, 50 gpm, 3000 psi, telescoping boom, 3-stage fan, 10-yd., 1000 gallon water, good running truck, in good condition. \$85,000. Mahoney's Equipment LLC. 1-877-282-4949. Ask for Steve. (CP10)

2002 Vactor 2112 on a 2002 Sterling, 80 gpm, 2500 psi, **PD blower**, new white paint. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

1998 Vac-Con 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)

JET VACS

Monster of a truck! 2005 Vac-Con V311/1300, 10' aluminum telescoping boom, front-mounted hydrostatic drive, 600' x 1" 2500 psi/6250 - 200'. \$215,000. 970-494-1610. (P11C12)

1998 Clean Earth, Ford Louisville, 136,900 miles, 275 hp, 10-speed Eaton Fuller, 10-cy debris tank, 27" Roots blower, variable speed Myers pump, 2000 psi @ 80 gpm, 1500 gal. capacity, 8' extendable boom. Also serves as a hydro-excavator. Good condition. Asking \$82K OBO. 716-523-6813 after 5:00 pm. (CP10)

1994 Vac-Con 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)

2002 - 1991 Vactor 2100s in stock and ready to work. Models available equipped with either PD or fan style blower, 80 - 60 GPM pumps, mostly fully loaded, ex-municipal units with low hours and miles. Call Joe 312-208-6373. (P10)

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)

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

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

1997 Vac-Con 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)

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MISCELLANEOUS

1987 F-700, diesel, 5 speed, 2000 gallon hydraulic lift, fully opening rear end tank, good for hauling & dumping mud, 310 cfm pump, \$6900. 405-235-8600. (P11)

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

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1985 Brown Bear Model 1 compost turner, hydrostatic drive, 4 position steering, Cummins motor, good teeth, 1385 hours, excellent condition. \$49,900 OBO. Contact Parker Ag Services at 719-775-9870 Ext. 223 for Kipp or Ext. 233 for Bob. (PM10)

FOR SALE: Aqua Weed Harvester Power by Perkins engine. Cut 10' wide, 6' deep. Complete with trailer. Can arrange delivery. Asking \$35,000. Phone Ron @ 204-248-2559 or email info@lagooncleaning.com. (P10C11)

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PARTS & SERVICE for vacuum pumps and vacuum tanks. Vacuum pumps also in stock. 800-909-6909. Ask for Ken or Randy. (PBM)

PORTABLE RESTROOMS

TSF Portable Restrooms, green or teal, \$50-\$100 (250 units); Satellite Maxim 2000 & 3000, blue \$200 (80 units); Satellite Maxim 2000 & 3000 VIP units, blue, \$250 (30 units); Satellite Freedom accessible units, grey, \$400 (20 units); Satellite Tufways, teal w/grey doors, \$250 (140 units); PolyJohn Hi Rise units, grey, \$225 (35 units), Odor absorption filter - TV 1000 General Carbon Corp. for deodorizing pump exhaust. 42" dia. chamber, 62"H, with quick fittings. Just hook to vacuum pump exhaust. Eliminate undesirable odors in your yard. Will deliver within 500 miles of New Jersey "for actual cost." Call 732-721-3443 or email mhyer@johnnyonthespot.com. (P10)

500 Olympic Fiberglass units for sale. Units are older construction grade. Located in Albuquerque, New Mexico. \$100 each. Call 505-345-3965. (PT12)

75 PolyJohn PJ3s. Aqua & yellow. Fair condition. \$100 to \$150 each. Southern MI. Ph: 248-437-5595 Email: johnsanit@yahoo.com. (P10)

Half Units: Good condition, 300 PolyJohn half units and 300 sling units and regular units for sale. Contact Manuel @ 305-970-9837. (P10)

Hundreds of POLs, 2 years old, assorted brands and assorted colors for \$150 a POL. Please call for more info and pictures via email. 561-202-2355. (P11)

Portable toilets (regular and handicap units) and two service trucks for sale. Visit aplusportapotty.com for pictures and to e-mail or call 352-266-0183. (PT11)

Two-year-old Satellite Freedom 2 ADA-handicap, sand/tan color, only used a few times. 7 available. \$1,400 each or trade for Tufway. 641-521-3187. (PT10)

50 tan Hampel portable restrooms; new, never used. Las Vegas. \$450 each or all 50 for \$400 ea. Pictures www.acoinc.com/classified. 208-362-3193. (P10)

PORTABLE RESTROOMS

MUST SELL: 400 grey PolyJohn PJ-III toilets. All less than 4 yrs. old. Asking \$300 each OBO. All ready to use. Will discount for quantity purchases. FL 941-473-5419 or erin@amberjack-inc.net. (PT01)

80 dark blue PolyPortables units for sale. 3 years old or less. Good for construction, some ok for events. Possible delivery available. \$250 ea. 770-443-0131 Atlanta. (P10)

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)

300 used Polyjohn Fleet Units for sale. Brown, good condition. \$150 each. Call Gina 352-369-5411 ext. 206 or email gina@floridaexpress.us. (CPT11)

For Sale: 30 to 50 used Poly-Portable restrooms, 8 to 9 years old, in good condition. \$150 each OBO. Call 410-795-2947. (P10)

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

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

I have 49 unassembled Synergy Taurus units for sale. Location Olympia WA area. Call me at 360-894-2254 or cell 360-239-8854. (P11)

PORTABLE RESTROOM TANKS

Used 2003 Satellite MD 950 tank in excellent condition. Includes work-lites, toolboxes, freshwater pump, 650 waste, 300 fresh, ready to mount on truck. Includes Satellite 2 toilet carrier and Conde 6SS vacuum pump. Tank came off 2003 Ford 550. \$13,000 OBO. 231-924-8994. (PT10)

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PORTABLE RESTROOM TRAILERS

New 2008 24' Olympian, (3) women, (4) men, \$27,000. 2001 26' Olympic (4) women, (4) men, \$20,000. 1999 & 2000 Olympic 30' Luxury Liners, oak interior, private rooms, (3) women, (4) men, \$22,000 each OBO. All have heat, AC, and hot water. 866-883-9538. (P11)

2006 Wells Cargo Comfort Elite III. Light use, stored indoors. 573-896-8665. (PT11)

Trailers for sale, separate or together. Must sell, reasonable. View pictures at www.comfortcoaches.com Contact: Don 443-867-9883 or dsauer1751@aol.com. (PT12)

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

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

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

2000 Chevy 3500HD 7.4L 2-wd., 78,000 mi., 4-spd., auto., 400 waste, 100 fresh. NEW Conde pump and motor. 6-place toilet hauler. NEVER SEEN SALT!!!! 80% tires. ready for pumping! \$18,500 OBO. 715-281-8221. (P10)

2006 Ford F-550 4x4 XLT, 70K miles, new engine and brakes, Satellite 950 model fresh water wand, 2-unit hauler. SHARP. \$42,000. 641-420-5310. (P11)

2007 XL Super Duty F550 4x4, Satellite tank 650/250 backpack dual side, 200,000 warranty, excellent condition, 44,000 miles. \$52,000. 208-253-6021. (CP10)

1997 F-450 XL 650/250. Replaced engine & transmission 20,000 miles ago. Installed Masport pump about 1 year ago. Great truck as a back up truck or starting new business. \$10,750 OBO. Call 931-553-8200. (P11)

PORTABLE RESTROOM TRUCKS

STOCK UNIT READY TO ROLL: 2007 Isuzu NPR-HD (pre-emission) chassis 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. Isuzu NRR also available Call for quote today. **Crescent Tank Mfg.** 585-657-4104; www.crescent-tank.com. (P10)

2002 INTERNATIONAL DT466 4300 auto, air brakes, 217K, Wallenstein pump-rebuilt 4/08. Steel tank 1000 waste/400 fresh. \$15,000. patflynn2@aol.com 330-351-4353. (P10)

1989 Ford LNT 9000, 52000 GVW, 300 Cummins, 9-spd., A/C, PS, air brakes, 3600 gallon tank, Masport water-cooled pump, 21" manway, 26" rear manway, 6" dump. Tank and cab white. Engine overhauled 695 miles since. Price is \$27,000. Located in Las Vegas, NV. Pictures at www.acoinc.com/classified. Call 208-362-3193. (P10)

2006 Dodge 3500, Cummins 4x4 Quadcab, 6-spd., 84,000 miles, flatbed w/510 gal. waste, 250 fresh. \$27,500. 208-253-6021. (P10)

Aluminum Portable Restroom Tankers: '02 F-650, 158K, \$35,500; '02 Isuzu, 248K, \$29,150; '02 Inter., 206K, \$31,450; '02 Inter, 154K, \$32,450; '03 Inter, 236K, \$43,500; '03 Inter., 196K, \$44,000. Masport pumps, pressure cleaners, 500 clean, 1500 waste. Contact Manuel @ 305-970-9837. (P10)

2006 XL Super Duty F550 4x4, Satellite tank 650/250. Backpack boxes, excellent condition, 200,000 extended warranty, 71,470 miles. \$47,000. 208-253-6851. (CP10)

2004 Ford F550 Super Duty diesel pump truck. White with gray interior, Best built with a 1050 gallon stainless steel tank, PTO driven Masport pump. Perfectly maintained by Gabrielli Ford in Jamaica, NY. Wholesale price of \$29,500. 800-634-2085. (PT12)

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. (P10)

PORTABLE RESTROOM TRUCKS

Used Crescent Tank; '04 Model 900 (650/250) up-fitted to a used '04 Chevy 4500. Call for further specs and price. **Crescent Tank Mfg.** 585-657-4104. (P10)

2003 F450 well maintained super duty, turbo diesel 4x4, auto w/towing pkg., air, 2004 Dynavac 500 gal. waste, HXLV3 Masport, 250 gal. water w/stainless 20 gpm pump. Both sides service, lg. storage compartments, 2-toilet rack. Ready to work. Brewer's Septic. 800-500-5096 NY. (P10)

2002 4300 International, 25500 GVW, DT466, Allison, A/C, air brakes, 3-compartment tank (450/950/250), M-10 Moro pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures www.acoinc.com/classified. Located Phoenix, AZ. \$35,000. 208-362-3193. (P10)

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)

2007 Dodge 2500, Cummins 4x4 Quadcab, 6-spd., 44,000 miles, 8' steel flatbed, 300 gal. alum. waste, 135 fresh, w/lift gate. \$31,500. 208-253-6021. (P10)

(1) 1997 Int. 4700, pickup/delivery, 600 gal. (400/200); (1) 1999 Int. 4900, service truck, 2100 gal. (1600/500); (1) 2000 Int. 4900, service truck, 2100 gal. (1600/500); (2) 2001 Int. 4900, service truck, 2100 gal. (1600/500). Excellent front line units. 1-352-796-4540. (PBM)

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

2000 Isuzu NPR with Workmate Model 750, 500 waste, 250 water, with Masport pump and Masport odor control. Good rubber, 227,000 miles. Engine has 150,000 miles. Priced to sell. \$13,900. Call Frank King 978-452-7750. (P10)

2008 Dodge 5500, Cummins 4x4, Quadcab, 6-spd., 18,000 miles, 9' aluminum bed w/boxes, 510 gal. steel waste, 300 gal. fresh, electric start pump. 208-253-6021. (P10)

PORTABLE RESTROOM TRUCKS

2002 Ford F-450, 75,000 mi., \$19,500, 7.3 turbo diesel, 6-spd. manual, hyd. brakes, A/C, PTO Masport HXL2F, Satellite 250/450 tank, water pump w/hose reel, 2-unit carrier, GVW 15,000; 2005 International 4300, 109,000 mi., \$33,000, DT466, auto Allison MD3060, air brakes, A/C, PTO Masport, HXL3WF, Presvac 200/1000/200, water pump w/hose reel, 2-unit carrier, GVW 32,360; 2006 International 4300, 89,000 mi., \$35,500, DT466, auto Allison 2100, hyd. brakes/exh. brake, A/C, PTO Masport HXL3WF, Prime 200/1000/200, water pump w/hose reel, 2-unit carrier, GVW 25,999; 2006 International 4300, 96,0000 mi., \$35,000, DT466, auto Allison 2100, hyd. brakes/exh. brake, A/C, PTO Masport HXL3WF, Prime 200/1000/200, water pump w/hose reel, 2-unit carrier, GVW 25,999; 2003 Ford F-550, 114,000 mi., \$34,500, 6.0 turbo diesel auto, hyd. brakes, A/C, PTO Masport HXL3WF, Prime stainless steel tank 150/800/150, water pump w/hose reel; 2004 International 7400, 97,000 mi., \$48,500, DT466, auto Allison MD3060, air brakes, A/C, PTO Masport HXL2F, Presvac 300/1100/250, water pump w/hose reel, 2-unit carrier, GVW 33,000. Call 732-721-3443 or email mechanic@johnnyonthespot.com. (P10)

2005 International 4300 with a 2000 US gallon, 2-compartment (1500/500 split), aluminum, portable toilet service unit. \$58,000. **In stock!!!** (Stock #9153C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2007 Ford F650 Satellite 1250 Service Truck. 850 waste/400 fresh with 2-unit toilet carrier. Conde pump, purchased 11-07, low miles, \$61,900. N. Illinois 815-946-2813. (PT10)

2001 4700 International, 25500 GVW, engine DT466, 7-spd./OD, A/C, air brakes, 3-compartment tank (450/850/200), M-10 Moro vacuum pump, spot lights, pressurized water spray down & fill, restroom carrier. Pictures www.acoinc.com/classified. Located Salt Lake City, \$30,000. 208-362-3193. (P10)

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

New 700 US gallon 2-compartment (450/250 split), carbon steel, portable toilet service unit. (Stock #13238V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1999 Mitsubishi 600/225, auto, A/C, diesel, 242,000. Ready for service. \$12,500. Located in PA. 800-433-2070. (P10)

2008 Ford, 49,000 miles, \$45,000. 2007 C5500 Chevrolet, miles in 40s with aluminum and steel tanks. Still under warranty. Slide-ins 600/200, \$10,000. 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)

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)

POSITIONS AVAILABLE

Drain Cleaner Wastewater Management Company seeks experienced sewer and drain cleaner for commercial work out of our Deptford, NJ location. Must have a clean driving record and 3 yrs. experience utilizing power drain cleaning equipment. CDL a plus. Good salary and excellent benefits. Send resume to: Russell Reid Company, 200 Smith St., Keasbey, NJ 08832. Fax: 732 225-1738. hr@russellreid.com. (P11)

Central Alabama industrial service company is currently accepting resumes for experienced foreman, supervisors and managers. Must be familiar with industrial service practices, air movers, hydro blasters and be able to manage multiple job sites and employees. CDL with X a plus. Managers should have demonstrated abilities in personnel, financial, and fleet management. Competitive compensation package and benefits. Interested applicants may respond to apply.hr@hotmail.com. (P10)

POSITIONS AVAILABLE

Pipeline Investigations Inc., a Baltimore, Maryland firm, is seeking qualified persons to operate jet vac trucks, mainline CCTV cameras, and/or lateral push cameras. Experience with Ferro Mag locators and sondes a plus. Salaries negotiable based upon experience. Fax resume or personal info. to 410-242-1038 or email fleetbarnes@pipelineinvestigations.com. (CP12)

Regional Sales Manager for US Eastern Seaboard & Gulf Coast States, selling mobile vacuum cleaning equipment used in the cleanup and transportation of hazardous and non-hazardous liquid, semi-solid and dry waste materials. The industries that we cover are environmental remediation companies, automotive, pulp and paper, mining, oil and gas, steel, power plants, septic cleaning and manufacturing. Must have an understanding of the environmental liquid waste remediation industry, and a working knowledge of vacuum cleaning applications. They must have a minimum of 5 years experience with a proven sales record. Contact stanj@wastequipcusco.com, 1-800-490-3541 ext 274

(P10)

OUTSIDE SALES: So. California. Cable/pipe locators, pipe inspection cameras and leak detection equipment. \$50-\$75K+ **potential!** Must have working knowledge of above equipment, together with outside sales experience. jjones@wctproducts.com. (CM10)

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Hydraulic Submersible Pumps: Four 4"- approximately 1000' + or - of hydraulic hoses. \$7,500. 617-680-4569. (CP10)

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

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

PUMPS-VACUUM

500 CFM Fruitland Pump, rotation, left; new, purchased from Specialty B Sales in Arkansas. Sold truck; don't need. \$4,200 + freight. Ray 512-825-1278. Austin TX. (P10)

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

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

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

PUMPS-WATER

Thompson 4" double-diaphragm pump, 5 hp. Pumps water, mud, sludge. Located in North Carolina. 910-738-5311. (P10)

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Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jetters. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888)VAC-UNIT (822-8648) www.vsirentalsllc.com.** (PBM)

ROLL-OFF TRAILERS/TRUCKS

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. (P10)

1998 Volvo WG64 quad axle roll-off truck w/auto tarp system, 200K miles, excellent condition. \$64,999. KLM Companies. 617-909-9044. (P10)

1993 Galbreath AC416 single container roll-off trailer. Bridge weight design. Just sandblasted and painted with aluminum Budds. Good condition. \$19,500. KLM Companies. 617-909-9044. (P10)

SEPTIC TRUCKS

1998 International DT 466, 2600 gal., Masport pump, both 4 years old, 6-speed, great truck, rebuilt engine, paint good. \$26,000. 434-531-2720 Dan. (CP11)

1997 Ford, 173K miles, 2500 gallon Presvac unit, telescoping dump tank, full opening rear door, Presvac PVD 750 pump. \$20,000. 800-204-7615. (P10)

2004 Peterbilt Model 330C, 76,000 mi., 300 Cat, 3600 gal. tank, TSI500 pump, 3", 4", 6" heated valves, air ride, AC, locking differential and tandems. \$85,000 OBO. Call for more info. 715-484-7711. (PBM)

1993 International, 5-speed, 2300 gal., excellent condition, factory rebuilt engine, new tires, brakes, all chromed wheels, very clean. \$26,500 OBO. 919-639-9420.(P11)

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. 978-618-6110. (PBM)

1998 Peterbilt, Cat 3126 engine, Wallenstein 553HRVOA vac pump, 2500 gal tank, 149,000 miles, new tires, 150' hose, excellent condition. S.E. Iowa. \$40,000 OBO. Ken 319-648-2708. (CPI-10)

1995 Ford L8000. 7-spd. Cummins diesel. New upholstery, new paint Dec. 2007. One owner. Bought new. 3000 gallon tank, 210,000 miles. 850-837-7200. (CP12)

2000 Chevy 630 van, diesel engine rebuilt, has 25K miles, new tranny, interior racks/shelves set up for drain cleaner. \$3,000 OBO. 230-838-7000. (CP10)

2003 International 4300, DT466, non-CDL, air brakes, 1500 gal. Abernethy tank, heated valves, clean, dependable, excellent condition, 200,000 miles. \$39,000. 715-772-3442 Wis. (P11)

1994 L8000, 2,500 gallon steel; 210 hp Cummins diesel, 306,603 miles; 6-speed transmission, 2-speed rear axle, air brakes, 33,000 GVW, good rubber; 48" and 60" aluminum toolboxes, stainless catwalks, 4" front/rear intakes, 6" discharge, brand new Masport H15W water-cooled (10 hrs.); reliable truck, one owner; \$24,500. Tim 513-755-8050, mikeullman@winelco.com. (P10)

SEPTIC TRUCKS

1994 IH 4900, 2100 gal. Imperial tank, sand blasted, painted, new line X, Jurop 260 pump, new engine, brakes, tires, 235K miles, sharp. \$22,500. 641-420-5310. (P11)

1999 International 4700, 50,000 miles, 2200 gal. tank, excellent running condition. Must sell. \$40,000. Call Tim. 203-748-1123. (P11)

1986 Mack 250, 2000 gallon, Masport pump H5V, Onan 13 hp pony motor, 5 sections of 3" hose, \$7,500. Call 715-463-3966. (P10)

1986 Mack, kitted in 1995, new 3400 gal. tank, 720 water cooled pump, rear end rebushed, new brakes and adjusters, 18,000 frts., 44,000 rears, work horse. \$34,000. Call Mike 612-221-8996. (P10)

2009 Peterbilt 340, automatic with a Presvac 3600 gallon (US) aluminum vacuum tank unit. **In stock!!!** (Stock #13346) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

1990 Ford L8000, 7.8L 240 engine, 6-speed, 1500 gallon tank with Badger pump. Good starter truck. \$4,000. Call 219-325-3430. (P10)

Pre-owned Coleman tank (tank only), 3,300 gallon, c/s, 2 comp. (2000/1300) vacuum-pressure tank. **In stock!!** (Stock #0247V) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

1992 International 4900 DT466, 250 hp, 10-spd. F/R 3500 Transway, good rubber, re-bushed Hendrickson. Runs, stops and pumps. \$8,000. 508-341-3559. (P11)

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

(1) 1989 Mack RD 690 S/A, 2500 gal.; (1) 2000 Int. 4900 S/A, 2500 gal.; (1) 1994 Mack DMM T/A, 3500 gal. Excellent front line units. 1-352-796-4540. (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)

SEPTIC TRUCKS

2000 Mack E7 427 tandem, locking differential, Jake brake, 3000 gallon tank, 400 cfm liquid cooled Masport pump, 360,000 miles, 3' load, 6' dump. Tank and pump less than 1 year old. Truck runs great. Colorado. \$52,000. 719-689-7867. (P10)

1989 Ford L8000 with a 3250 US gallon, carbon steel vacuum-pressure tank. **Available now!** (Stock #8474C) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

2009 Peterbilt 340 with a Presvac 3600 gallon (US) aluminum vacuum tank unit. **In production.** (Stock #13337 A,B,C&D) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

Pre-owned Presvac tank (tank only), 3000 gallon, s/s vacuum-pressure tank. **In stock!!** (Stock #1570V) **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)

1988 GMC Brigadier with a 2300 US gallon carbon steel vacuum pressure tank. **Available now!** (Stock #0231C) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

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

Pre-owned Presvac tank (tank only), 3000 gallon, c/s vacuum-pressure tank. **In stock!!** (Stock #3147C) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (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)

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SEPTIC TRUCKS

1985 Ford F-700 370 auto-gas, 1800 gallon waste, 120 gallon fresh, steel tank (7 yrs. old), Jurop pump. \$16,500 OBO. 210-385-1055. (P11)

SHOWER TRAILER

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

SLIDE-IN UNITS

Slide-in tank, Best portable tank, stainless 300/110, 2005 model, good condition. \$6,500 OBO. Call Ray Kersh at 281-802-9016. (PT10)

Back up/Start 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 5hp 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. (P10)

SLUDGE APPLICATORS

1979 Terra Gator 2505, 3000 gallon liquid vacuum tank with injectors. 903 Cummins motor, 10-speed transmission, incorporation bar. \$25,000 OBO. Contact Parker Ag Services at 719-775-9870 Ext. 223 for Kipp or Ext. 233 for Bob. (PM10)

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. **\$31,000 OBO.** Day: 810-560-3268; Evening: 734-878-5228. (PBM)

(2) 8150 Knight slingers, 2005 and 2006 models, one owner, excellent condition. \$45,000 each OBO. Contact Parker Ag Services at 719-775-9870 Ext. 223 for Kipp or Ext. 233 for Bob. (PM10)

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Used Ag-Chem 3500 carbon steel Presvac, top load hatch, complete pump system included. \$3,500 OBO. Fremont, NE 402-690-8058. (P9M10)

FRAC/Storage tank for sale. 20,000 gallon capacity with steam coils, access stairs, and manway access. \$26,000. Please call for further details. 801-973-7912.(P01)

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TRAILERS VACUUM/TANKER

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. (P10)

Absolute Public Auction surplus from Metropolitan Sewer of St. Louis on November 20th including vac-trucks, jetters, compost turner and other heavy equipment. www.jjkane.com. (CMPT111)

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1998 GMC extended van, raised roof, 1-ton, Aries mainline camera pan and tilt, Aries crawler. Crawler up to 24" pipe, 900' of video, down-hole equipment, computer and printer, VCR high profile light head for larger lines. We purchased as a demo unit, equipment in excellent condition, 98,000 miles. \$40,000. 1-877-282-4949. (CP10)

1993 Ford E350 box van, 7.3 diesel with Aries TV inspection, pan/tilt camera. Also have 2 extra tractors all on tracks, 1 stationary camera, and lots of extra parts, TV, VCR, rear air, diesel generator. Call or email and we will email pix, 573-374-8785, or elitemotors@charter.net. (CP11)

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. (P10)

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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)

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1995 Clean Earth Vacuum Truck, 5500 cfm, 27" blower, wet & dry. Call for pricing and pictures. 1-734-942-9300. (CP10)

1992 International 9400 with Keith Huber 4000 gallon liquid vac, \$30,000. 1997 Ford with Guzzler Ace body, \$70,000. Financing available. Call 704-731-0025. (CP10)

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. (P10)

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WANTED TO BUY: Stainless steel slide-in unit. Call Darrell @ 715-425-1025. (P11)

WANTED: Vacuum tank 2,300 gallon or 2500 gallon. Must be in good shape. Ph. 972-837-4848. (P11)

2005 - 2007 Used Freightliner/International. 26,000 GVW with steel 1100/400 or aluminum 1500/500. Automatic, air brakes, 40K or less. raymceachern@aol.com. Austin, TX. (P10)

WANTED: 12-yard debris tank for a Vactor PD unit. Call Kenneth @ 972-938-1905. (CPBM)

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NLB 10-250 2000 model year with 1,200 hrs., 250 hp @ 43 gpm. Complete mounted on 1993 International truck with 120,000 miles. Fluid/power end just rebuilt by NLB. In good shape. \$42,500. KLM Companies, 617-909-9044. (P10)

2000 NLB 36201D, 1998 NLB 10200D, 1996 NLB 10200D, 1992 NLB 10150E, 1989 NLB 1012D, 2001 JetStream 4200D with 10k & 40k heads. Call for pricing and pictures 1-734-942-9300. (CP10)

Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (CPBM)

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. (P10)

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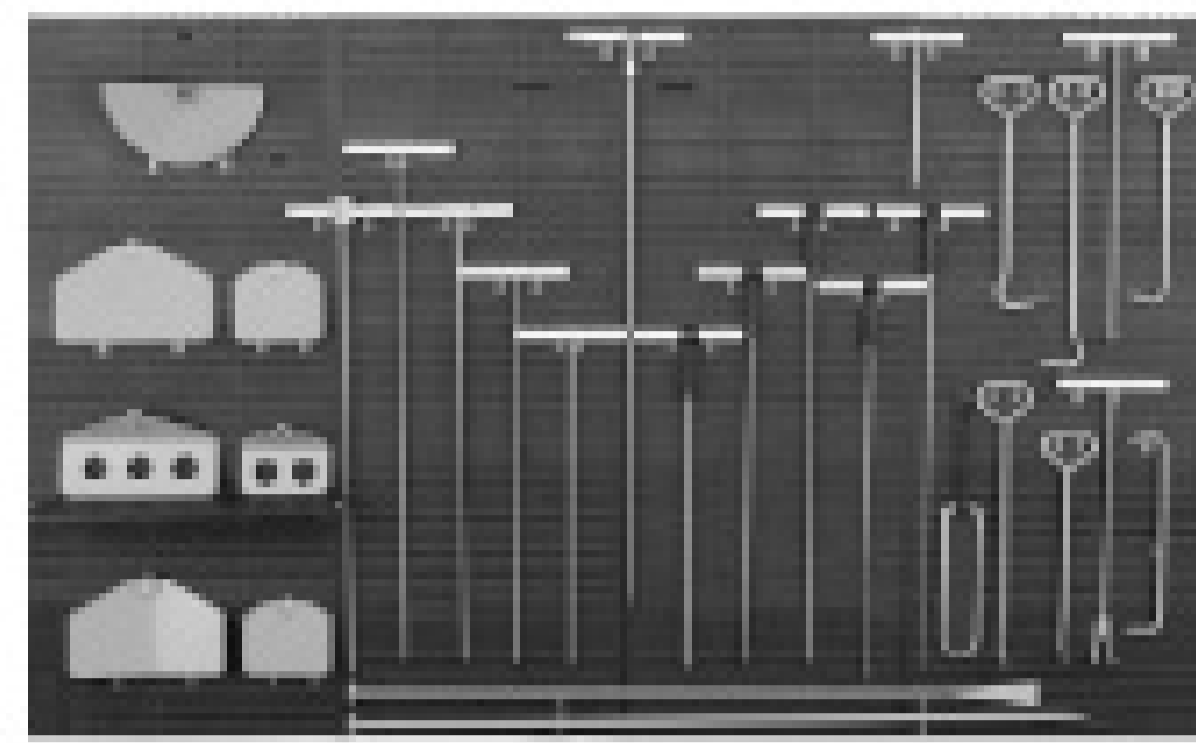
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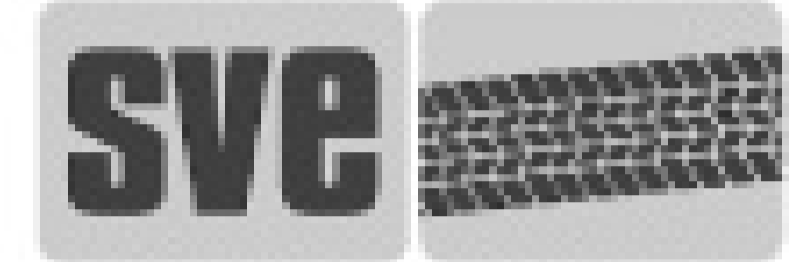
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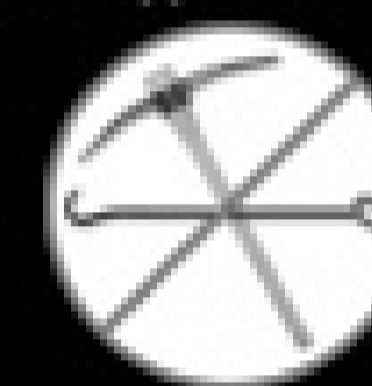


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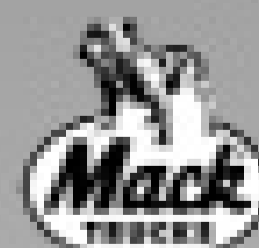
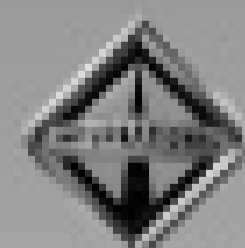
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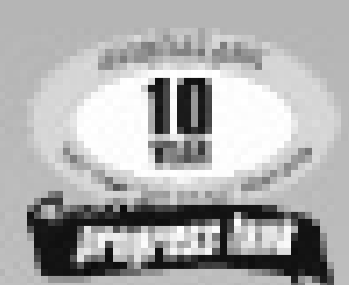


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877-296-2555

P10



2002 GMC C7500: Cat 230 hp, 7-spd., air brakes, double frame, A/C, 125,000 miles, Abernethy 2500 gal. vacuum body, Masport HXL20 pump, 3,000 psi jetter w/90 gal. tank.

800-682-2216

P10



2004 Ford F550 Super Duty Diesel Pump Truck: White with gray interior, Best built with a 1050 gallon stainless steel tank, PTO driven Masport pump. Perfectly maintained by Gabrielli Ford in Jamaica, NY.....Wholesale Price of \$29,500

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P10



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P10



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P10



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P10



1993 International 4700: DT444 6-cylinder turbo, 6-spd. manual, new paint, only 189,556 miles, PS/AC, used 1999 1,800 gallon carbon steel tank and Moro vacuum pump.\$22,000

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P10



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P10



1994 Vactor GMC White Cabover: Cummins 6 cylinder x2, 1,000 gallons, 5 yards, dual fans, excellent condition.

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Contact Bill at 1-866-744-9921

(CP10)



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P10



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2005 Peterbilt 330: 300 Cat, 8LL trans., air ride cab & susp, approx. 50K miles, approx. 3000 US gal. Transway tank, heated rear discharge 6', stainless primary & secondary shutoffs, 100 gal. water tank, 350 cfm pump. Available Nov.Asking \$63,000 US

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816-238-8500

NW Missouri

P10



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2001 Mack RD: E-Tech EM7-300 w/Jacobs engine brake, 7-spd. trans., 5:55 rears w/camelback susp., front lift axle w/duals, 227' WB, 4,000 gal. steel tank w/rebuilt Masport pump, 154,726 miles, 5400 hrs.\$68,000
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1995 Guzzler Ramrodder: Totally refurbished by Vactor in Birmingham, Alabama July 2008. This vehicle is in mint condition and ready to work. Delivery service available.\$149,900 OBO
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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
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2004 Chevy C5500: Duramax, auto., AC w/Dyna-vac 900W/300F, dual side service, Masport, regularly serviced.....\$32,500
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2000 International: Automatic transmission, DT series diesel engine, 2000 Vactor 2100. Loaded with options, ex-municipal unit.
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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
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1995 T-450 Kenworth: M11 Cummins, 10-spd., 540K miles, 3400 gal. tank, 367 Challenger pump, sea level gauge. Located in Missouri.\$29,500
Josh 816-365-6054 P10



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 P10



1991 International 4900: 466 diesel, 275,000 miles, rebuilt by International at 100,000 miles, 10-spd. Fuller, 3750 Imperial tank, Battioni MEC 8000 (new in 2005), heated valves.\$30,000 OBO
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2008 Ford F-550: Auto., 49,000 miles, 950 gallons waste, 300 gallons fresh water, like new, still under warranty.\$49,000
270-527-9945 P11



1991 GMC Tank: LT-10 Cummins engine, holds 18 cu. yds., newer motor w/31,010 miles. Needs new blower.....\$40,000 OBO
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1984 International DT 466: Drop axle, 3,000 gallon vacuum tank, 200 gallon fresh water, 230,000 miles. Runs good; used daily.Asking \$18,000
717-369-4809 P10



1975 Chevy: 366 V8 engine, 10-wheeler, Model 175B Calweld drill/bucket rig, triple Kelly capable of 90 drill depth, 42 ring gear capable of drilling 8' diameter.\$50,000
Paul 909-721-2608 P10



1992 Ford L8000: 7.8L diesel, 10-spd., 1900 waste, 200 fresh, 382,000 miles. Truck runs good and works good,\$18,000
601-573-7873 P10



1991 White-Volvo with 1995 Keith Huber Berringer II: 1600 cfm, 3300 gal. tank, good condition, ready to work. Regular PMs. Great looking truck.\$80,000 OBO
214-391-1109 P12



2000 Sterling, Vac-Con V311: 3126 Cat, Cummins 3.9 turbo upper, Allison auto., 20 front, 40 rears, 23,470 miles, 3,309 hours vac unit, 611 hours on jetter.
814-696-4343 - Hollidaysburg, PA QV/P10



2000 Peterbilt 330: Cat 3126 250 hp, Allison MD 3060 auto. trans., new 2500 carbon steel tank, baffles, alum. diamond plate trays, fresh red accents w/red bed liner on tank, 3" inlet, 4" outlet, NVE 367 pump pkg.
352-323-6284 X 201 P10



1995 Ford L8000 Vac-Con: Brand new blower (not rebuilt) 0 hrs., 60 gpm @ 2000 psi, new intake components, new front tires, rear 90%, reworked fuel pump, fresh paint, AM/FM, CD radio, clean inside, 59,000 miles, well taken care of.....\$62,000 OBO
Tony 508-304-4102 P10



Will Be Sold at Ritchie Bros. Auction in Las Vegas Nov. 7th: (3) well equipped, low mileage trucks; '92, '94 4900 Intl. and '85 4x4 Intl.
801-798-0626
More info:
www.pumpersale.blogspot.com
and www.rbauuction.com P10



2006 Sterling 2100 Jet Rodder with Hydroexcavation Package: PD blower, 80/100 gpm, high dump, excellent condition.
866-922-2626 CP10



1983 Ford F-8000: 3208 Cat engine, 5-spd. trans., air brakes, 2000 gallon vac tank. Pump recently rebuilt.\$7,000
912-427-1319 P10



1995 International: Int. 530 motor rebuilt 12-2005, 3500 gallon tank with new paint job, Masport water-cooled vacuum pump, tires 70%, 192,000 miles. One owner, garage kept. Ready for work.
610-797-0630 CP12



2002 International DT466: 4300 auto, air brakes, 217K, Wallenstein pump-rebuilt 4/08, steel tank, 1000 waste/400 fresh.\$15,000
330-351-4353 or patflynn2@aol.com P10



1986 SRECO Jetter: Auto trans., Meyers pump, 2000 psi, 65 gpm, 300' of 1" hose with Warthog nozzle.\$8,975
978-476-1543 P10C11



2001 Mack CL713: 350 hp E7 Mack, AC, cruise, 8LL trans., air suspension, 187,000 actual miles, tires 80%, 6000 gallon aluminum tank w/3 baffles, NVE 506 Challenger pump.\$94,000
479-619-8226 P11



2007 Freightliner M2 Business Class: 19,000 miles, new 3500 gal. vacuum unit, Masport 400 cfm liquid-cooled vacuum pump, 24x24x60 aluminum toolbox.
Call 734-777-0390 P10



1998 International: Diesel 4700 series, 2500 gal. tank, transmission 6+1, vacuum pump new, 151,000 miles.\$36,000
Call John 248-437-0841 P10



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This large-load 1998 Freightliner FLD 112 carrier with 4,000-gallon steel tank gives a big boost in efficiency to owner Steve Lojovich, enabling him to empty three tanks before making a disposal run. Lojovich purchased the cab and chassis from Farwest Equipment in Mount Vernon, Wash., in 2005 and drove it back to Minnesota for conversion. Peterson Blacksmith shortened and doubled the frame, moved the stack and added a pusher axle. Engle Fabrication Inc., Sauk Centre, Minn., built the tank, placed it on the truck and made hose trays, rear lime slurry vats and intake, installed heated 4-inch intake and 6-inch heated air-activated brass valves. The hose trays and truck and tank underside are sprayed with chip guard. Graphics were designed by Lisa Lojovich and executed by Froggy's Signs and Graphics. The truck is powered by a 370-hp Cummins M11 and a 10-speed Eaton-Fuller transmission with differential lock. The tank has a 36-inch manway and a Masport HXL 400 WV liquid-cooled pump so Lojovich can pump 200 feet to stay off lawns. The truck has aluminum side boxes for hauling lime and tools and a large aluminum box behind the cab with an electrical winch hoist for use with a General Pipe Cleaners sewer roter and pressure washer.

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

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



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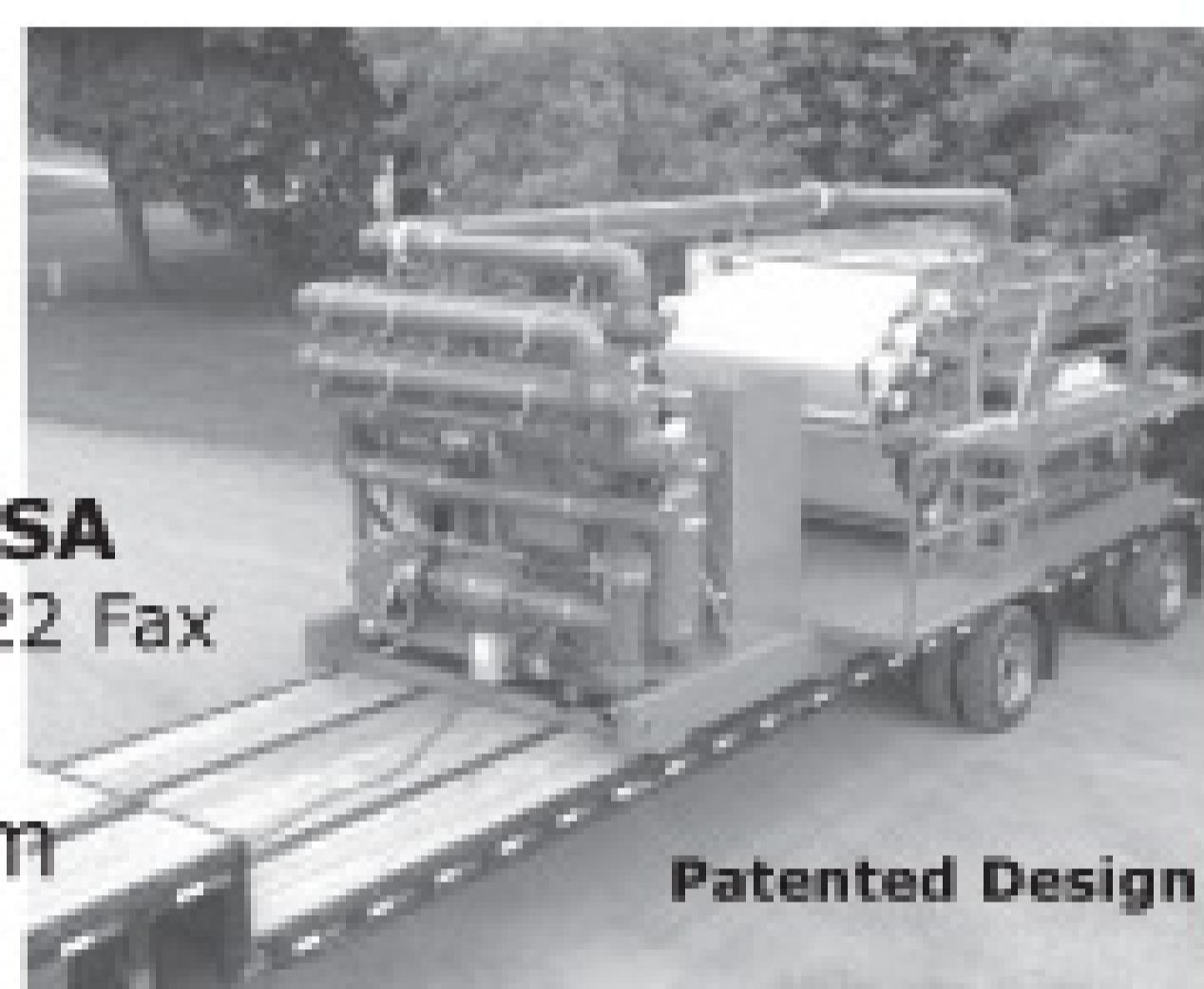
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Diesel Eng., Lot #2815680 - \$75,500

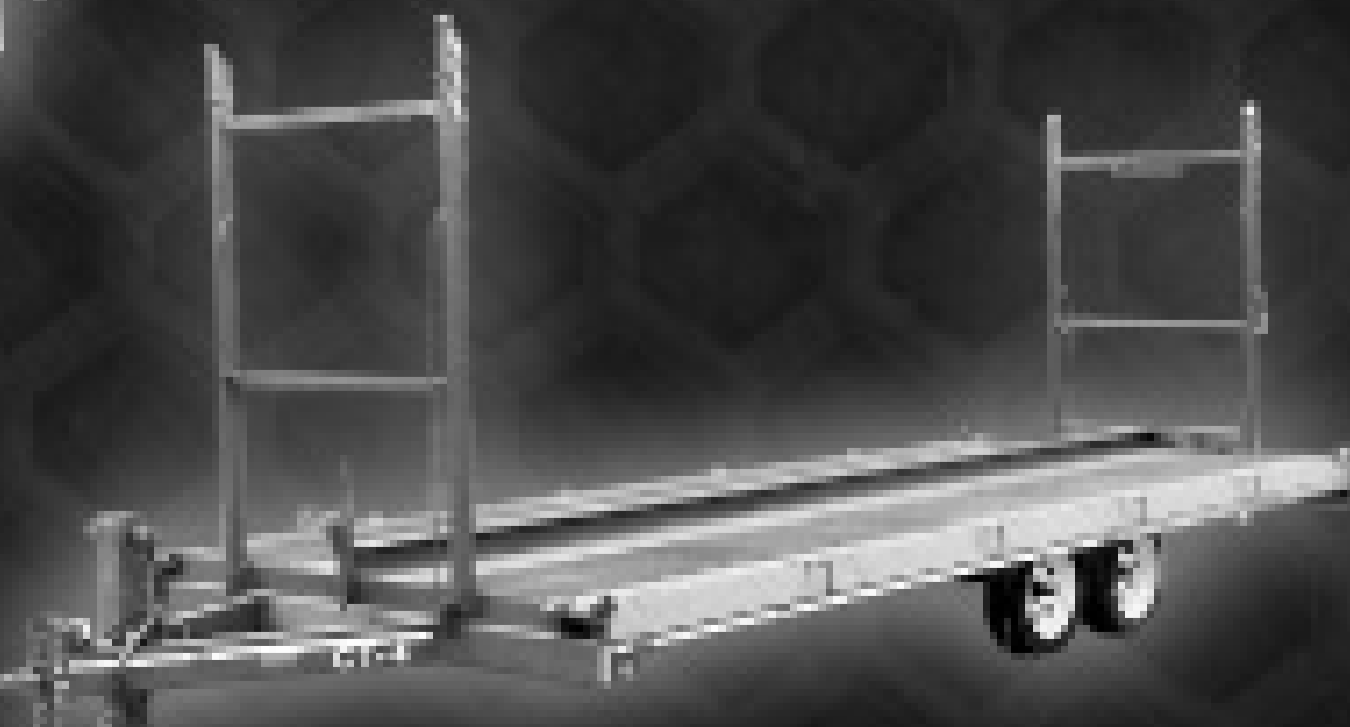
**2000 FORD STERLING Sewer
Truck** CAT 3126-300 HP Diesel En-
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Vac Sewer Cleaner, Lot #2815597 -
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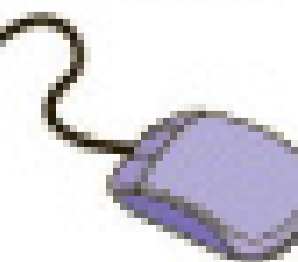
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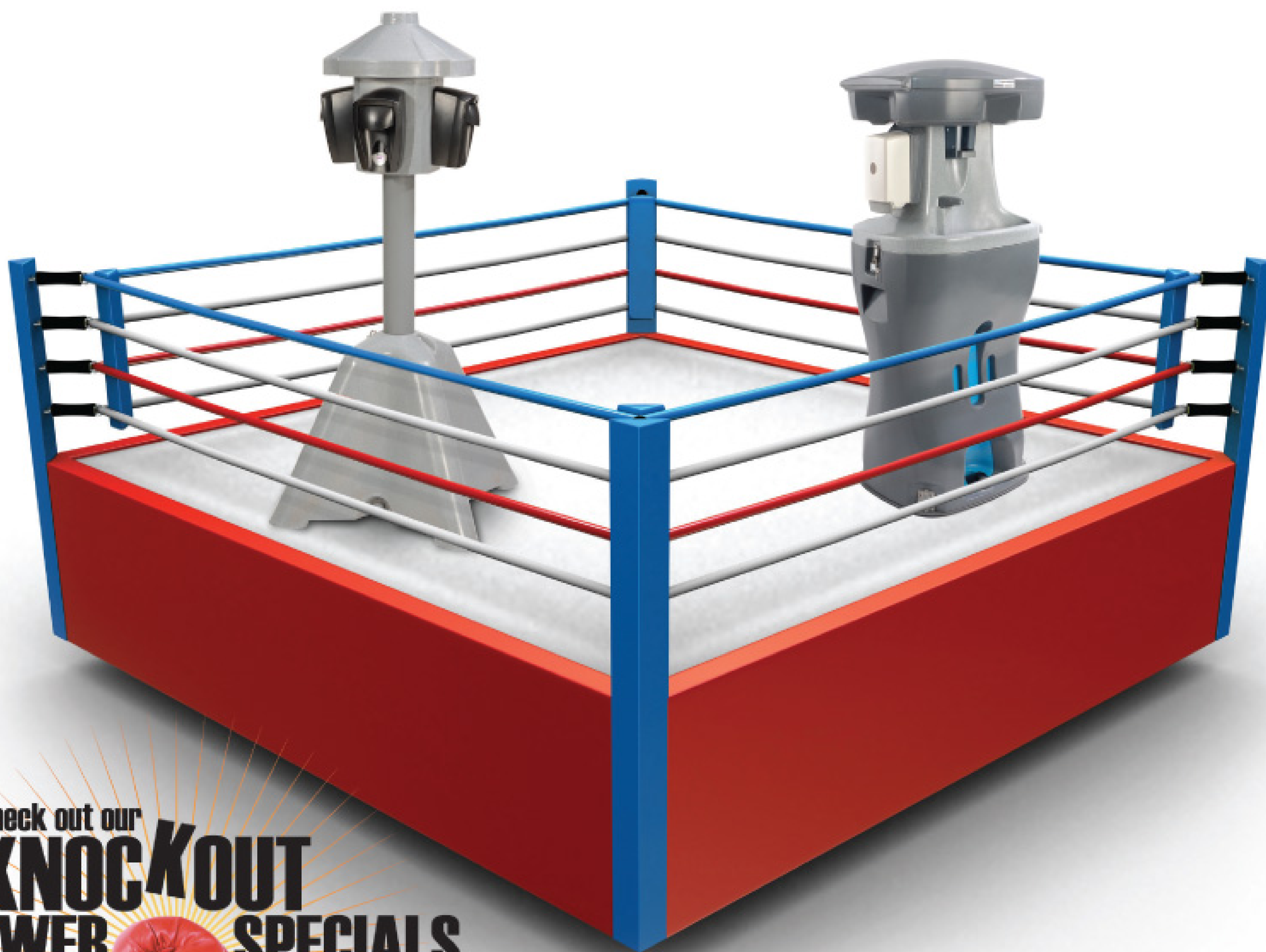


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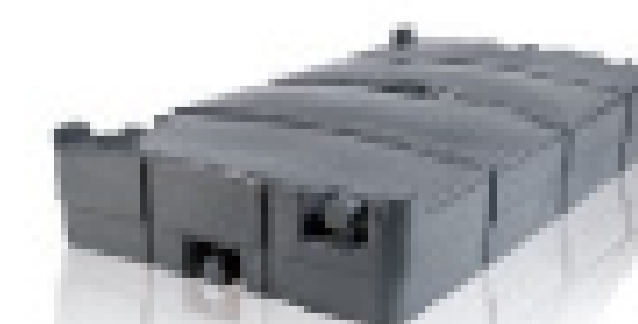
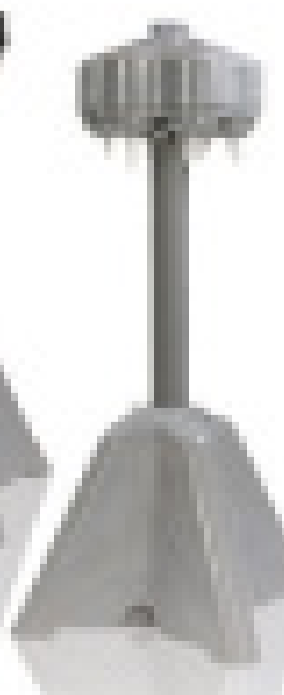
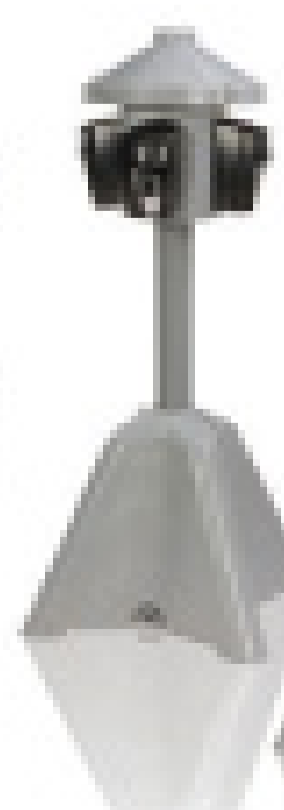


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