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Jim Lanier of Stanley Septic with his Robuschi RB-DV65 Blower

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Private Disposal is a Work in Progress

By Jim Kneiszel, Editor



A letter came in the mail the other day from a *Pumper* reader (who preferred not to be named), exasperated over the state of septage disposal in his Midwestern region. His is the same story of frustration I hear from many of you: Approved municipal dumping options are on the decline, and the price to dump a load is growing out of control.

"What options do we have as business owners?" the pumper asked. "We question this all the time to all sorts of people ... but they don't seem to care ... I don't expect you to have the answer to this problem, but if you have any suggestions, I'm all ears! It sure is making life difficult."

For some haulers, the biggest issue is driving great distances to find a municipal plant that will take on waste. For others, like your fellow operators in Michigan, the once-accepted practice of land application of septage is being discouraged. For our writer at his wit's end, the county is suggesting he increase land application of sludge by working hand-in-hand with local farmers.

LOTS OF CHALLENGES

Trouble is, fewer farmers control more land, and to coordinate spreading with pumpers isn't a high priority for them, this pumper reports. The corporate farmers don't let fields lay empty for long, often taking a crop off in the morning and replacing it in the afternoon, leaving little opportunity for spreading waste, he says.

At a time when many forces test the profitability of a small family business, rising fuel costs, healthcare and employee retention among them, this disposal bugaboo is at the top of the heap of challenges faced by many pumpers. Until you can empty the truck somewhere — and at a reasonable cost — you sure can't fill it up again.

What would you do as a business owner if there is no place to dispose of the product?" our pumper friend asks. "This is a tough question ... Some way, somehow, we will get answers."

The topic is not all doom and gloom. An enterprising group of pumping professionals is taking a proactive approach to disposal challenges. Brought together by the National Association of Wastewater Transporters, these business owners met in September in Missouri to seek good answers.

They gathered at David Flagg's Septic Services' treatment facility for the third annual Waste Treatment Symposium, testing a variety of small-scale waste processing systems. Faced with indifference at municipal facilities, from regulators and those farmers who have no real motivation to encourage spreading, the pumpers believe private business has the greatest stake in the issue and will find the best solutions.

WORKING ON ANSWERS

You can read about the symposium in Tom Ferrero's *NAWT News* column in this issue. The number of pumpers I meet who have their own treatment facilities is also on the rise. When you attend the Pumper & Cleaner Environmental Expo next February, I am sure these private disposal solutions will be a hot topic as contractors gather at informal roundtable discussions.

I called my new pumper friend, not with a solution to his immediate problem, but with a hopeful message: Help is on the way. Industry entrepreneurs are working hard on his questions. And hopefully they'll be able to point the way to a good answer. ■

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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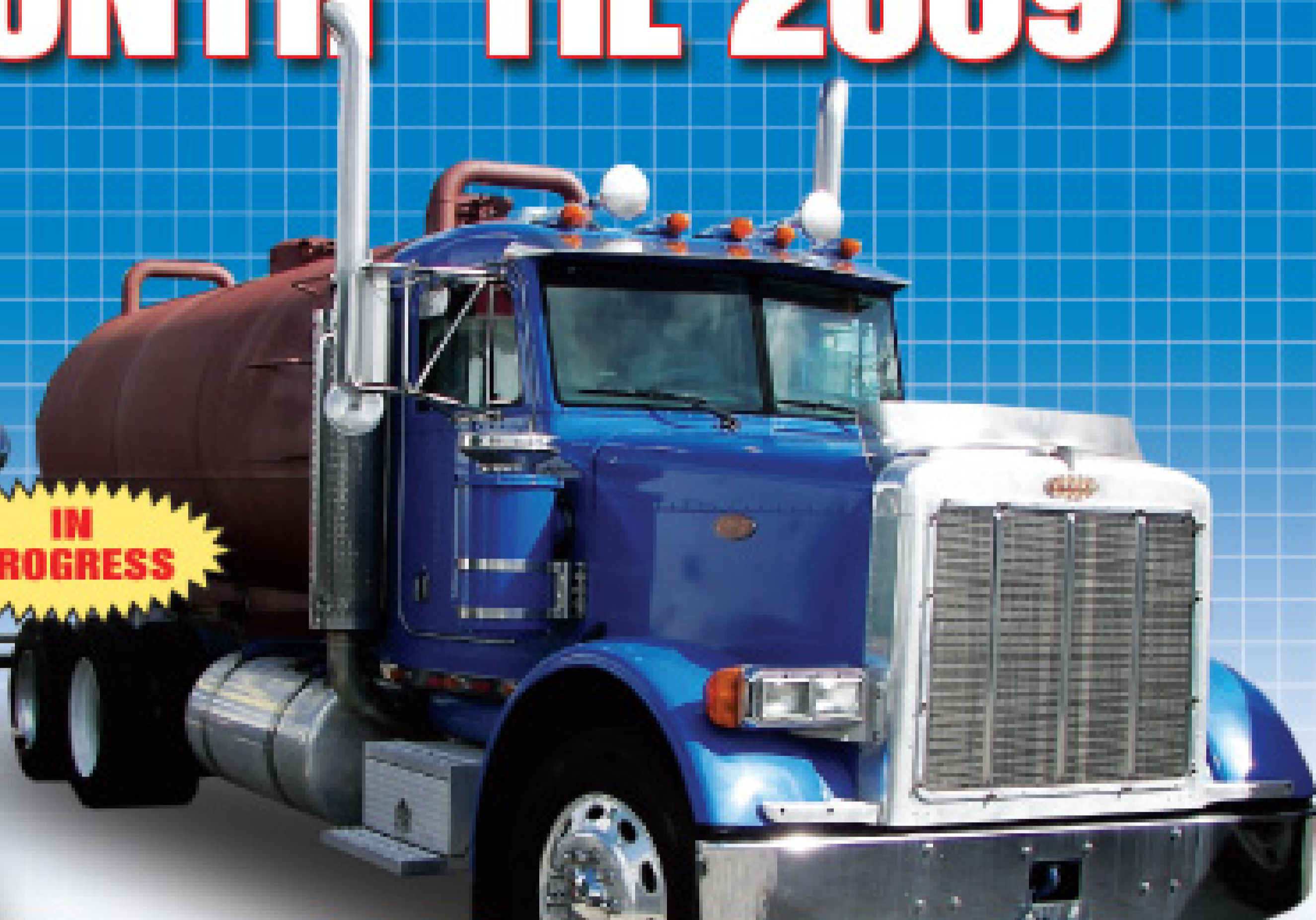
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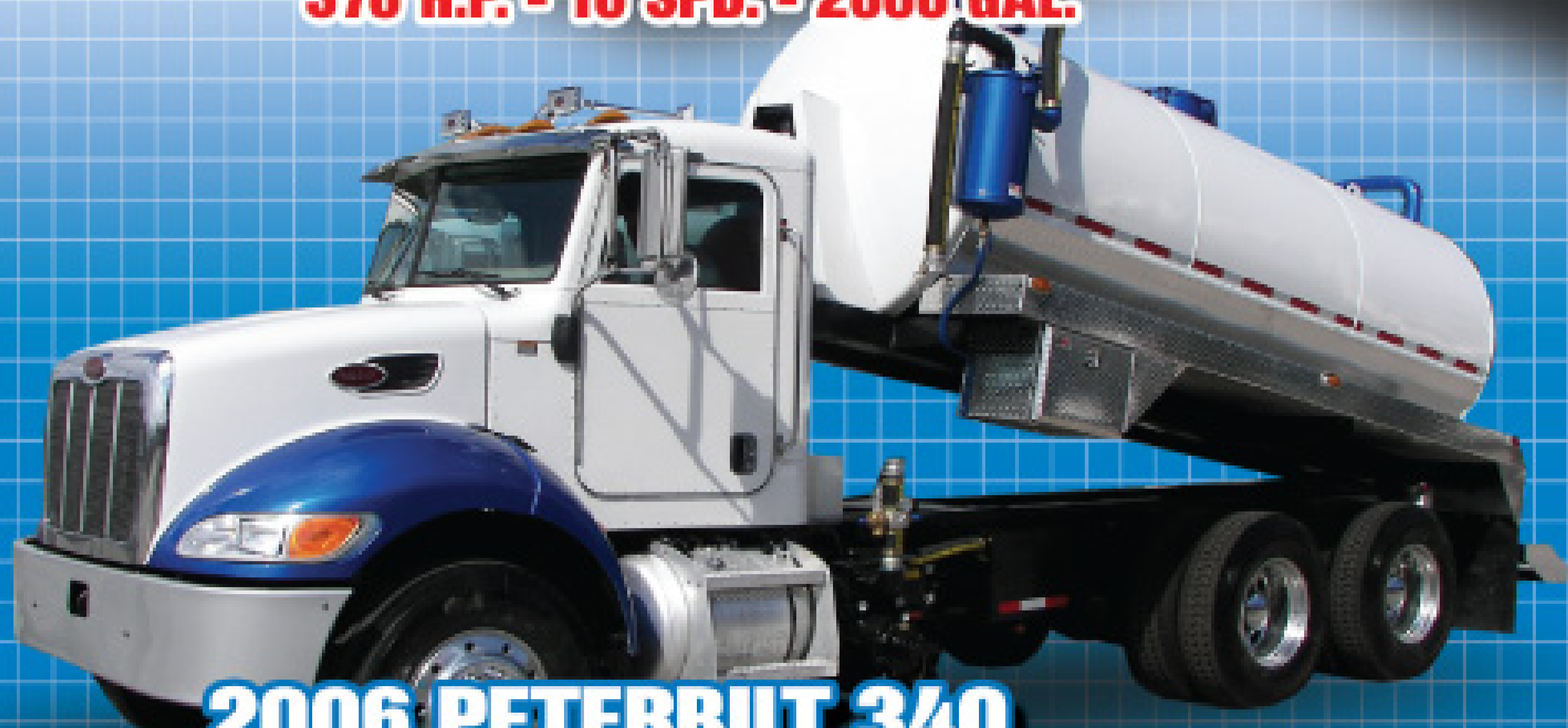
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On the cover: The Brown family poses with the antique outhouse they have in their front yard. From left are Leonard and Cindi Brown, with granddaughter Reese, 2, and Mandy and Russell Brown. (Photo by George Casias)

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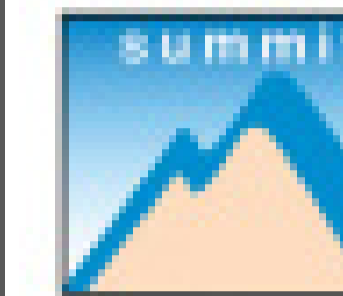
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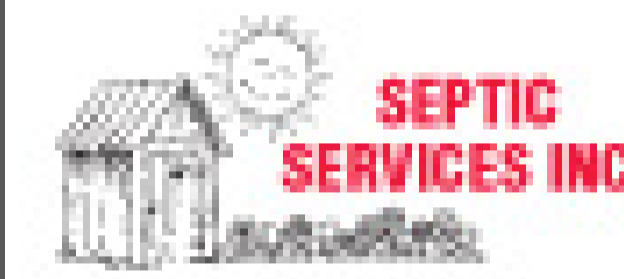
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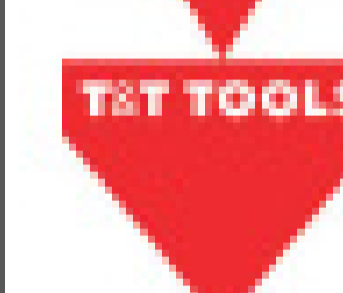
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Surf's Up!

If you haven't done so yet, it's a good time to catch a wave and ride the World Wide Web to greater exposure for your business

By Ken Cooper

Who's afraid of the World Wide Web? Actually, many people over 30 who don't use a computer in their daily job may be reluctant to use the Internet, let alone advertise their business on a Web site. If you're one of these people, you'll probably change your mind once you learn how easy it is, and how much you can save by moving some of your advertising dollars to the Web.

You don't need computer experience and it can cost very little to put up a basic Web site. Sometimes called "brochure sites," the basic Web site provides information about your company, your services, your equipment and your contact information.

These sites can be a thrifty way to make a big impact. In some cases, they save money by taking the place of a printed color brochure and they can add an extra layer to Yellow Pages ads, billboards or any "freebie" your salesperson leaves behind. If a potential customer can go from your Yellow Pages ad to your Web site, they can learn a whole lot more about your business. The more a customer knows about you, the more you stand out from the competition in their minds.

On a two- or three-page Web site you can quickly show customers you are a reputable business with an array of services and equipment and people to do the job right. You can provide a brief history of your company and show pictures of your employees and equipment.

A basic portable sanitation business site may have a home page that provides contact information, background information and perhaps a photo of you and your employees. The second page could focus on construction services, showing photos of equipment and listing service options, and the third could be for special events and parties. If your business provides additional services, such as dewatering, septic or grease trap pumping, consider adding a page for each service.

Once you have a Web site, you can put the Internet address on everything you use to promote your business, including the side of your trucks, on restroom stickers, business cards, hats, T-shirts, pens, magnets or anything else you use for marketing that doesn't tell the complete story alone.

GETTING STARTED

There are two ways to build a Web site. If you have basic computer skills and feel comfortable maneuvering on the Web, you can go to a build-it-yourself site. Look for these outlets on the Internet. There are several ways to get photos for your Web site. You can use a regular camera and have your pictures copied onto a picture CD when you have them developed, or you can use a digital camera and upload the pictures onto your computer.

DOMAIN NAMES

You will also need to reserve a domain name. This should be something easy for your clients to remember. Start with the name of your business with a ".com" extension. For example, if your company name is Sam's Superior Sanitation, go with samssuperiorsanitation.com. When you go to register, you'll find out right away if the name you chose

Ken Cooper is information systems manager for PolyJohn Enterprises Corp., Whiting, Ind. Contact him by e-mail at ken.cooper@polyjohn.com



To create a custom site, you'll need a Web designer. Perhaps the best way to find one in your area is to ask friends in the Chamber of Commerce who have Web sites if they would recommend the person who built theirs. Finding a designer who is respected by business acquaintances in your town is a good option.

is being used already. If it is already reserved by someone else, try extensions other than ".com" such as .net, .biz, .bz, .us, or one of the other two dozen or so options. Site registration also has a fee, usually less than \$50 a year.

CUSTOMIZED WEB SITES

Larger companies typically build Web sites using professional Web site designers. There are many good examples in the portable sanitation industry. To see what your largest competitor is doing, try typing their company name into a Web browser to see what comes up. If you don't find their Web site, try other big names in the industry. You'll find sites for Andy Gump, Honey Bucket, United Site Services, Service Sanitation, Allied/BFI, and many others.

To create a custom site, you'll need a Web designer. Perhaps the best way to find one in your area is to ask friends in the Chamber of Commerce who have Web sites if they would recommend the person who built theirs. Finding a designer who is respected by business acquaintances in your town is a good option.

You can also look for Web designers online. With Web site work being done in cyberspace anyway, you can just as easily work with a designer in Nome, Alaska, or Key West, Fla., as you can with someone in your neighborhood. If you do work with a stranger, get references (and check them), get a signed contract, and never pay more than an initial deposit up front. Make sure the contract specifies completion dates with assigned payment schedules for work completed, a detailed description of the work to be done, and specific terms about who owns the site design.

MAINTAIN CONTROL

You'll also want to have control of your Web site once it is done. Small changes will be needed periodically as your products, services or personnel changes. If your Web site designer doesn't show you or someone on your staff how to make minor changes, then you will be at his or her mercy whenever a change is needed.

MAKE THE MOVE

While you can't expect the phone to start ringing off the hook just because you have launched your Web site, being on the Internet is an increasingly important part of any marketing program, no matter how large or small your business is.

It's a matter of convenience, sales potential and personal pride to have a nice looking Web site. And, the first time a new customer calls saying they learned about your business on the Web, you'll know it was worth it. ■

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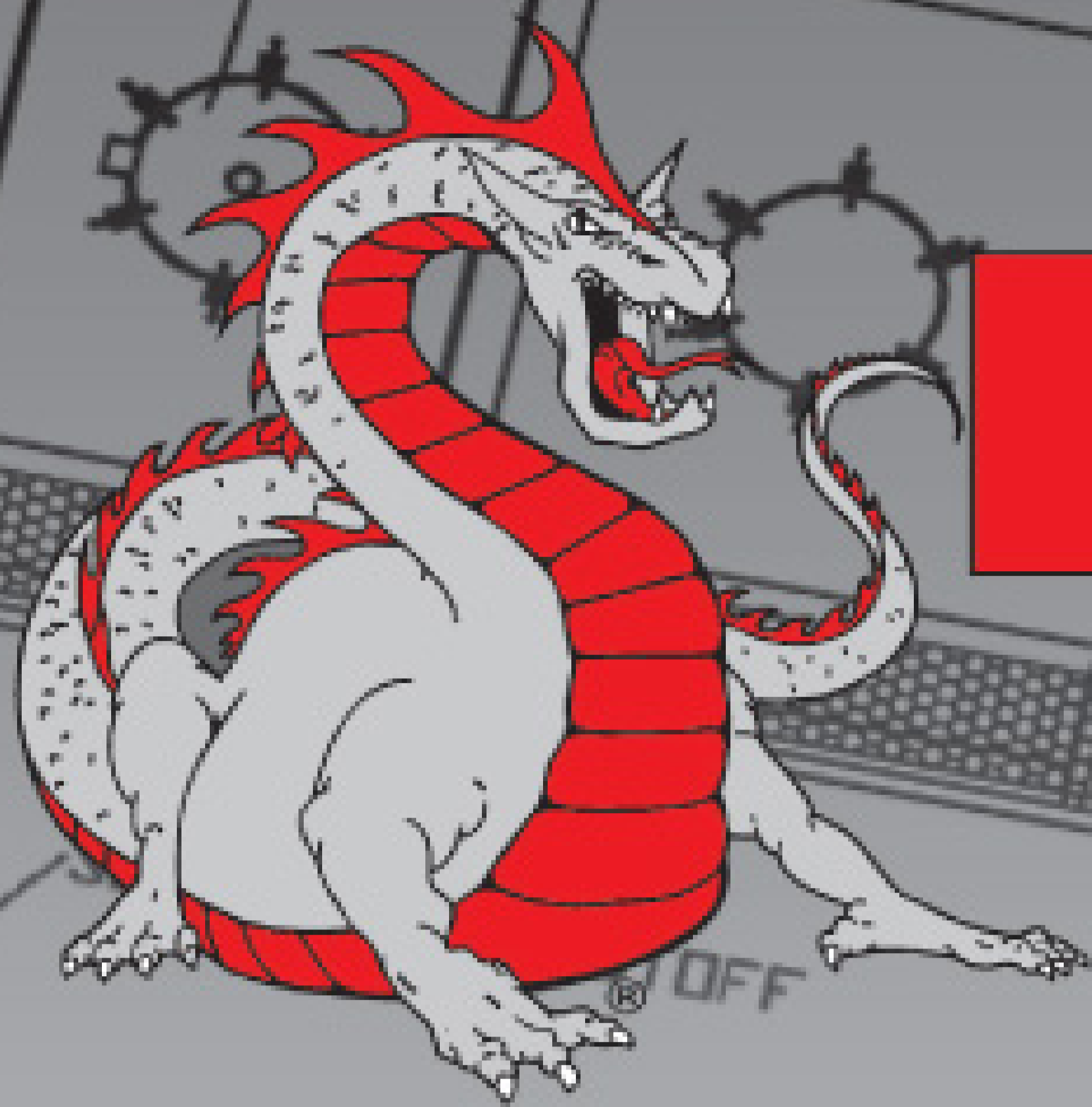
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Ontario Tightens Controls in Large-Scale Systems

By **Scottie Dayton**

The Ontario, Canada, Ministry of the Environment is enforcing the use of a Municipality Responsibility Agreement, which stops the development or expansion of communal systems greater than 2,500 gpd if an agreement isn't in place. The MRA provisions state that if a large onsite system fails, the nearby municipality agrees to take over treatment.

The ministry also halted expansions where municipalities wouldn't enter into the agreements due to their open-ended cost and liability to the cities. In other cases, the ministry didn't approve projects after municipalities declined entering into the agreements with property owners requesting a Certificate of Approval for onsite systems.

According to the Ontario Association of Sewage Industry Services, the industry can be a significant problem-solver if it participates in the debate with the Ontario Association of Municipalities. Failure to do so could relegate the onsite industry to systems covered only under the Ontario Building Code, leaving wastewater treatment options for developers and existing sites considering expansion restricted to city sewers.

WISCONSIN

The state Legislature adopted code changes to clarify onsite component review fees, allow onsite systems on properties occupied no more than 120 days per year to be inspected or pumped less frequently and

require government agencies to submit code revisions to the Department of Commerce 30 days before the first scheduled public hearing.

The changes also give the commerce department the power to overrule jurisdictions challenging the interpretation of the code and government agencies denying onsite permits if the applications meet code requirements. The revisions state that the code dictates what happens when an approved onsite plan is modified, and that counties must inventory all onsite systems within three years and have a maintenance-reporting program in five years. These revisions were to be effective in late 2008.

INDIANA

The state Environmental Health Association-Wastewater Management Committee proposed revisions of the onsite sewage disposal rule. According to Gary Chapple, pollution control director, Fort Wayne-Alen County Department of Health, the code included areas that conflicted with accepted industry practices and could void the warranty on new septic tanks.

Revisions include defining a bedroom, rewriting the elevated sand mounds section to comply with industry standards, requir-

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.

A (Pennsylvania) bill referred to the Committee on Environmental Resources and Energy would make applying human biosolids as fertilizer during agriculture operations a misdemeanor offense.

ing effluent filters, allowing drops in house sewers, reducing the dispersal area for systems with perimeter drains, and changing the loading rate table to correct an error.

The proposed changes are at www.iehaind.org/minutes/iehawwmc.pdf.

PENNSYLVANIA

A bill referred to the Committee on Environmental Resources and Energy would make applying human biosolids as fertilizer during agricultural operations a misdemeanor offense. Penalties range from \$10,000 for the first violation to \$20,000 and 30 days in jail for the third and subsequent violations. The infraction would apply to both individuals and corporations. ■

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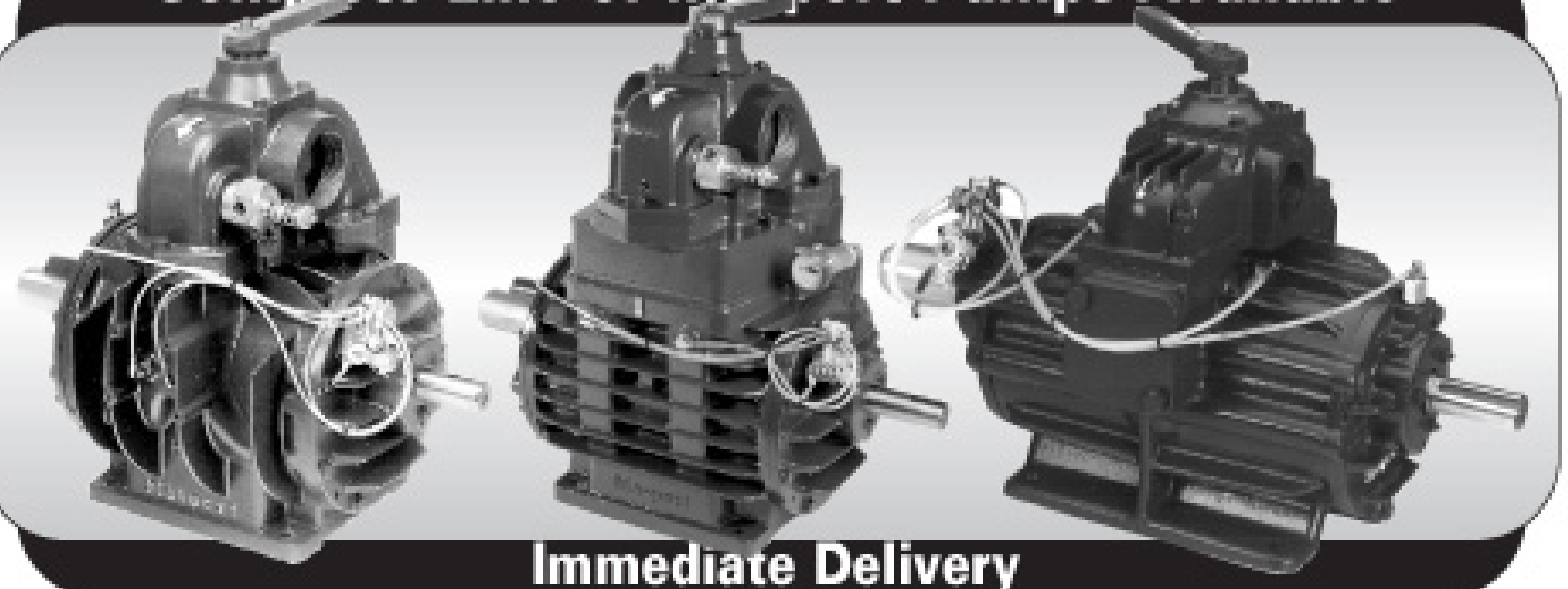
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GO with the FLOW

Russell Brown (in excavator) and his father, Leonard, repair a septic tank with wooden top that had caved in. (Photography by George Casias)



Whether it's drainfield rejuvenation or stringent requirements for farm worker sanitation, Colorado's Brown's Septic Service adapts to new demands in their rural market

Profile

Brown's Septic Service Inc. Del Norte, Colo.

Owners: Cindi and Leonard Brown

Founded: 1995

Employees: 5

Service area: 80-mile radius of Del Norte, Colo.

Specialties: Septic system pumping and repairs, portable restrooms, drainfield rejuvenation, line cleaning

Affiliations: Homebuilders Association of the Upper Rio Grande

COLORADO



"I BEAT THE BUSHES TALKING TO CONTRACTORS AND OFFERED THE BEST SERVICE. I ALSO WENT TO THE COUNTY. THIS WAS BEFORE THEY HAD APPROVED THE CURRENT BUILDING CODE, AND I SUGGESTED THEY COMPLY WITH THE OSHA REQUIREMENT OF ONE UNIT FOR 10 WORKERS PER WEEK ON ANY JOBSITE. THEY THOUGHT IT WAS A GOOD IDEA."

Leonard Brown

By Mary Shafer

Brown's Septic Service Inc. has managed to overcome shaky beginnings, a down economy and a rapidly evolving market by keeping a constant ear to the ground in the harsh, arid climate of Del Norte, Colo.

When Leonard and Cindi Brown moved there from Denver in 1995 to raise their sons away from the noise, crowding and crime of the city, they left jobs with Cindi Brown's brother's septic pumping business. The couple began what has become more than a decade-long career of rolling with the punches to find success as something of a niche liquid waste operator. The strategy has stood them well, building on a creative and flexible approach to business and a "never-say-die" attitude.

Leonard Brown grew up around his father's excavating and septic installation business, and leased a vacuum truck from his brother-in-law to start septic system pumping in his family's new

hometown. "The first year, it was tough" finding where the work was in his new community, says Brown. "We had to scrape and scratch. I got out and beat the bushes and introduced myself around to excavators and building contractors," he recalls. "Word-of-mouth took it off from there."

COMMITTED TO SUCCESS

There was a steady but slow rise in business. Then, in 1997, the Browns' home leachfield began to fail. "I was reading all the time about this happening, and running into it with my customers," says Brown. They knew putting in a new drainfield was one option, but they'd also learned about the ground fracturing and soil restoration machine, Terralift. With a hunch that there was a market for the technology, the company, light on capital, borrowed to buy one of the machines.

"It was one of those deals that it was either going to make us or break us," says



Leonard Brown pumps out a septic tank before he and his son, Russell, dig it up. At right, Russell cleans a sewer line.



Brown. "But we believe if things are supposed to be, they'll come together without too much problem, and they did."

Cindi Brown concurs. "Leonard and I always discuss it and have to be in 100 percent agreement whenever we have a decision to make, but then we just go with our gut."

It turned out to be a smart move. As Brown had read the market, there were more and more customers with failing leachfields. They were eager to take the chance on saving their existing fields rather than deal with the cost and hassle of having new ones installed.

It took some time to find the profit margins. The Browns say they probably did 80 or 90 jobs before they learned which leachfields were good candidates for rejuvenation and which needed to be replaced. But the gamble is paying off enough that they're comfortable offering a 100 percent satisfaction guarantee on their restoration work.

"We've learned over time," explains Leonard Brown. "If it's an old house with an old 500-gallon metal tank and there's a family

of five or six living there, you know they just need to upgrade. If it's one or two years old and is failing, it shouldn't build up a biomass that fast, so there's some other problem: installation issues, massive overuse, water table problems. We'll camera the lines, and do some excavation to see if there's a broken line somewhere. We've run across situations where (the installer) neglected to put in the silt barrier in a pressure system. If that happens, we'll recommend that the customer go to an engineer, and the county will tell them what kind of system to replace it with."

PORTABLES OPPORTUNITY KNOCKS

Buoyed by the Terralift success, the Browns began paying attention to rumblings among customers unhappy with their portable restroom vendors. The couple's two sons, Russell and Keith Brown, were getting

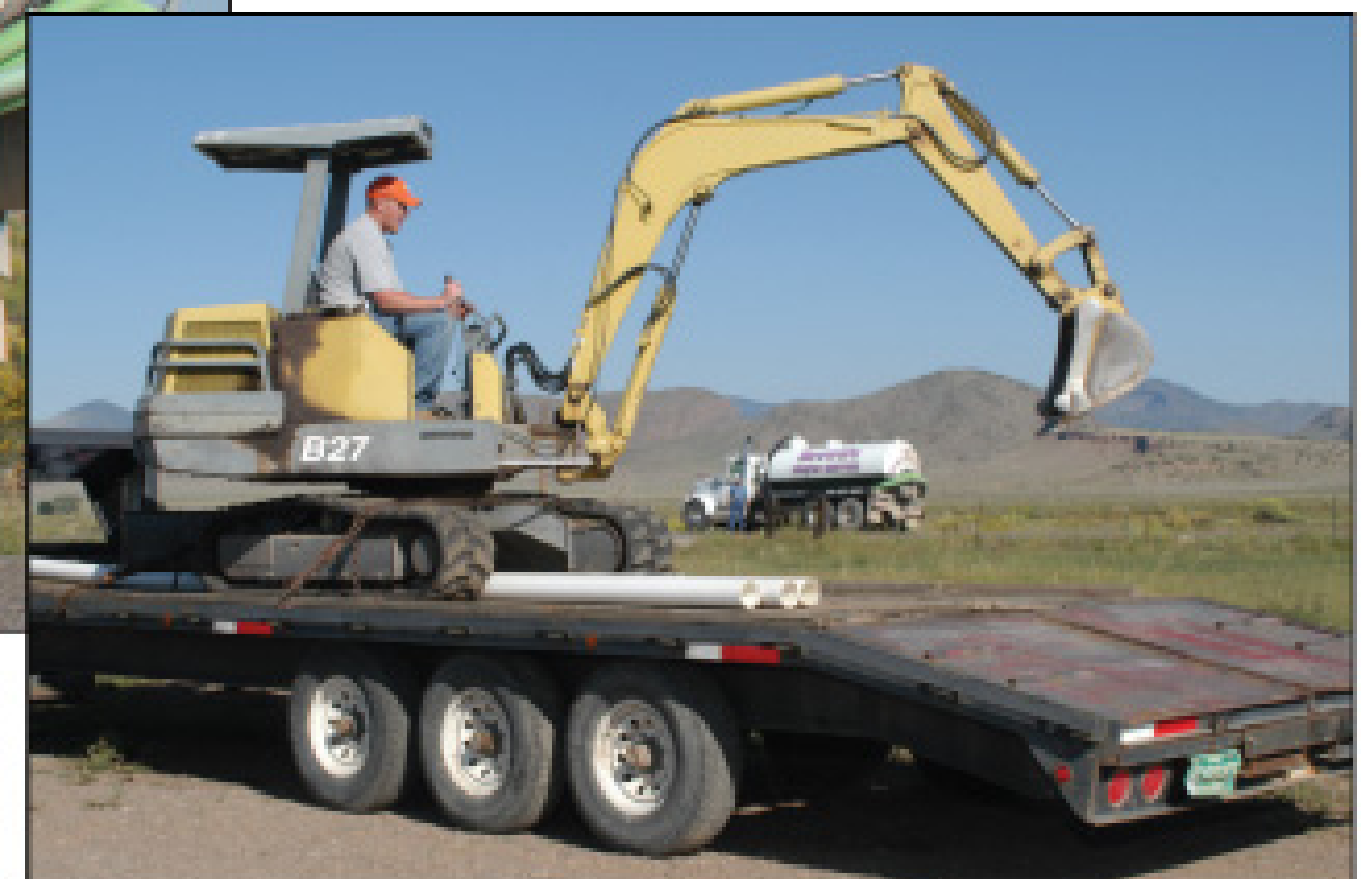
old enough to join the business, and they contemplated the addition of portables as a service the boys could handle. In 1999, the company started with 20 Satellite Industries Inc. Tufway units.

Again, the first year of new service was tough. "It was hard for me to rent even 10 units," Brown says. "But again, I beat the bushes talking to contractors and offered the best service. I also went to the county. This was before they had approved the current building code, and I suggested they comply with the OSHA requirement of one unit for 10 workers per week on any jobsite. They thought it was a good idea."

This bit of entrepreneurial pushing again paid off. "Luckily, there was a builder standing there who cared enough about his guys and is smart enough to realize having a portable restroom on site actually saves him money because of saved productivity," says



Owners Cindi and Leonard Brown stand next to their 1986 International vacuum truck with 4,000-gallon tank. At right, Leonard uses a Yanmar B27 mini excavator to load pipe onto a trailer.



"WE'VE HAD TO ADD A PER-MILE CHARGE FOR FUEL. WE USE A SET MILEAGE RATE SO WE KNOW HOW TO FIGURE AND KEEP IT SIMPLE, FAIR AND UNDERSTANDABLE TO THE CUSTOMER. PEOPLE SO FAR HAVE BEEN REALLY UNDERSTANDING WITH THE PRICE INCREASES."

Leonard Brown

Brown. "That pays for the unit, and that's how I sold a lot of them."

Business stabilized and the Browns began enjoying their success. Still, they knew there was more market share they could be serving, but weren't sure how to find it. Mother Nature soon stepped in.

In June 2002, there was a large forest fire in South Fork, 17 miles away. "The Forest Service called for units to service that fire," says Cindi Brown. "We sent some of ours and borrowed some from our nephews at Shirley Septic in Conifer (Colo.). Then the authorities wanted to set up another camp. We ordered another 50 units, and called everybody we knew who had trailers. We sent them down to Denver to Satellite's warehouse, and had all 50 units sitting at the new camp by 9:30 the next morning."

The problem, explains Leonard Brown, was that it turned out the firefighters had already knocked the fire down enough, so the second camp never really got going. "Here we were with 50 new units. They paid us for one day, then we had to take them all back."

SMALL SETBACK, BIG PAYOFF

This setback wasn't enough to offset the

gains they'd made in new business and market visibility. By harvest time, they needed every one of those new units to service the area's large corporate agriculture concerns with field units for harvest workers.

"That fall, we started getting calls from farmers from our phone book ads," says Cindi Brown. "Leonard would also mention that we'd added portables when he'd service their septic tanks, so they'd call when they needed one. We also run radio ads on the local FM station, with a different theme every month. It works well. People hear your name repeated 3-4 times every day."

So momentum was brisk when a health concern cropped up at the end of 2003. Deadly e. coli outbreaks caused the area's lettuce harvesters to be hit with strict new sanitation regulations. Brown's soon received requests for a different style of restroom trailer than was available at the time. The commercial farms specifically requested two restrooms on a trailer, with a better hand-washing unit than the barrel-and-spigot everyone had been using. The new rules also required containment of graywater.

"We already had six Satellite sinks," recalls



Pat Shearin (right) prepares to weld a replacement jack on a trailer while Leonard Brown holds it in place.

Brown. "Our rep had a bunch of The Wave and the Handiwash units. We ordered 24, all he had. I mounted those on trailer frames we'd built."

Expedience, workload considerations and cost drove the decision to fabricate their own trailers. Brown explains, "In the winter, it's slow and this gives us something to do with our sons." The company built 28 of these 12-foot by 4-foot models.

MAKING PROGRESS

Brown's now has 180 Satellite Tufway units. "We've grown every year by 20 units or so," says Brown. "Last year, it kind of leveled out a little. We only had to buy eight new units. This year, it's a little slower with the construction slowdown, and the lettuce harvest is probably a third of what it was last year. The price of wheat went way high, so farmers went to that instead of lettuce this year." Wheat is harvested with mechanized reapers, so farms don't need the restrooms.

Still, the company remains solidly profitable under careful management and cost-control tactics. Brown's runs a 1986 International service truck with a newer 4,000-gallon tank from Truck Repair and Welding in La Crosse, Kan., and a Masport 400 pump.

Their 1982 International began life as a box truck, replacing their original 1970 GMC pumper. Brown transferred its 2,000-gallon tank — fabricated from



Keith Brown (left) and his father, Leonard, prepare some of the company's 180 Satellite Tufway restroom units for use.



Leonard Brown prepares a newly built hand-wash station for use by crews of lettuce harvesters. (Photo courtesy Brown's Septic Service Inc.)

two square steel transformers bolted together — to the new truck. He had his welding shop build the hose trays, and he plumbed and mounted its Power-Flo 330 pump. The old tank was replaced with a similar square steel model this summer, fabricated by his welder. Brown installed the hatches and scrubbers.

A 1996 Dodge 2500 3/4-ton service truck hauls a J-2900 jetter from General Pipe Cleaners. The company also fields two Ford F-550 portable restroom service trucks — one 2004, the other 2008, both built out by Satellite Industries — with 650-gallon waste/300-gallon freshwater tanks. The 2008 model was the first unit Satellite ever built with a hydraulic pump system. All the trucks' tanks are steel.

With that size fleet and its large service territory, controlling fuel costs is a real challenge, but Brown isn't thrown by it. "We've had to add a per-mile charge for fuel. We use a set mileage rate so we know how to figure and keep it simple, fair and understandable to the customer. People so far have been really understanding with the price increases."

This understanding is something the Browns notice as a trend in their area. Cindi Brown says, "I think customers are more aware of and concerned about their septic systems. One of our challenges is really to educate them."

Leonard Brown agrees, and believes this trend extends to pumpers as well. "The technology and regulations coming will eventually separate the fly-by-nights from the professionals. The days

of the guy with the bib overalls and tobacco-stained T-shirt are gone. I think people are looking to be more professional."

It's a time the Browns look forward to, for their own company and the entire industry. They're doing their part to build professionalism by proactively partnering with their customers as creative problem solvers who know how to go with the flow. ■

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Tougher sanitation standards demand creative solutions

The first 16- by 4-foot, dual-restroom trailers built by Brown's Septic Service Inc. for their agricultural customers originally worked well for lettuce harvesters. The trailers were fabricated out of angle and channel iron, low to the ground to make them easily accessible for cleaning, and easy to step up on to avoid slips or falls. Two restrooms were bolted to the front, and two single Satellite Industries sinks with 20-gallon freshwater capacity, were mounted on the back.

Trailers are numbered, one assigned to each harvest company bus for the season. The buses pick up the workers, hook up their trailers and go to work. The buses also transport the trailers to the cleanup facility each night and elsewhere, as needed.

Then, last winter, new regulations requiring harvest workers to wash their hands in the morning when they come to work, then again after lunch, began taking a serious bite out of productivity. Since workers all arrive together at the work sites, there would be a busload waiting at each trailer to wash their hands. With the two-sink trailers, this was taking about 45 minutes, an unacceptable loss of productive time.

"The problem was mainly with the large lettuce harvest crews," explains Cindi Brown, who operates the company with her husband, Leonard. "They were experiencing a bottleneck at the two standalone sinks, so we needed to change the design." Some of the trailers had Satellite Industries' larger capacity 43-gallon Wave sinks, so the Browns didn't modify those units. Leonard Brown didn't want to have to reinvent the wheel to re-tool the other ones, so he did some field research.

He drove to Yuma, Ariz., to see larger trailers being built by the home operation of the corporate agriculture firm whose smaller division he services. He took photos and pondered creating the same functionality on a smaller scale. He consulted with the farm food safety inspectors — hired by the lettuce farms to enforce federal safety regulations — to see if his ideas were acceptable.

He removed the single sinks from the back of the trailers and replaced them with six stations supported by freshwater storage and a graywater tank. This consists of a plastic 55-gallon drum mounted on a barrel stand designed by Brown and fabricated by his welder. A tee valve splits the freshwater gravity flows from the bottom bung of the barrel to the hand-washing spigots, via rubber hoses. They first tried PVC pipe, but it didn't hold up well during transport.

There are three spigots on each side of the trailer, allowing a total of six users at any time. Graywater flows into a trough on each side, created by splitting 8-inch Schedule 40 PVC pipe in half. These troughs are mounted at a slight angle so the water flows to one end and drains into a 25-gallon waste tank. Liquid soap dispensers are mounted near the water spigots. Paper towels and hand sanitizer dispensers are on the back of the trailer.

With this setup, they can move an entire harvest crew through the line in about 15 minutes. Of course, this bit of engineering prompted a need for more maintenance. Each night, the Browns unhook the trailers from the buses and bring them into a central building, located outside the required 1,000-foot safety zone from the crops. In efficient, production-line fashion, they line them up and clean them out, all by hand with brushes and buckets. The bus drivers hook the trailers back up and take them back out into the fields the next morning.

It's a good example of how the Browns have benefited in the long run from paying attention to their customers' changing needs and taking some risks on helping create solutions.

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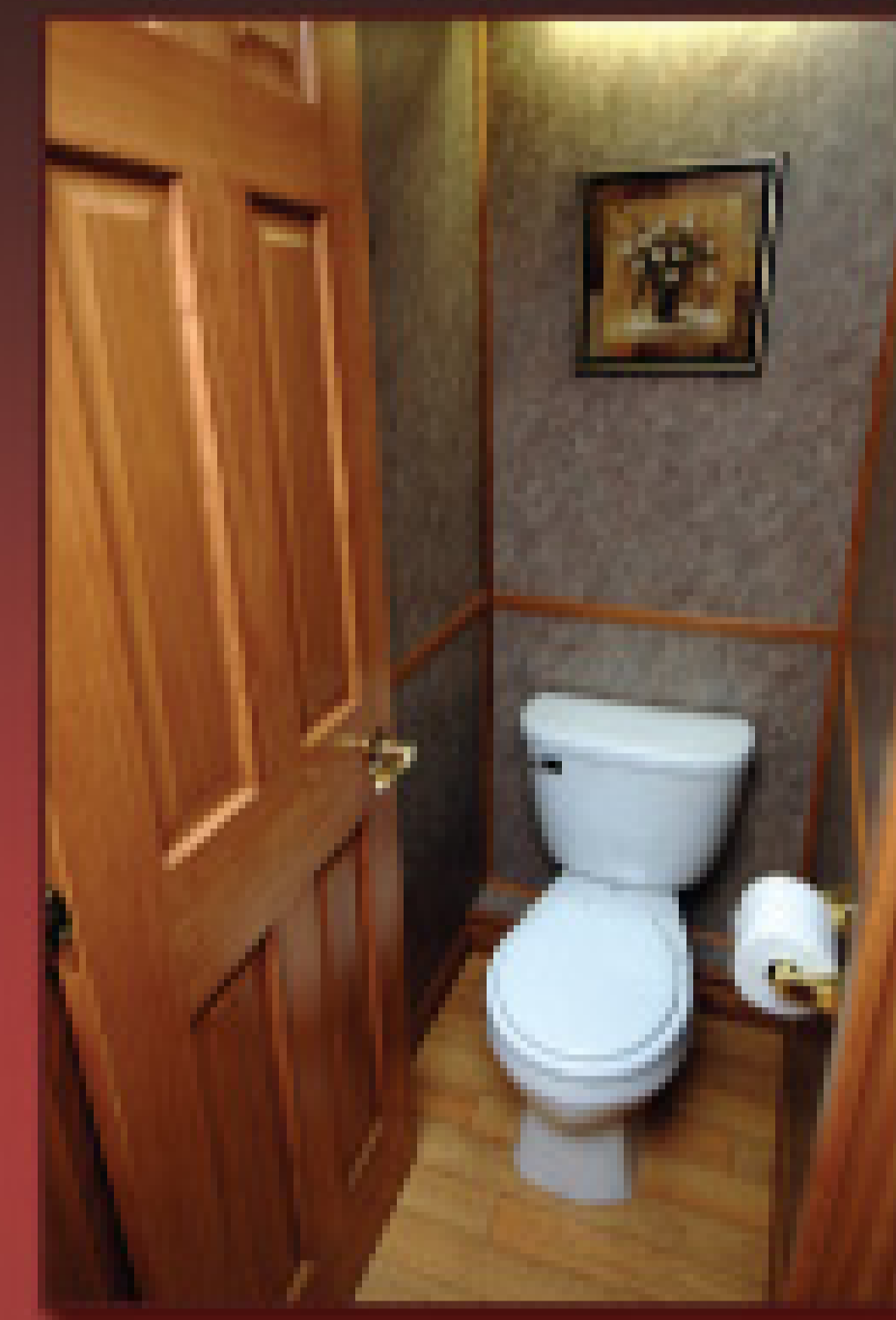


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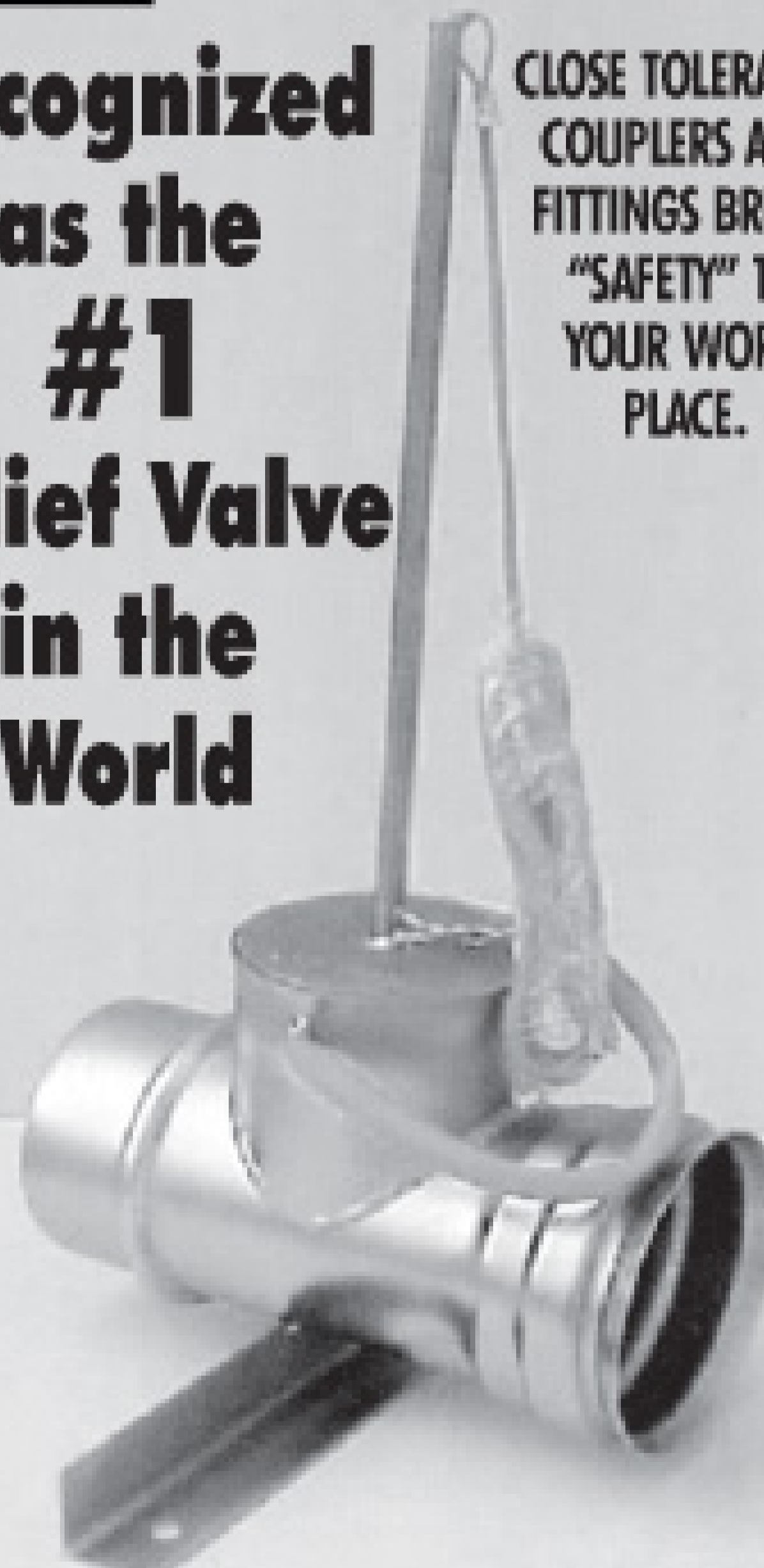
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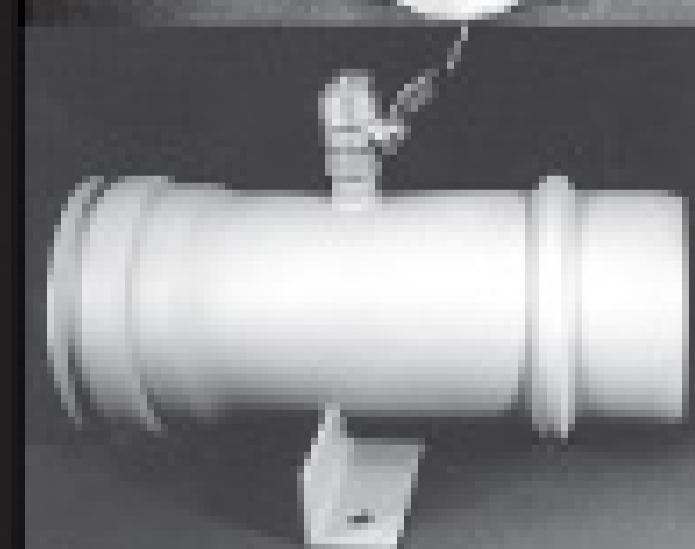
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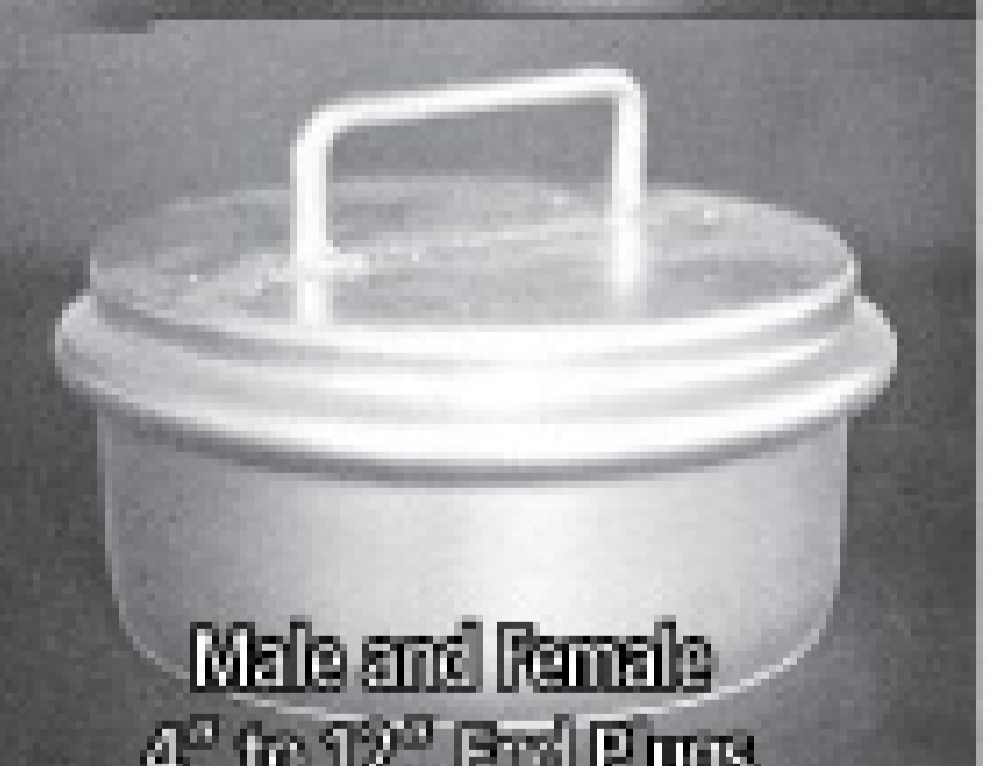
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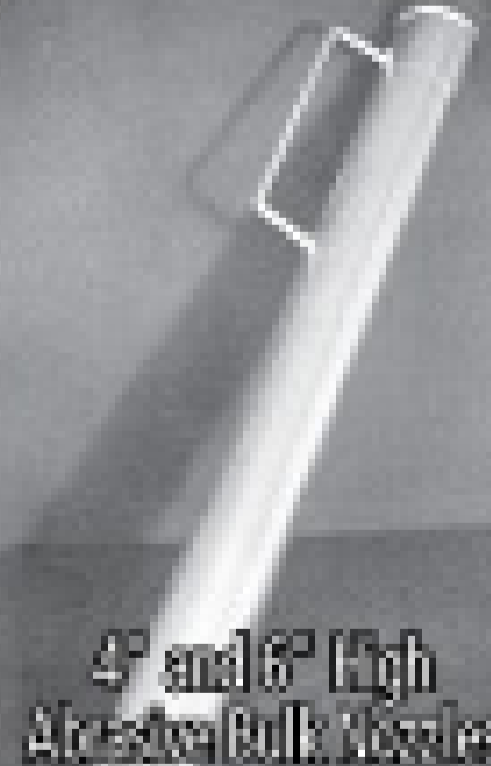
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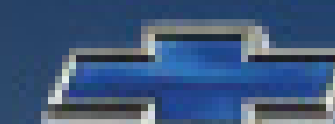
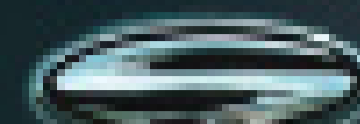
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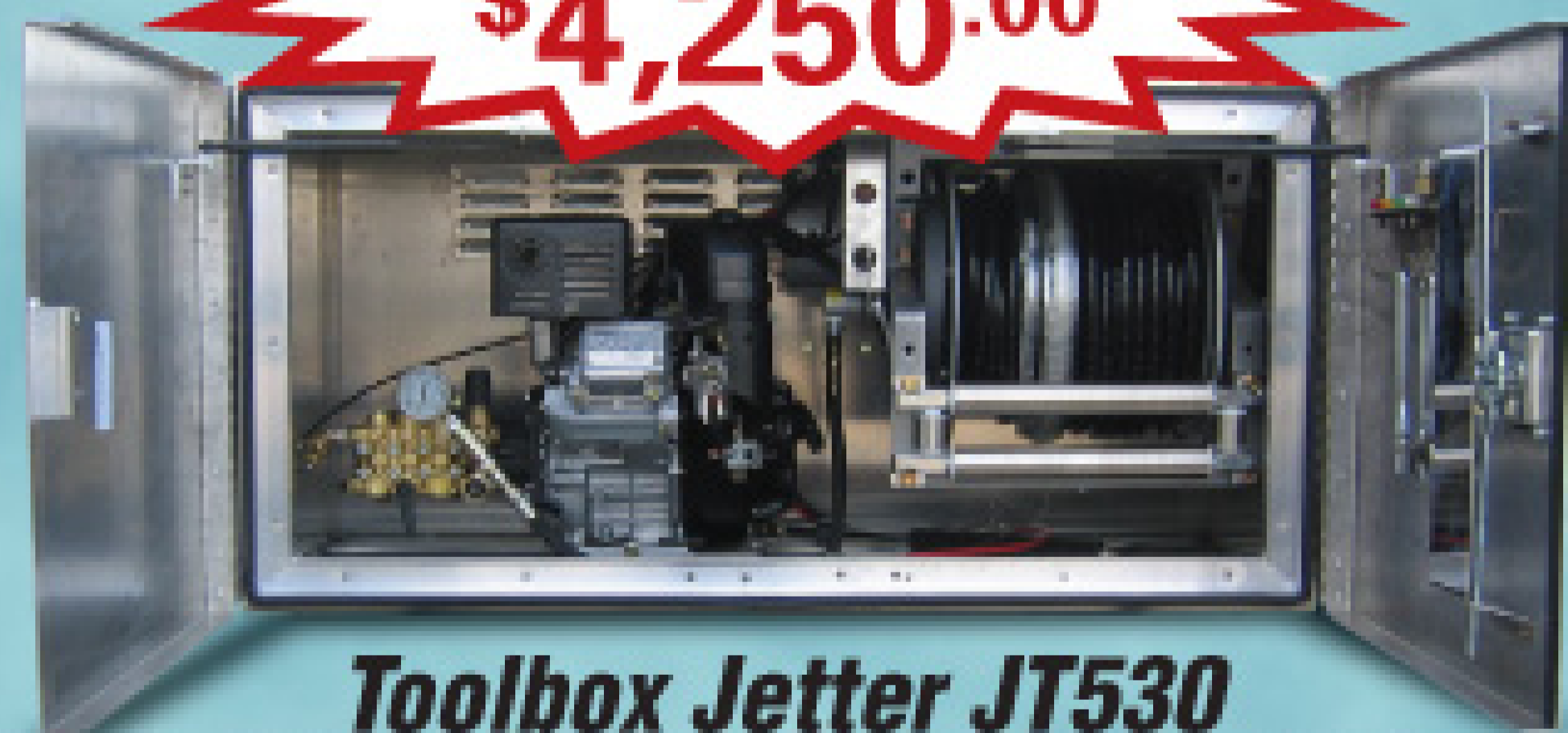
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BIG 10



The Pumper Survey

Fill it out. Send it in. We'll slice and dice the answers into the latest trends for the liquid waste hauling community

We thought you would.

So we've developed a simple 10-question confidential business survey for pumpers to track industry trends

across the country. The survey is fast and easy; so fast and easy, actually, that you should be able to complete it and get it back to COLE Publishing during your next coffee break.

By tallying the pumper community's answers to these basic questions, and then repeating the survey every year in *Pumper*, we can help spot trends in areas of efficient operation, employee compensation and emerging technologies. Then you can apply the annual industry snapshot to your own company practices ... and hopefully the outcome will be a real business-building shot in the arm.

But we can't do it without you. Your participation is key to an effective survey. And you choose the way you prefer to do your part.

1) Go to www.pumper.com/big10 and complete the survey online, or

2) Fill out this form by hand, then either fax it to us at 715/546-3786 or pop it in the mail to Big 10: The Pumper Survey, P.O. Box 220, Three Lakes, Wis. 54562.

Please submit your survey by Dec. 5.

We'll share the results in the January issue of *Pumper*. And thanks for helping us provide more news you can use.

Some of your most critical business decisions may be made on hunches. You have a hunch that you're utilizing your staff and service vehicles to their greatest potential. You have a hunch your disposal costs are in line with other pumpers. You have a hunch what you should offer employees in wages and benefits.

How would you like to turn those hunches into up-to-date, industry-specific information to help you make better decisions the next time you crunch budget numbers or hire a new worker?

questions

Big 10: The Pumper Survey

- 1 On average, how many gallons of residential septage does your company pump per day?
 - 0-10,000 10,001-20,000 20,001-30,000
 - 30,001-40,000 40,000+
 - 2 How does your company dispose of your septage?
 - Public Facility Private Facility Land Application
 - Other _____
 - 3 On average, what is your company's septage disposal cost per 1,000 gallons?
 - \$0 \$1-\$40 \$41-\$80 \$81-\$120 \$121-\$160
 - \$160+
 - 4 On average, how much does your company charge per residential pump-out?
 - \$0-\$75 \$76-\$125 \$126-\$175 \$176-\$225
 - \$226-\$300 \$300+
 - 5 How many septage pumping trucks does your company have in its fleet?
 - 1 2-3 4-5 6-7 8-9 10+
 - 6 How many employees does your company have, including yourself?
 - 1-3 4-6 7-9 10-12 12+
 - 7 What employee benefits does your company offer? (Choose all that apply)
 - None Health Insurance Retirement Fund Paid Vacation
 - Paid Sick Days Flexible Spending Plans (Cafeteria, HSA, etc.)
 - Uniforms Flexible Schedule Daycare Company Parties
 - Health Club Membership/Wellness Program
 - Holiday Bonus Other _____
 - 8 How does your company compensate employees? (Choose all that apply)
 - Salary Hourly Commission Bonus Other _____
 - 9 Other than residential septic pumping, what services does your company provide?
 - Commercial Septic and/or Grease Pumping
 - Septic System Installation and/or Repair
 - Portable Restrooms Sewer & Drain Cleaning
 - Other _____
 - 10 What is the single most important issue facing your company in the upcoming year?
 - Disposal Costs Fuel Costs Employee Retention
 - Keeping Existing Customers Finding New Customers
 - Other _____
- What state or province is your company located in? _____

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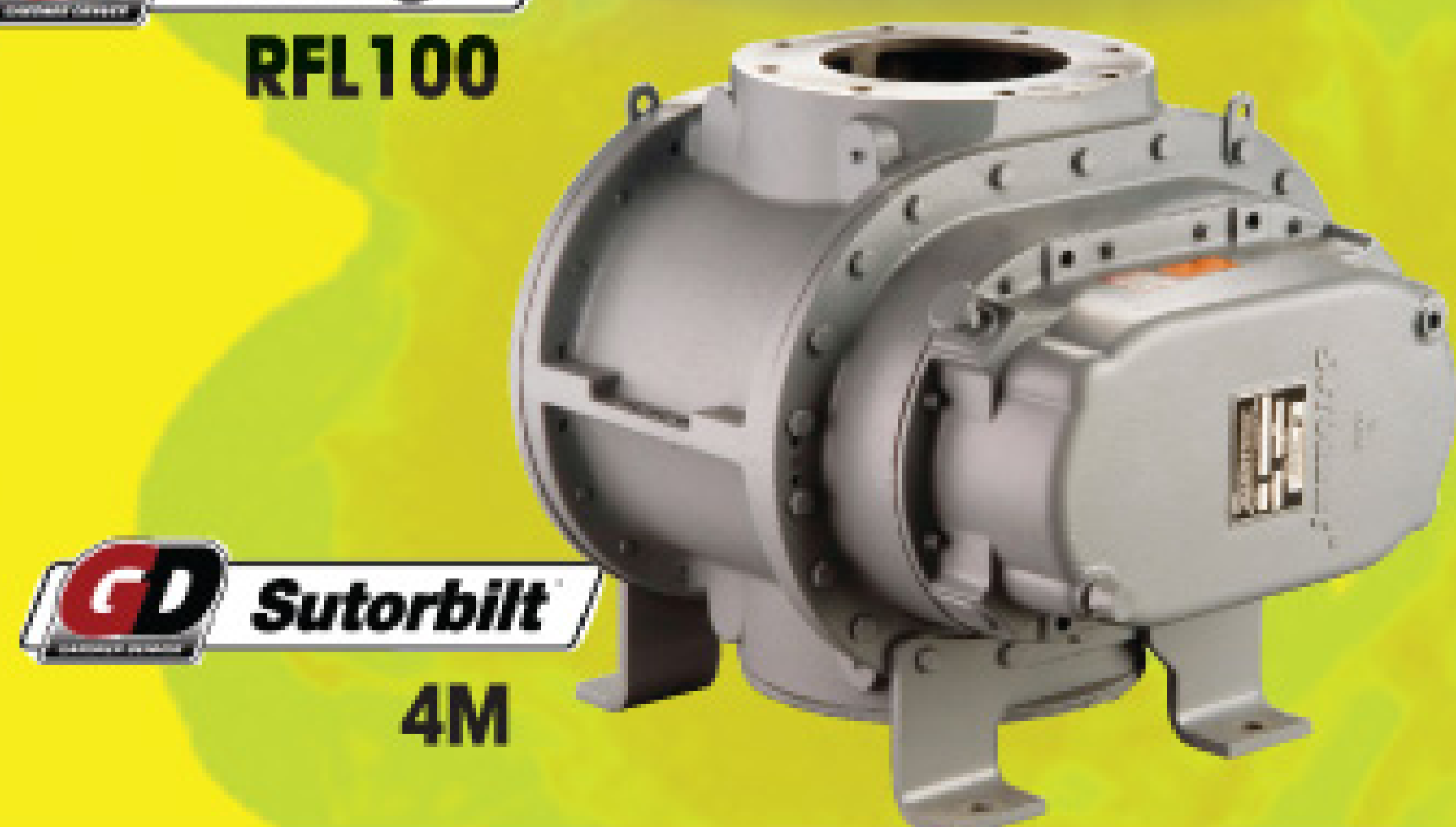
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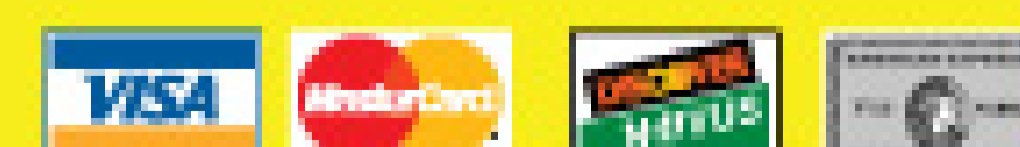
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EXTEND YOUR HAND

The people you meet at the Pumper & Cleaner Expo might help you solve a nagging problem or give you business ideas worth their weight in gold

By Ted J. Rulseh

A friend of mine calls it the Three Foot Rule. It means that when he's at a trade show, if you come within three feet of him, he's offering to shake your hand.

It's a good rule to observe at the 29th Annual Pumper & Cleaner Expo, Feb. 25-28 in Louisville. You don't go to the Expo (or any other trade show) just to take classes and kick tires. A big reason to go — maybe the biggest — is to meet people who can help your business and who may become your friends.

The most helpful person you meet at the Expo may not be an exhibitor or a seminar presenter. He or she may be another attendee you meet while standing in line, grabbing lunch at a food stand, or enjoying an evening meal at a downtown nightspot.

You'll have lots of chances to extend your hand at the Expo, which again includes more than 600,000 square feet of exhibit space, a full education lineup, top-quality entertainment, and tailor-made opportunities for networking.

ALL-DAY NETWORKING

"The great thing about a trade show is that you get to meet people who are in your business, but are not your competitors," says Bob Kendall, owner of COLE Publishing. "You'll meet people from other states or even other countries who have the same challenges and the same problems as you do."

"The person standing next to you at an exhibitor's display may have

the answer to a problem you're been struggling with for years. Or maybe an idea that you can put to work when you get back home and start earning more profit. You'll never know unless you introduce yourself."

Networking starts on the exhibit floor, where you can meet the people who design and build the equipment you use and the new technologies you're considering. A member of an exhibitor's team could become an informal advisor who helps your business for years.

On Education Day and at other seminars, don't just walk out when the presentation is over. Stick around for the questions and answers. Then go talk one-on-one with the presenter.

All day, whatever you're doing, take every reasonable chance to say hello. Don't just hang out with your own team. Mingle. Shake hands. Sit down at a lunch table with someone you've never met. Start a conversation. See where it leads.

THE PLACES TO BE

Besides on-the-fly networking, the Expo gives you venues

made for bringing business people together.

COLE Pub. This popular feature of the 2008 Expo is back, better than before. Here, in the open space outside the exhibit hall, you'll find a perfect place to share a snack and refreshments after show hours and before you head back to the hotel.

A bar will encircle the custom-built Whiskey Runner truck with its 2,000-gallon wooden bourbon barrel. Vendors will serve a variety of finger

"THE PERSON STANDING NEXT TO YOU AT AN EXHIBITOR'S DISPLAY MAY HAVE THE ANSWER TO A PROBLEM YOU'RE BEEN STRUGGLING WITH FOR YEARS. OR MAYBE AN IDEA THAT YOU CAN PUT TO WORK WHEN YOU GET BACK HOME AND START EARNING MORE PROFIT. YOU'LL NEVER KNOW UNLESS YOU INTRODUCE YOURSELF."

Bob Kendall

food and appetizers. Seating will be set up in clusters. It's an inviting place to strike up a conversation.

Industry Appreciation and Networking Party. This Expo tradition opens after show hours on Thursday evening in the COLE Pub area. For two hours, you can enjoy beverages and light snacks while looking up interesting people you've met in the previous two show days.

Wine and Cheese Party and Fashion Show. Here's a first-time event designed for women, to be held on Thursday afternoon in a meeting room on the upper floor of the convention center. It's a chance to share the special challenges of being a woman business owner or manager, or working in a business with a spouse.

Hospitality Events. Many Expo exhibitors hold private hospitalities throughout the days of the show. Most are by invitation only — but if you're invited, by all means, go. You can bet that most invited guests are leaders in their fields. Enjoy their company, find out what they can teach you, and share your secrets, too.

REMEMBER THE RULE

The Expo is the largest annual show of its kind for environmental service professionals, and it only comes around once a year.

"Networking helps you make the most of the time and money you spend," Kendall observes. "In fact, just one good contact can return your investment many times over. Many regular Expo attendees know this from experience."

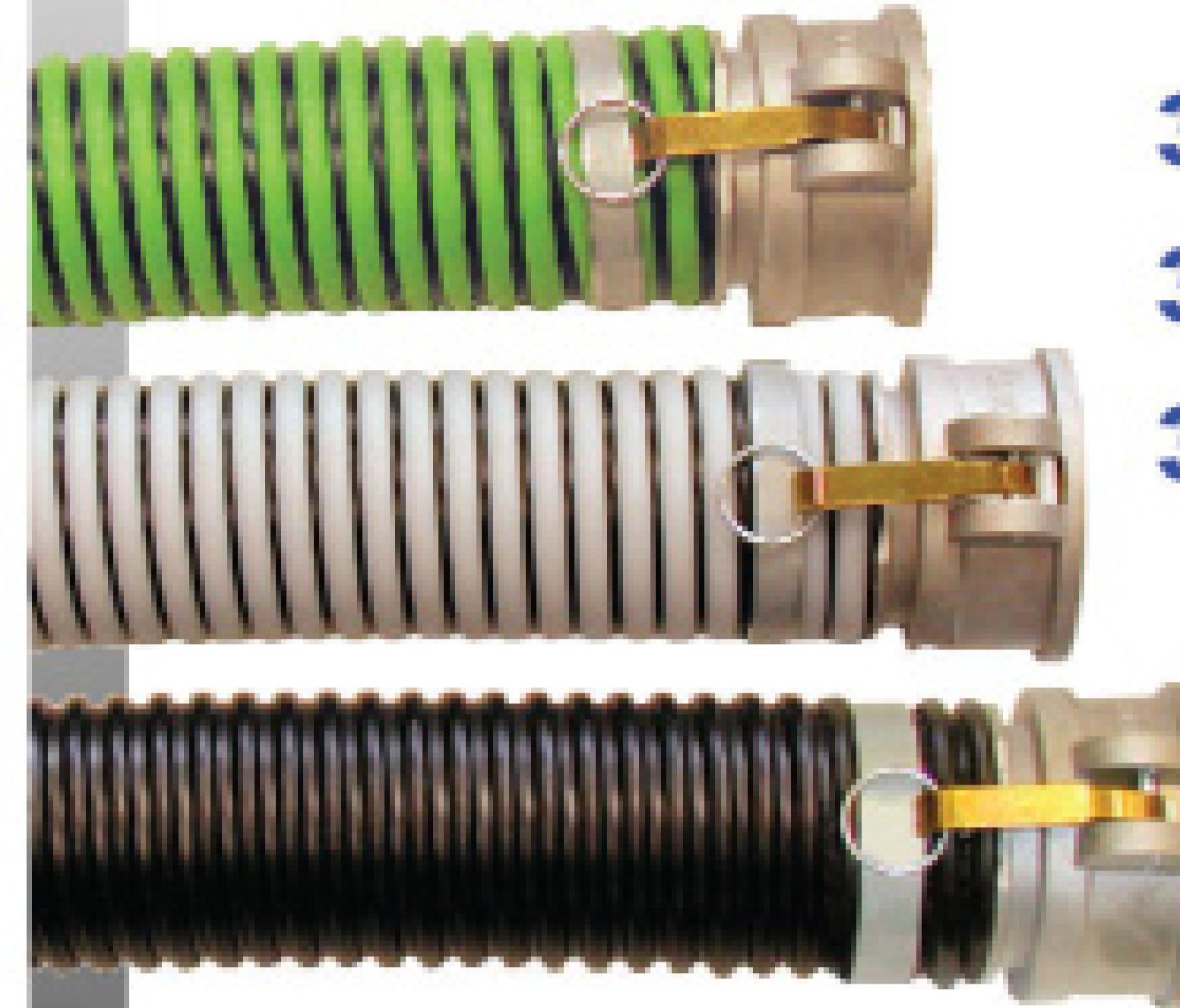
Look for details about the Expo in the special pages in this magazine. The early Expo registration fee of \$40 applies until Jan. 23. Registration at the door is \$60. To find out more, visit www.pumpershow.com or call 800/257-7222.

Start making your Expo plans now. And remember the Three Foot Rule. ■

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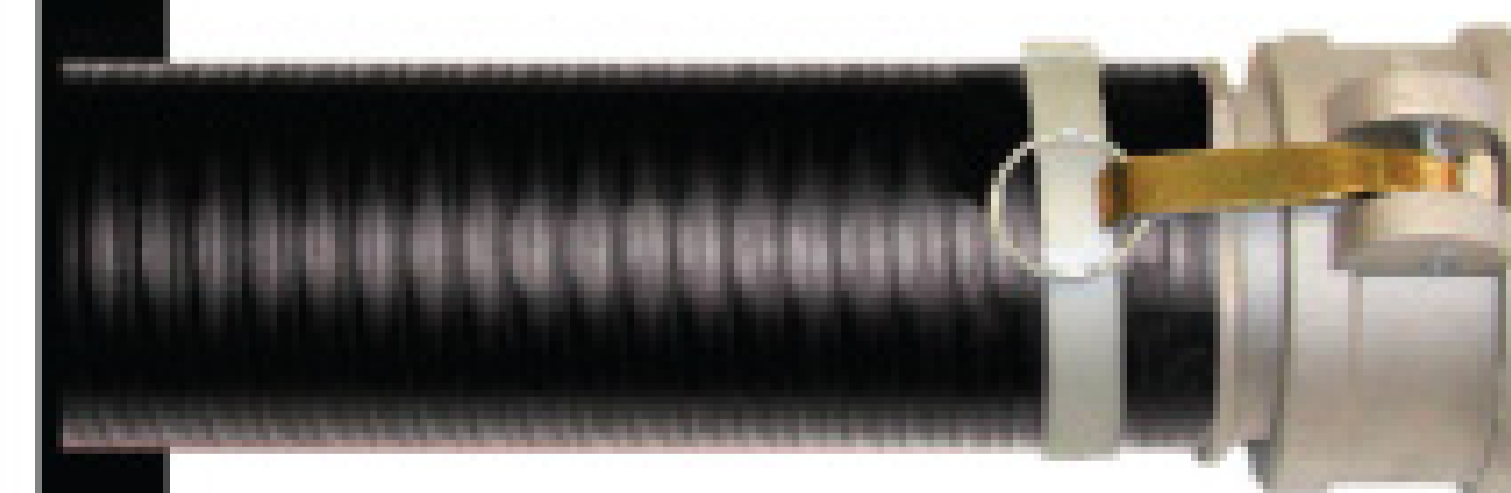


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the temporary models that looked so pretty just a few months ago are now sitting idle, costing you money and customers, too.

The advantages of Vantage. The double-walled Vantage (right) is a top-of-the-line PolyPortables' restroom. It's engineered with common sense and built rock-solid, just like the rest of the PolyPortables' models.

ADVANTAGE?



Here are the advantages:

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- Look at the size of that door! Tall, wide – easy for customers to enter and exit – even with bulky work gear.
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SITE-FRIENDLY

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1997 FORD LOUISVILLE Sewer Truck,
CUMMINS Diesel Engine, Automatic
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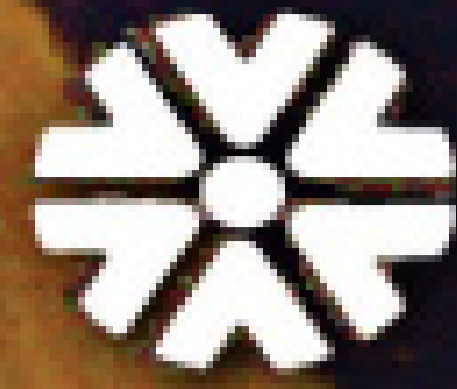


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New Fees Trouble Rhode Island Pumper

Septic system monitoring fees may prompt homeowners to delay necessary repairs or upgrades, leading to a negative environmental impact, says Darlene Gardner

Effective April 1, legislation passed by the Rhode Island General Assembly requires municipal treatment plants to charge an extra \$1 per 100 gallons for disposal of septage. Pumpers must pay the fee, then collect it from their customers. The Department of Environmental Management expects the increase to put about \$500,000 a year in its Bays, Rivers and Watersheds Fund. The agency uses the money to do better testing and monitoring of Narragansett Bay.

Government officials predict the fee could hike the cost of a pump-out by \$10 or \$12. Based on experience, septage haulers are concerned that the financial impact will be much worse than forecasted, prompting some customers to avoid pumping their systems regularly because of rising costs. The rule also puts pumpers in the hot seat, as customers blame them for the rate increase.

Pumper Interview

By Scottie Dayton

Rhode Island has about 50 haulers, who do not have a state association because they never saw the need for one. For years, the charge for a pump-out from most contractors had remained about the same, says Darlene Gardner, president of Superior Septic Service Inc. in Saunderstown. But since 2004, increased disposal fees have forced Gardner to raise her rates four times, for an overall increase of \$60 per job, not including the \$10 per 1,000 gallon monitoring tax.

In addition to known rising costs, haulers are concerned that plants will charge a little extra to cover the cost of collecting the money, keeping records, and paying the DEM.

Gardner, a registered septic inspector for Charlestown and North and South Kingstown, is a team instructor for the University of Rhode Island Inspection 100 course. As a

"CLEANING UP THE ENVIRONMENT IS GOOD, BUT IT'S DIFFICULT DURING ECONOMIC SLOWDOWNS TO DICTATE THAT PEOPLE MUST SPEND \$30,000 TO BRING THEIR SYSTEMS UP TO CODE."
Darlene Gardner

member of the URI Onsite Wastewater Steering Committee, she took part in the development, testing and training of the RIDEM *Septic System Checkup* handbook, which helped establish inspection guidelines throughout the state.



"I THINK PEOPLE WHO HAD THEIR TANKS PUMPED ROUTINELY WILL TRY STRETCHING THE PUMP-OUT FOR YET ANOTHER YEAR. MY BIGGEST CONCERN IS THAT BY POSTPONING ROUTINE MAINTENANCE THEY'RE INVITING BIGGER PROBLEMS, WHICH COULD REQUIRE REPLACING THEIR SYSTEMS."
Darlene Gardner

Pumper: Who proposed this monitoring fee to the legislature?

Gardner: When the Department of Environmental Management didn't get the funding it wanted for its Narragansett Bay research, it decided that taxing the disposal of septage would be the least problematic. The department can't even identify whether these septic tanks are polluting the waterways. It's been my experience that most homeowners are maintaining their systems. Now they're being penalized for doing the proper thing.

Collecting the tax from customers can be a big *if* for pumpers. The DEM hasn't considered many factors. The department's financial estimations are based on residential tanks pumped every two or three years. Their average capacity is 1,250 to 1,500 gallons. But if large commercial tanks are cleaned more than once a year, the tax will add up to quite a bit of money for business owners.

When the DEM introduced the proposal, it asked some pumpers for their reactions. It apparently was a formality, as our responses had no affect on the outcome. Afterward, the DEM supplied literature that we could give to customers if they asked what is going on, but made no effort to tell the public that it was the department behind the rate increase, not the pumpers. As my customers call, I inform them of the new rule.

Pumper: Will the tax have a significant impact on septic business?

Gardner: It's hard to say. Pumpers have raised their prices because of escalating fuel costs, discharge fees, and now this monitoring tax. I think people who had their tanks pumped routinely will try stretching the pump-out for yet another year. My biggest concern is that by postponing routine mainte-

nance they're inviting bigger problems, which could require replacing their systems.

Pumper: What is the condition of the state's pumping industry?

Gardner: We're mostly small, family-run businesses. The monitoring tax comes at a time when the state is imposing new requirements that make replacing cesspools more costly. Also, communities are creating wastewater management districts that require homeowners to pay more for monitoring and pumping their systems. Therefore, it's difficult to tell what will happen. We have a lot of issues against us, but rising costs are the biggest. I can see some pumpers running one truck instead of two, so customers won't be serviced as quickly because they aren't on a given route.

The DEM and URI Onsite Wastewater Training Center have come a long way in educating homeowners that onsite systems need regular maintenance. However, I feel both agencies are taking giant steps instead of baby ones. Moving too fast and requiring too much from residents will cause a backlash. Homeowners won't cooperate and say, "Take me to court. I can't afford to install a \$30,000 system."

Pumper: What is the new septic regulation?

Gardner: Before the first of this year, homeowners living in the southern end of Rhode Island could upgrade their cesspools with conventional systems. However, anyone upgrading a system and living a certain distance from the water had to install nitrogen-reducing technology.

The new rule states that residents in the Narrow River watershed and South County

salt ponds must install innovative systems. They have no choice. The watershed and salt ponds encompass an enormous area, and I don't think homeowners in North and South Kingstown, Charlestown, Westerly, and Narragansett realize its extent.

When the DEM proposed the new regulations, it held public hearings, but homeowners were unaware that the rules pertained to them so drastically. Last October, I notified my customers as to what was happening and recommended that, if their system needed upgrading, have plans for a conventional one approved before the end of the year. Some people asked their town officials what was going on, and they had to scurry to find answers.

Many residents are middle aged or elderly, and want to sell their property. They can't afford an upgrade. If a home is sold with a cesspool or failed system, the buyer has one year to replace it. Adding \$30,000 to the purchase price is no way to stimulate our economy or energize a sagging real estate market.

Pumper: Isn't there a state revolving fund for those meeting the financial requirements?

Gardner: Yes, but no elderly person wants

to repay a \$30,000 loan, even at 2 percent interest.

As an installer, I understand denitrification and the need for it, but think the DEM has gone to an extreme. It estimates that the state has 50,000 cesspools of which 3,000 are in the designated area and must be replaced within five years. The repair rules provide no middle ground.

Homeowners with cesspools should be allowed to upgrade to conventional systems, if they meet certain requirements. If the footprint of the house changes after that, then the owner should be required to upgrade to an innovative system.

While the technologies are good, everything has to work together. The state doesn't have enough maintenance companies to service denitrification systems, and they require a lot more attention than conventional systems. One concern is that once all these properties have advanced systems and only some are serviced properly, the others will fail. That will be worse for the environment and give denitrification technology a black eye.

Pumper: Will stiffer rules clean up the ponds?

Gardner: Not necessarily. They will just minimize further nitrogen impact.

I understand the DEM's thinking. Cleaning up the environment is good, but it's difficult during economic slowdowns to dictate that people must spend \$30,000 to bring their systems up to code. Some sites, such as those with potable wells, do need denitrification systems, but the regulations are too broad. We need to specify where exceptions, such as living two miles from water, can apply, but the DEM gives no leeway and rejects common sense. It used a shotgun approach instead of judging each site individually.

The new rules slam homeowners from two directions, and those hits on their pocketbooks will reverberate down to the pumpers.

Darlene Gardner of Superior Septic Service Inc. may be reached at 401/789-9360. ■

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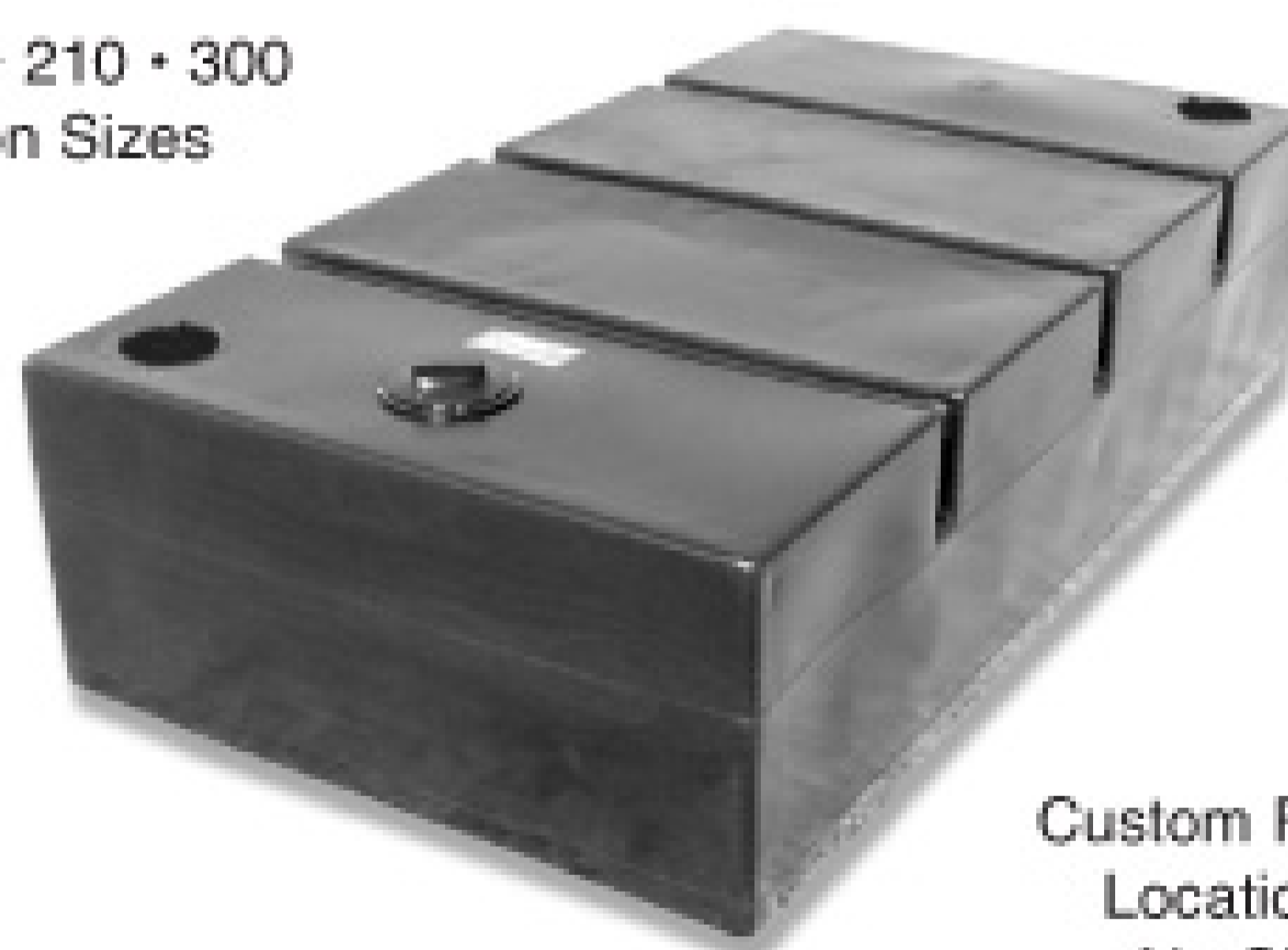
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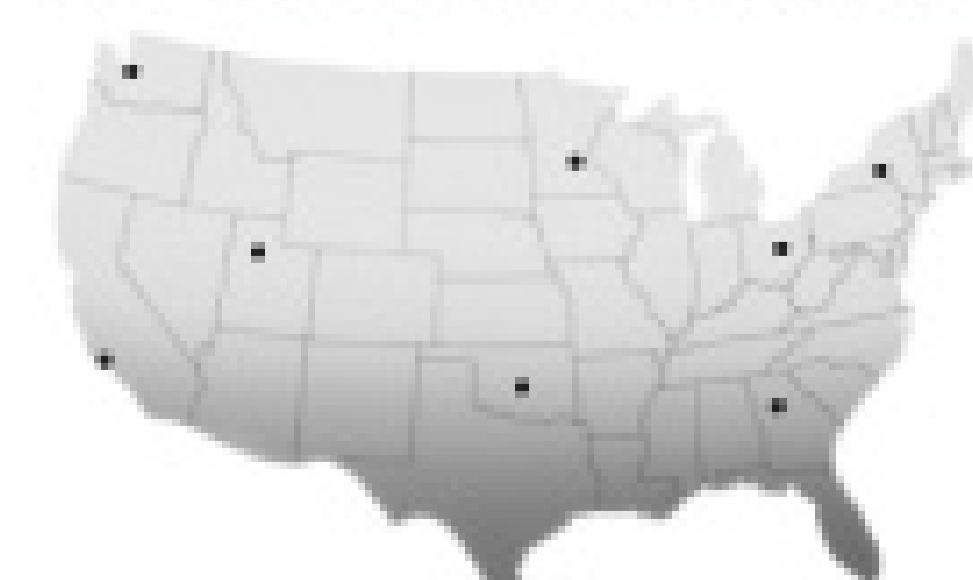


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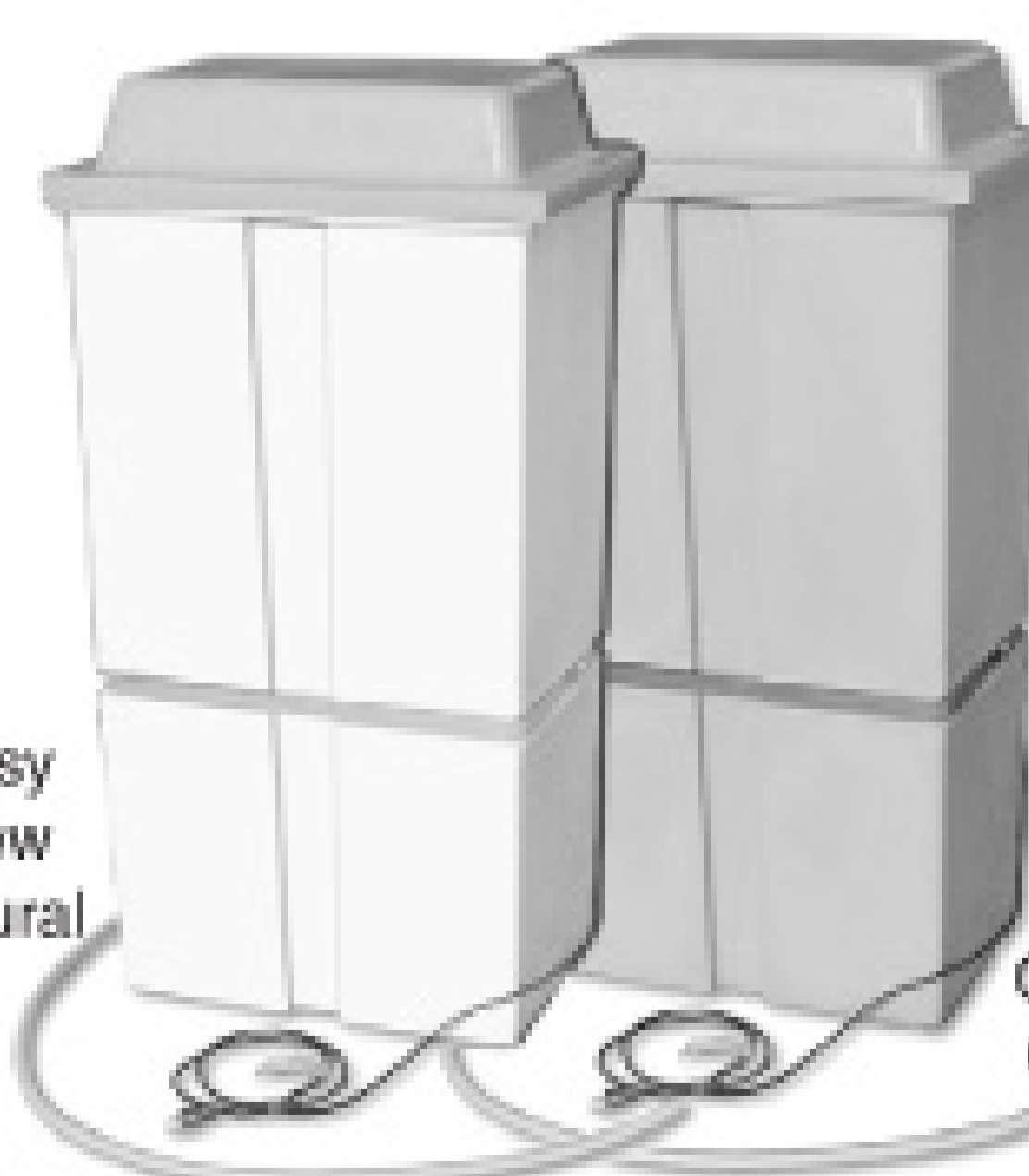
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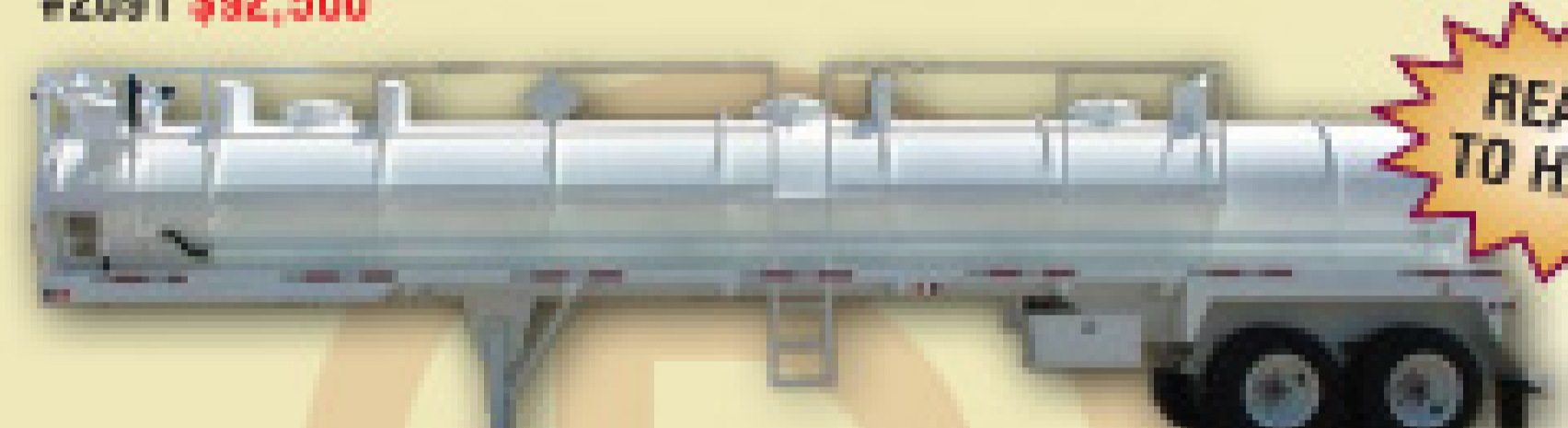
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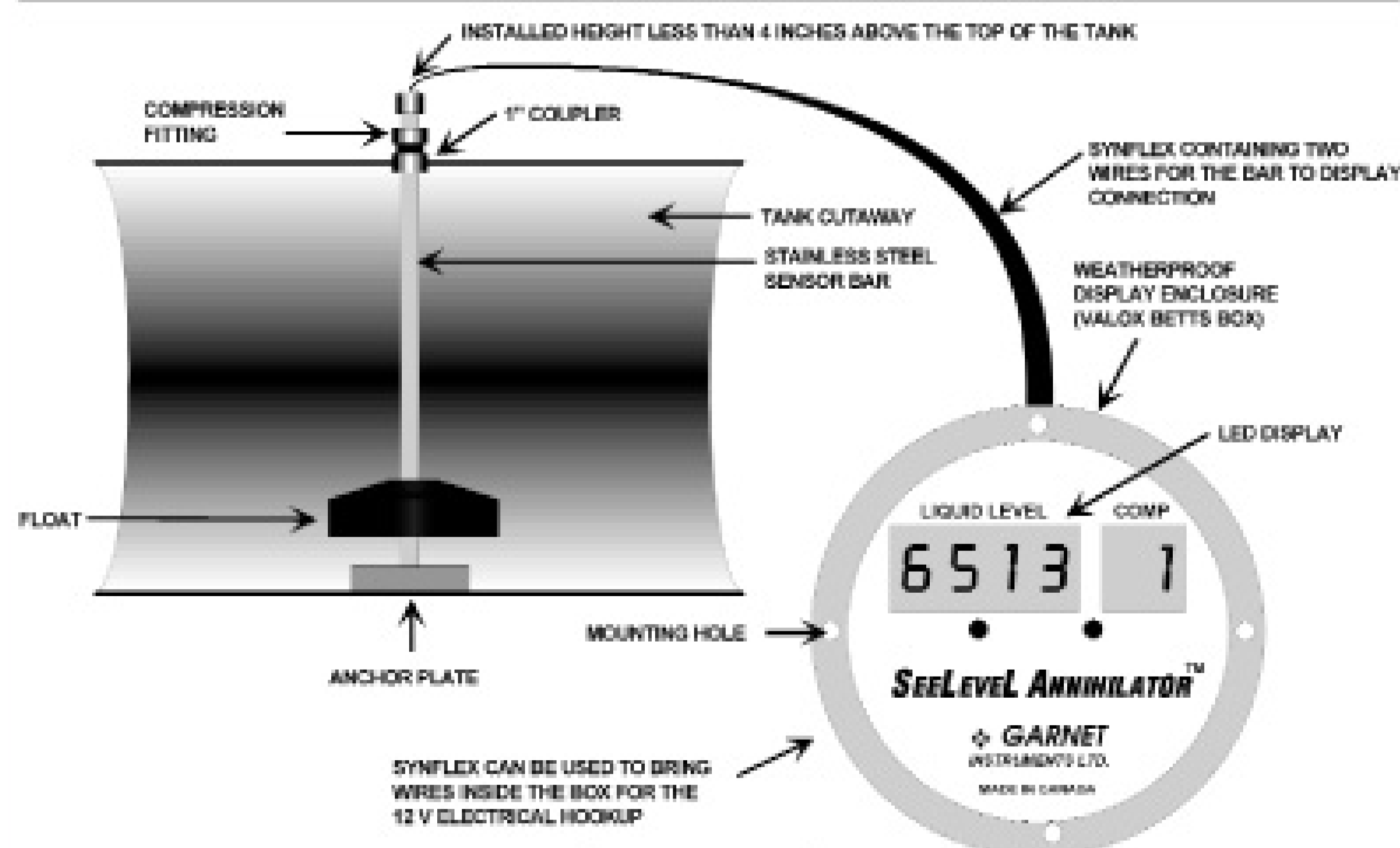
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Profile

Quick Response Septic Services Grass Valley, Calif.

Owners: Richard and Jeanette Davis

Years in business: 18

Employees: 6

Services: Septic system pumping, repair and installation, portable sanitation

Service area: Nevada and Placer counties



CALIFORNIA

California pumper Richard Davis relishes coming up with solutions to common issues, whether it's building a more convenient equipment trailer, an inexpensive fix for a customer's septic system or recycling grease for fuel

By Richard Ryman

Richard Davis feels like he's swimming upstream a lot of the time, fighting a bad economy, extensive regulation and less-than-scrupulous contractors. But the owner of Quick Response Septic Services keeps moving forward.

The Grass Valley, Calif., businessman keeps his septic trucks busy. He is expanding his portable restroom business and looking for other ways to diversify operations, such as turning his grease collections into biodiesel fuel.

"You've got to branch out and diversify or you're not going to make it," Davis says.

Eighty percent of his septic business is residential pumping and 20 percent commercial work. A decline in home construction and consumer concern about the economy slowed residential pumping, but commercial business and portable restroom contracts take up the slack, he says.

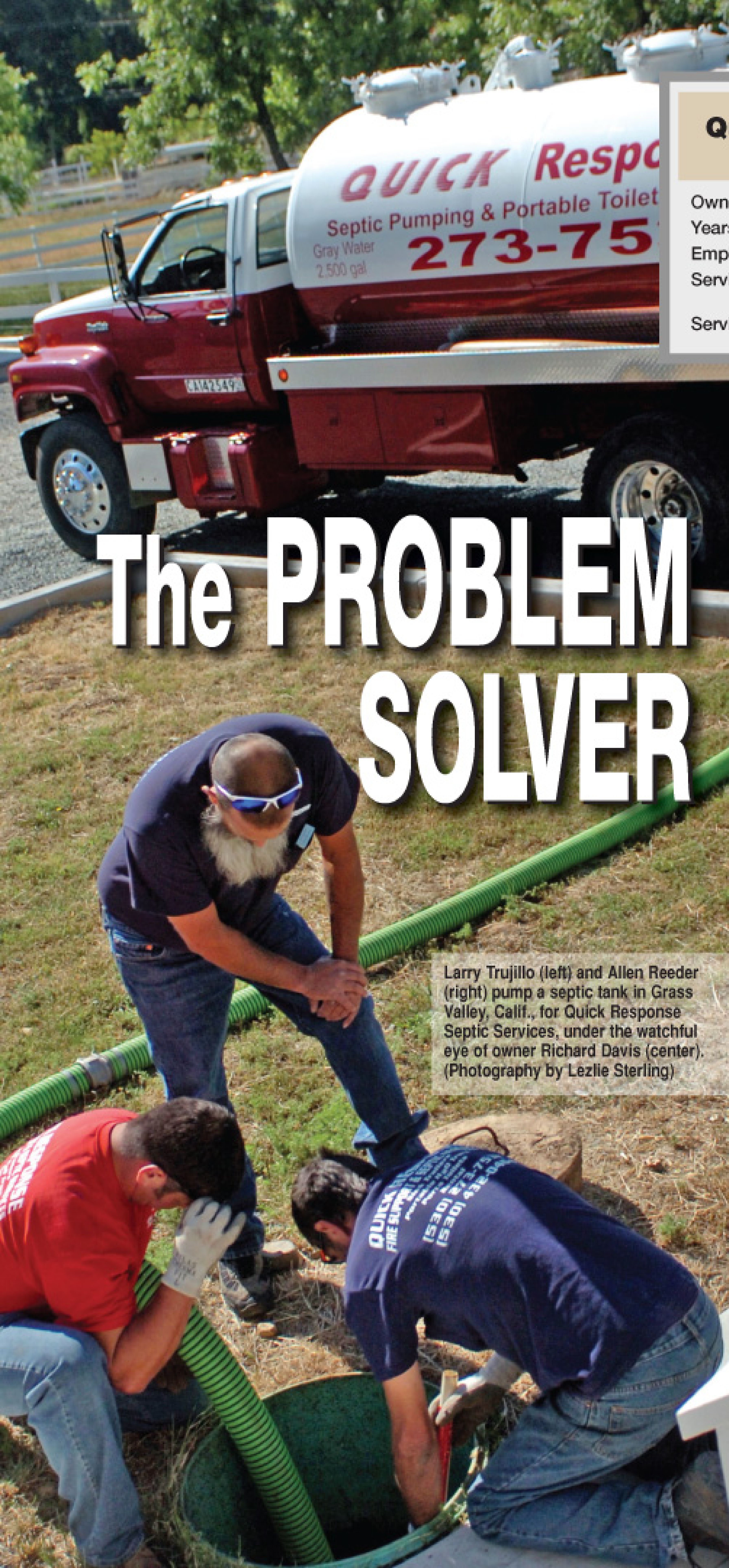
FLEET FACTS

Overall, his business is equally divided between septic and commercial pumping work and portable restrooms. The latter includes construction, fire camp and special events clients. He has 450 portable restrooms, about 150 of which are out permanently. He expanded into portable sanitation five years ago and now is pushing beyond his home in Nevada County into Placer County and closer to Sacramento.

Davis' inventory includes restroom units from Five Peaks Technology, PolyJohn Enterprises Corp. and Armal. The company runs four vacuum trucks most of the time, though during the fire season the entire fleet of six service vehicles is kept hopping. In addition to pumping, he provides potable water for firefighting.

The PROBLEM SOLVER

Larry Trujillo (left) and Allen Reeder (right) pump a septic tank in Grass Valley, Calif., for Quick Response Septic Services, under the watchful eye of owner Richard Davis (center). (Photography by Lezlie Sterling)



“AS FAR AS THE PORTABLE RESTROOM SIDE GOES, THE OLDER GUYS ARE BETTER. THEY ARE NOT IN A HURRY. IT TAKES AN HOUR OR TWO LONGER THAN THE YOUNGER GUYS, BUT THAT’S ALL RIGHT.”

Richard Davis

“Most of the fire camps are owned by the forest service or Pacific Gas & Electric. We have contracts for pumping those and rest areas along the highway,” he says. “The contracts keep us going through the wintertime, which makes it nice.”

When fire season business picks up, Davis takes on three or four extra workers who are nephews and other family members. His wife, Jeanette, works in the office.

“She and the secretaries go to the contractors’ meetings and stuff like that,” he says.

He’d rather be out in the field than sitting in meetings.

His fleet consists of two Chevrolet TopKicks with 2,500-gallon stainless steel waste tanks (1991 and 2000 models), three Freightliner 5,000-gallon tankers (1988-1991 models), four Ford F-450s that he uses for portable sanitation, two with 550-gallon tanks and two with 750-gallon tanks (2000-2004 models) and two International 4900s with 1,650- and 2,500-gallon tanks (1991 models) used for potable water.

He also has four trailers to haul portable restrooms, with two more under construction. The trailers carry four, 10, 16 and 16 units, respectively. The two being built also will carry 16 units each.

BUILDING TRUCKS

Davis gets vacuum tanks from Best Enterprises, but builds the trucks himself.

“It’s something to do during the slow period,” he says.

Davis also builds his own portable restroom trailers, saying that’s what he does for weekend relaxation. He once borrowed a flatbed trailer from a competitor that secured the portable units by a strap over the skids. That made him nervous. “I didn’t care for those because of the wind. That’s a lot of stress on those rivets,” he says.

He chose a different design in his own trailers. They have high sides that can be lowered and used as ramps for unloading. “You don’t have to lean the toilets way back to get up under them,” he says of the easier loading and unloading process.

Davis continues to seek ways to diversify, a task given more emphasis by a slowing septic market. He and a fellow pumper are considering whether to start a biodiesel plant near Echo, Nev., using the brown grease they collect for raw material. Davis says the plant would solve several problems.

“We’ll make a profit off of it, but it also gives us a place to get rid of (grease),” he says. “Now we take it to our disposal plant, but you have to let them know it’s coming because they process it differently. They’ll do it, but they won’t mind if they don’t have to.”

Davis says they hope to get started soon, though they haven’t decided on design or equipment, yet. They do know they will build it in Nevada because the regulations and red tape are less than in California.

Davis says there are four pumper companies in his area and they often share work. He got out of sewer and drain work six years ago



Jeanette and Richard Davis and their dog Otis. The couple have six employees, three of whom have been with them from three to 15 years.

— “I couldn’t find any good employees” — and refers that business to one of the other companies.

“GIVE ME THE TANKS”

“I tell them ‘give me the tanks, I’ll give you the drain cleaning.’ If they know it’s a tank repair, they know they have to give it to me. If they give me a job to pump, I do the same for them if the line is broken,” he says.

California law requires point-of-sale septic system inspections, and Davis says he gets a lot of work through real estate transactions. Also, the law requires every system be inspected annually and monitoring reports made.

Davis has three employees who’ve been with him between three and 15 years. He says he pays his employees “on the higher end,” but does not offer health insurance or retirement benefits. He hires older workers — the oldest is 65 — because they have more pride in their work and take the time to do the job properly.

“As far as the portable restroom side goes, the older guys are better. They are not in a hurry. It takes an hour or two longer than the younger guys, but that’s all right,” he says.

He likes the older workers because they are thorough and generally have fewer family issues.

Davis was born in Shreveport, La., but his parents moved to Northern California when he was seven. He worked for a Roto-Rooter



Richard Davis (left) and Larry Trujillo finish pumping a septic tank. Eighty percent of Davis’ septic business is residential.

franchisee, and then started his own sewer and drain business. He acquired the septic business from an owner who became disabled when a pole he was handling touched a power line.

DISPOSAL DILEMMA

Quick Response's service area is Placer and Nevada counties, northeast of Sacramento. Placer County extends from the suburbs of Sacramento to Lake Tahoe, 105 miles, end to end. With Sacramento bedroom communities expanding in the county, Placer's population grew from 248,399 in 2000 to more than 300,000 in 2004.

Nevada County, where Grass Valley is located, has a population of more than 90,000, and is about 90 miles from west to east.

Davis looks for ways to save customers expensive replacements

Richard Davis, owner of Quick Response Septic Services in Grass Valley, Calif., would much rather pump and maintain septic systems in a timely manner than replace them, because replacement systems in California can cost a bundle.

"We have systems that were put in 40 or 50 years ago and are failing," he says. "Instead of putting the same system in, the state wants you to put in special designs that cost \$30,000."

Davis says the design depends on the terrain and the soil. Gravity flow, pressure dose, mound and more advanced treatment systems are all used.

"The counties have four or five different systems and they work around those designs," he says. "Whatever works for the property. A lot of housing tracks are on half-acre or quarter-acre lots. They don't have room for leachfields."

In addition to uneven terrain, much of the soil is clay. Davis says his service area includes many retirees who cannot afford such an expense, and he is not happy with state regulators who require it.

"They are not the one who has to tell these retired people they have to put in a \$30,000 system. I try to stick up for them whenever I can," he says.

Davis says he tries to convince homeowners to keep up with preventative maintenance.

"I would much rather do pumping and little repairs than have to take that amount of money from somebody. I try to do everything I can to make a system work rather than declare it failed," he says.

Davis installs three or four free systems a year for people who he believes can't afford the work. He donates the materials and his workers donate their labor.

"You can tell when someone just flat-out doesn't have the money. I decide on a case-by-case basis. One of these days, I'm going to get old and maybe someone will do something for me," he says.

Sacramento is near the western edge of the county.

Davis says the large rural areas are all served by septic systems, which makes for plenty of work. But after he pumps the tanks, disposal is the more difficult issue, he says.

His trucks drive to Lincoln in Placer County — 37 miles from his yard and a good deal farther from the far end of his service area — to a private wastewater treatment plant.

"The only time they let us dump (at municipal plants) in Placer or Nevada counties is if we are doing work for the city or county," he says.

Davis says that at one time he was charging \$85 to pump a septic tank. The going rate now is about eight times that amount, and he charges slightly less than average for the area.

PLANT EXPANSION WOES

Davis says pumpers are pushing developers of gated communities, which have their own sewer systems and treatment plants, to expand those plants so they have capacity to accept septage from area pumpers.



Richard Davis

"The state told them to give us a place to dump and that was three or four years ago and they haven't done it," he says of the gated communities. "They say they can't afford to expand their plants, but they do expand them to add more houses."

He's trying to get Nevada County to expand a county- or city-owned plant closer to his office.

"You have to prove to them that they can make money. Then we have a chance of getting it," he says. "Then we can dump within four or five miles instead of having to go 80 miles round trip."

"IT'S A LOT OF FUN TO GO TO PEOPLE'S HOUSES WHEN THEY ARE IN TROUBLE AND YOU CAN SOLVE (A PROBLEM), ESPECIALLY WHEN YOU DON'T COST THEM A LOT OF MONEY."

Richard Davis

Davis says California does not require a license for pumping tanks, but you do need a contractor's license to repair them. He says one unscrupulous repair contractor was convincing people to give him power of attorney so he could take out building permits as an owner/builder, which allowed him to get around the licensing requirement. Davis says he was later called to fix many of those repair jobs.

"When times are hard, there are a lot of unlicensed contractors going around putting systems in. The problem is California OSHA (Occupational Safety and Health Administration) will only come around every five or six years. No matter how much you complain about the unlicensed contractors, they just don't follow up," he says.

MAKING A REPUTATION

Marketing for Davis is primarily by word-of-mouth. He relies on his reputation to increase business. "We have ads in the phone book and people see our truck and call," he says. "I believe word-of-mouth and your reputation is what's going to get you business."

Davis says his part of California, which is in the Sierra Nevada mountain range, requires a wide variety of septic systems because terrain and soil types vary so much. "A lot of the flat area is where they build the house, and the rest is pumping up and down," he says.

The bulk of his job satisfaction is helping homeowners deal with issues they fear will be serious and costly. Davis received an insurance premium cut for going 15 years without a claim and passed that savings on to customers.

"It's a lot of fun to go to people's houses when they are in trouble and you can solve (a problem), especially when you don't cost them a lot of money," he says. ■

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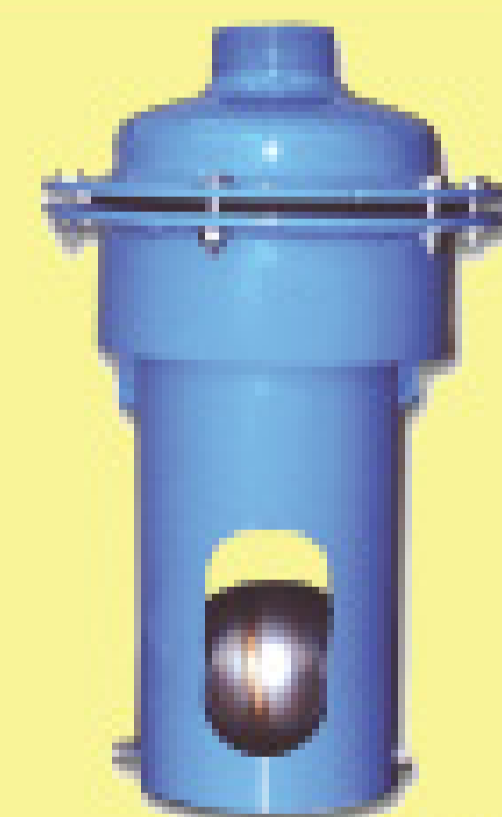
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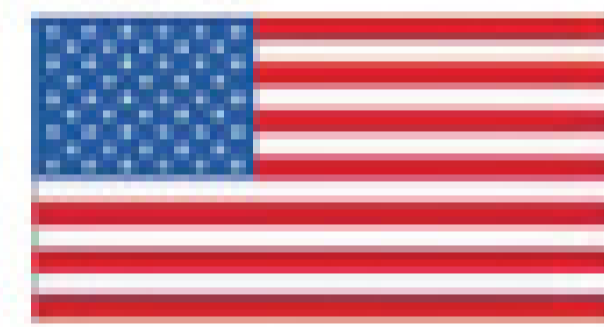
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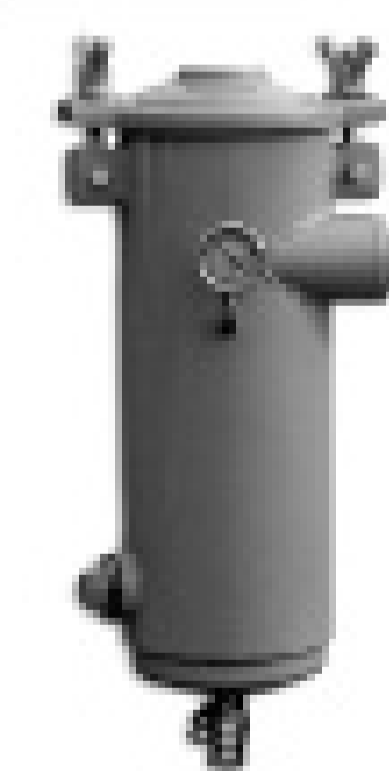
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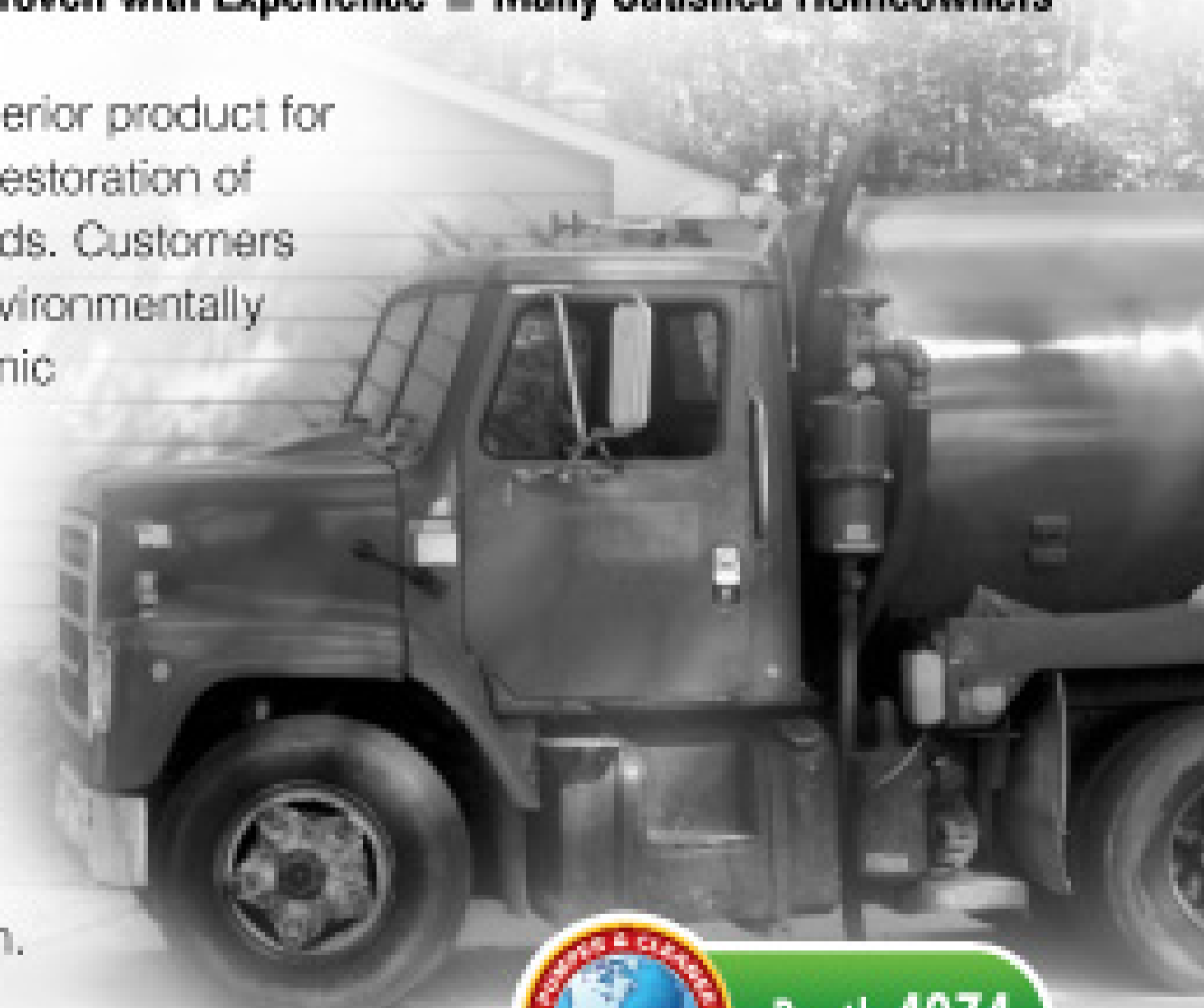
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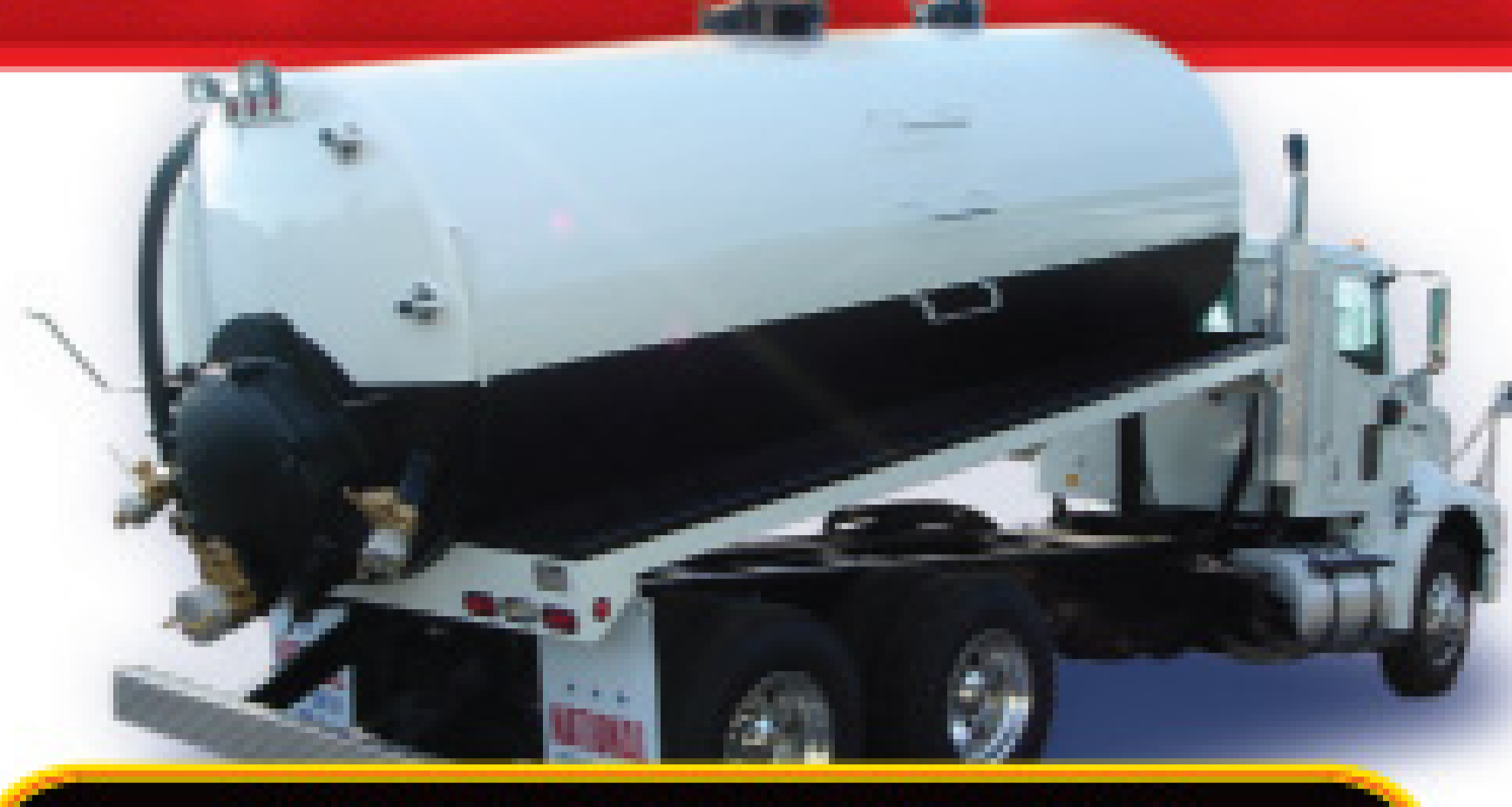
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Pumping and politics are both important to Tim Kettler, who cleans septic tanks by day and runs for office on nights and weekends. (Photos courtesy of Tim Kettler)

ON THE Campaign Trail

Ohio pumper Tim Kettler vies for a seat in state senate

Tim Kettler likes to tell folks on the campaign trail that he prepared for a career in politics for 22 years, because that's how long he's been "pumping it."

"That always gets a laugh," says the Green Party candidate for southeast Ohio's District 20 state senate seat, to be decided Nov. 4. "But seriously, voters can relate to me because I'm a working person who comes home dirty and tired just like they do. That work ethic says an awful lot."

Kettler, who owns and operates Action Septic Service in Warsaw, Ohio, with his wife, Roberta, has been involved in politics for many years. He serves as the secretary of Ohio's Green Party and is a representative with a non-partisan Ohio organization advocating for the establishment of single-payer, universal healthcare. During the 2004 Ohio presidential vote recount, he worked as a regional coordinator, organizing and conducting recounts in six east central Ohio counties. He also ran unsuccessfully for Ohio secretary of state in 2006.

"It was a hard decision to run for office again knowing what I was up against as a working person; the demands in time and the financial involvement," the candidate says.

FINDING THE TIME

Kettler filed candidacy papers for state senate on Sept. 30, 2007, and started campaigning that same day. The 20th district, which stretches from east central Ohio south to the West Virginia state line is mostly rural.

"The district is made up of nine counties and stretches 125 miles from north to south so there's a lot of traveling," he says.

Kettler says he has managed to service his customers as needed throughout the year of campaigning, but it hasn't always been easy.

"I'll go out and work an 18-hour day to free up my time for a campaign event if I have to," he says. "I can work at home in the shop in the evening because I also repair wastewater equipment, especially aerators."

Kettler says thoughtful scheduling as well as the help of his 17-year-old son Malcolm makes it possible to keep up with the business.

"There are ebbs and flows in calls," he says. "And the regular monthly work can be scheduled so I can work long days to free myself up. It seems to work out but it's very stressful, which is why more working people don't participate in the political system."

Kettler divides his time between pumping 15 to 20 septic tanks and servicing 10 to 15 package plants each week. He also repairs and rebuilds about 2 or 3 aeration systems in his shop each week. All of that adds up to a 60- or 70-hour workweek, which he says hasn't really changed during the campaign, just becomes more hectic. He relies on his 1991 GMC Topkick outfitted with a 2007 Marengo Fabricated Steel 2,300-gallon steel tank to get his jobs done efficiently.

Kettler says he does not use his job as a platform for campaigning.

"I don't want to intrude on anyone's personal space," he says. "When you invite me to your home or place of business to perform my servic-



Malcolm, Roberta and Tim Kettler (from left) of Warsaw, Ohio.

“Grassroots democracy is just like starting a service business. Both start with nothing but an idea. I have worked hard at developing trust and relationships with my customers. And now I’m working at developing trust and relationships with voters.”

Tim Kettler



es, I don’t take that as an invitation to ram my political views down your throat.”

The pumper/pol says when the topic of his campaign does come up with customers, most respect what he’s doing, even if they don’t share his views.

“The feedback has been very, very positive,” Kettler says. “People say, ‘Wow, I could never do what you are doing; my hat’s off to you.’ I have one customer who is the polar opposite of me on the issues. We have honest, open discussions, yet he’s supportive of what I’m doing. When people realize you just want to solve problems in an honest way, that makes all the difference.”

WHERE HE STANDS

The Green Party philosophy is a belief in “strong grassroots democracy” — a concept Kettler thinks other pumpers can relate to.

“Grassroots democracy is just like starting a service business,” he says. “Both start with nothing but an idea. I have worked hard at developing trust and relationships with my customers. And now I’m working at developing trust and relationships with voters.”

From the perspective of a pumper, the two most important issues to Kettler are healthcare and the environment.

“I think healthcare is a right. It’s a matter of dignity and self-esteem,” Kettler says. “But people don’t think they deserve it because we’ve always tied healthcare to ‘good’ jobs.”

Kettler says companies that employ fewer than 10 people provide the greatest number of jobs in America.

“That’s our industry,” the pumper says. “That’s the best way to sell our service. But when we’re spending 24 percent of our pre-tax income on healthcare, it’s easy to feel that something isn’t working.”

Kettler says that 24 percent of his income pays for a high-deductible insurance policy with no wellness benefits.

“I’ve paid off my house, but I’ll never pay off my healthcare,” he says. “I’m 58 and we can’t afford to do any of the wellness things we’re supposed to do like have colonoscopies or mammograms for my wife.”

He says the administrative overhead in Ohio’s for-profit healthcare system is 10 times higher than that of Medicare, the federal health insurance program that covers people age 65 and older.

“A single-payer universal healthcare model is the only way that yields any savings,” Kettler says. “But any healthcare plan that comes up is labeled as socialized medicine. That’s not what our plan is at all. People can still have their choice of doctors; the paperwork will just go to the State of Ohio.”

As for environmental issues, Kettler believes in building comprehensive regulation to protect the environment.

“I don’t just want people to cooperate because there is a heavy hammer over their head, but because it will enrich their lives to protect the environment. But that’s a tough sell, especially when facing tough economic times.”

OUTSIDE INTERESTS

It’s not just politics taking up Kettler’s after-hours time. He also raises horses and milks about a dozen Nubian dairy goats each day.

“Another big hobby of ours is traveling to national parks with our son,” he says. “We have seen and touched so much of this country by hiking in our national parks. It’s very rewarding.”

Most summers the Kettlers close up shop and travel for two or three weeks. This summer, however, the campaign forced them to abbreviate their travels to five days in nearby Virginia’s Shenandoah National Park.

“When we go, we shut off the phone and refer our customers to other companies,” Kettler says. “Our customers are great about it. They know it’s coming every year and will ask us where we are going. It limits what we can do in the company but it’s well worth it. It’s time well spent.”

As is the time it takes to be politically active, according to Kettler, who, despite being an underdog third party candidate, insists he’s “in it to win it.”

“I’m not running to make a statement,” he says. “I’m running to win.”



Besides politics, Ohio pumper Tim Kettler spends his spare time milking a dozen Nubian dairy goats and raising horses.

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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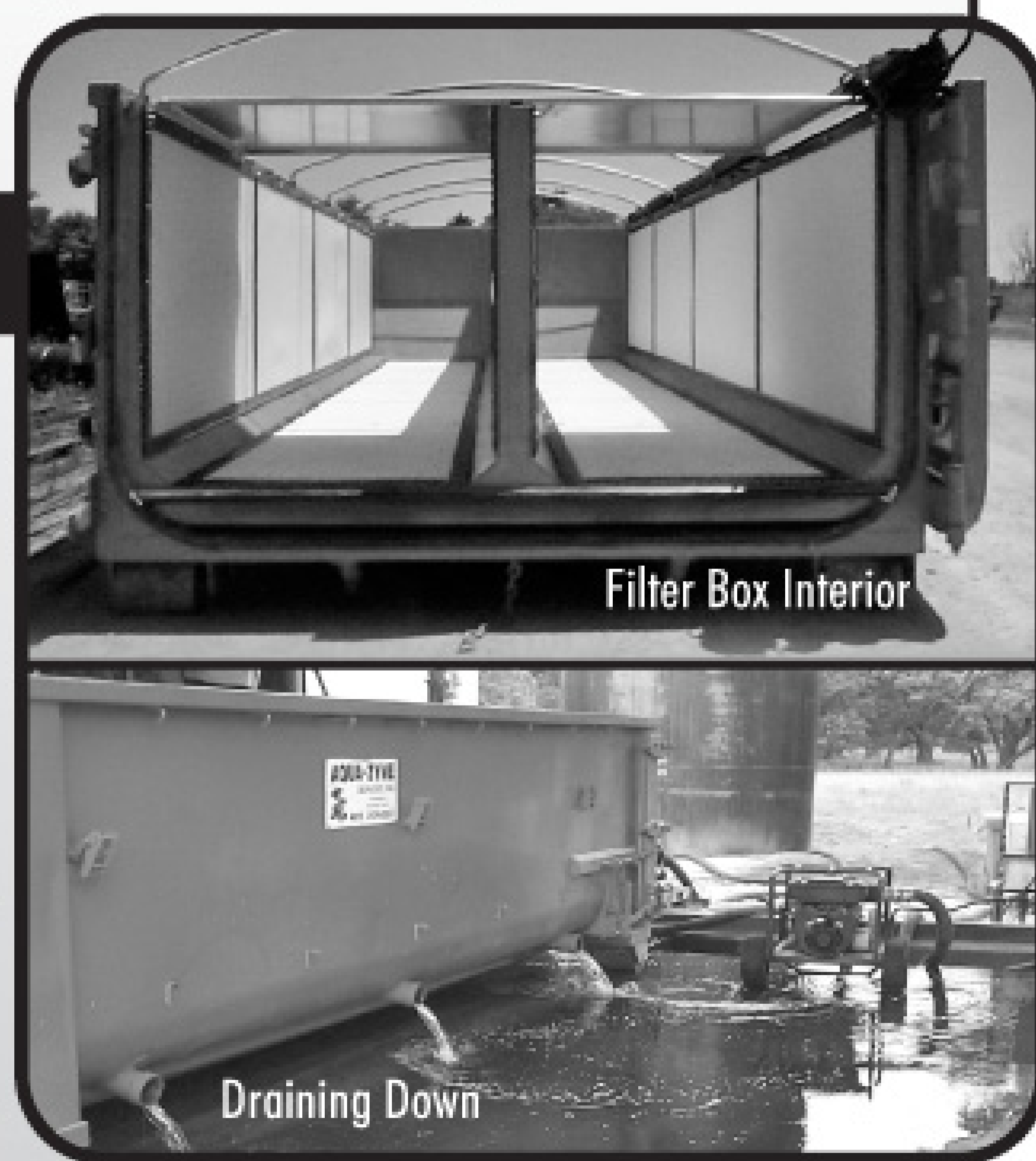
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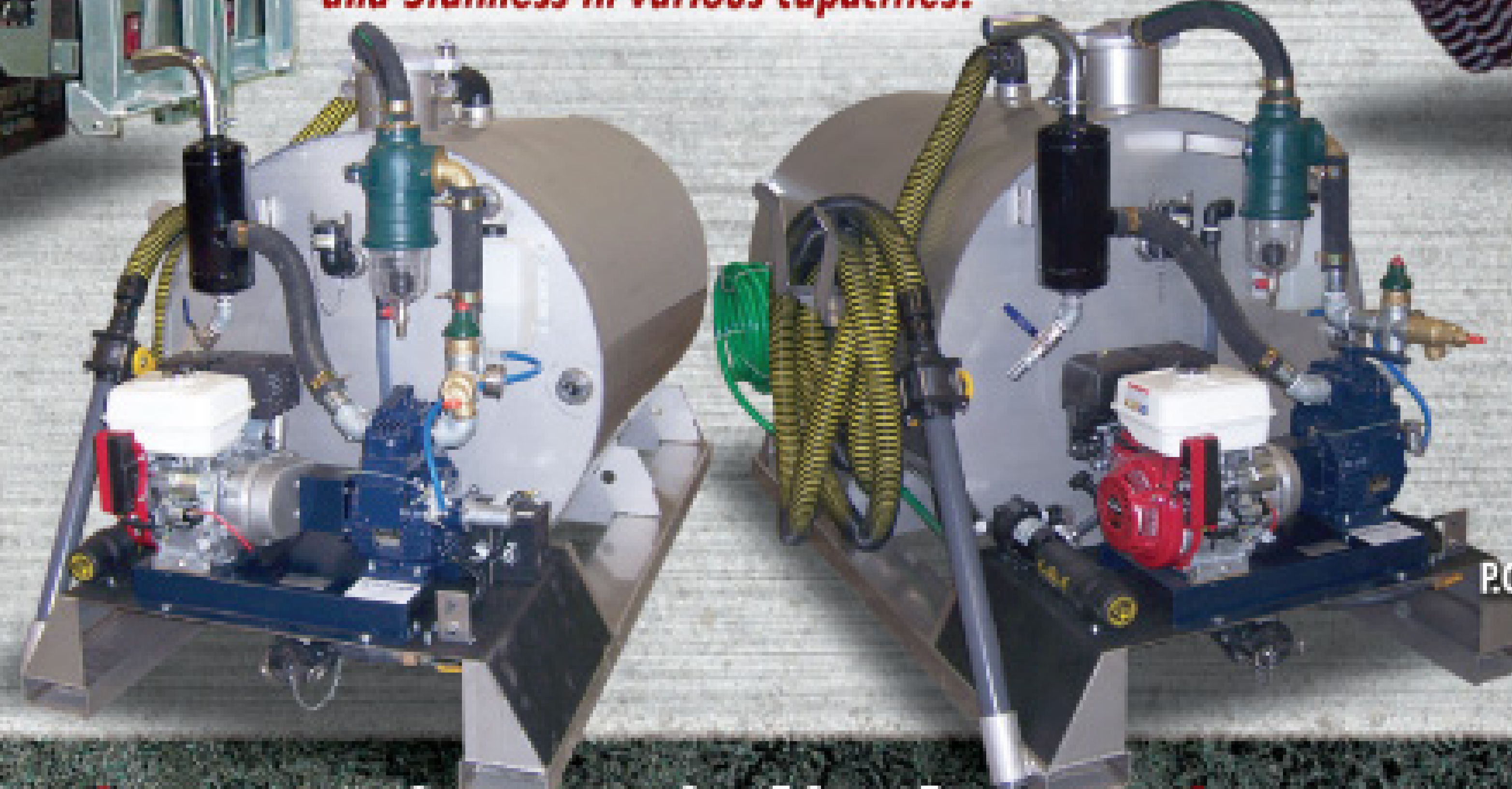
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Here, Kitty Kitty

Creative Ohio pumper uses suction power to pull a frightened cat from an abandoned pipe

By Jim Kneiszel

Kevin Atkins' deft handling of a vacuum truck suction hose has earned the Roto-Rooter of Columbus, Ohio, excavator and pumper praise from feline fanciers across the country.

The Lighter Side

Responding to an emergency call of a cat stuck down a pipe at a Ziebart auto repair shop June 18, Atkins sized up the situation and used his pump operator skills to rescue the frightened kitten meowing six feet down a 4-inch abandoned electrical conduit.

When Atkins arrived at the Ziebart shop, the kitten had been trapped in the pipe for several days and humane officers called to the scene didn't know how to rescue it. Atkins had a few ideas how to get the crying cat to safety.

"First I took a RIDGID handheld camera and pushed it down the pipe to see the position of the cat, which way he was facing," Atkins said, noting that the cat had huddled in an empty junction box adjacent

to the pipe. The cat was facing his back to the pipe, so Atkins thought he could clamp a suction hose onto the cat's rear end and pull it out. Atkins grabbed a 2-inch suction hose on his 2005 International 4300 service truck with a 2,500-gallon Progress Tank aluminum tank built by Tri-State Tank and a Masport pump.

"I turned the pump on idle, producing very low suction, and lowered the hose, waiting to hear the tone of the vacuum change ... There was enough suction to get ahold of him, but I didn't hurt him."

Kevin Atkins

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"I turned the pump on idle, producing very low suction, and lowered the hose, waiting to hear the tone of the vacuum change," he explained. He knew he'd be able to tell from the pump sound whether he'd grabbed onto the cat. On the second trip down with the hose, the suction clamped the cat to the wand and he pulled it to safety.

"There was enough suction to get ahold of him, but I didn't hurt him," Atkins said, noting that everyone at the shop was thrilled with the rescue. Atkins was at the shop for 10-15 minutes, then got back in his truck and returned to the Roto-Rooter office.

End of story? Nope. "A few days later, the news people wanted to talk to me, and I ended up on the national news," said an astonished Atkins. It was the most unusual thing to happen to him in 20 years on the job. "Now I'm never hearing the end of it and we seem to be getting more calls for stuck animals."

Atkins' heroics spread from the local news to the national news, and the story stays alive on YouTube.com and in blogs by animal lovers who laud his efforts. The kitten has since been adopted by a Ziebart employee.

"I'm just glad I was able to help an animal in trouble," Atkins said. ■



Kevin Atkins, above and left, rescued this kitten using a 2-inch suction hose at the Ziebart garage show at left. (Photos courtesy of Roto-Rooter)

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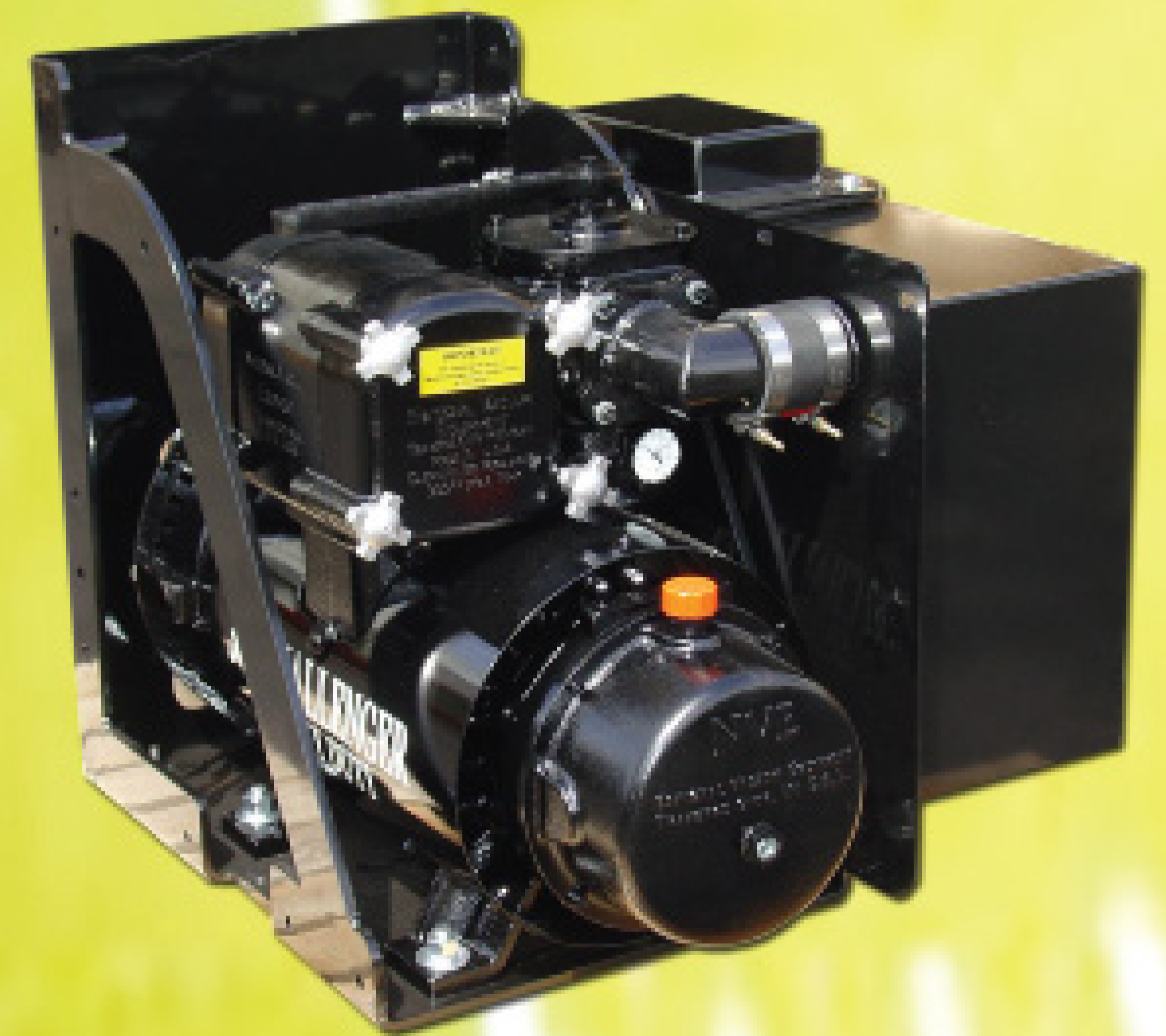
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Industry News

Lenzyme Installs Solar Heating Panels

Lenzyme, manufacturer of septic tank treatment products, has installed a solar hot water heating system at its manufacturing facility in Suamico, Wis. The multiple solar panels provide 100 percent of the company's hot water needs, as well as supplemental heat. The company's facilities also are highly insulated and designed to take advantage of natural daylight and keep energy demands to a minimum. The 16 solar panels measure 4 by 8 feet each.

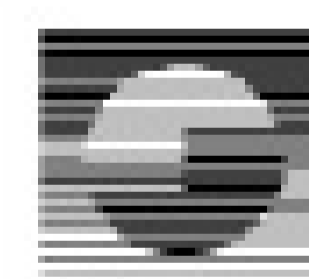


Jerard Nighorn, vice president of sales, stands next to the solar heat panels installed at the Lenzyme facility.

Liberty Among Fastest Growing Companies

Liberty Pumps has been named one of *Inc.* magazine's fastest growing businesses for the second straight year. Located in Bergen, N.Y., Liberty ranks 4,848 on the magazine's top 5,000 list. Founded in 1965, the manufacturer of sump and sewage pumps showed a 45.3 percent increase over the three-year period from 2004-2007, growing from \$20.9 million to \$30.4 million. It recently broke ground on a \$4 million, 64,000-square-foot expansion project. ■

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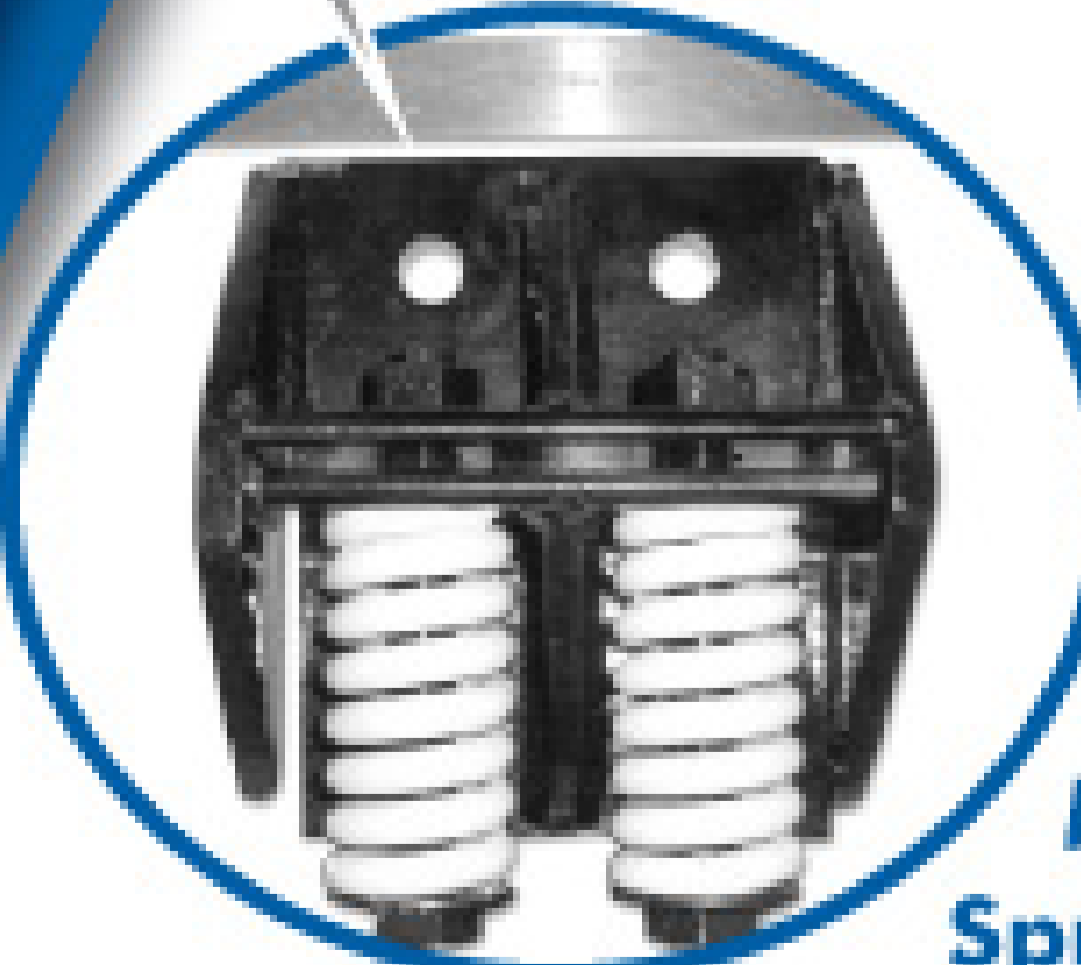
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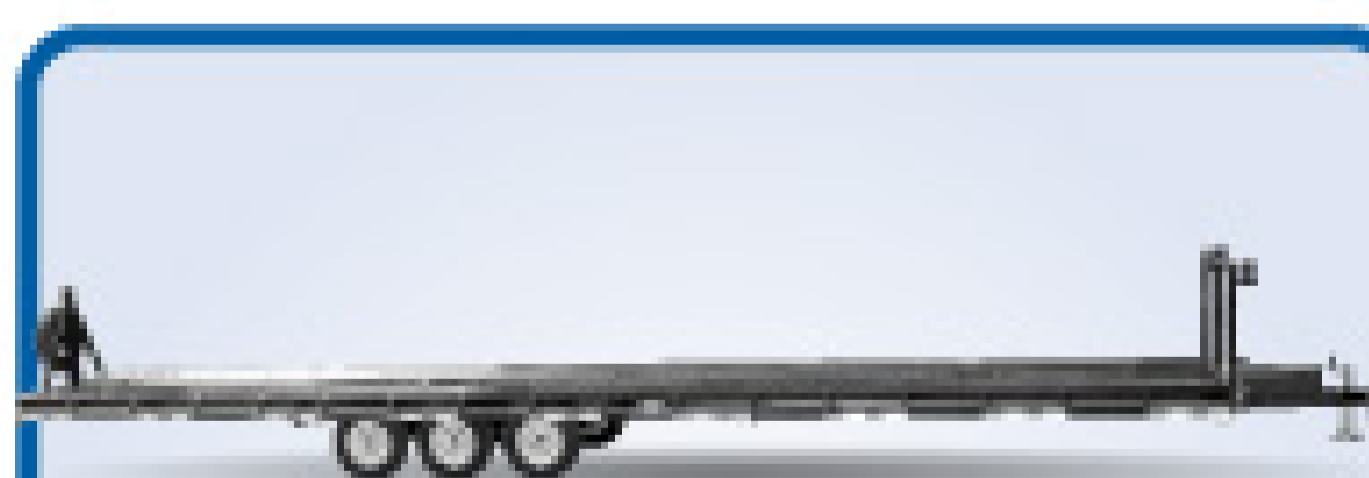
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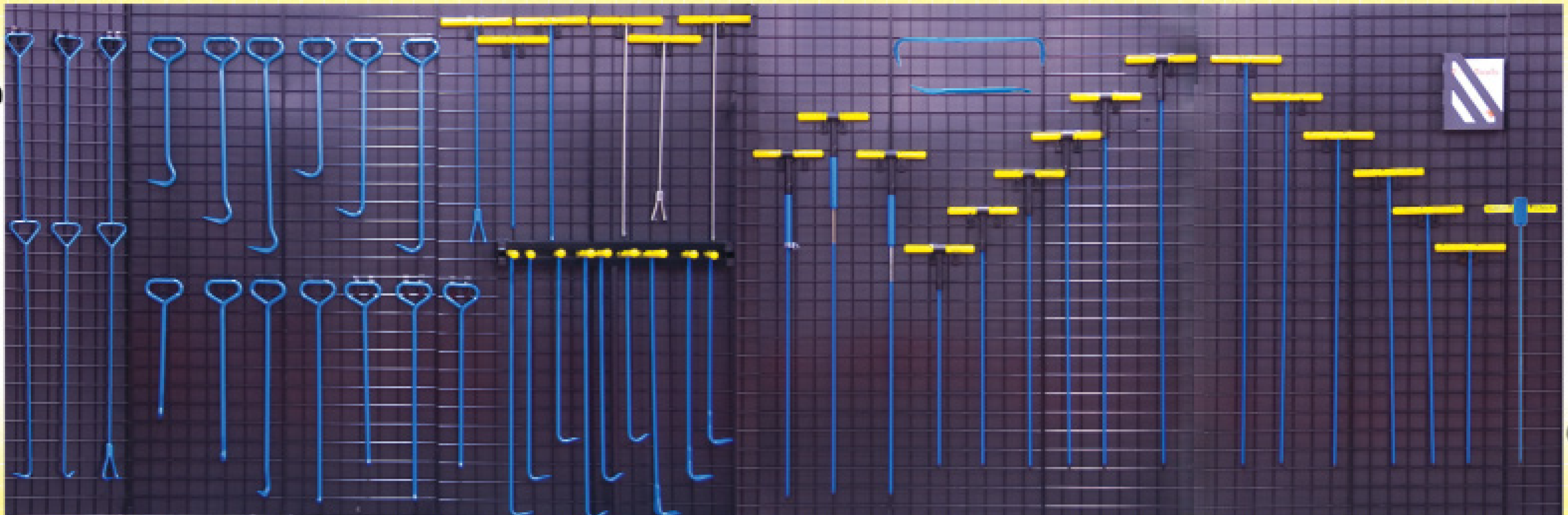
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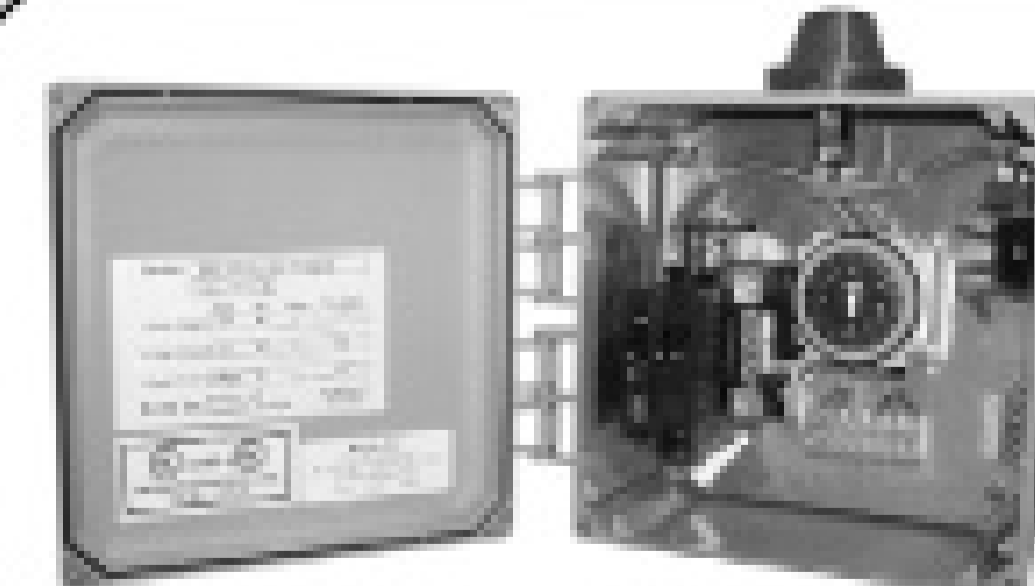
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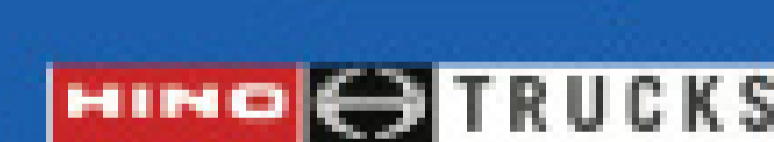
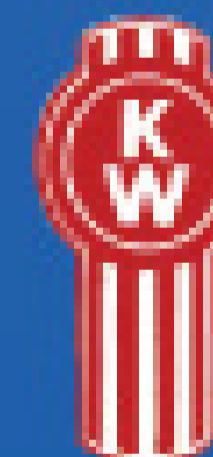
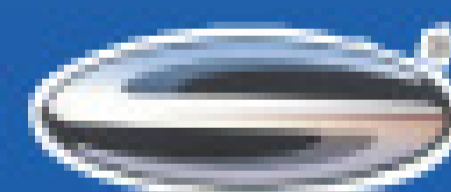
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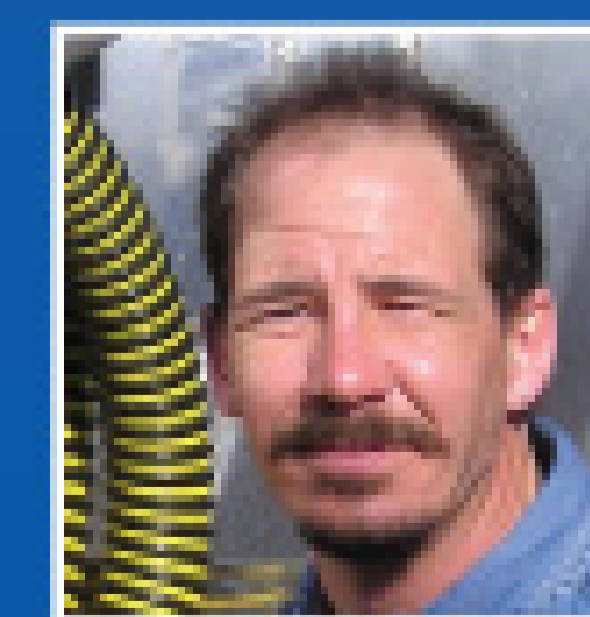


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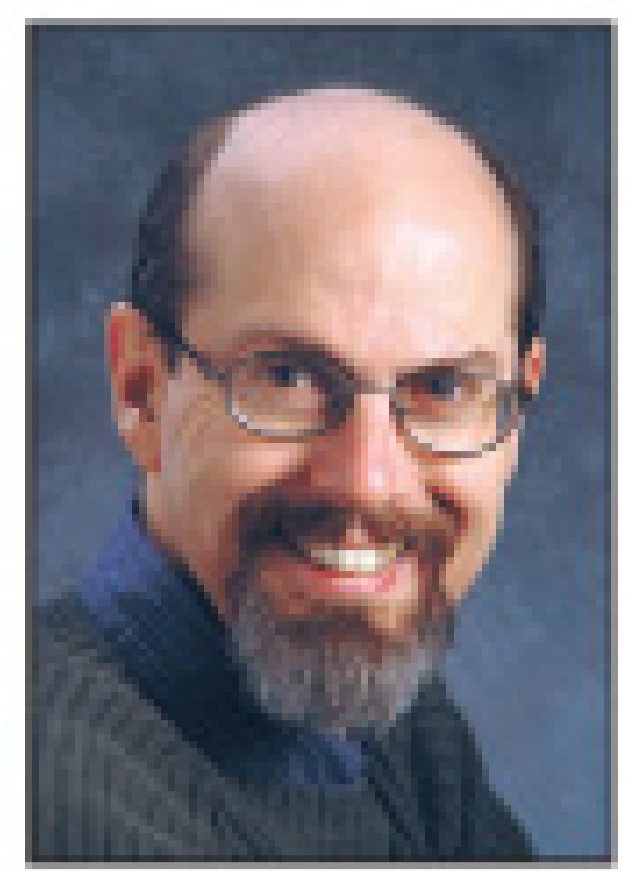
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When Prices Soar

Here are five strategies to help your business make it through today's difficult times and be prepared for better times ahead

By Erik Gunn

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



The warnings are everywhere: Inflation is back. "Get used to high prices," is the downer headline of the day on CNN. The drumbeat is the same all over.

There's no question that current conditions are straining business as costs rise and customers start to pull back. Businesses that provide urgent or emergency services, such as septic pumpers or drain cleaners, may have it a little easier than most. But even you know you're facing white-knuckle times right now.

And it's not just fuel prices. The price of oil drives up the cost of almost everything else. Products from plastics to toothpaste use petroleum as an ingredient. Others get more expensive because of the cost of shipment.

It doesn't stop there. Prices for food, starting with corn, are marching upward. Other commodities get more costly, too. Worse yet, a weak dollar is driving up the cost of goods manufactured overseas. So, what to do? There's no magic sword to drive through the heart of the monster of rising costs. Instead, you'll have to bring a handful of small but efficient daggers to the task. Here are five.

Redouble your cost-cutting efforts. Smart business owners always look for ways to trim fat from their operations, even when times are good. In fact, the better you've focused on that job all along, the easier you can contain costs now. But whatever your past record, holding down expenses is infinitely more important when costs seem out of control.

Study the routes you send your crews on to make sure that they're as efficient as possible. Hold off on new expenses unless you're sure they can pay for themselves. And set up an incentive system for your employees to help you save money, such as a suggestion plan that includes concrete measures of how much a particular proposal can save, and pays a bonus to people who offer worthwhile ideas.

Pay down debt. If you have variable interest rates on your business loans, you can expect them to start creeping up again, if they haven't already. Pay off more of your balance while rates are still low. Better yet, refinance and get a fixed rate before the opportunities disappear.

Lock in prices from suppliers. This requires some real precision. If you buy a lot of something and you're certain to use up the inventory, it's worth it to buy more in advance while prices are lower. Fuel, for instance: If you can get a long-term, fixed-price contract for gas and oil, take it. Few energy experts expect to see those costs come back down anytime soon.

There are dangers, though. First, make sure you're reading the market correctly and that you really are locking in prices at or close to the bottom. Also make sure you will use up all that prepaid inventory in a reasonable time. And don't let this advice overrule the principle of cutting expenses in the first place.

Pass prices on to your customers. This strategy may be scary. If it feels like your competition is always setting prices to undercut you, you might even think that raising yours would be suicidal. The truth is that letting your discounting competitors drive you out of business trying to match them is the real suicide.

Still, you need to be strategic as you hike your prices. One way is to add targeted surcharges. One portable restroom operator instituted both a fuel surcharge and a separate disposal charge because local disposal fees had quadrupled in the last decade.

Or consider coupling a price increase with a discount for paying early. Look for little extras you can add for free as part of a service call.

The unique circumstances of your business, your market, and your customers will dictate how you explain increased fees to customers. But one thing is true everywhere: Now more than ever, you need to nurture your clients with the best possible service. You may be surprised at how many people are willing to pay a little bit more to work with someone who is knowledgeable, courteous, and willing to go the extra mile.

Expand (or don't). OK, that's waffling. But there really are two schools of thought on expanding when rising prices are cramping business. One says that now's not the time — that unless you're really bursting at the seams with demands for your services, you should hold off on expanding, and stick to what works best already. That makes a lot of sense. After all, expansion usually means spending money and having to wait for a return. High prices may make that wait longer and more painful.

But there's another way to look at it. If demand for your services diminishes as everything becomes more expensive, you may have no choice but to find new ways to sell yourself, even if it means branching into something you haven't done before.

If you do need to expand in these times, the best bet is to move deliberately. Look for gambits that don't require you to buy a lot of materials or incur a lot of new debt. Find ways to pilot new lines of business in narrow niches. Think of them as little scout ships you can abandon if they capsize, without them pulling down the mother ship. And before you expand, be brutally realistic about the demand for that great service.

"That which doesn't kill me makes me stronger," the bumper sticker says. And for all the macho bluster in those words, there's a fundamental truth, too. If you stand up now and confront these tough new conditions, your business can survive. And when things eventually ease up, you can be well prepared for the better times ahead. ■

If it feels like your competition is always setting prices to undercut you, you might even think that raising yours would be suicidal. The truth is that letting your discounting competitors drive you out of business trying to match them is the real suicide.

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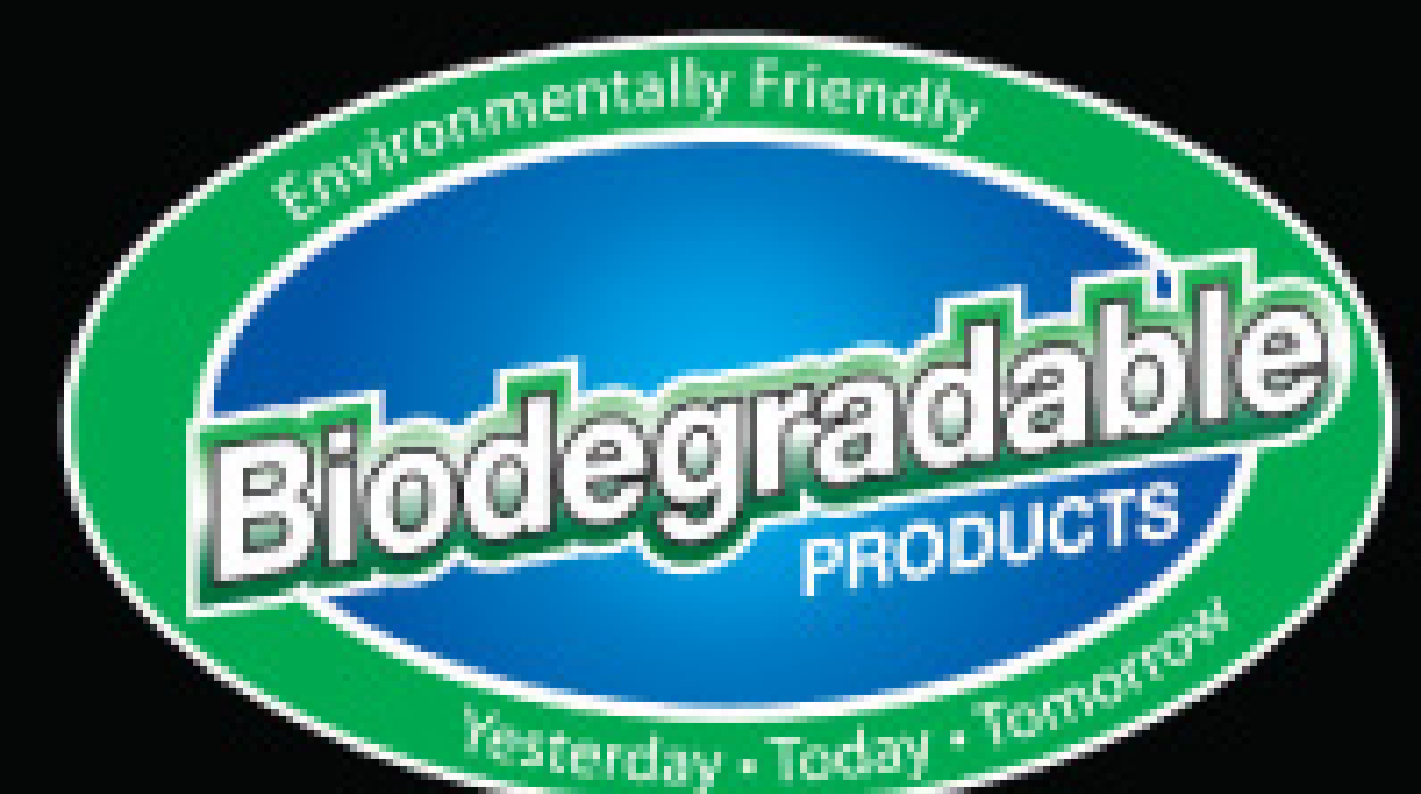
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Wednesday
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- Full day of seminars
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- Schedule subject to change

ROOM C201 & C202

LRN Leaders Resource Network

- 8:00 - 9:00 How to Become a Value Leader
- 9:30 - 10:30 Credit Collections: Getting Paid
- 11:00 - 12:00 The Value of Internet Marketing
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 Selling Value
- 2:30 - 3:30 How to Add Value to Every Customer You Have and Future Customers
- 4:00 - 5:00 How to Determine Your Operating Costs

ROOM C203

WJTA / PSAI / CBSA

- 8:00 - 9:00 What an Air Mover Can Do For You
- 9:30 - 10:30 The Basics of High Pressure Waterblasting
- 11:00 - 12:00 Waterjetting Applications
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 3:30 Understanding Your Cost to Insure Profitability (PSAI)
- 4:00 - 5:00 Cross Bores of Gas Lines in Sewers (CBSA)

ROOM C204 & C205

SSCSC Southern Section Collection Systems Committee

- 8:00 - 9:00 Trenchless Pipe Rehabilitation
- 9:30 - 10:30 CCTV Pipeline Inspections
- 11:00 - 12:00 The Nuts and Bolts of GIS
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 The Nitty-Gritty on Pipeline Cleaning
- 2:30 - 3:30 Confined Space and Protective Equipment Safety Requirements
- 4:00 - 5:00 Manhole Inspections

ROOM B101 & B102

NAWT National Association of Wastewater Transporters

- 8:00 - 9:00 What are My Disposal Resources
- 9:30 - 10:30 Treatment Processes, What is Out There?
- 11:00 - 12:00 Evaluating Costs as Part of the Decision Making Process
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 Meeting Part 503 Requirements
- 2:30 - 3:30 Turn Grease Trap Waste Into Gold
- 4:00 - 5:00 Developing a Business Plan

ROOM B103 & B104

NOWRA National Onsite Wastewater Recycling Association

- 8:00 - 9:00 NOWRA Overview & Industry Trends
- 9:30 - 10:30 Soil & Site Evaluation Overview
- 11:00 - 12:00 Septic Tanks: Function, Inspection, Installation & Trouble Shooting
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 Aerobic Treatment Units & Filters
- 2:30 - 3:30 Pumps & Controls
- 4:00 - 5:00 Operation & Maintenance of Systems

ROOM C101 - C104

NASSCO National Association of Sewer Service Companies

- 8:00 - 9:00 Robotics For the Future, What Does it Mean for You?
- 9:30 - 10:30 Small Diameter Epoxy Coatings
- 11:00 - 12:00 Root Control, How Does it Work and Why is it Needed?
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 OSHA Regulations
- 2:30 - 3:30 Choosing the Correct Chemical Grouts
- 4:00 - 5:00 Trained Technology Inspectors

ROOM C105 - C108

NEHA National Environmental Health Association

- 8:00 - 9:00 How to Work With Regulators and Regulations
- 9:30 - 10:30 Pumpers: Operation and Maintenance
- 11:00 - 12:00 Routine Maintenance Inspections
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 Using the Certified Installer Credential to Help Your Business
- 2:30 - 3:30 T.B.D.
- 4:00 - 5:00 T.B.D.

ROOM C109 - C112

SCOTT HUNTER Business Track

- 8:00 - 9:00 The Art of Personal Sales
- 11:00 - 12:00 The Art of Personal Sales (Part 2)
- 12:00 - 1:00 **Lunch Break**
- 1:00 - 2:00 Yes, We Have to Work Together, but Does it Have to be So Painful?
- 4:00 - 5:00 The Art of Being Outrageously Successful!

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THURSDAY

February 26th, 2009

ROOM B101 & B102

Portable Toilet Track

- 8:00 - 9:00 Portable Sanitation Start Up
Hampel
- 9:30 - 10:30 Selling Portable Restrooms Services
Satellite Industries
- 11:00 - 12:00 T.B.D.

ROOM C105 - C108

Liquid Waste Track

- 8:00 - 9:00 Decentralized Wastewater
Sustainability - **Aquatest**
- 9:30 - 10:30 T.B.D.
- 11:00 - 12:00 Modular Waste Water Treatment
Big Fish Environmental, LLC

ROOM B103 & B104

Municipal Track

- 8:00 - 9:00 Why Measure Sewer Flows
from Private Services? - **City Meter**
- 9:30 - 10:30 Polymer Solutions for Wastewater
Treatment - **Fort Bend Services**
- 11:00 - 12:00 Rotary Jets for Material Removal
StoneAge

FRIDAY

February 27th, 2009

ROOM B101 & B102

Sewer Cleaning Track

- 8:00 - 9:00 High Pressure Hose Safety & Proper Use
Spir Star
- 9:30 - 10:30 The Better Jetter, Secrets to Jetting
US Jetting
- 11:00 - 12:00 Chemical Root Control
Douglas Products

ROOM B103 & B104

Business Track

- 8:00 - 9:00 Maintenance Agreements for
Commercial Accounts
Spartan Tool
- 9:30 - 10:30 First Rate Customer Service
RooterMan
- 11:00 - 12:00 Insurance and Risk Management
Heffernan Insurance

ROOM C109 - C112

Miscellaneous Track

- 8:00 - 9:00 Keys to Proper Power Take-Off
Muncie Power Products
- 9:30 - 10:30 Vacuum Tank, Chassis and Pumps
Anthor International
- 11:00 - 12:00 Lateral Replacement Program
TT Technology

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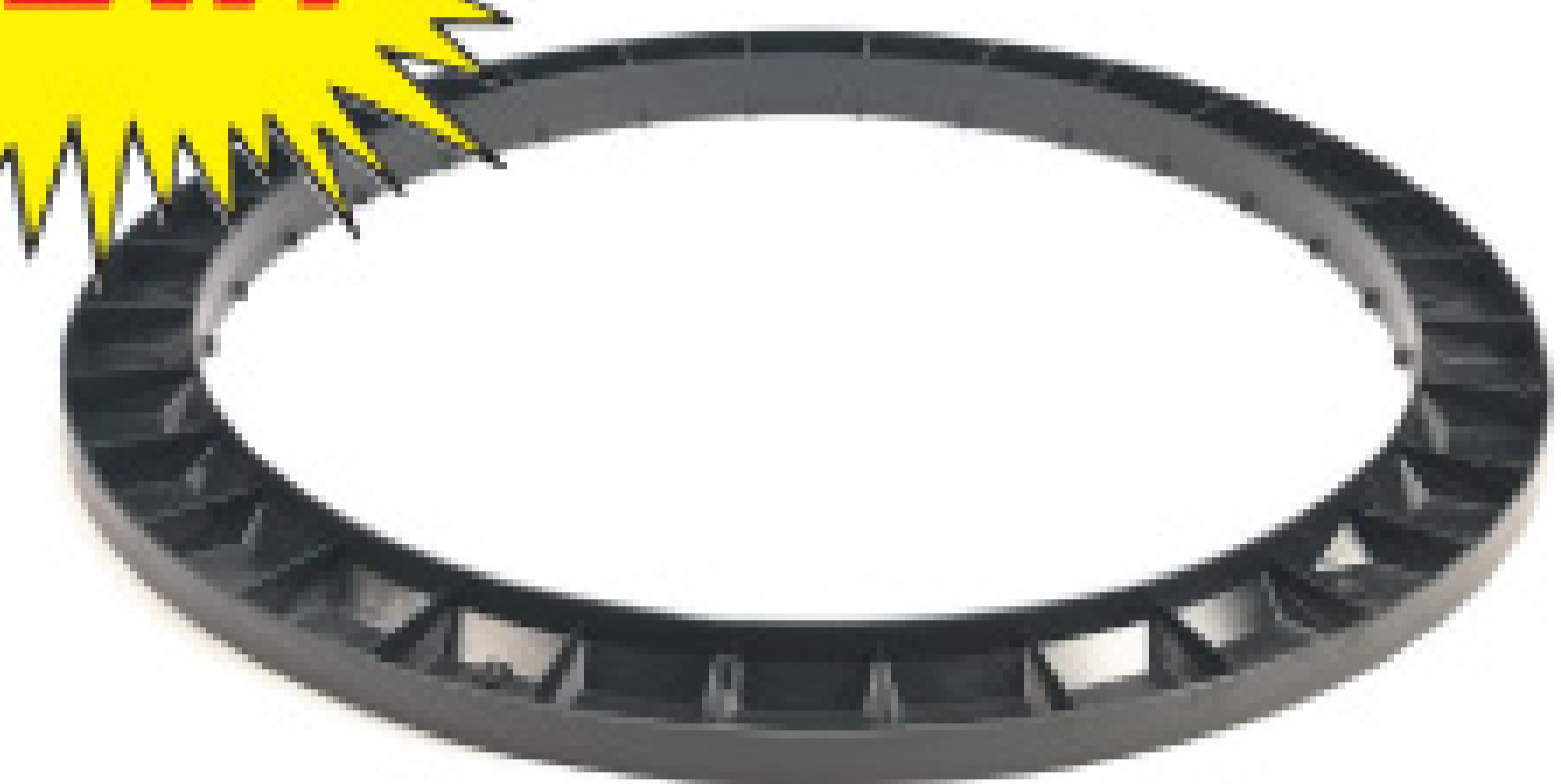
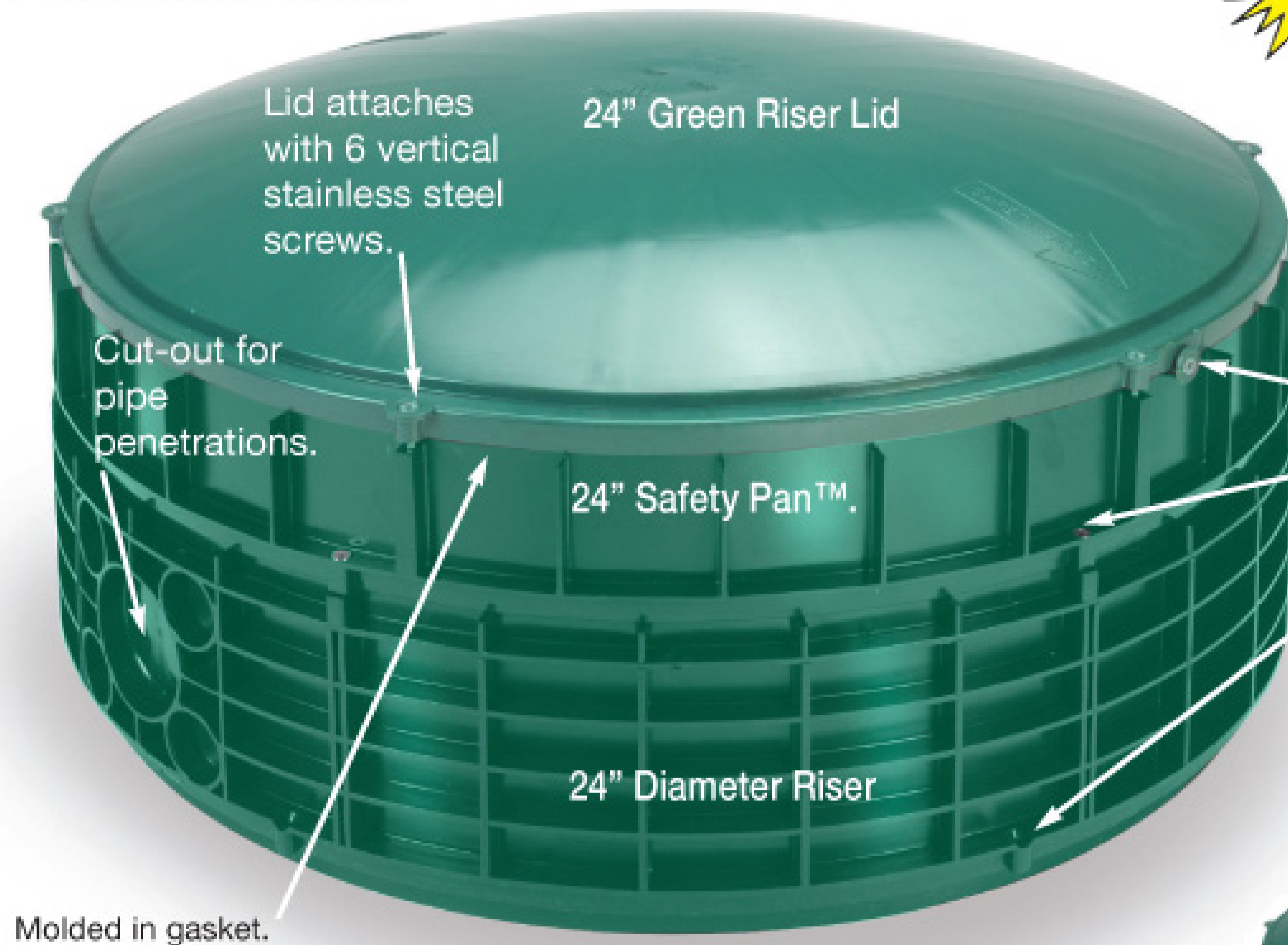
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Patent Numbers
5,617,679 &
5,852,901; other
pats. pending.

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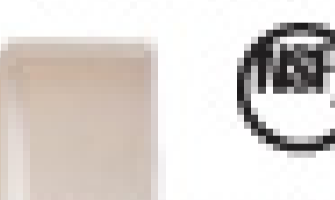
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Patent Numbers
6,319,403; D 431,629; other
pats. pending.

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EF-4
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Patent No's
4,951,914,
5,624,123
& 5,711,536;



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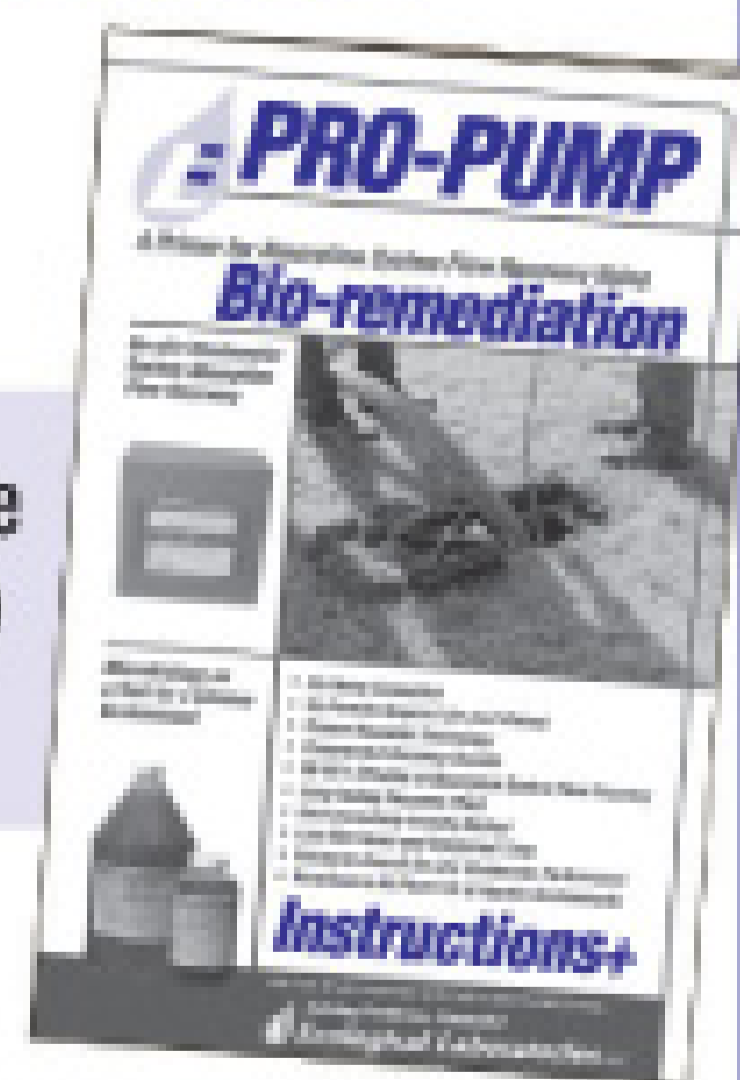
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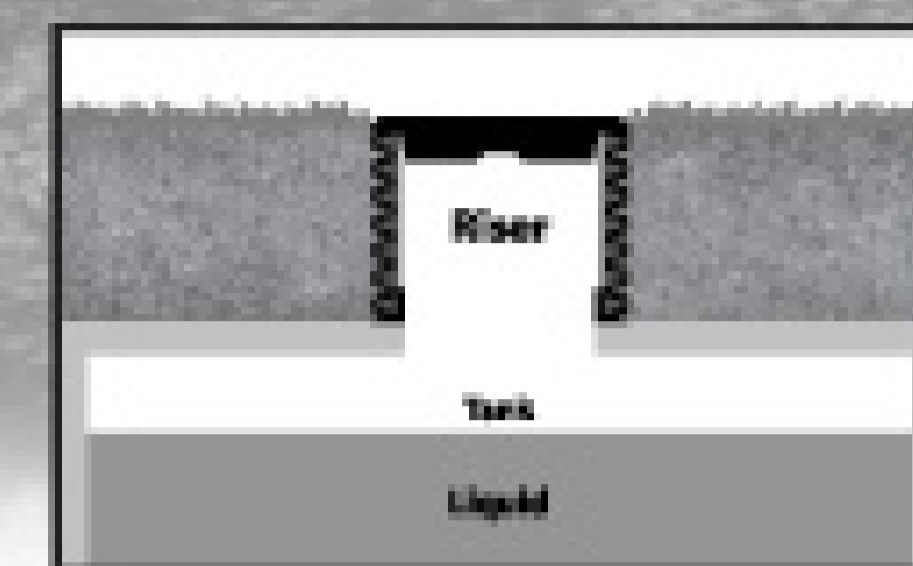


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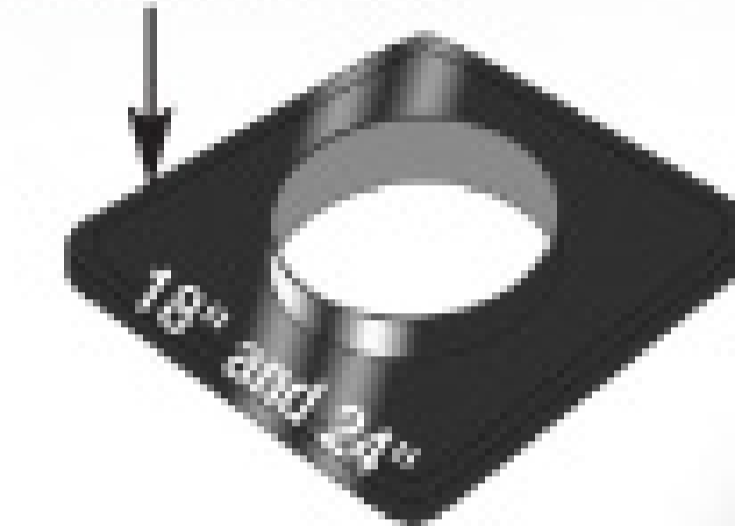
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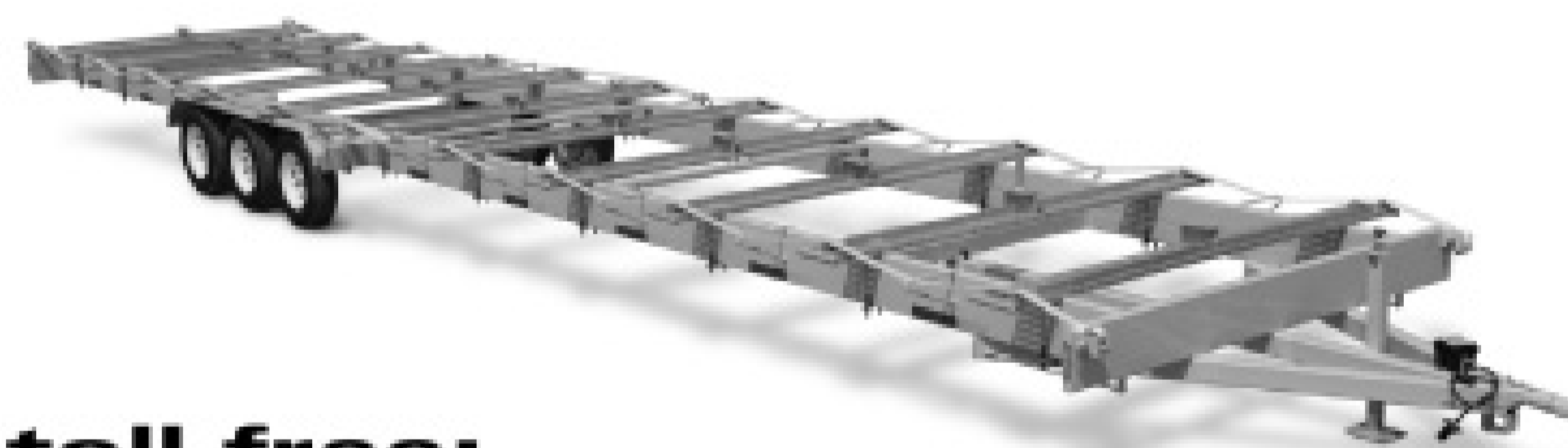


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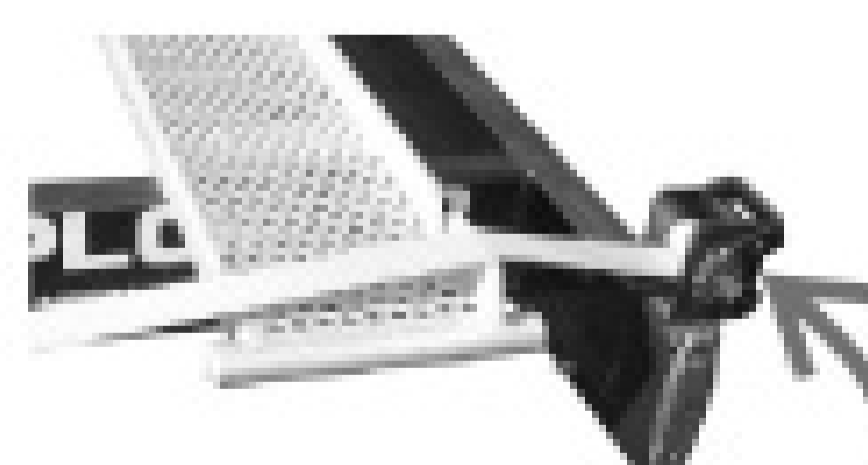


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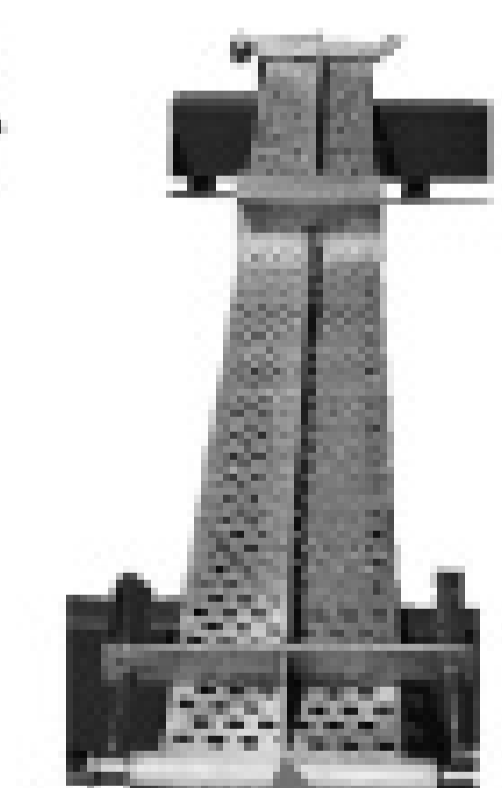
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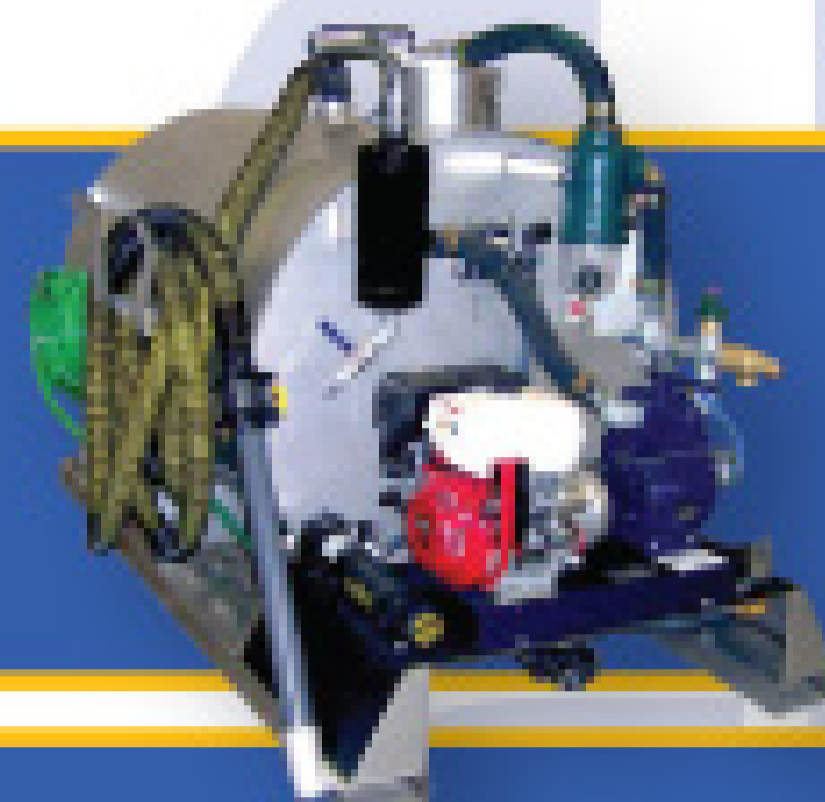
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Signs of a Failing Tank

Depression in the ground over a septic tank leads cautious pumper to uncover a potentially deadly situation

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

PUMPER AVERTS A DANGEROUS SITUATION

Comment:

Yesterday I went to pump a septic tank in the country. Pulling into the driveway, I noticed the inspection ports/tank was about 10 feet from the driveway. The customer had placed landscape rock on top and around the tank area. Coming closer to the tank, I noticed a 6- to 8-inch depression around the center of the tank. My first thought was, "That doesn't look right," thinking perhaps the tank had collapsed in the center. The customer said the tank was only five years old and noticed the depression about a year ago.

After scraping away the rock in the center, I came to the landscape material that the customer put over the dirt to keep the weeds from coming through the rock. I took my shovel and cut through the material. I couldn't believe what I saw next. I was looking straight into the septic tank. There was a 24-inch plastic riser about 16 inches high, but no lid on the riser and no lid on the plastic septic tank. The customer and her two boys were watching me uncover the tank. All I could think about was those two boys walking over the top of that tank and falling through the material and into the tank. They would have drowned for sure.

After pumping out the tank and about 12 inches of mud, I found the lids on the bottom of the tank. Before leaving the site, I found a temporary cover for the tank so nothing could fall in, informing the customer as to what should be done. **Moral of the story: Be careful and alert! You may save someone's life, including your own.**

Answers:

Good catch; good thing you were on your toes. That could have been a horrible way to go. Imagine falling in, and having the landscape fabric falling on top of you with all the dirt. It would be like trying to get out of a swimming pool after the cover fell in with you. I thought the purpose of making the access covers round was to ensure that the covers could not fall through no matter how you positioned them. Did the weight of the dirt cause the covers to bend and eventually fall in? In the coming months I will be replacing my system, anyone have a preference concerning concrete versus plastic septic tanks?

That could have been a horrible way to go. Imagine falling in, and having the landscape fabric falling on top of you with all the dirt. It would be like trying to get out of a swimming pool after the cover fell in with you.



It wouldn't even be like that. The methane gas would knock you out in about three seconds, then you would drown in sewage. That's even worse. People really don't think cesspools can kill. Go online, you'll see.

If they were not buried so deep and had free flow of air to circulate, there might be a fighting chance to survive a fall into a cesspool. I would not bet on it. Block cesspools just cave in without warning. If you are on the top, I wish you the best. The blocks will crush you to death.

Recently, a guy cutting grass on a commercial lawn mower was crushed to death. The weight of the mower broke the cover of the buried cesspool, and in he fell. The machine crushed him to death. His head was above the level of the waste in the cesspool. He did not drown. The owner of the home did not know a cesspool was there.

I stopped installing cesspools and only install advanced treatment systems. They don't cave in, almost take care of themselves and are way more environmentally friendly.

I'd much rather have a concrete tank. I've run into too many plastic tanks that the lids are warped due to tank collapse. Maybe it was the installer's fault for not filling the tank as they backfilled, but they sure are a pain to get the lids back on again. In 20 years of pumping tanks, I have seen very few concrete tanks fail and a couple of those were due to earthquake damage.



Concrete tanks can fail also. We just had two cave in within the last month. One was at an older home with a tank out in the middle of the yard and the entire top caved in. The second one was a newer home and the tank was close to the driveway. It's possible someone drove over it. We need to stay on our toes; you never know what's next.



I recently dug a tank up to repair a baffle and found that the lid was cracked and it was caving in. There was a depression around the riser and a corresponding depression on the lid. The top of the tank was about 30 inches down, and in this depression, all the grass was dead. I did a little research and the short story is, the methane gas killed it. Maybe this is common knowledge, but I didn't know it. Dead grass can be a sign of tank failure. I am glad I took plenty of photos of the jobsite.



Plush grass can be a sign of tank failure, too. The excess sewage seeping in to the ground can encourage the growth of grass, making some areas of the lawn especially green and fresh looking, and in fact, that's where the cesspool is sitting. So dead or growing, the cesspool is there. ■

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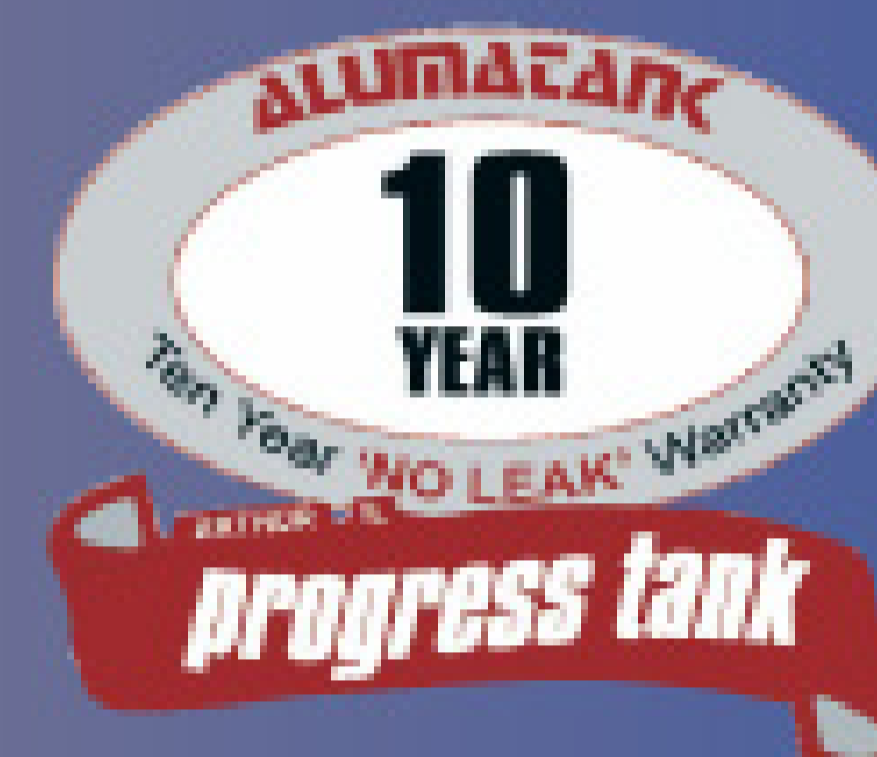
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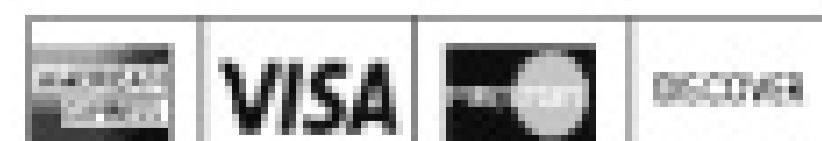
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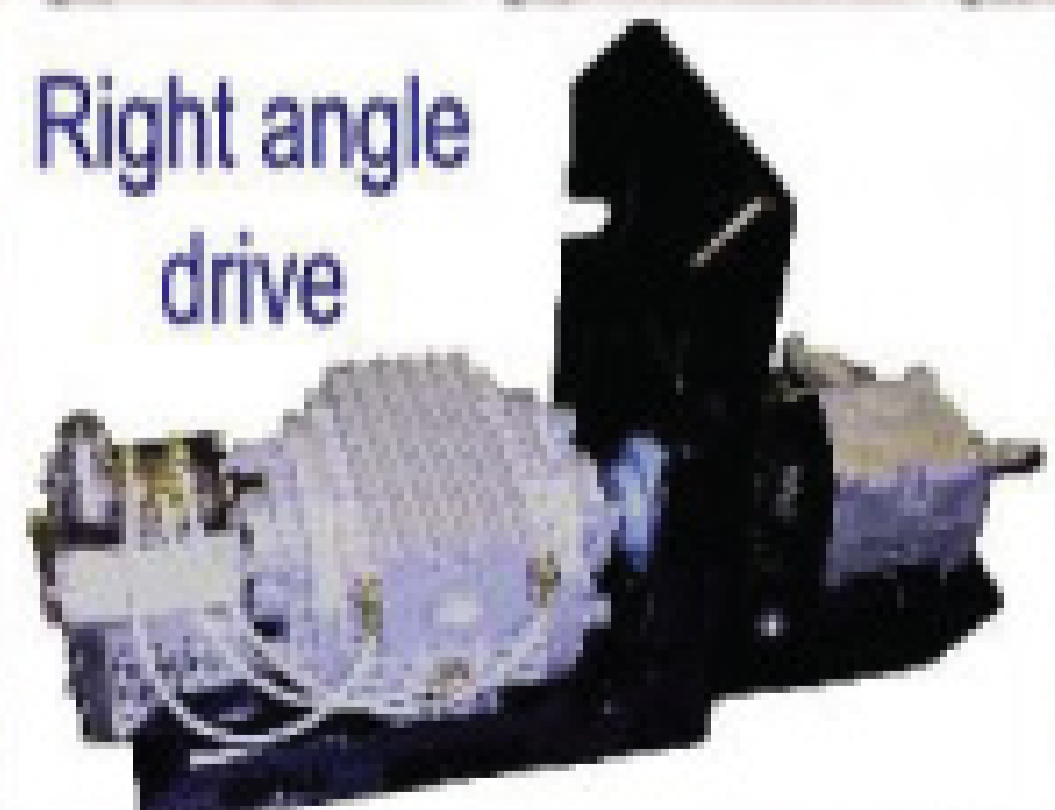


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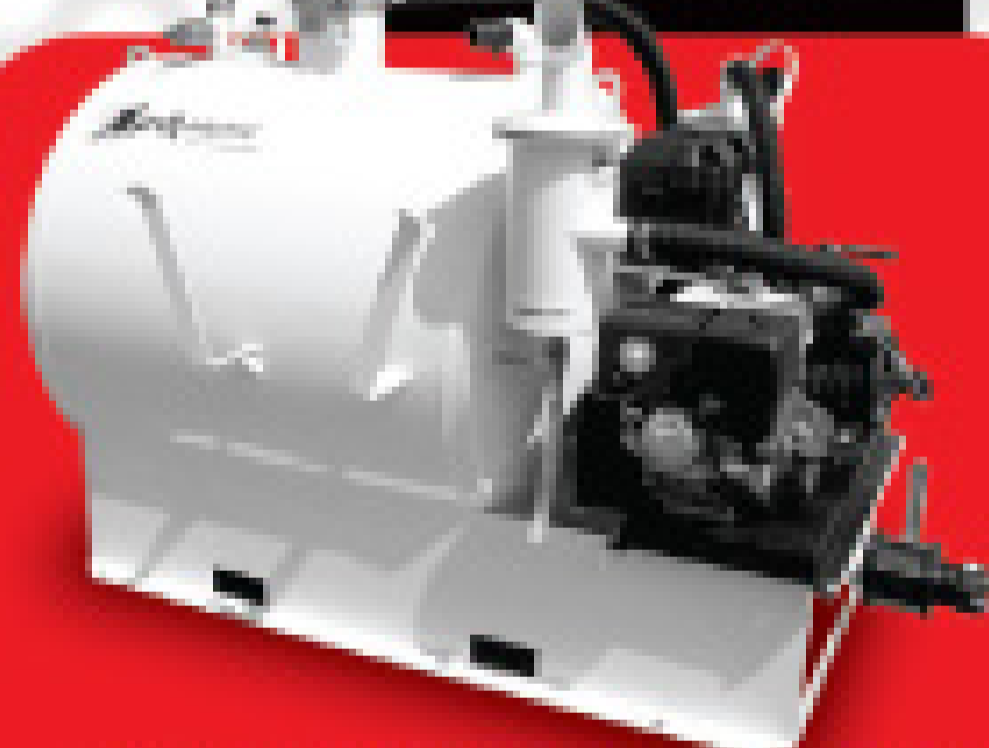
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ENTERPRISES, INC.

Repair, Rejuvenate or Replace

What factors help you decide the best course of action when you encounter a failing septic system?

By Mary Shafer

Pumpers who come across problems when servicing their customers' septic tanks have many options to remedy these situations. The repertoire of choices expands constantly, with new products being developed and new technology introduced to the industry at a rapid pace. Yet it's always a delicate balancing act, weighing industry standard ideals against the realities of inclement weather, different soil states, and — critically — the customers' ability to pay for a proposed fix.

And so these service professionals constantly balance subtleties of local zoning ordinances and engineering design restrictions, visual considerations, neighborhood politics and financial restrictions. Theirs is a unique blend of sincere desire to do what's right for the customer, while maintaining the system's ability to function at optimal levels, and with an eye toward economy and practicality.

These pumpers discuss their formulas for navigating the tricky waters of deciding when to repair, rejuvenate or replace an onsite system.

"In a lot of our areas up in the northern Black Hills, we have natural springs that will pop up, so we have to work around that," no matter what



Name:
Ronnie Zembroskie, owner
Company:
KLM Excavating
Location:
Spearfish, S.D.
Employees: 6
Years in Business: 6

other factors may be present, explains Ronnie Zembroskie of KLM Excavating. "We have to be environmentally conscious of that when we're designing new systems." His company specializes in installation, maintenance and repair of onlot systems and leachfields.

With failing systems, KLM opens up the tank, jets out lines and televises to watch the perc rate. If the system is deemed salvageable, the company will do a partial excavation, bringing in fresh soils to restore proper percolation. If not, the system will usually need to be completely replaced, because local conditions generally preclude a simple shift of leachfield location.

"A lot of times, when you have to contend with the (variable) soil and water tables, there's very little area to move anything around on a lot," says Zembroskie. "We're also very often on steep hills, so the homeowner does understand that we sometimes have very little to work with."

The unexpected groundwater springs also cause problems for KLM in such rehabilitation scenarios. "Sometimes water will come in and fill up the seepage bed or even the leachfield," Zembroskie says. "Then we'll either dig that up and put a barrier down to keep the groundwater from coming in, or put in a lift station system with a pump on it to purge it every so often, as engineers deem necessary."

These groundwater considerations will continue to be a significant factor in how KLM chooses to deal with repair/replacement options. "As environmentalists keep pushing the freshwater issues, it's getting to be a bigger deal all the time. Especially in the Black Hills, because we've got peo-

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



"We've always been environmentally conscious, and I've always paid attention to protecting the groundwater. I probably charge a little more than the average guy because of that, but when the job's done, it's done right."

Ronnie Zembroskie

ple moving in from all over the world for the area's skiing, snowmobiling and natural beauty."

In the end, says Zembroskie, the rehab option chosen always comes down to the economics of the customer, within the state Department of Natural Resources approval process. "It's a real game trying to keep the state happy and trying to stay within your customer's budget." It's a balancing act he's used to, and one he believes in.

"We've always been environmentally conscious, and I've always paid attention to protecting the groundwater. I probably charge a little more than the average guy because of that, but when the job's done, it's done right. I always make sure we have all our permits and inspections and everything done the way it's supposed to be. I have my system GPS documented, so the customer knows where to find it. All this just provides peace of mind ... for them, and for us."

Brad LaVoy's company pumps and repairs residential and commercial onsite septic systems in extreme southeast Michigan, just a few miles north of the Ohio border. His approach to system maintenance is a stepped one.



Name:
Brad LaVoy, owner
Company:
Brad's Septic Tank Service
Location:
Temperance, Mich.
Employees: 3
Years in Business: 17

"It's usually a decision of hardware — the tank — versus natural processes — the bacteria and the leachfield," says LaVoy. "If the tank's just needing some repair, we can fix that. If the process inside is

a little slow, we typically recommend Bio-Clean tank additive (Kinzie & Payne Biochemical Corp., Shreveport, La.) and get them on a program. If we pump it out and get them on the additive program and it's still just not working, then it's shot and we'll have to replace the system."

LaVoy generally allows a year for a marginal system to respond to a program of regular pumping and additives before deciding it's a lost cause. "If you're trying a couple times and it keeps backing up, you just need a new system." Before beginning the Bio-Clean regimen, he tells customers about the possibility that their system may not respond to the additive and could fail completely. He finds that educating them about how the additive might work also helps them understand how their whole system functions.

The year of monitoring time, when systems fail to respond to the rejuvenation effort, provides a buffer for customers. It allows them to get used to the idea that they may need to have a new system installed, and to budget for that eventuality. ■

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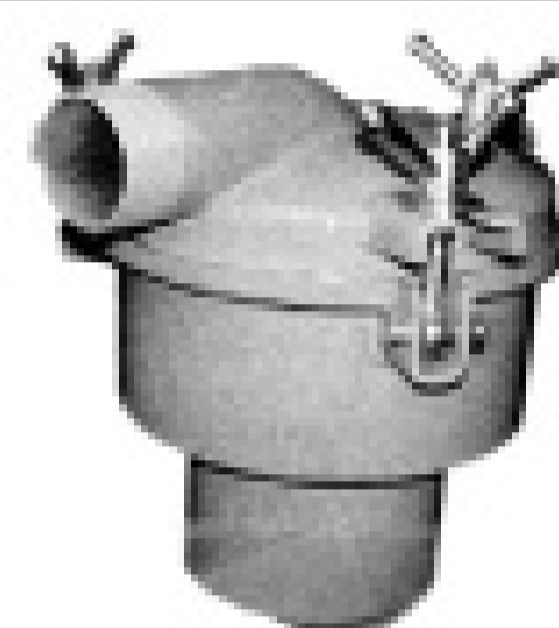
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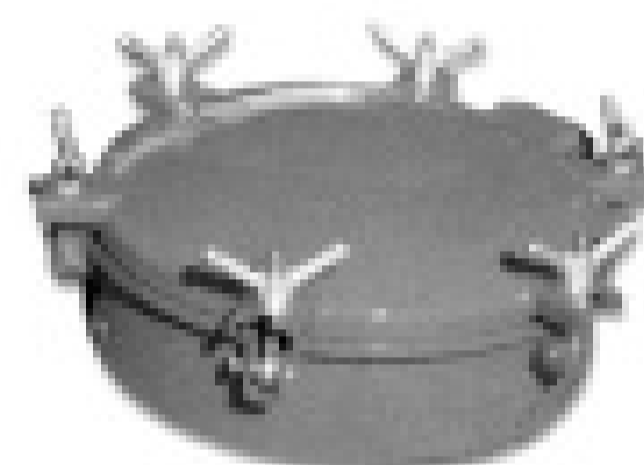
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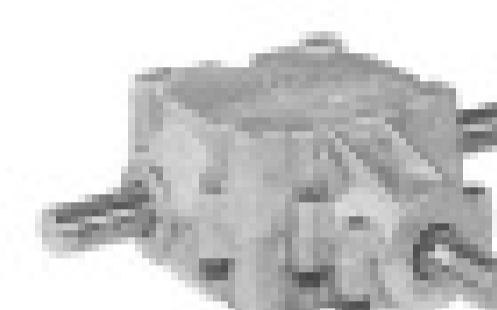
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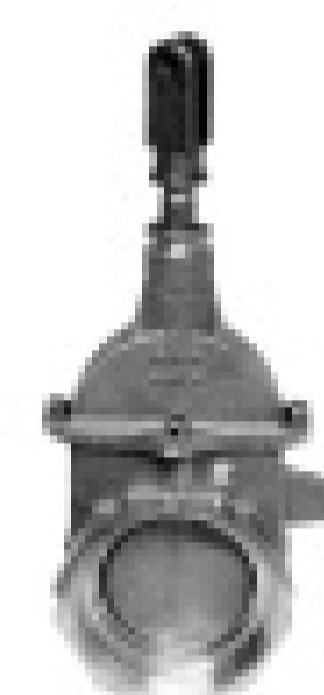
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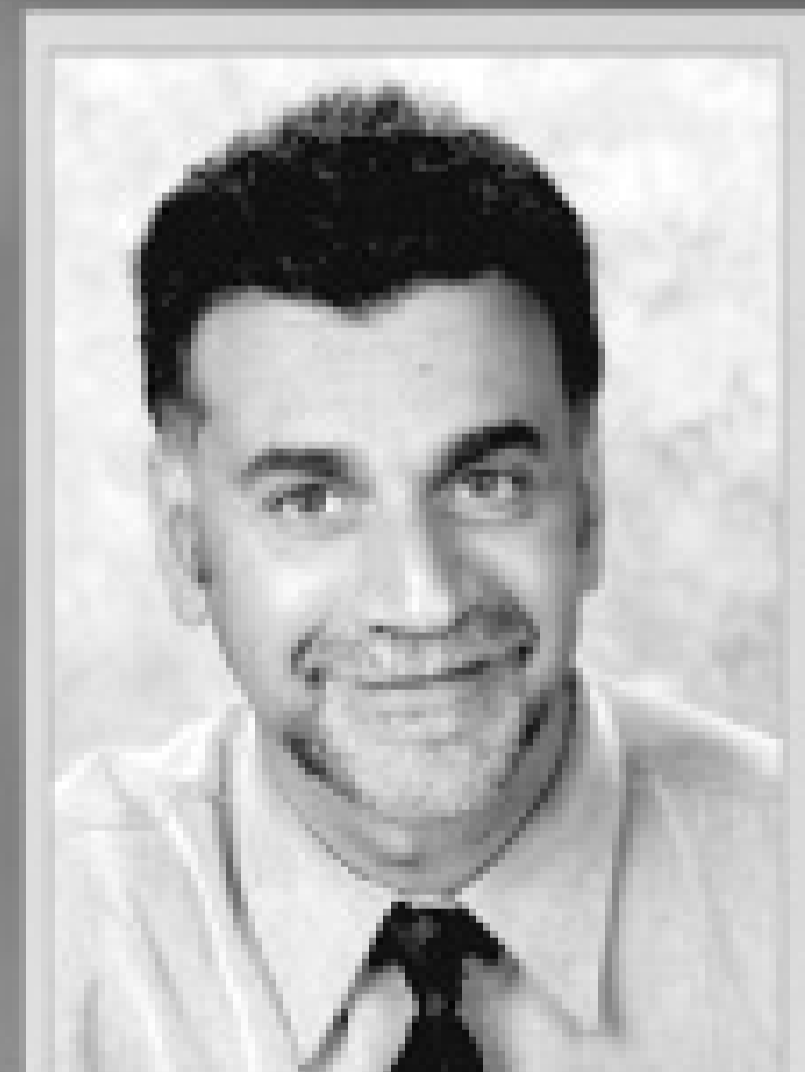
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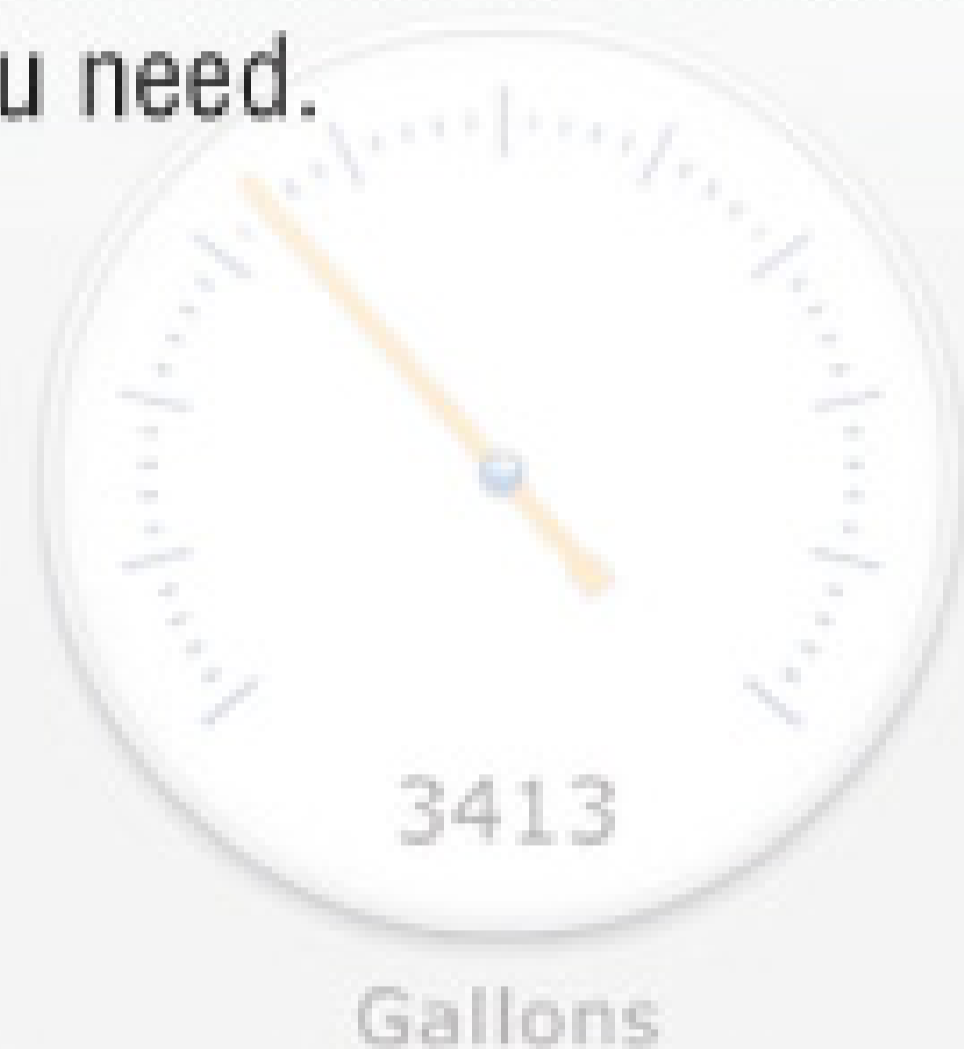
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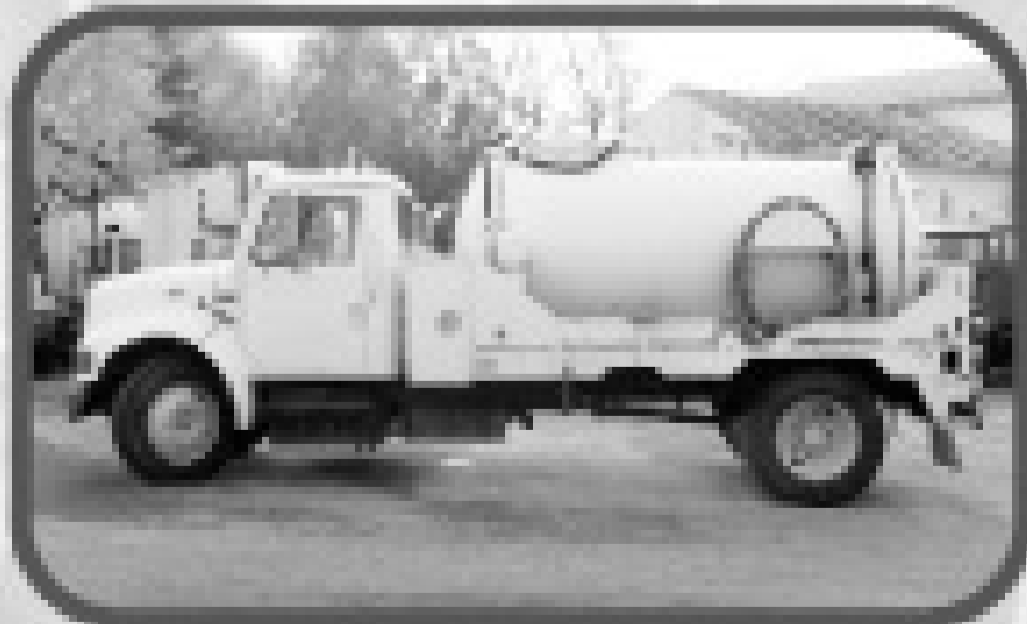
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Ask Homeowner for a Helping Hand

They may not want to hear it, but septic system rejuvenation or better upkeep frequently starts and ends with a family's poor water-use habits

By Roger E. Machmeier, Ph.D.

Q I installed a drop box system in good soil for a family who moved from the city to a new home in the country. After about a year, the effluent is surfacing from the last trench. I have checked and all of the trenches are full of effluent. Should this system be repaired, rejuvenated or what should be done?

A First, let's assume the system was properly designed and properly installed in a suitable soil. If this is true, then I believe just too much water is being turned into sewage.

Many homeowners who move from the city to the country and an onsite sewage treatment system do not realize how much water they waste. My first suggestion is to install a water meter to measure all the water used in the household. Take readings for at least a week and preferably longer to get an average daily water use. Compare this value to the amount for which the system was designed.

I suspect the household is using a lot more water than it should. If this is true, give the homeowners information on water-saving techniques. Water saving does not mean their quality of life will be decreased. If they

are willing to take measures to reduce their water use to the design value, or less, for the onsite system, the trench system should work fine.

If they are not willing to be careful in their water use, additional trenches will need to be added to the system.

I will relate two experiences of excessive water use. The first was a family with four teenagers. Sewage began to surface on the lawn. The onsite system was of proper design for the home. From the family's lifestyle, it was apparent water use was excessive. The only place to expand the system required the removal of a grove of conifer trees. The homeowners did not want to lose those trees.

I suggested a water meter be installed. Water use was found to be about double the design value. Apparently the main culprit was the number and length of showers being taken. Appropriate water-saving techniques, including low-flow showerheads and restricted shower time, were implemented. The household water use was reduced to less than the design value and the sewage stopped surfacing.

The other experience was rental property. The family had

two small children. The mother changed their clothes several times a day. After each change, the few dirty clothes were washed in the automatic washer. I explained to the property owner the problem of sewage surfacing was likely excessive water use. The property owner did not want to change the lifestyle of the renters, so the only alternative was to enlarge the soil absorption system.

Q What is the best way to rejuvenate a failing septic system?

A It depends on how the system is failing. If the system is many years old and the outlet baffle of the septic tank is no longer intact when the tank manhole is opened for cleaning, then the drainfield could be full of sewage solids.

It is difficult and nearly impossible to remove sewage solids that are in the rock layer of a drainfield trench. The so-called distribution pipe could be opened on each end of a trench and the solids flushed out with water. The solids in the rock would remain there, however.

Time is needed for the solids in the rock layer to dry out and decompose. If the trench can remain open and unused for a year or longer, it may recover some of its capacity to take septic tank effluent. If the trench was properly constructed and there is sufficient area on the lot to add more trenches, leave the failed trench or trenches in place.

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.



Reconnect the trenches into the system at a later date. They will again treat some sewage.

Q When I pump septic tanks I sometimes see a wet spot on the lawn. Does this mean the system has failed? What should I tell the homeowner?

A The homeowner should definitely be told about the surfacing sewage and the health hazard involved for the family. I would suspect, however, they are already aware of the problem.

Surfacing sewage does not necessarily mean the system has failed. If the septic tank effluent flows to a distribution box, the box should be uncovered. Check to see if most of the effluent is flowing out of one of the outlets. The trench where the sewage is surfacing may be getting most of the septic tank effluent and the other trenches in the system may be practically dry.

What can be done about this? First of all, place a cap on the outlet pipe where most of the effluent flows out of the distribution box. Then observe if the flow is about equal out of the other outlet pipes. If not, obtain special pipe caps with openings that can be adjusted so all outlets are at the same elevation. Adjustable caps are available from suppliers of equipment for onsite systems.

After the capped trench has dried out for at least a year, place an adjustable cap on the outlet pipe to that trench. The problem of sewage surfacing should be solved. ■

Give the homeowners information on water-saving techniques. Water saving does not mean their quality of life will be decreased. If they are willing to take measures to reduce their water use to the design value, or less, for the onsite system, the trench system should work fine.

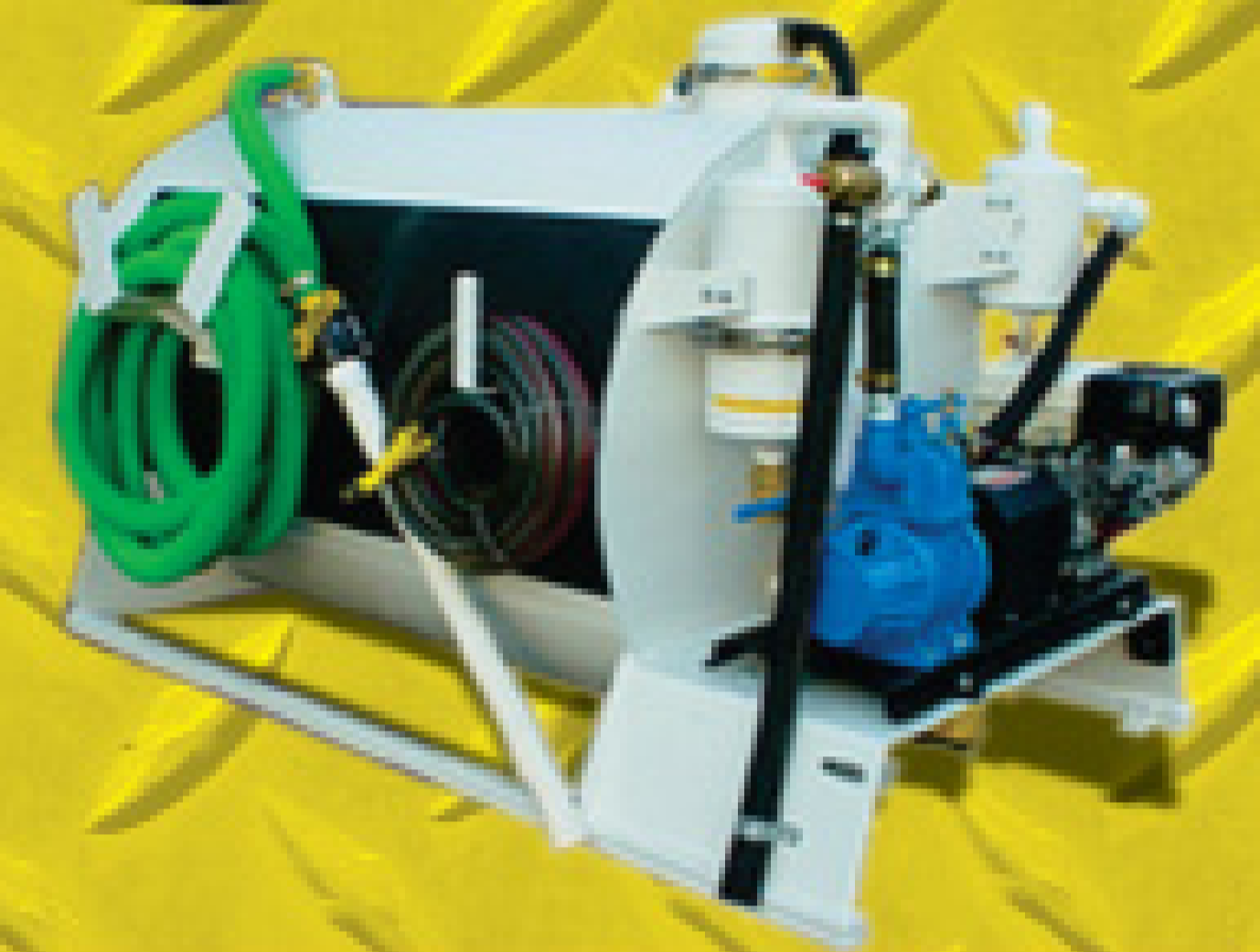
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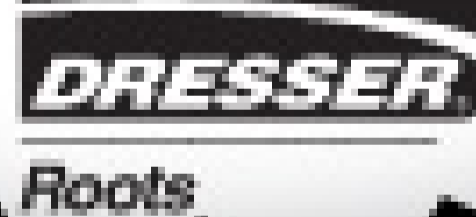


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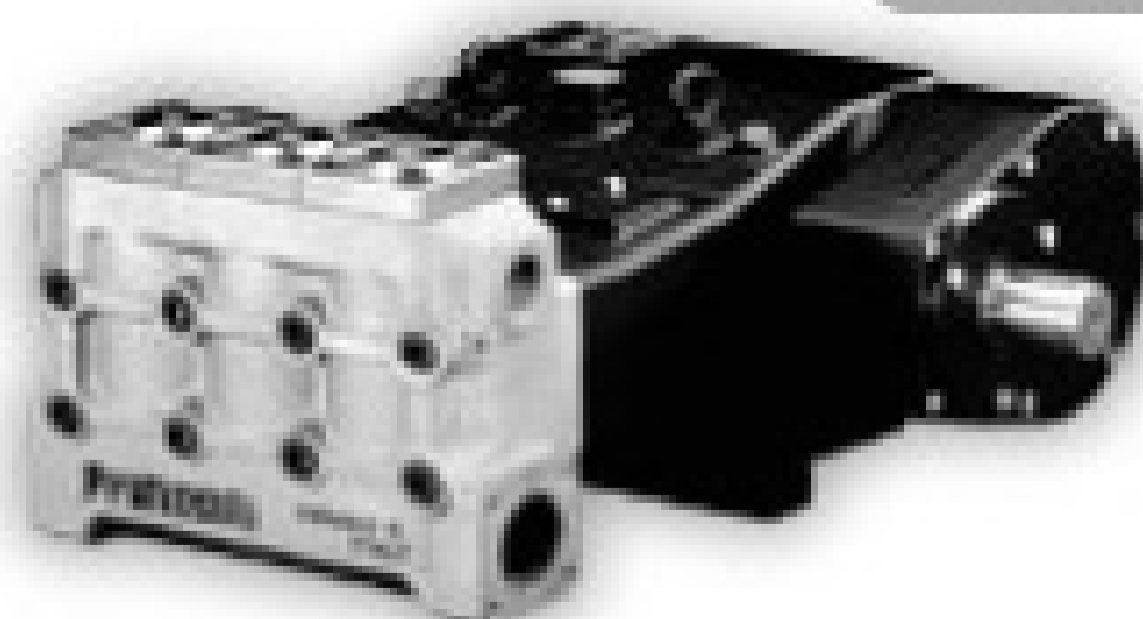
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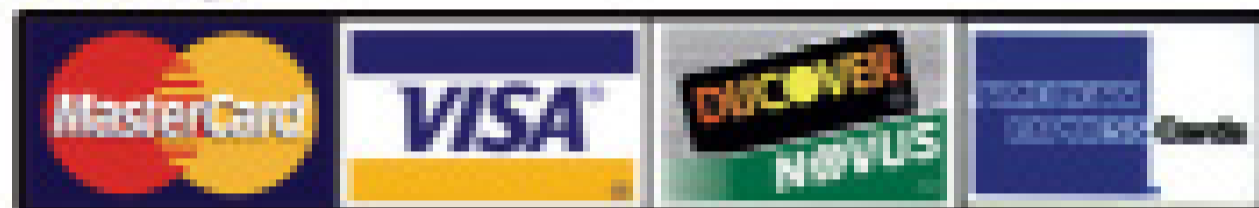
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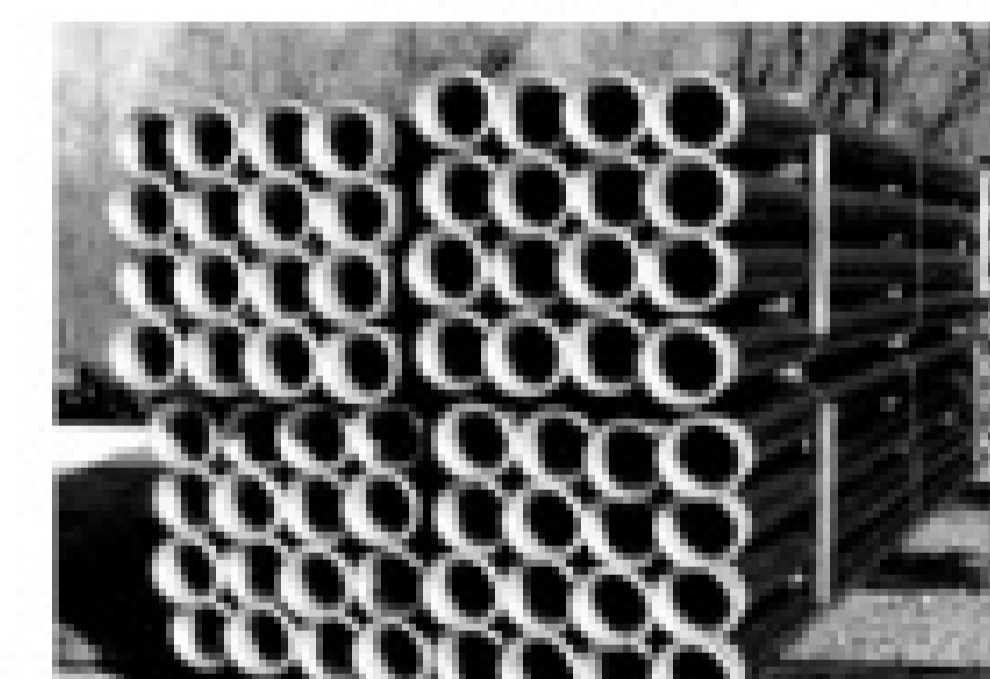
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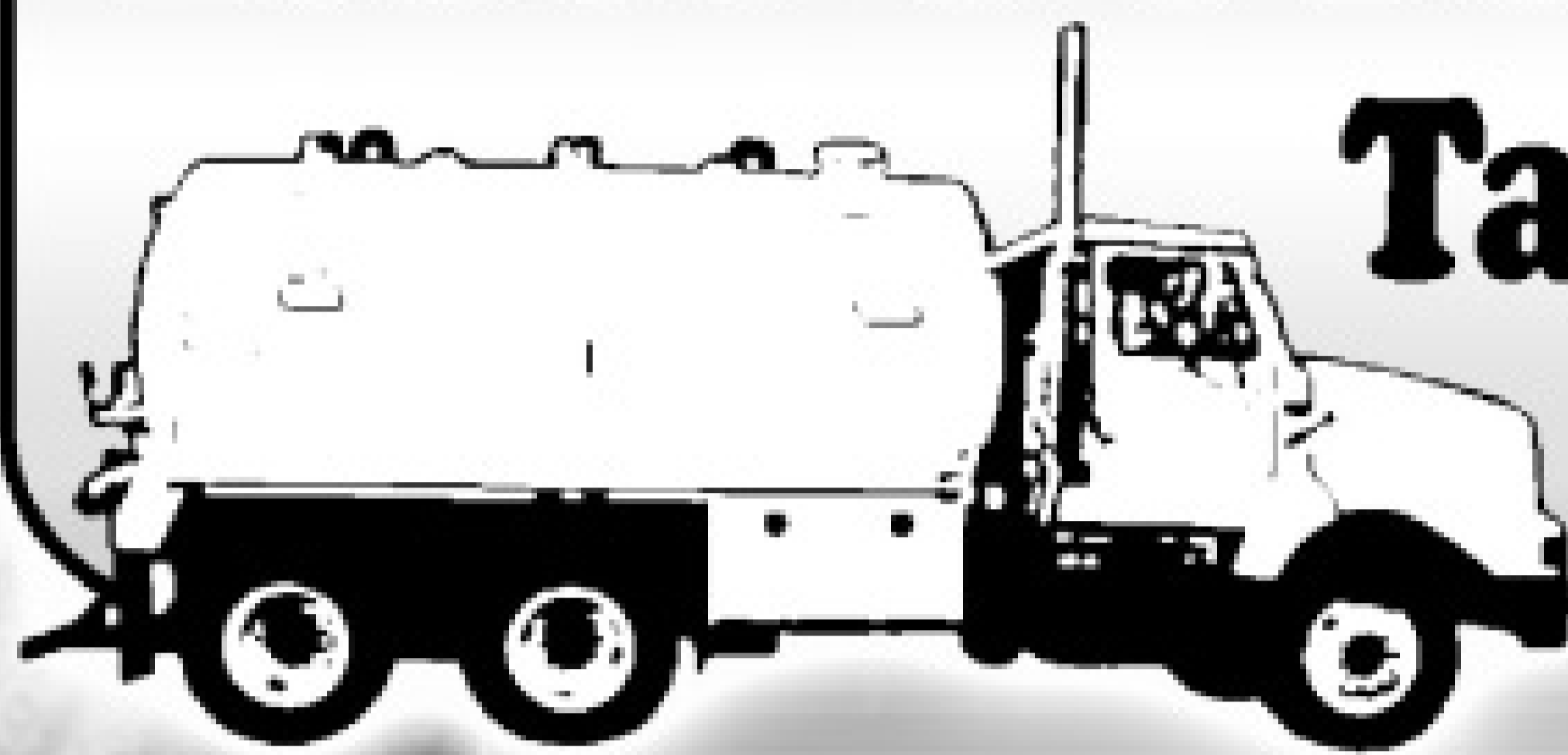
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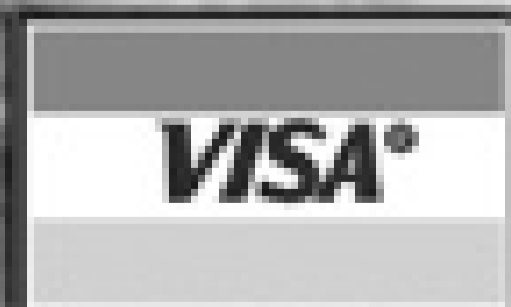
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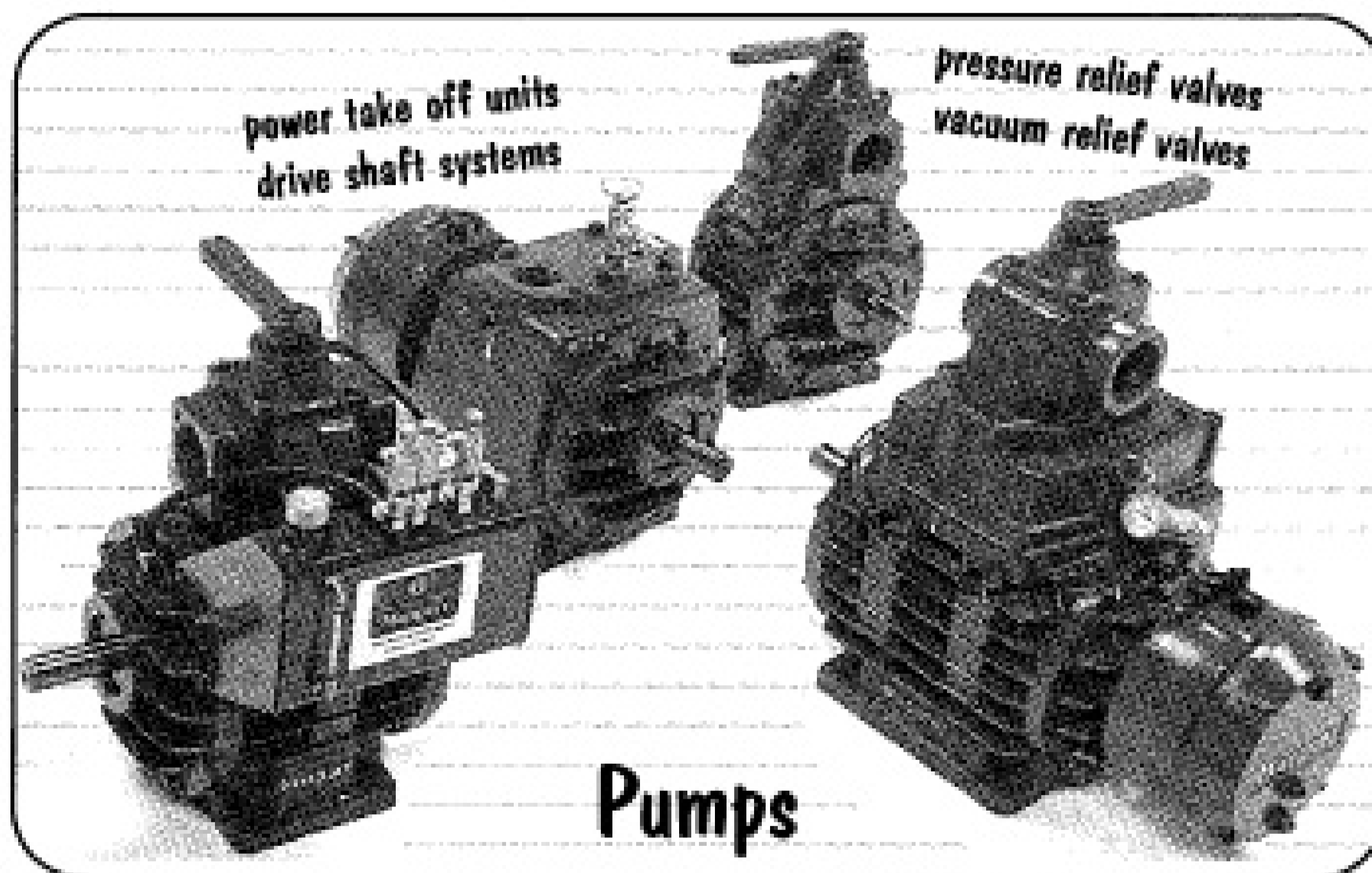
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This refurbished 1999 Peterbilt 330 vacuum service truck is a second septic tank service vehicle for owner Buster Downing and young third-generation operator-in-training, Brady Downing (shown in photo). Powered by a Caterpillar 3126B 300-hp engine and 10-speed Eaton-Fuller transmission, the truck was purchased from Peterbilt of Portland, Maine. A Progress 2,800-gallon aluminum tank (2,500 gallons waste/300 gallons fresh) was added, along with a Masport HXL15 pump and 1,200-psi pressure washer. It has heated valves, full-length sight tubes for both compartments and cab-located Accu-Level measurement for waste. Hose trays are covered with perforated rubber matting to allow drainage, but protect trays and prevent movement of hose and tools. The red and gold colors are traditional for the 36-year-old company, with custom graphics by Mr. Chips. Heated electric mirrors, power windows and air-ride driver's seat are added for user comfort and convenience. Other features include air conditioning, stereo, cruise control, aluminum wheels, fog lights, work lights and a Garmin 330 Street Pilot GPS system.

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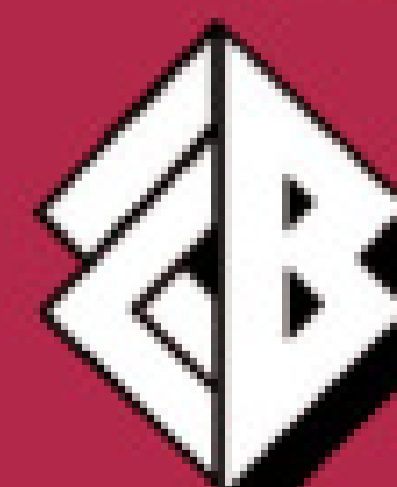


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FUELING THE CONVERSATION

Deriving energy from grease trap waste is a hot topic at the NAWT Waste Treatment Symposium

By Tom Ferrero

Our third annual Waste Treatment Symposium, Sept. 10-11, in Eureka, Mo., attracted 100 pumpers from as far away as Alaska, Florida and Mexico. Bill Detry, who has attended all three events, traveled from Guam. Participants felt that the symposium provided an abundance of great advice and information, and gave them a better perspective of the dewatering industry. They especially enjoyed getting their hands on products they had seen only in magazines.

The symposium consists of classroom training, visiting a dewatering facility, watching vendor-provided equipment in action and networking. Networking begins the moment the doors open and is in full swing before the scheduled roundtable discussions. The opportunity to develop contacts to draw upon after everyone goes home is a terrific value for the dollars invested.

CLASSROOM HIGHLIGHTS

The most talked about presentations this year were the two on recovering oil from grease trap waste. With the cost of diesel fuel approaching \$5 a gallon, the time for this technology has arrived.

Frank Burt of Burt Waste Inc. Equipment in Vancleave, Miss., invented the SV-2 extractor. Company representative Donny Mecke explained that grease trap waste is discharged through a filter in the processing boiler, then heated to separate the oil, which floats to the top. Reclaimed oil also fires the SV-2, which is



Septic and grease trap waste was provided by Septic Services from customer locations.

similar in size to some automatic septage/grease trap screening devices. Mecke said pumpers interested in the unit must already pump or process 20,000 gpd or more of grease trap waste and have a disposal plan for the remaining slurry.

Greg Jarvies of American Waste Removal in Albuquerque, N.M., pumps nothing but grease traps and needed a reliable way to handle the material. His process heats the unfiltered material in a tank. As the oil rises, the water and solids drop to the bottom. Mecke says 2 percent of grease trap waste is oil, but Jarvies believes the amount is 3 to 7 percent. In either case, with the grease and oil removed, disposing of the slurry should be easier, as now it can be land-applied or discharged at treatment plants accepting septage.

The recovered oil is valuable and marketable. Another presenter, Plant Oil Powered Diesel Fuel Systems Inc., or POP, in Albuquerque, currently pays \$1.20 per gallon for reclaimed oil. Jarvies sells his oil to POP. Company representative Claude Convisser said they convert the oil into POP diesel fuel, which burns like No. 2 diesel in engines.

IF YOU'RE CONSIDERING PROCESSING SEPTAGE, THE SYMPOSIUM PRESENTS AN OVERVIEW OF WHAT IS INVOLVED, BUT IT IS ALSO AN OPPORTUNITY FOR THOSE ALREADY DEWATERING TO SEE WHAT OTHER PEOPLE ARE DOING. THERE IS ALWAYS SOMETHING NEW TO LEARN.



Above: After treatment in one of four effluent lagoons, waste is chlorinated and discharged to a stream. At right: Symposium attendees inspect the automated Lakeside Septage Acceptance Plant.



POP filters and dewater the oil, then mixes in additives that prevent the fuel from gumming and reacting with metal parts in fuel systems. Convisser explained that Rudolf Diesel designed his engine to run on peanut oil. Modern diesel engines are no different — with the addition of an alternative fuel system. When asked to explain the difference between POP diesel and biodiesel, Convisser said that although derived from vegetable oil, biodiesel requires a complicated, costly chemical process to arrive at the end product, but burns in standard fuel systems. POP diesel sells for \$3 a gallon, and the company sells an engine conversion kit. POP is working to have the fuel certified, so converting to it won't void vehicle warranties.

If POP pays \$1.20 per gallon for extracted oil and sells the fuel for \$3 a gallon, the net cost of \$1.80 per gallon is attractive. However, neither company could defend the economics of the reclamation process, except to say that the numbers were positive and they are establishing hard evidence.

Nobody doubts that the concept is wonderful. BWI made a believer out of me when I saw the SV-2 at the factory last year. The design is simple, and BWI has sold 12 units since the 2007 symposium.

Responding to a pumper who anticipated burning all his recovered oil just fueling the extraction process, Mecke said no. It's a net positive. At the end of the year, BWI has oil left over after using it in the reclamation process and heating the whole facility.

REVIEW THE PRESENTATIONS

Wednesday's educational courses also included PowerPoint presentations that are a free download at www.nawt.org. Topics covered:

- 1) "What are My Resources and How Do I Fit?" by Tom Frank, Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio.
- 2) "Unit Treatment Processes, What Is Out There?" by Therese Wheaton, Crystal Environmental Services Inc., Springboro, Pa.
- 3) "Meeting Section 503 Requirements" by Dave Gustafson, University of Minnesota.
- 4) "Case History: Accurate Dewatering Service" by Therese Wheaton, Crystal Environmental.
- 5) "Polymers" by Jim Millard, Aqua Ben Corp., Oswego, Ill.
- 6) "Screening" by Marshall Blomquist, Lakeside Mfg. Co., Bartlett, Ill.
- 7) "Writing a Business Plan – Decision to Treat Your Own Waste" by Ron Mueller, Small Business Development Center, St. Louis, Mo.

Every vendor had 20 minutes to explain his equipment or product. We heard from:

- Wes Bond, FKC Co. Screw Press, Port Angeles, Wash.
- Jonathan Campbell, Big Fish Environmental, Charlevoix, Mich.
- Steve Oftelie, Fournier Industries Inc., Thetford Mines, Quebec, Canada.
- Wayne Colson, USA BlueBook, Gurnee, Ill.
- Phil Hodes, Progress Tanks, Arthur, Ill.

FIELD TRIP

The day before the symposium began we held the NAWT vacuum truck technician training. Pumpers new to the business and those who had yet to purchase a truck asked to see a tank cleaned. We obliged and pumped the Holiday Inn's grease trap Thursday morning. More than 30 people attended, and now we had the genuine article for our dewatering demonstrations that afternoon.

Experience taught us that compressing the classroom session into one day is too intense. This year, we extended it and returned indoors to hear Greg Jarvies give his presentation on "Recovering Oil from Grease Trap Waste."

Another new thing we did was to present the case history of our demonstration site before the tour. Tim Frank and Dave Flagg did the honors on David Flagg's Septic Services in Union, Mo. He treats only septage and discharges grease trap waste at the St. Louis treatment plant. Giving people time to think about what they would see helped them ask better questions. Everybody approved of this approach.



Above: Symposium participants get a first-hand view of a working rotary press. At right: A screening device need not be complicated or expensive, as demonstrated by Tom Frank.



At Flagg's facility, Fournier, Crystal Environmental, and FKC were pressing septage and grease trap waste. We hooked Lakeside's Fine Screen to the head of Flagg's plant. When the trucks arrived, they dumped through it. Aqua Ben Corp. and Fort Bend Services Inc. mixed various polymers and sludge, enabling attendees to watch the different chemical reactions.

Fort Bend, a polymer manufacturer from Stafford, Texas, was new to our symposium, as was USA Bluebook, a mail order house for water and wastewater operations.

ORLANDO IN 2009

The 2009 Waste Treatment Symposium will be Sept. 16-17 in Orlando, Fla. Our demonstration facility will be Select Processing of Orlando, run by Ralph and Steve Macchio. They started processing by screening and lime-stabilizing septage for land application, then evolved the operation into dewatering and discharging into the municipal collection system.

NAWT has retained Dave Gustafson and Jim Anderson from the University of Minnesota to turn the symposium's classroom portion into a one-day course. The program, expected to be ready by Jan. 1, will travel around the country just like our vacuum truck technician training. That program is set for a one-day track in National Onsite Wastewater Recycling Association Installer Academy on Dec. 8-9. Register for the NOWRA event and take the vacuum truck technician course at no additional charge.

If you're considering processing septage, the symposium presents an overview of what is involved, but it is also an opportunity for those already dewatering to see what other people are doing. There is always something new to learn. ■

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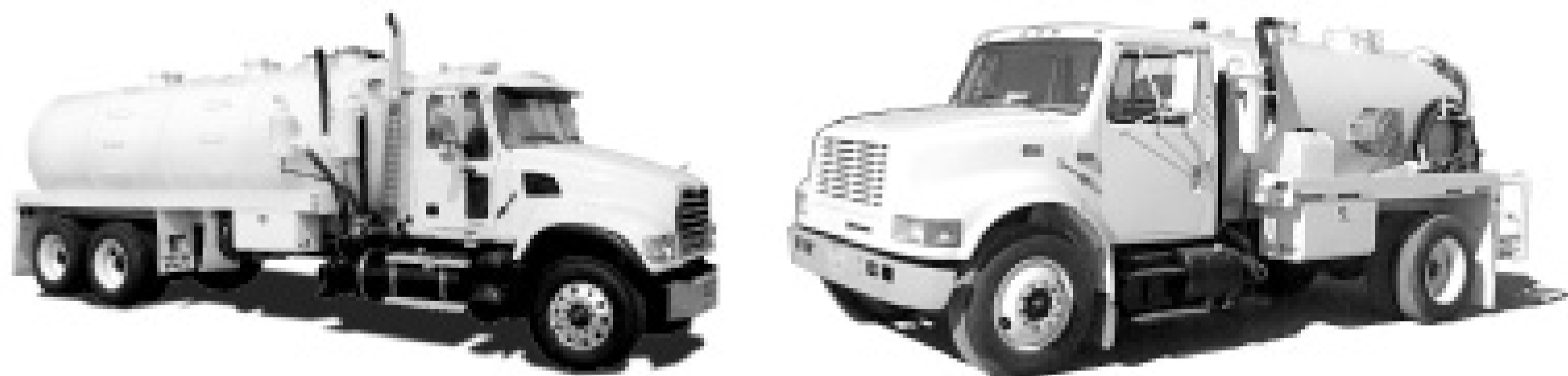
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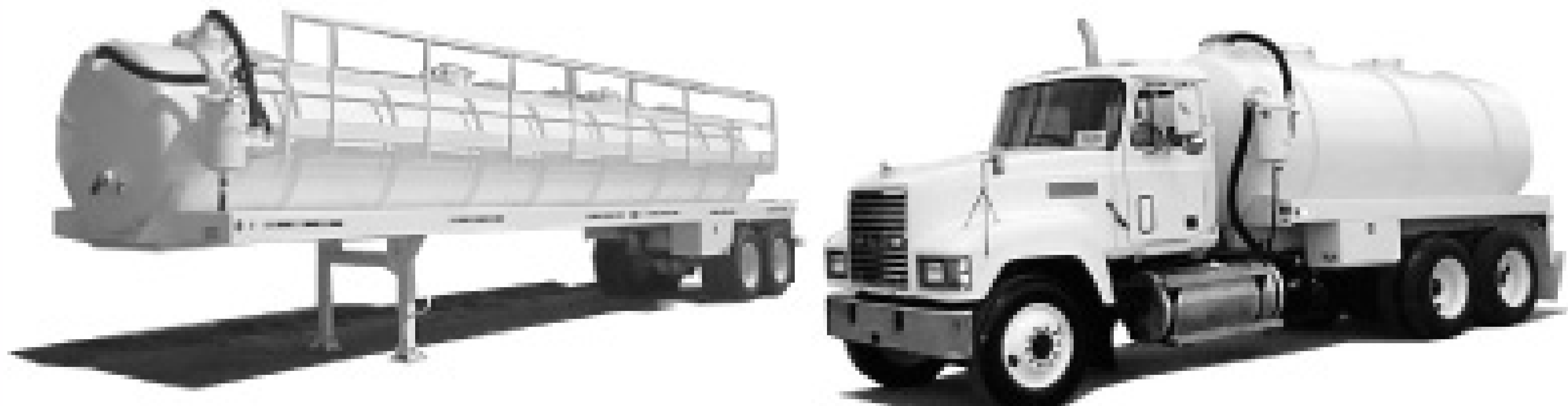
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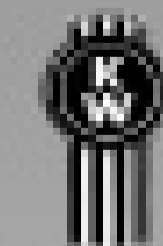
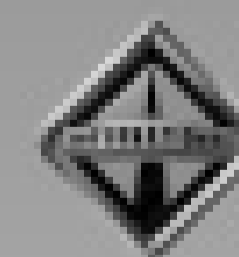
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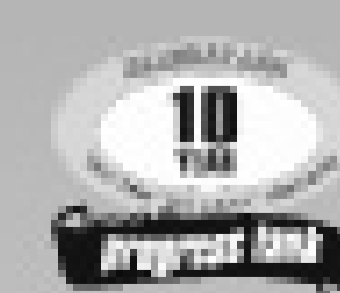


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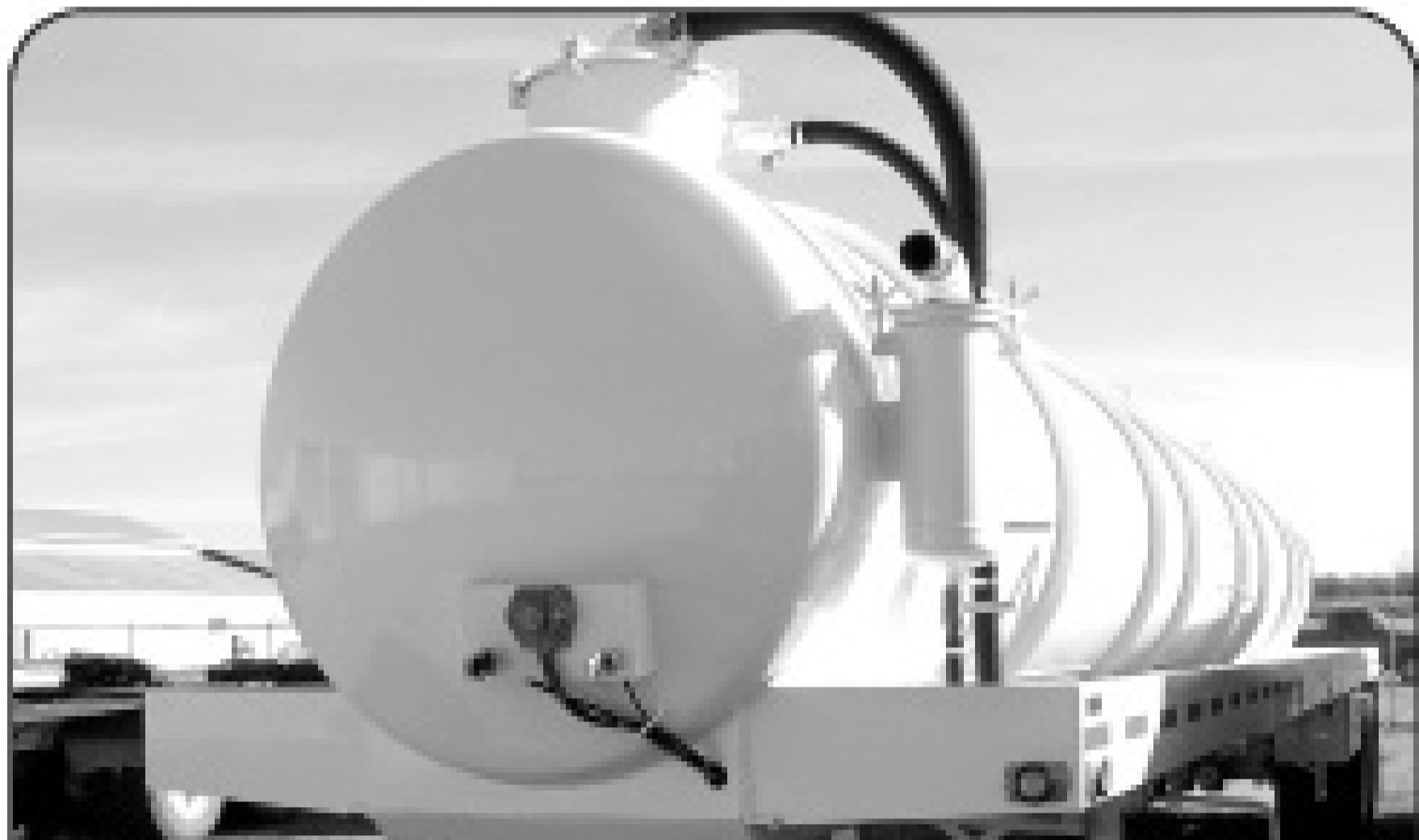
2001 IH 4700, DT466E, Allison auto, non-CDL, air brakes, new MEC 6500 vacuum pump, new 1100/400 vacuum tank.



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.



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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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PolyPortables Inc. Family Room

By Ken Wysocky

A new family-friendly restroom from **PolyPortables Inc.** helps portable restroom operators respond to requests for units large enough to accommodate both kids and parents.

The 5-foot-square, polyethylene **Family Room** is based on the shell of a PolyPortables Enhanced-Access Unit, says Graham Edwards, the manufacturer's northeast division manager.



A Koala baby-changing station are among the special features of the 5-foot-square Family Room restroom from PolyPortables Inc.

PRODUCT SPOTLIGHT



"We've been getting quite a bit of feedback from customers that people are looking for a larger restroom for special events and park-and-rec rentals," Edwards says. "Too often, people with small children are required to get creative when they need to change diapers at special events. We wanted to develop a family-friendly unit in which parents could corral their children without having to leave any kids outside unattended."

The unit's special features include a Koala baby-changing station that drops down from a reinforced wall.

Other amenities include two coat hooks, a couple shelves, two motion-activated lights (one above the changing station and one above the toilet area), a Bactisan waterless hand-sanitizer dispenser, a recessed mirror and a trash can. Edwards says the latter feature is designed to encourage patrons to stop putting diapers in the toilet.

A corner toilet and holding tank, which features a pyramid sump, provides more knee room for users. A 40-gallon tank is standard, but the unit also is available with a 60-gallon tank for heavier traffic locations.

"It helps a lot if a mom or dad has to herd a couple of kids into the restroom or a child in a stroller," Edwards says.

The restroom door is 35 1/2 inches wide, and the entire unit — available in 11 colors — weighs 304 pounds. Handles on the side make it easier to maneuver the unit, Edwards says.

For more information: 800/241-7951; www.polyportables.com.

Raven Offers Portable Sludge Level Meter

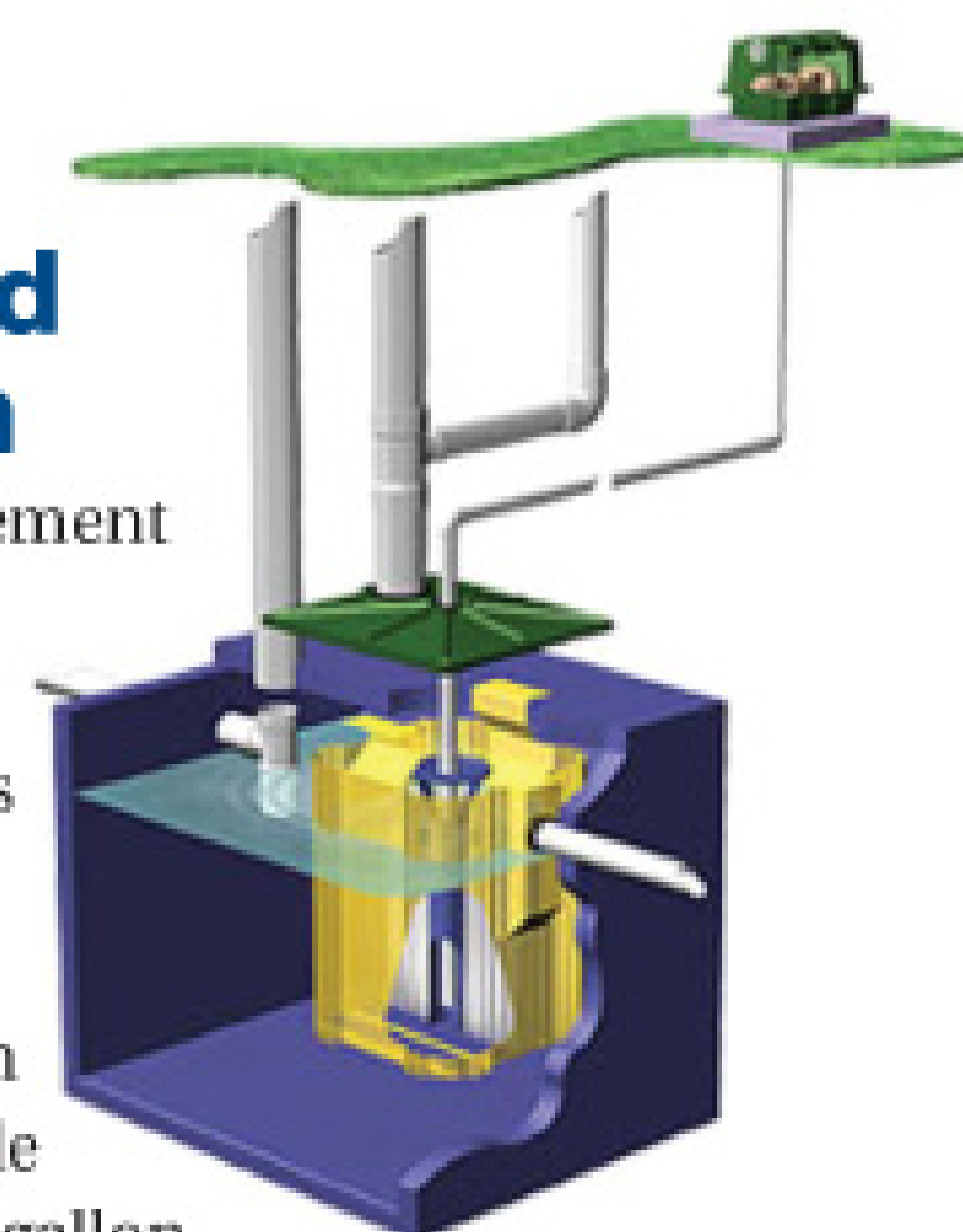
The portable, handheld **Sludge Interface Detector SID-10200** from **Raven Environmental Products Inc.** uses an infrared probe to penetrate settled sludge, while an online device sends ultrasonic signals to detect the sludge level. The unit features audio and visual LED indicators visible in direct sunlight, sensitivity adjustment, low-battery indicator and cable stowage brackets. **For more information: 800/545-6953; www.ravenep.com.**



Sludge Interface Detector SID-10200 from Raven Environmental Products Inc.

Bio-Microbics Introduces Leachfield Rejuvenation System

The **RetroFAST 0.150** septic enhancement system is the latest addition to the **Bio-Microbics** family of retrofit products. Designed for existing septic systems or as an alternative to failed systems, the unit generates dissolved oxygen in the wastewater, promoting aerobic bacteria growth and natural digestion of the biomat. Made to handle 150 gallons per day, larger 250-gallon and 375-gallon units are available. **For more information: 913/422-0707; www.biomicrobics.com.**



RetroFAST 0.150 from Bio-Microbics

Liberty Designs Macerating Toilet System

The Ascent macerating toilet system from Liberty Pumps is designed for bathrooms where gravity drain lines do not exist, and an installation alternative without breaking floors. The system features an elongated ADA comfort toilet with a macerating pump that conveys waste to an existing gravity sewer line. The pump can perform to vertical heads of 15 feet and runs up to 150 feet horizontally. For more information: 800/543-2550; www.libertypumps.com.



Ascent macerating toilet system from Liberty Pumps



HT-65D test pump from Triple R Specialty

Triple R Introduces HT-65D Pump

The HT-65D dual diaphragm hydrostatic test pump from Triple R Specialty is powered by a 2.5-hp gasoline engine and delivers up to 300 pounds and 6.5 gpm using either a gravity feed or city water pressure. The pump comes with a quick disconnect hose.

For more information: 800/356-9661; www.triplerspecialty.com.

Coxreels Increases T-Series Capacity

Coxreels has increased the capacity of its heavy-duty Truck Mount Series to 75 feet of 3/4-inch I.D. hose and 50 feet of 1-inch hose. The new reels accompany the original heavy-duty T-Series and feature a dual-bearing axle support system. All T-Series reels are spring-motor operated and come standard with Super-Hub and full-frame triple axle support. Stainless steel rollers are standard on 3/4- and 1-inch hose-handling reels. For more information: 800/269-7335; www.coxreels.com.



Truck Mount Series from Coxreels

Hannay Designs Grounds Maintenance Reel

The GHAT1200 reel from Hannay is specifically engineered for portable use in grounds maintenance. The reel provides continuous hose flow with a swivel joint inlet, fluid hub and outlet riser and features a permanent direct-crank rewind. The reel is designed to operate at up to 1,000 psi. The standard inlet is a 90C ball bearing swivel joint with 1-inch female NPT threads and male GHT standard outlet. For more information: 877/467-3357; www.hannay.com. ■



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BUSINESSES

FOR SALE: Portable restroom company in Southeastern CT. 500+ units. 3 trucks: 2004 GMC, 2006 Isuzu w/Crescent tank, 2008 Ford F-550. Serious Inquiries only. 860-887-6542. (P11)

Well established portable restroom business located in Massachusetts. Includes 7 pumper trucks, 1000+ portable restrooms including handicap, deluxe, trailered VIP units, as well as hand washing stations, urinals, and trailers. Established client base with over 75% of units out on rental at this time. Serious inquiries only directed to Juan.acc@comcast.com. (PT112)

Septic Hauling Business FOR SALE in North Central Wisconsin. \$95,000. Contact Kurt at 715-965-1919. (P11)

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 NEAR SUPERIOR, WISCONSIN. 2 trucks, 2 trailers, 215 newer top quality units including flushers, heated units and sinks. \$275,000. Call VR Business Brokers 715-833-1510. (P11)

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 x 209. (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)

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)

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)

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)

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: 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)

Convenience store, restaurant, gas, diesel. Crossville, TN, I-40 location. Owned 17 years (retiring). Gross over \$2 Million. 931-248-1284. (CP11)

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 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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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)

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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)

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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)

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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. RENT ME!!! (Stock #13234) www.VacuumSalesinc.com, (888) **VAC-UNIT (822-8648)**. (PBM)

JET VACS

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. (P11)

2005 Vac-Con Mounted on a 2005 International chassis, low hours. Please call Kenny or Darel 904-744-9138, 904-993-5211. (CP12)

Vactor 810 hose reel, \$800; 1978 Ford F-800, gas & gas, 2-speed rearend, Vactor 810 body, works but needs paint & tlc. \$6,000 OBO. 315-778-5371. (CP11)

1994 remanufactured Vactor 2115, Ford 9000, 9-spd., 100 gpm, 2000 psi pump, 2-stage fan. Many options. Call for list. \$59,000. 440-352-9472; 216-299-1396 Cell. (CP12)

2000 Vac-Con V350/850 on International 2554 chassis, 109,000 miles, 5-yard debris tank, 3-stage fan, hydrostatic drive, 180 D articulating hose reel, 50 gpm, 3000 psi water pump. \$75,000. Contact Julio Cisneros 623-980-8063. (CPT12)

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. (P11)

JET VACS

1999 VacCon, 12-yd debris body on International chassis, 80 gpm, 2000 psi jetter with articulating hose reel, 5,000 cfm PD with 10' extendible boom, rebuilt hydro-static system in 2007, \$96,500. 920-925-3537. (P11)

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)

1986 Vactor 1200 on a Ford L-8000 w/3208 Cat w/Allison auto, 68000 miles. Pony motor, 6V53 Detroit w/4365 hrs. Body washout, recir. and anti-freeze systems. \$18,000. Jim @ 313-849-2667. (CP11)

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. (P11)

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)

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)

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)

JET VACS

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. (P11)

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)

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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. (P11)

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)

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

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GOING OUT OF BUSINESS SALE! Over 350 PolyJohn evergreen colored units, pump trucks, pick up trucks, trailers. Call 757-438-6858 for details. (P11)

100 Satellite units, all sand color. No damage; no graffiti. Pick up in So. Oregon. \$300. 541-882-0045. (P02)

100 blue Satellite Tufway units. 2 to 3 years old. Construction grade. Located in Southern California. \$200 each. 661-972-6148. (P11)

For sale (all equipment sold together): 364 toilets, one 2,000 gallon pump truck, one 1,000 gallon pump truck, four hand wash stations, ten 250 gallon holding tanks. Call 863-673-6281. (P11)

PORTABLE TOILETS \$50-\$150 each. Plastic PolyJohn, Poly-Portable units, variety of colors. Akron, Ohio. E-mail me for pictures: patlynn2@aol.com. 330 733-9000. (P11)

154 Armal green portable restrooms for sale. Breakdown is as follows: 104 new unassembled in box; 15 new and assembled; 35 used (very limited use). Also available: 8 250-gallon waste tanks and 8 90-gallon fresh water tanks. Please contact Henry Weber III at 215-938-1601. (P12)

PORTABLE RESTROOMS

SEVEN PolyJohn, portable 2 station sinks, \$300 each. 50 Olympia Fiberglass poly-units, blue with white top, excellent condition! These have fiberglass tank and floor with poly sides and top, \$300 each. Call steve @ 419-522-2084 or portapotohio@yahoo.com, see portapotohio.com. (P12)

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. (P11)

Half Units: Good condition, 300 PolyJohn half units and 300 sling units and regular units for sale. Contact Manuel @ 305-970-9837. (P11)

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)

50 tan Hampel portable restrooms; new, never used. Las Vegas. \$450 each or all 50 for \$400 ea. Pictures www.aacoinc.com/classified. 208-362-3193. (P11)

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)

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 handwashing stations for sale. 3 manufacturers to choose from: Satellite Wave II, Poly-Portables Supertwin & Five Peaks Sierra. All units are 2-station and include towel and soap dispensers. Units starting at \$200 and up. Call 419-874-4653. (P11)

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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)

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Wells Cargo Comfort Elite III for sale! \$18,500!! Contact Heath at 707-545-4847 for all info. (P11)

32' restroom trailer. 5 women stalls, 5 men urinals, 1 men stall. \$28,000. E-mail me at ameritex@earthlink.net and I will send pictures. 903-520-8439. (P11)

Ameri-Can 814. 1 toilet, 3 urinals, men's; 2 toilets, women's. Located in Colorado. Good condition. \$8,200. 970-300-7156. (P11)

1991 Olympic fiberglass 34' trailer. 6 stalls, 3 sinks on women's side, 2 stalls, 5 urinals and 2 sinks on men's side, heat and AC, interior lighting, indoor/outdoor carpet, 1,200 gallon waste tank, vinyl skirting on outside, everything works 100%, excellent condition. \$20,000 firm. See @ portapotohio.com; call 419-522-2084; email: portapotohio@yahoo.com. (P12)

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)

PORTABLE RESTROOM TRAILERS

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

2008 Ford F550 truck, brand new, tank 3 years old. New vacuum pump, new water system. \$54,000. 860-887-6542. (P11)

2001 F350, auto trans., 125,000 miles, cold AC, no rust, 7.3 diesel, Imperial unit, 400/100, Honda engine w/new rebuilt Juroop pump. \$13,000. 304-429-5218. (P11)

New 2007 Isuzu NQR with a 1,250 gallon aluminum portable toilet service unit. (Stock #43580V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

2000 International DT466, white, 1000 waste, 500 fresh, AC, cruise, 170K, tanks mid 90's, some rust. \$13,200 OBO. 765-489-5559. (P11)

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. (P11)

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PORTABLE RESTROOM TRUCKS

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)

2007 Ford F650 Satellite 1250 Service Truck. 850 waste/400 fresh with 2-unit toilet carrier. Conde pump, purchased 11-07, low miles, \$49,900. NW. Illinois 815-946-2813. (PT11)

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. (P11)

1990 Dodge D30, white, 250 waste, 150 fresh, Cummins, auto trans. bad, great starter truck, 190K miles. \$3,200. 765-489-5559. (P11)

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)

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)

(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)

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)

PORTABLE RESTROOM TRUCKS

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. (PBM)

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)

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)

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)

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KingVac, Keith Huber, 1993 Ford L8000. New pump, new cyclone, belt driven. Good shape, ready to work! 601-483-2528. (P12)

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

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

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)

Jurop R-430 (430 cfm) pump and mount bracket, recently honed and rebuilt. \$1,200 OBO. 920-375-6120. (P11)

RENTAL EQUIPMENT

Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jettors. 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. (P11)

ROLL-OFF TRAILERS/TRUCKS

1993 Galbreath AC416 single container roll-off trailer. Bridge weight design. Just sandblasted and painted with aluminum Budds. Good condition. \$17,500. KLM Companies. 617-909-9044. (P11)

SEPTIC TRUCKS

1994 GMC/Volvo N-14, Cummins 350 hp, 52,000 GVWR, 3000 gal. tank with 150 gal. water tank outside, Jurop R260 350 cfm pump. Good truck, works every day. Priced right \$25,000. Call Ted at 225-261-1015. (P12)

1995 International 4700 with a Keith Huber 1,500 gal. carbon steel portable toilet service unit. (Stock #6499V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1992 Ford 7.0 liter gas motor, A/C, 44,000 original miles with Jurop pump. Non-CDL truck, 1500 gal. tank. \$8,000. Call 706-394-1185, ask for Daniel. (P11)

1974 Mack RD685SX triaxle with a 1993 Presvac 4,000 gal. vacuum tank and Masport pump. (Stock #4738C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2007 Mack CTP713B pump truck. 20 front and 44 rear, 5,363 miles. AM/FM, CD player. 4000 gallon tank with 506 Challenger pump. \$145,000. Kevin 850-333-1651. (PTIM12C01)

2000 Volvo WG64 with a Pikrite 4,000 gal. vacuum tank and a Jurop PNR-102 pump. (Stock #9010C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1994 Ford L-9000, tandem axle, Cat 3406, 9-spd., 3200 gal. vac tank 5 years old, 260 Jurop pump. \$25,000 OBO. Maryland. 443-309-6745. (P11)

2003 International 7500 with a 3,000 gal. carbon steel vacuum tank unit. (Stock #2319C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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)

1992 GMC Topkick, good condition, runs well, A/C, 176,000 miles, 2100 gallon tank, Jurop pump. \$24,500. 815-741-4440. (P11)

2001 International 4900 with a 2,000 gal. vacuum tank and a Wittig RFL100 pump. (Stock #9960C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1991 International, tandem, black, 3300 gal. tank, 425 Cat, 9-speed, fair shape. \$15,000 OBO. 765-489-5559. (P11)

2003 Mack CV713 cab and chassis with a 3,200 gal. s/s vacuum pressure tank. Masport pump package. **Coming soon!!!** (Stock #3680V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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. \$82,500 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)

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)

2003 International, 216,000 miles, new rubber, 466 6-spd., nice int., A/C, stereo, new 2600 gal. tank, (3) 21" manways, (3) 5" sights, 3" suction, 6" discharge, 2 full baffles, full hose trays, Masport liquid cooled 350 cfm pump. \$49,750. Delivery and financing available! 785-231-0834. (P11)

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)

SEPTIC TRUCKS

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

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

1997 Mack CH600, nice, new rubber, 350 hp, 8-spd., A/C, 550,000 miles, new 3000 gal. vessel, (2) 21" manways, 3" primary, 3" secondary-10 gal., full hose trays, 3" suction, 6" dump, Masport HXL4V liquid cooled pump. \$56,000. Offers con. Financing available. 785-231-0834. (P11)

(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)

1994 FL 70 Freightliner, 1620 gal. full door dump, new Masport water cooled pump, new tires, new brakes, 6" air dump, 125-gal. washdown tank. Excellent condition. One owner. 605-286-3359. (P12)

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)

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)

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)

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

New slide-in unit, ready to go, 350 W, 150 F, Honda motor 5.5 hp, Masport pump 75 cfm. \$6,650. Financing available. 785-231-0834. (P11)

New, ready to go, 700 W, 300 F, compact portable service unit. Honda 9 hp electric start, Masport 130 cfm. Nice. \$12,000. Financing available. 785-231-0834. (P11)

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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)

Presvac 5500 gal. 316 stainless steel DOT certified vacuum trailer, new Finland 500 vac pump w/complete rebuilt Lister diesel engine. Original tank thickness; no pitting. Excellent overall condition w/new Imron paint. Must see. \$65,000. KLM Companies 617-909-9044. (P11)

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VACUUM LOADERS

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

2009 Peterbilt 365 tri-axle with a new Presvac, Powervac 3800, 3250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. **In stock!!!** (Stock #13340V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1994 Volvo with Cusco Mastervac 3,000 gallon vacuum loader. Wet/dry unit with full open rear door and Moro vacuum offloading pump. Low miles/hours. Ready for work. \$65,000. KLM Companies 617-909-9044. (P11)

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. RENT ME!!! (Stock #7390V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

VACUUM LOADERS

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. (P11)

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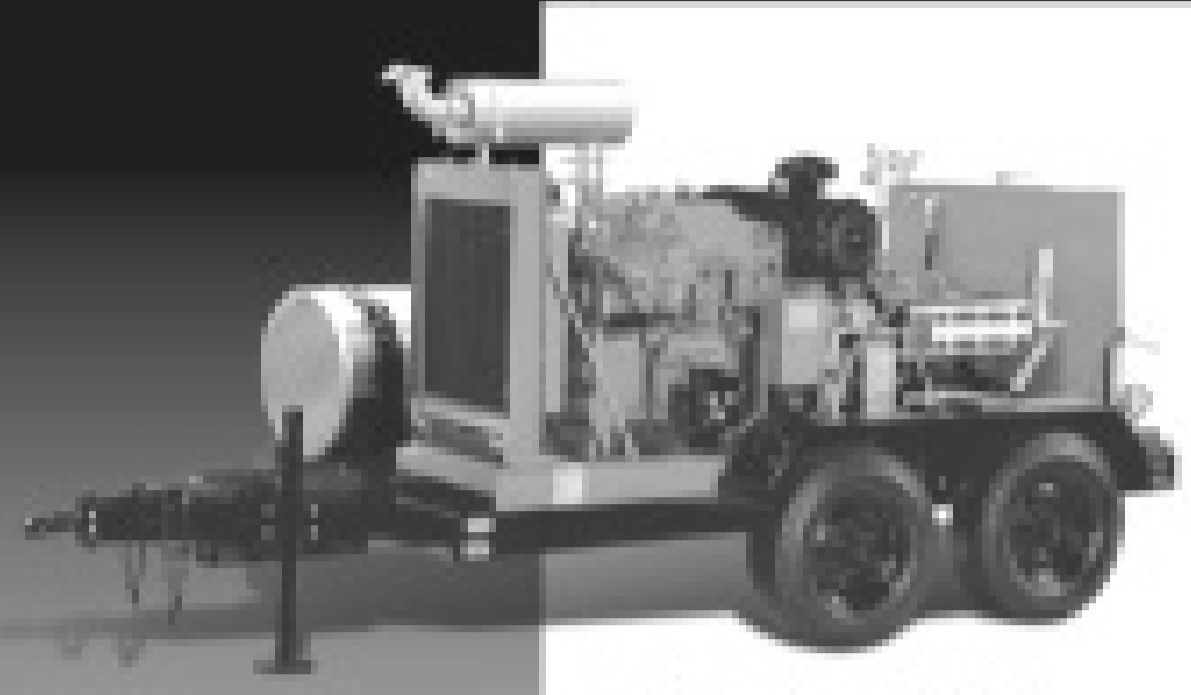
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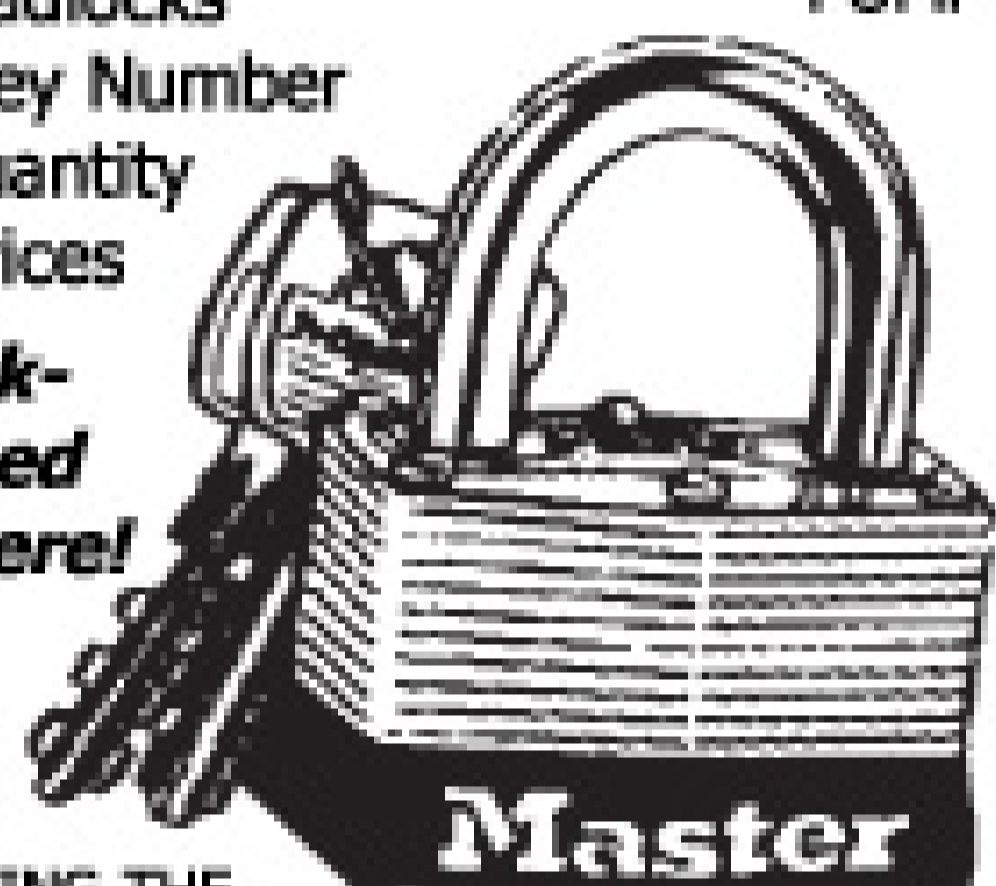
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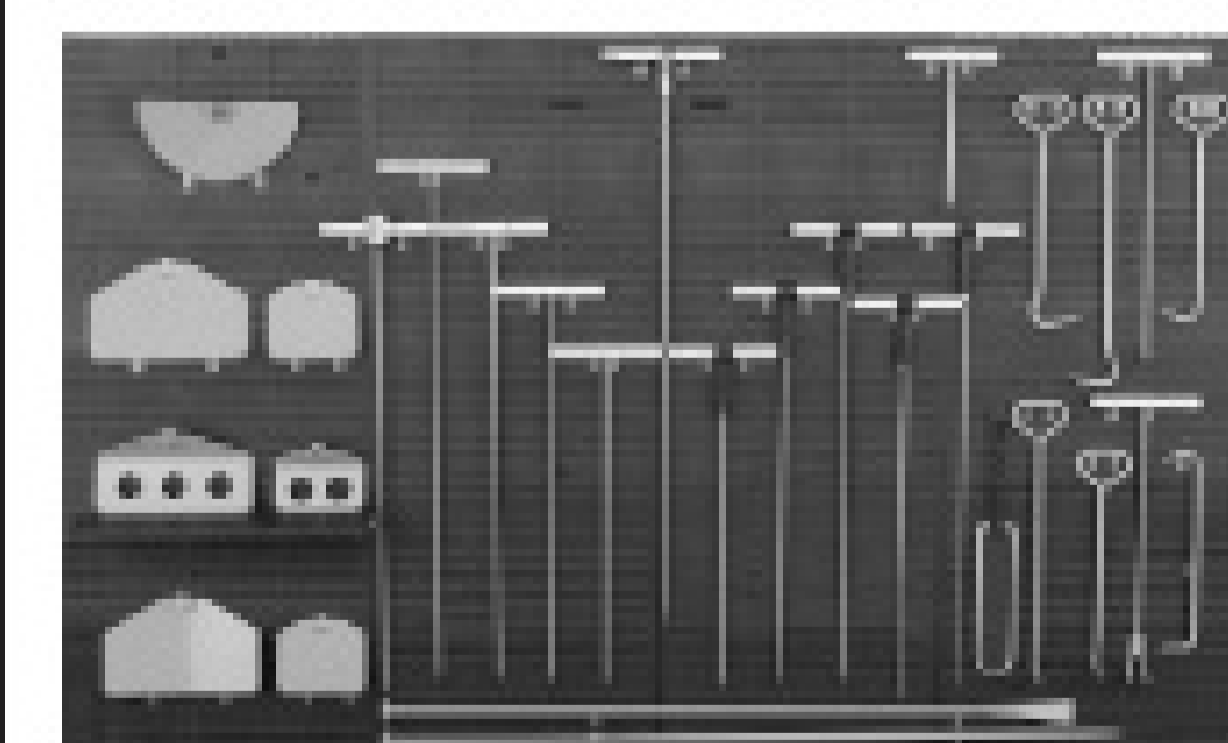
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November



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.....\$17,500
570-674-9911 P11



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 P11



1997 Freightliner: 470 hp Detroit, 9-spd., cruise, air ride, new 3500 gal. tank and Jurop R260 364 cfm vac pump, new paint, tires and aluminum wheels. Beautiful truck.....\$46,000
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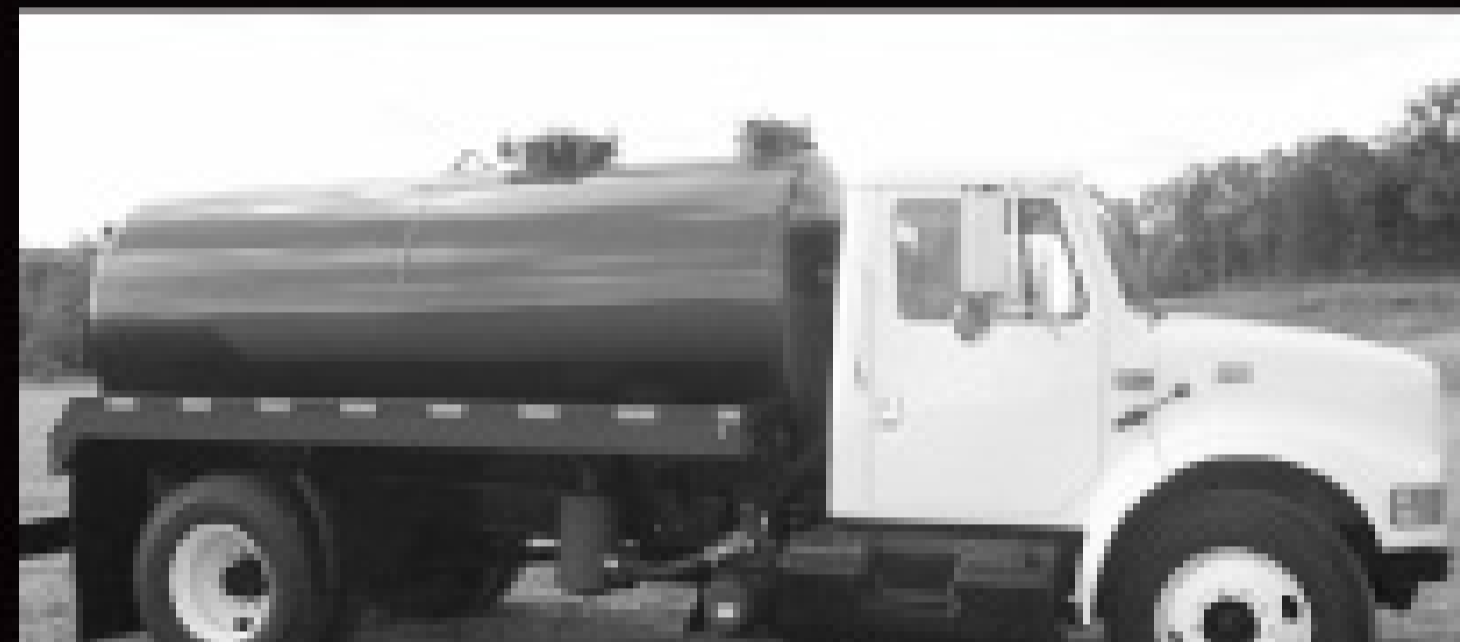
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361-318-4459 QMP11



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Call Joe 312-208-6373 P11



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678-873-0899 P12



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Judge Coleman @ 516-398-5638
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NW Missouri P11



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740-820-5338 P11



2001 Freightliner FL 70: 250 hp, Cat, 190K miles, 2500 gal. tank, NVE Challenger pump, new tires & brakes. Great, reliable truck.\$39,500
804-781-0118 Evenings P11

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see photos in COLOR at www.pumper.com

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November



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.....Combined Price \$55,850
863-444-0586 P11



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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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954-946-8900 P11



2002 Sterling: New 4000 gal. dump tank, new Masport liquid cooled pump HXL400W, 400 cfm, double frame chassis, HD 44K Hendrickson rears, all virgin tires, alum. wheels, all new paint! Truck is like new!\$65,500
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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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252-293-1284 P11



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 P11



2004 Peterbilt: 3126 Cat, 300 hp, 8LL OD, air ride susp, 3.9 ratio, 220" WB, all steel wheels, single axle, 16,060 mi., 3.5 cu. yd. US Jetting Scorpion vac tank w/4000 psi water jet and 350 gal. water tank. Cleans out manholes and catch basins.
Gary @ 603-621-8215 P11

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TRUCK STOP



November



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920-925-3537 P11CM12



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. See more of this truck at www.pumptrucksales.com.
352-323-6284 X 201 P11



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 CMP11



1995 Ford L8000 Vac-Con: Brand new 3-stage fan, 60 gpm @ 2000 psi, new intake components, new front tires, rear 90%, brand new fuel control unit, fresh paint, AM/FM, CD radio, clean inside, 59,000 miles, well taken care of.....\$62,000 OBO
Tony 508-304-4102 P11



2003 Freightliner FL70: Cat 225 hp, manual trans., 135K miles, new 2500 gallon vacuum unit, 400 cfm Masport vacuum pump.
Call Terry 734-777-0390 P11



1998 International: 480K miles, 100K on overhaul, 225 diesel motor, single axle, 2500 gal. vac tank 2 yrs old, Fruitland air-cooled vac pump.\$23,000 OBO
Arcade Pumping 888-525-7229 P11



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



2007 GMC C5500: Duramax diesel, Allison automatic transmission, 1,000 gal. waste, 300 gal. fresh water, approx. 40,000 miles. Still under warranty.\$48,000
800-592-3308 P12



1985 Chev Top Kick: Cat 3208 engine, 281,168 miles, 5-spd.-2-spd., 2,000 gal. tank, Masport H75 water cooled vac pump, 200' suction hose, large side box, excellent condition. Call for maint. records. TURN KEY AND GO!..\$17,000 Make Offer
330-856-3042 - Ohio P11



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.\$83,900
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 P11



1998 International: Diesel 4700 series, 2500 gal. tank, transmission 6+1, vacuum pump new, 151,000 miles.\$36,000
Call John 248-437-0841 P11

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



November



2004 Mitsubishi Fuso: 4 cyl. diesel, 120K miles, 950 waste, 400 fresh, Best stainless vac unit, 19,800 GVW, hyd. drive, Masport pump, pressure washer capabilities, toilet carrier.\$25,000 OBO
Arcade Pumping 888-525-7229 P11



2004 Mitsubishi Fuso: 4 cyl. diesel, 120K miles, 950 waste, 400 fresh, Best stainless vac unit, 19,800 GVW, hyd. drive, Masport pump, pressure washer capabilities, toilet carrier. New upgrades.....\$35,000 OBO
Arcade Pumping 888-525-7229 P11



2006 4000G Peterbilt: Masport engine cooled pump, 36,000 miles, excellent condition.\$77,420
850-682-4021 P11



1997 Freightliner: 470 hp Detroit, 10-spd., cruise, AC, new 3500 gal. tank and Juroop R260 vac pump, new paint and tires.\$46,000
877-898-5104
hullstruckbodies.com P11



2000 Berringer: FL80 tandem axle, 1000 cfm, 27" Hg tank split 3000/300. Options include ASME, DOT412, 20' top manway, jetting system (35 gpm @ 2000 psi), hyd. hose reel w/500' 3/4" hose, vibrator, aux. hyd. power, transfer pump, work lights, hose hooks. CAT CFE 300HT 300 hp engine, Fuller RT0011908 LL trans. Very good condition.\$78,000
773-619-4556 QMP11



1999 Sterling C-12: 10-spd., 250K miles, A/C, 90% rubber, 3150 gal. Cusco, dump type, full open, rear heated valves, alum. hose tray, SS tool boxes, Wittig pump.\$59,900
330-360-9200 P12



2005 Ford F650: Auto, steel tank, 800 waste, 400 fresh, Conde 12DSD pump, PTO driven, Burks DC-10 medium pressure wash, 122K, unit hauler.\$29,900
330-351-4353
or patflynn2@aol.com P11



1999 4700 International w/Keith Huber Body: Dual side service, brand new Masport pump, 600 waste, 300 fresh, wash down pump, automatic, 210,000 miles, runs great. Must sell!!!.....\$17,000
315-247-0582 P11



Used Stainless Steel Presvac Vacuum Trailers: Various age, condition and capacity from 4,600 to 6,400 gallons. Over a dozen to choose from. Available for pick-up in Florida, Alabama and Wisconsin. Price depends on capacity and condition.
715-546-2680 CPBM



1995 Ford Aeromax 9000: N-14 Cummins, 350 hp, 52K GVW, 10-spd., 150K miles, 3600 gal. tank, Wittig Demag pump, 3 heated valves, 2 alum. tool boxes, truck runs daily, custom built in 2004 by Andert Inc.\$55,000 OBO
203-879-3746 CT P11



1980 Vactor 1200/Ford Chassis: Vactor 810 10-yd body, 60 gpm @ 2000 psi pump, single stage fan, 35,000 miles, all functions working properly, checked out by Vactor dealer.
Call Joe 312-208-6373 P11



2000 Sterling: 300 hp CAT, 10-spd., 3600 gal., Challenger 360, 223,000 miles, SS wheel covers, visor, aluminum fuel tanks & tool box. Excellent condition.\$51,500
Michigan - 989-379-3054 P12



1992 International: 2600 gal. 2-comp. tank (2200/400) DT466 diesel, Juroop R260. Giant pressure pump 2000 psi @ 15 gpm. Runs good.\$25,000
252-293-1284 P11



1992 White ACL64: 425 hp Cat, 8-spd. LL, Jake, 4200 gal. tank, DeMag RFW 150, 14,600# front, 44,000# rears, heated valves, runs daily, good rubber. ..\$25,000
508-886-4986 P12



1999 International: 250 hp, 33K GVW, 6-spd., 159K miles, truck completed in 2008, 2500 gal. tank, Wittig Demag pump, 3 heated valves, 2 alum. tool boxes, custom built by Andert Inc., truck ready to earn \$\$\$\$55,000 OBO
203-879-3746 CT P11

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By **Scottie Dayton**

NATION **Installer Academy in December**

The National Onsite Wastewater Recycling Association Installer Academy is Dec. 8-10 at the Riviera Hotel in Las Vegas, Nev. Attendees can earn continuing education units in the new practitioner education and training program, business management sessions, and manufacturer product-training workshops. The event also includes the National Environmental Health Association Installer Credential examination, National Association of Wastewater Transporters Inc. vacuum truck technician training and a Roe-D-Hoe contest. Industry experts will present programs titled:

- New Consortium Installer and Advanced Training
- General Construction Material Management and Piping
- Soils and Site Evaluation
- Watertight Septics – Holding and Dose Tanks
- Design and Installation Problems – Encounters and Solved
- ATUs, Below and Above-Grade Systems
- Creative Design Solutions for Tough Sites
- Sales for Small Businesses
- Selecting a Legal Structure
- Financial Management
- Business Management Practices
- Starting an O & M Business

Call 800/966-2942 or visit www.nowra.org.

NATION **Soils Exhibit at Smithsonian Institution**

A new exhibit on soils is at the Smithsonian Institution's National Museum of Natural History in Washington, D.C. Through dioramas, cross-sections, multimedia programs, and hands-on activities, *Dig It! The Secrets of Soil*, examines the physical and biological characteristics of soils, the processes that transform rocks to soils, the uses and benefits of soils. The 5,000-square-foot exhibit travels to various cities starting in spring 2010.

CALIFORNIA **Change of Leadership**

Cliff Trammel has retired as director of the California Onsite Wastewater Association, and MaryAnne Bobrow of Bobrow and Associates has assumed management of the organization. Contact her at 916/722-8168 or e-mail maryanne@bobrowassociates.com.

INDIANA **Lakes Community Promotes Onsite Maintenance**

An article in the Indiana Onsite Wastewater Professional Association newsletter states that a group of concerned property owners in the Cordry Sweetwater Conservancy District formed the Septic System Evaluation Committee to promote onsite maintenance. Many owners had added onto their cabins or built larger homes on the small lots without upgrading the onsite systems. The committee's goal is to provide residents with a five-year maintenance schedule. The Brown County Health Department and the state Department of Health Sanitary Engineering Department are supporting the program. For information, call Joe Quackenbush at 317/933-2893.

MISSOURI **Dinner With Pump-out**

The Lake of the Ozarks Watershed Alliance, A & A Septic Pumping Service in Linn Creek, and the Missouri Department of Natural Resources are offering free dinners and a septic system maintenance seminar to homeowners. The demonstration teaches residents how to care for systems and recognize early warning signs of failure. Attendees who register for a pump-out receive a rebate through a DNR grant. Call Donna Swall at the watershed alliance, 573/374-8360, or go to www.soslowa.org.

WISCONSIN **Warning Labels Available**

The Wisconsin Precast Concrete Association has warning labels to replace those missing from septic tank covers. They cost \$1.05 per label plus shipping. Call 608/256-7701 to order.

Training & Education

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:

- Nov. 12-14 – Basic Installer
- Dec. 4-5 – Continuing Education
- Dec. 10-12 – Advanced Installer Level 2

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

California

The California Onsite Wastewater Association and NAWT are offering Operation and Maintenance Part 2 on Nov. 12-13 at Mill Valley. Call MaryAnne Bobrow at 916/722-8168 or e-mail maryanne@bobrowassociates.com.

Iowa

The Iowa Onsite Wastewater Training Center at Ankeny is offering Program Management with Rules on Nov. 20. Call Annette Adams at 800/362-2127, ext: 6464 or e-mail Dennis Hayworth at dahayworth@dmacc.edu.

Minnesota

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

- 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 Missouri Smallflows Organization is offering these CEU courses:

- 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 the following certified courses for CEUs:

- Nov. 19 – Extensions Pumps & Controls, Grand Island
- Nov. 20 – Extension Dosed Systems, Grand Island
- Dec. 10 – Extension Pumps & 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 has the following courses at Raleigh unless stated otherwise:

- Nov. 5-7 – Subsurface Wastewater Operator, Plymouth
- Nov. 12 – Soil Texture, Monroe
- Nov. 12 – On-Site Systems 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
- Jan. 8 – Principles of Gravity System Design
- Jan. 9 – On-Site Systems Layouts

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

North Carolina

The North Carolina Septic Tank Association has a Grade Level I, II, III, IV, Inspector, Subsurface, and RS accredited class on Nov. 13-14 at Hickory. Call Connie Stephens at 336/416-6394 or visit www.ncsta.net.

Rhode Island

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

- 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:

- 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/programs/wastetreat. For Virginia Onsite Wastewater Recycling Association courses, contact Trapper Davis at 804/966-9190 or visit www.vowra.org. ■

C A L E N D A R

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. 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

National Onsite Wastewater Recycling Association Installer Academy, Riviera Hotel, Las Vegas. 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. 13-15

Iowa Onsite Waste Water Association Conference, Polk County Convention Center, 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 Connie Stephens 336/416-6394 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://uwrl.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.

March 1-4

Ontario Onsite Wastewater Association Conference and Exhibition, Sheraton Conference Centre, Richmond Hill. Call Denis Orendt at 905/372-2722 or visit www.owwa.org.

March 8-10

Pennsylvania Association of Sewage Enforcement Officers Conference, Grantville. Call 717/761-8648 or visit www.pa-seo.org.

March 18-19

Tennessee Onsite Wastewater Association Continuing Education Workshop and Annual Meeting, UAW Union Hall, Spring Hill. E-mail Scott Fellwock at scott.fellwock@nashville.gov or visit <http://onsite.tennessee.edu/TOWA.htm>.

April 6-9

NOWRA Technical Exhibition and Conference, Midwest Airlines Convention Center, Milwaukee, Wis. Call 800/966-2942 or visit www.nowra.org.

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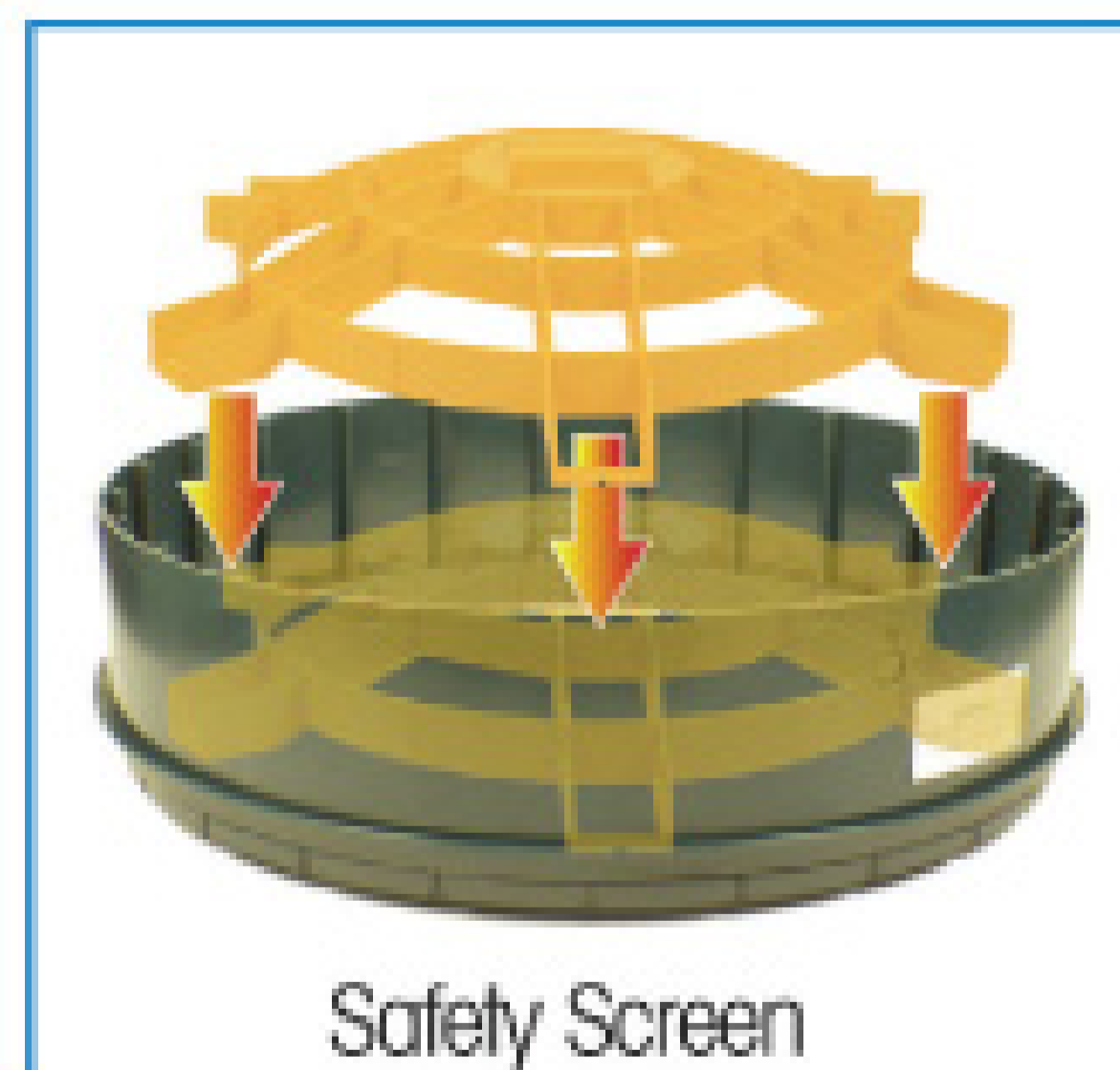
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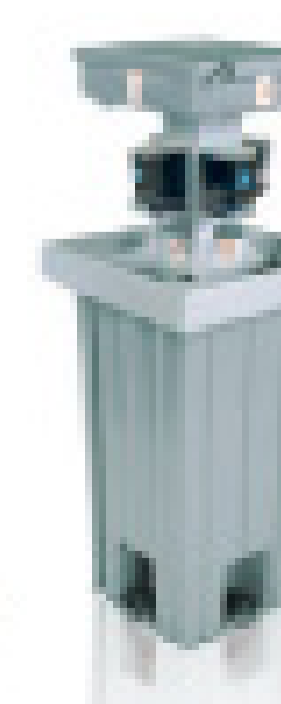
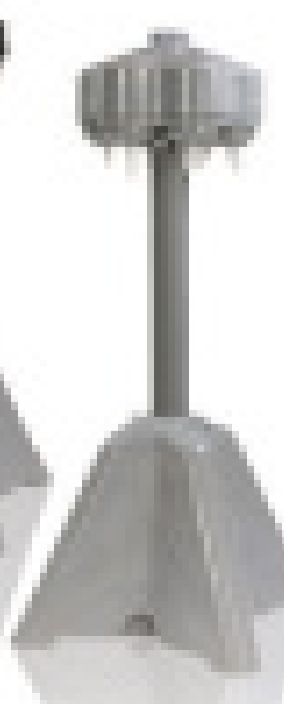
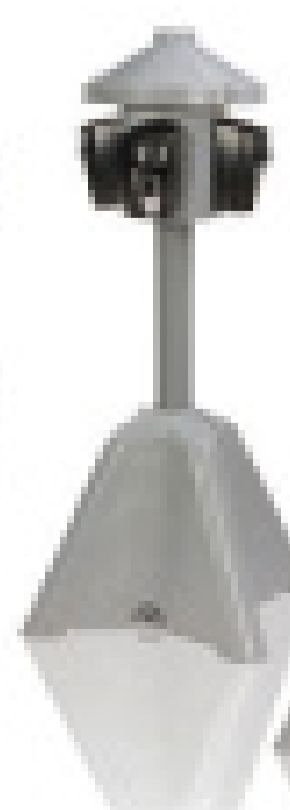


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