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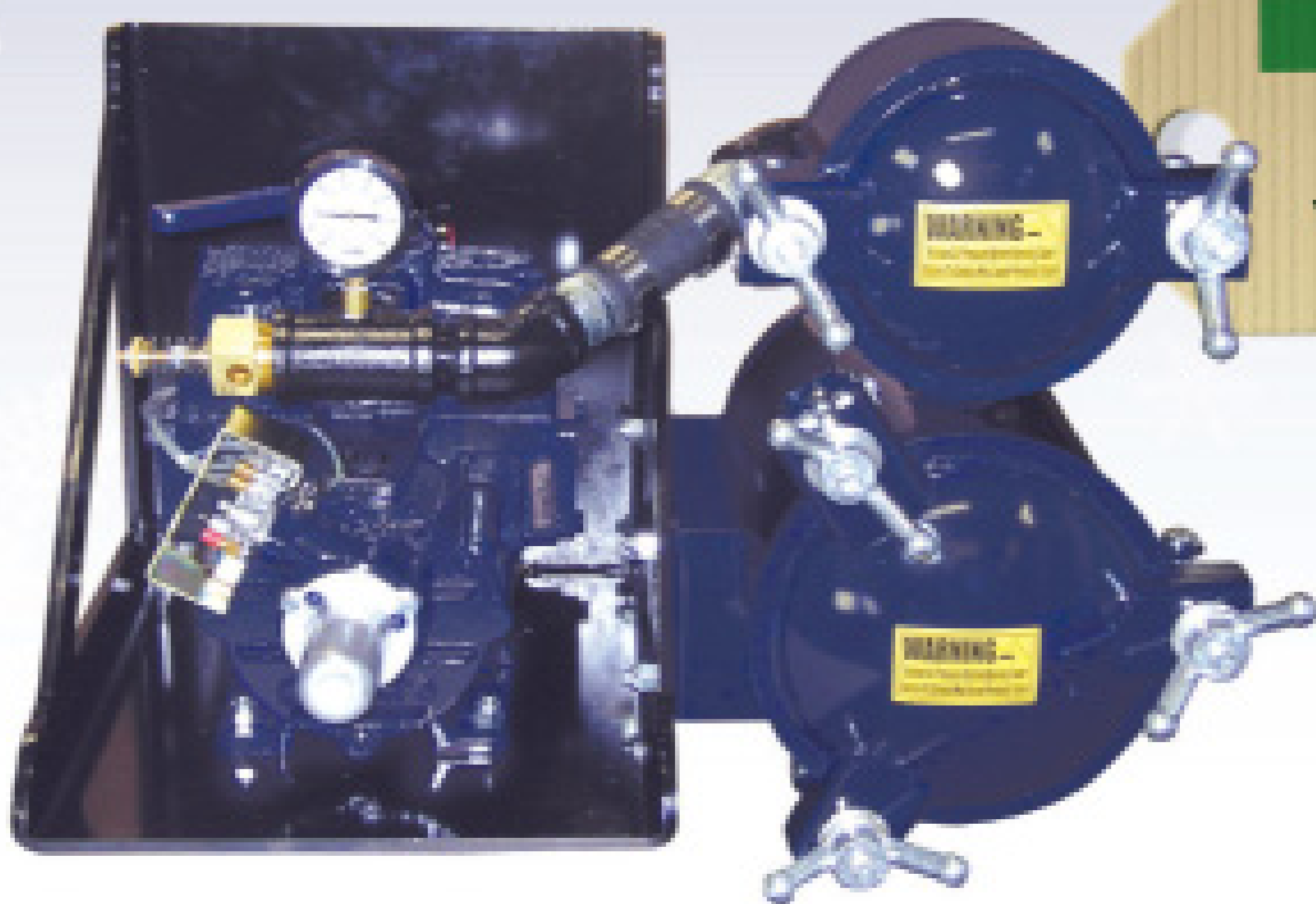
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Bringing Home the Bacon Grease



By Jim Kneiszel, Editor

This time every year, I enjoy reviewing the *Classy Truck* winners published in *Pumper* over the past 12 months. It's a pleasure to take another look at the service trucks that graced these pages and be reminded of the blood, sweat and tears that go into building each and every one.

I gather photos of the dozen vacuum tank carriers for our annual *Classy Truck of the Year* contest, which is promoted in these pages. I'm always struck at the attention to detail paid by the owners of these trucks. They create long spec sheets spelling out the features they want on the vehicles that help them earn a living. Some of the trucks are restored to past glory, while others are bought spanking new from a chassis dealer and built out by a tank maker.

These trucks are the most important and most costly tool of the pumping trade. And the owners exhibit a great deal of pride in their rigs. Whether it's through meticulous matching of the right pump to tank and right power-to-weight ratio, *Classy Truck* owners prove they're knowledgeable about the industry. By their choice of paint schemes, bold graphics and heavy use of chrome, they also show that appearance matters in this business.

And as I see from the entries that cross my desk, there's an intriguing personal story behind just about every *Classy Truck*. Sometimes the new rig is the culmination of a pumping career — the dream truck its owner has always wanted to build, but now has the means to follow through on.

Sometimes an owner dedicates a new truck to the father or grandfather who got him into the pumping game so many years ago. Sometimes a truck with all the bells and whistles is a statement about the optimism of a young business owner who's determined to succeed.

One unique story this year came from James Dillard of Dillard's Septic Service, Annapolis, Md. Dillard chose to rebuild his first-ever vacuum truck, a 20-year-old Chevy C70 from Lely Mfg., which had been destroyed in a rollover crash. (Included here is a "before" photo of Dillard's truck. Turn inside to our *Classy Truck of the Year* roundup to see what it looks like now).



I commend all of the pumpers who've sent in *Classy Truck* submissions over the past year. Their emphasis on professional appearance helps raise the reputation of the entire industry. If you know any of the pumpers on this year's contest list, give them a call and congratulate them for their efforts. And if you're planning to build a new truck this year, consider dropping me a line and sending a photo for consideration in 2009.

And don't forget to vote for your favorite *Classy Truck*. After you look over the entries, take a moment to go to www.pumper.com and cast your ballot. Just like the last two years, we'll drive the 2008 *Classy Truck of the Year* onto the cover of our February 2009 issue, to be distributed at the Pumper & Cleaner Environmental Expo International in Louisville. ■

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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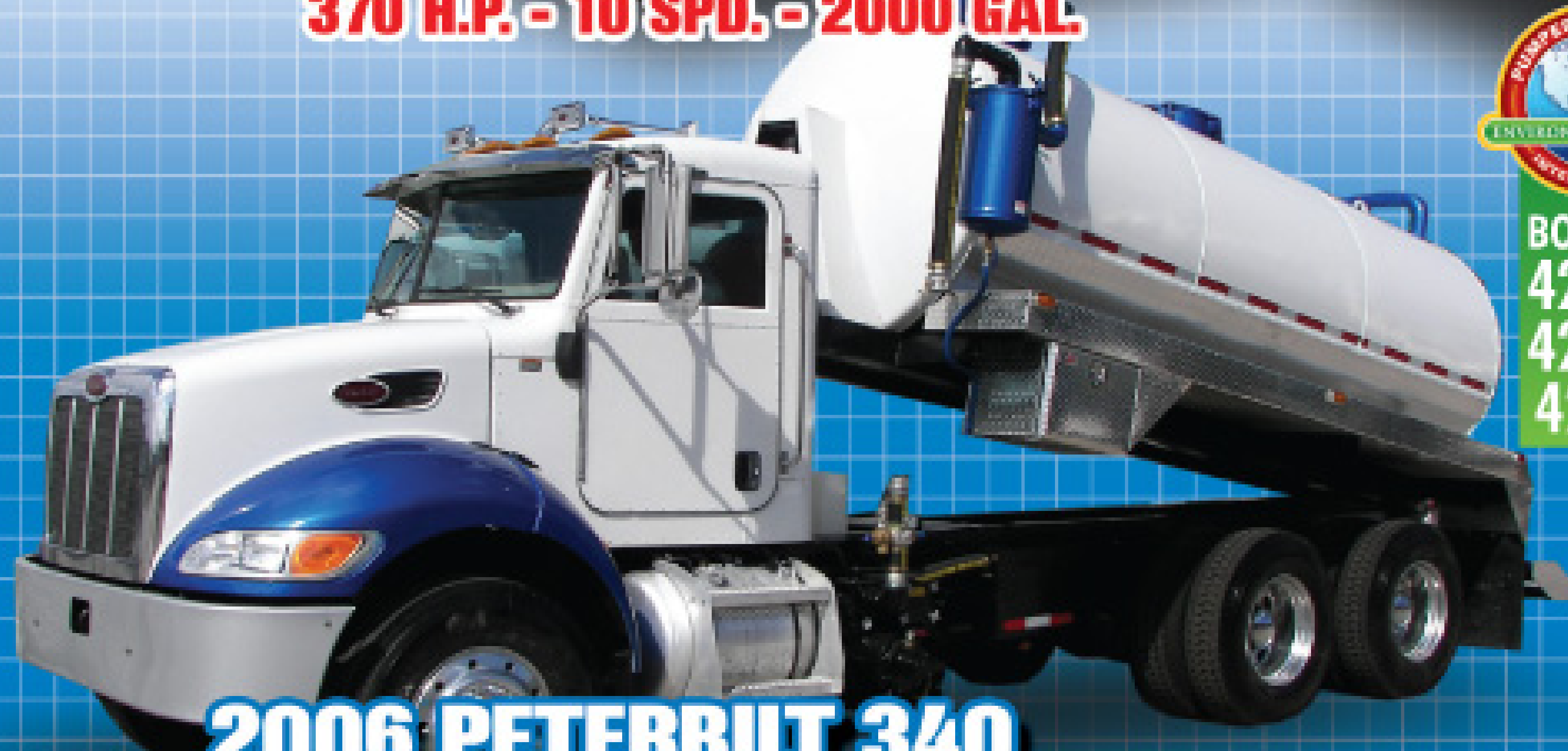


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- **Building the Business:** Four ideas to provide special customer service
- **Contractor Profile:** Pennsylvania company has helped customers since the 1930s

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Happy Holidays

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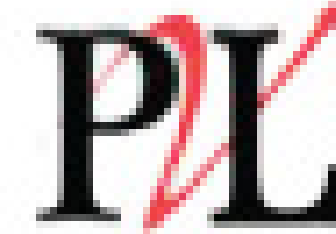
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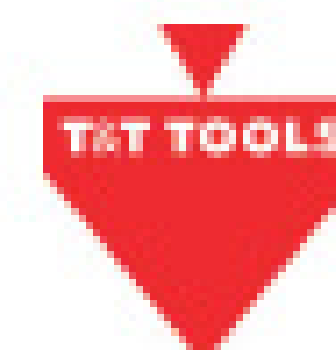
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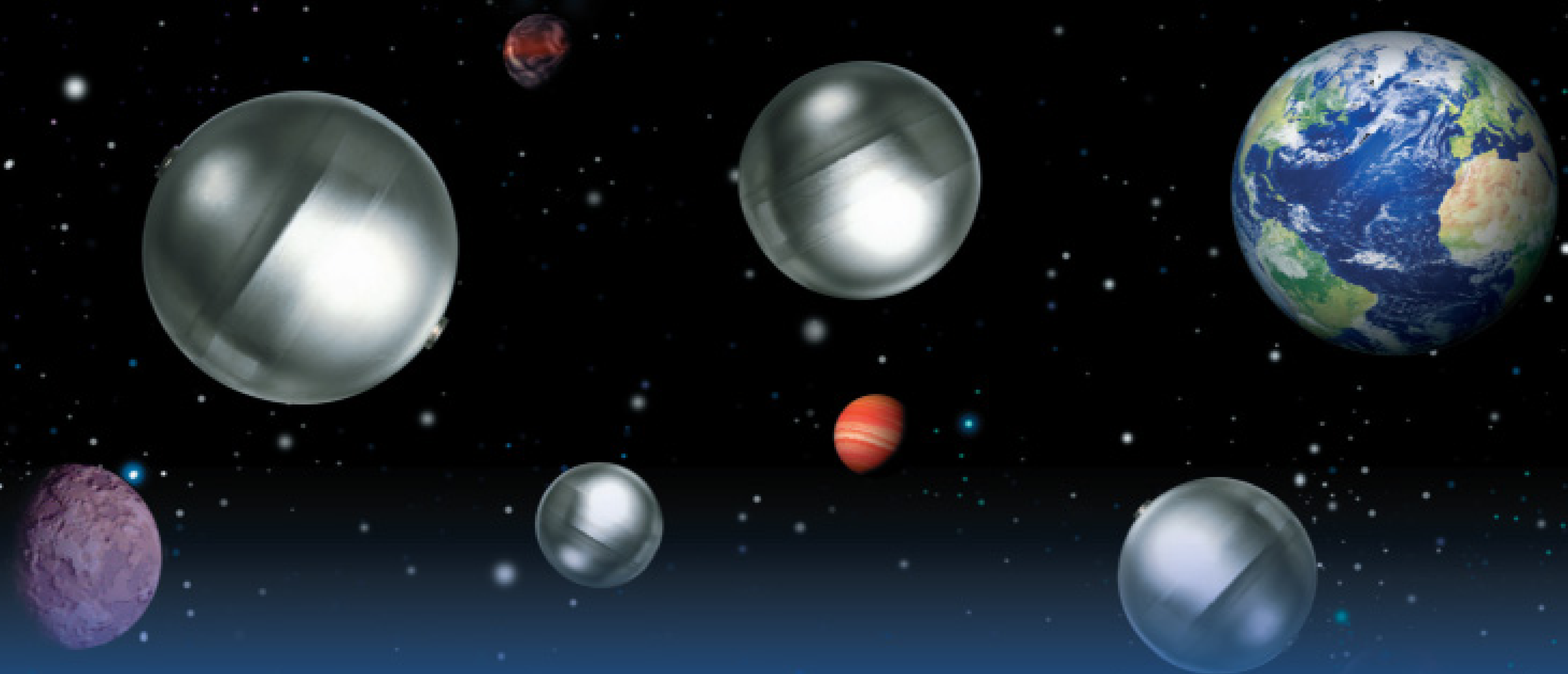
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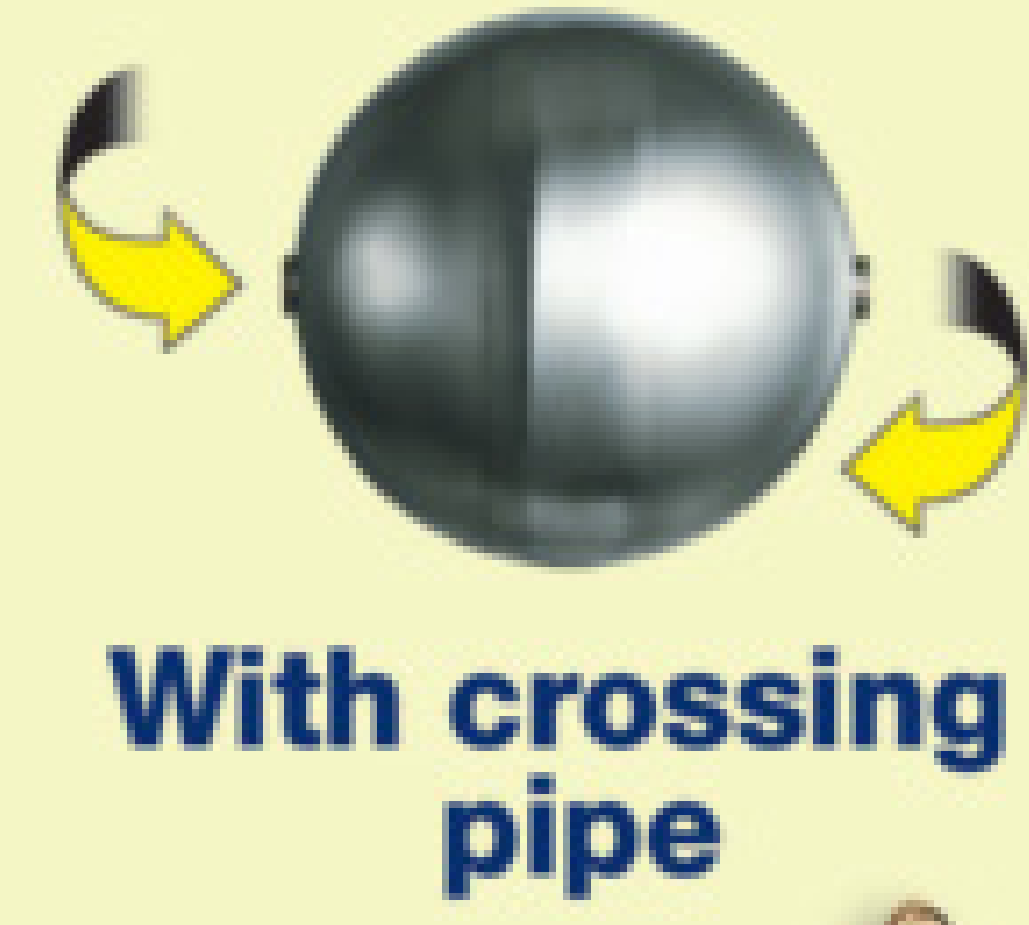


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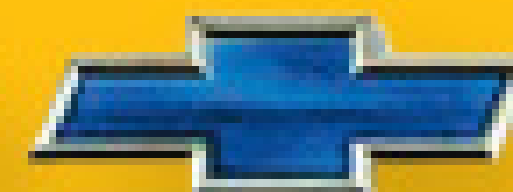
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Mike Cooper is a board member for PolyJohn Enterprises Corp. He can be reached by e-mail at mike.cooper@polyjohn.com.



Is it Time for a Board of Directors?

Your business may benefit from a committee of business experts paid to offer new and fresh perspectives

By Mike Cooper

A board of directors can help jumpstart a business that needs to become more competitive.

Owning your own business means being the master of your destiny. Many people get into the liquid waste hauling and portable sanitation industries for that reason alone. So if you like making your own decisions, why in the world would you consider hiring a board of directors? The main reason is that even though you make all the decisions, you don't always have all the answers.

There are many places to turn to when you need advice on tough business questions, including the Portable Sanitation Association International, the Small Business Association, your lawyer and/or your accountant. Sometimes the best perspective on your question will come from experienced local business people who you can hire and keep available on your board.

What's more, if you run a business with one or more partners or family members, a board can provide an impartial voice to help find consensus and resolution when not everyone agrees.

While it's estimated that less than 15 percent of family businesses use a board of directors, the trend appears to be growing because considerable benefits outweigh the costs of a board.

WHO NEEDS A BOARD?

A board of directors provides stability for any business undergoing significant change or mergers. It helps break deadlocks in companies that have internal competing interests, such as partners or family members who don't always see eye-to-eye, or competing business segments such as septic or portable restroom service. And a board can help jumpstart a business that needs to become more competitive.

Rapidly growing companies or those preparing for growth may also benefit from the wisdom and experience of a board of directors, since growth often brings growing pains that need to be addressed.

ORGANIZING A BOARD

The first step in organizing a board of directors is to decide what you expect the board to accomplish and how you think they should go about it. Start by developing a mission statement that gives you — the owner, your partners, key managers, and the board members a specific outline of roles, responsibilities and expectations. Here are some roles you might expect your board to serve:

- Meet quarterly and review operating issues.
- Provide independent advice to owners or managers with consultation available as issues arise.
- Bring specific knowledge and/or experience that the company may currently be lacking.
- Provide an independent point of view to help resolve disagreements among partners, family members or key management figures.

Avoid appointing your fishing buddies, close relatives or people who want to grow their own business through more business with your company, such as your lawyer, banker or accountant. A useful board will provide unbiased opinions, not a rubber stamp to your ideas.

- Suggest ideas to enhance operations, marketing, management style and growth strategies.
- Review critical financial data and record-keeping.

APPOINT THE BOARD

Generally, the best people to appoint to a board are those who have experience related to your business and opinions you would trust. It is also important to find people with varied backgrounds to bring their own perspectives to discussions.

Many times executives who have retired are looking for a place to make a continuing contribution to business, without making a huge commitment of time. Ideally, for a portable sanitation company, you would look for people who would have some insights from your customers' point of view. Look for former construction managers, builders, former local government officials or event planners. Also consider marketing executives or sales professionals who can provide insights into developing your market profile or selling to new customers. If you know anyone who formerly owned a portable sanitation business, they could be a great resource to tap.

Avoid appointing your fishing buddies, close relatives or people who want to grow their own business through more business with your company, such as your lawyer, banker or accountant. A useful board will provide unbiased opinions, not a rubber stamp to your ideas.

If you don't know anyone who fits your criteria, try asking at the local Chamber of Commerce or SBA office if they know anyone who might be interested in assuming a position on your board. One very resourceful group is SCORE, formerly the Service Corps of Retired Executives, which is made up of active business managers and retired executives who consult as volunteers.

Interview appointees thoroughly. Find out about their work background. Ask them challenging questions to see how they respond. If candidates impress you with their thoughtfulness, they're probably a good choice.

Here are some other attributes to look for:

- Wisdom and intelligence.
- A well-respected reputation in the business community.
- Experience in one or more areas of value to your company.
- Compatibility with other board members and company leaders.

- Proven ability to lead and generate new ideas.
- Enthusiasm and sincerity.

PUT IT IN WRITING

Once you have found suitable board members, it is time to structure an agreement with them. The matter of payment can be negotiated on an individual basis. You might decide on an hourly rate, a monthly retainer that pays a fixed amount each month, or a combination of the two.

Be sure to have your lawyer draw up a contract that includes a confidentiality agreement with a non-compete clause. Your board members will necessarily learn a lot about how you run your business, so you wouldn't want them talking to your competition or starting their own sanitation business across town.

YOUR FIRST MEETING

Once you bring your board together for the first meeting, you'll want to have a firm agenda of topics in place. You'll find as you begin to work through issues facing your company, the fresh thinking of your board will be invaluable. You'll see why most large corporations rely heavily on their boards. And you'll wonder how you ever managed your business without one. ■

What's Your Opinion?

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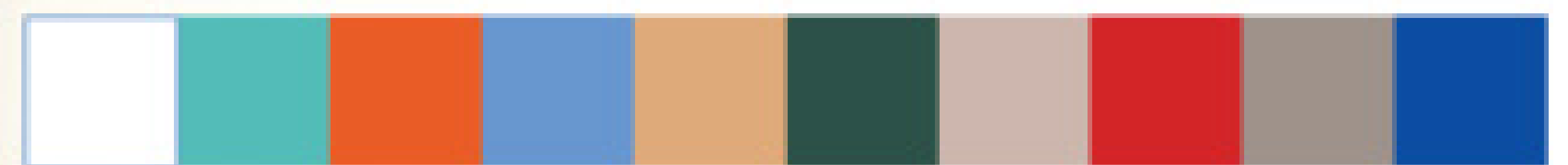
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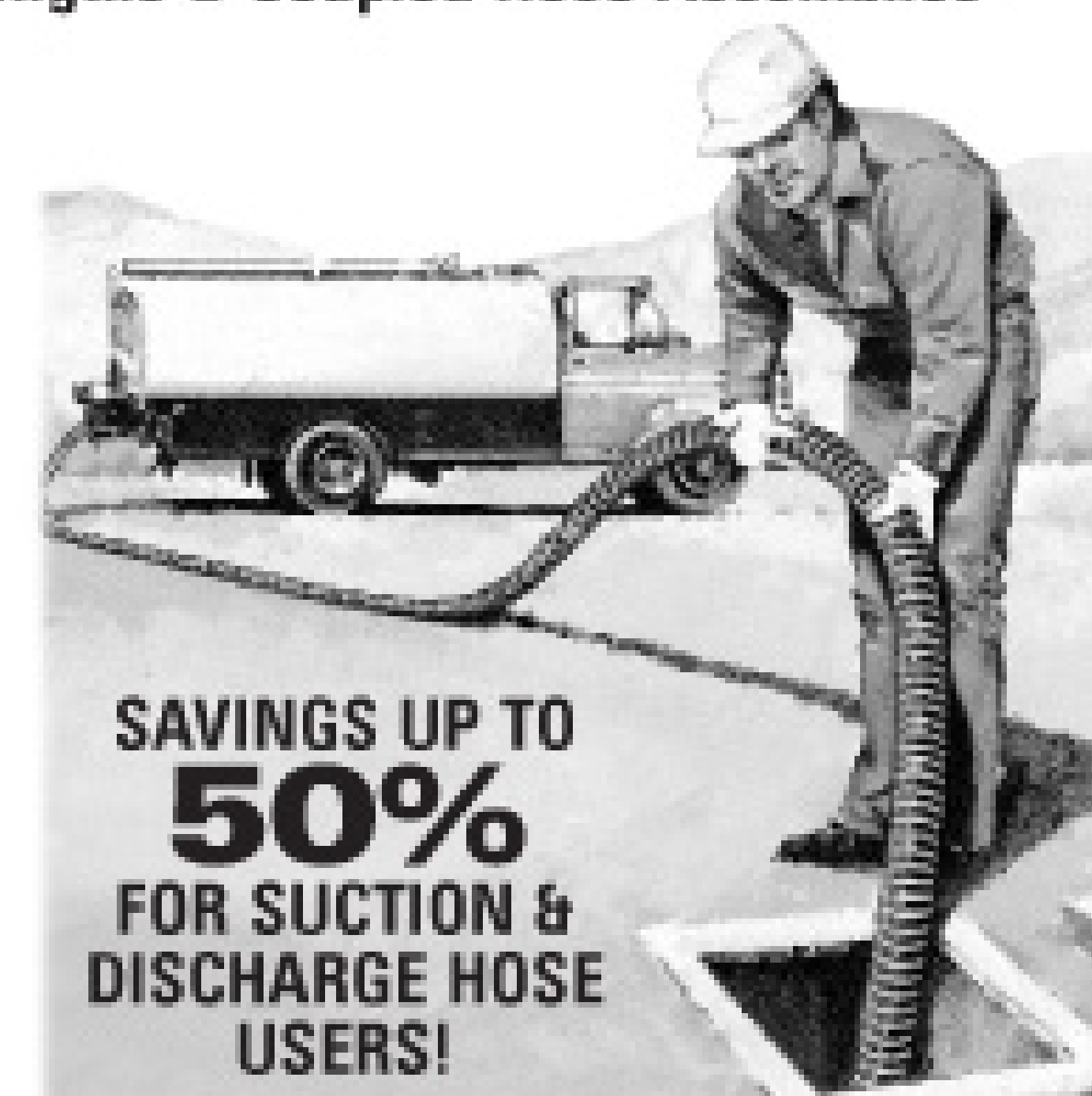
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Idaho Raises Minimum Size for Septic Systems

By **Scottie Dayton**

The Panhandle District Board of Health approved stricter onsite rules for northern Idaho. The code currently requires systems to handle 150 gpd for one-bedroom homes and 50 gallons for each additional bedroom. Under the proposal, drainfields must handle 400 gpd for three-bedroom homes.

A study by district staff of 7,000 homes found that half had undersized onsite systems. Public health experts state that Idaho's septic codes are among the weakest in the nation and must be revised because developers are turning their attention to steep slopes and places where thin soils are unable to handle wastewater. After a public hearing, the health board must decide

whether to submit the changes for legislative approval or wait another year in hopes of reaching additional consensus.

WASHINGTON

Effective Jan. 1, state rules require septic tank and gravity drainfield systems to be inspected every three years, and all other onsite systems every year. Homeowners with gravity-flow or pressurized systems may conduct their own inspections when certified through the free Homeowner Septic Training program. Alternative treatment systems must be inspected by a licensed maintenance service provider. The regulations, phased in over 18 months, also include filing homeowner inspections with the County Public Health

Department and a licensed inspection when properties are sold.

In another matter, Cowlitz County citizens objected to paying fees that would be imposed under a new septic system ordinance. The law would require onsite owners to have private contractors inspect their systems every three years, and in some cases annually. About 40 percent of the residents own onsite systems, some 10,000 septic tanks. Inspections would cost about \$125. Compliance would be voluntary.

PENNSYLVANIA

An article in the Sept. 2008 PA *Township News* reports that the state Department of Environmental Protection decided not to release simultaneously a comprehensive package of six documents that will update onsite regulations. Such an action was impossible due to DEP staff and budget limitations, and the shortage of pump-out operators and disposal facilities. The agency likely will focus on one draft document addressing site suitability and alternative analysis for new onsite systems. It includes a phased-in requirement for implementing sewage management programs based on housing density, and would allow

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 study by district staff of 7,000 homes found that half had undersized onsite systems. Public health experts state that Idaho's septic codes are among the weakest in the nation and must be revised.

townships to contract out their sewage management programs.

VIRGINIA

The Loudoun County Board of Supervisors voted for a five-year ban on alternative onsite systems and to impose mandatory maintenance and inspection of existing systems. The action resulted when cities said that the technologies are prone to failure, especially if owners are unaware of their operational limitations and maintenance needs. Of the 14,000 onsite systems in the county, approximately 1,200 have advanced treatment technologies. Eighteen failed shortly after installation. Fauquier County, however, is allowing alternative systems in environmentally sensitive areas. ■



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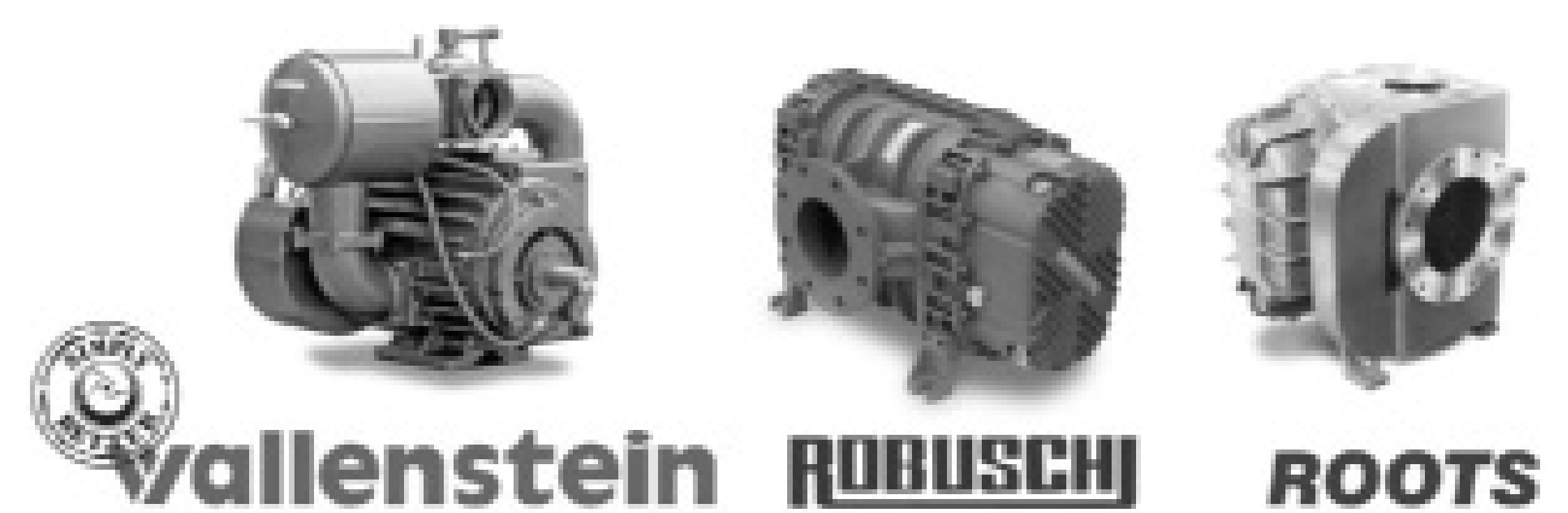
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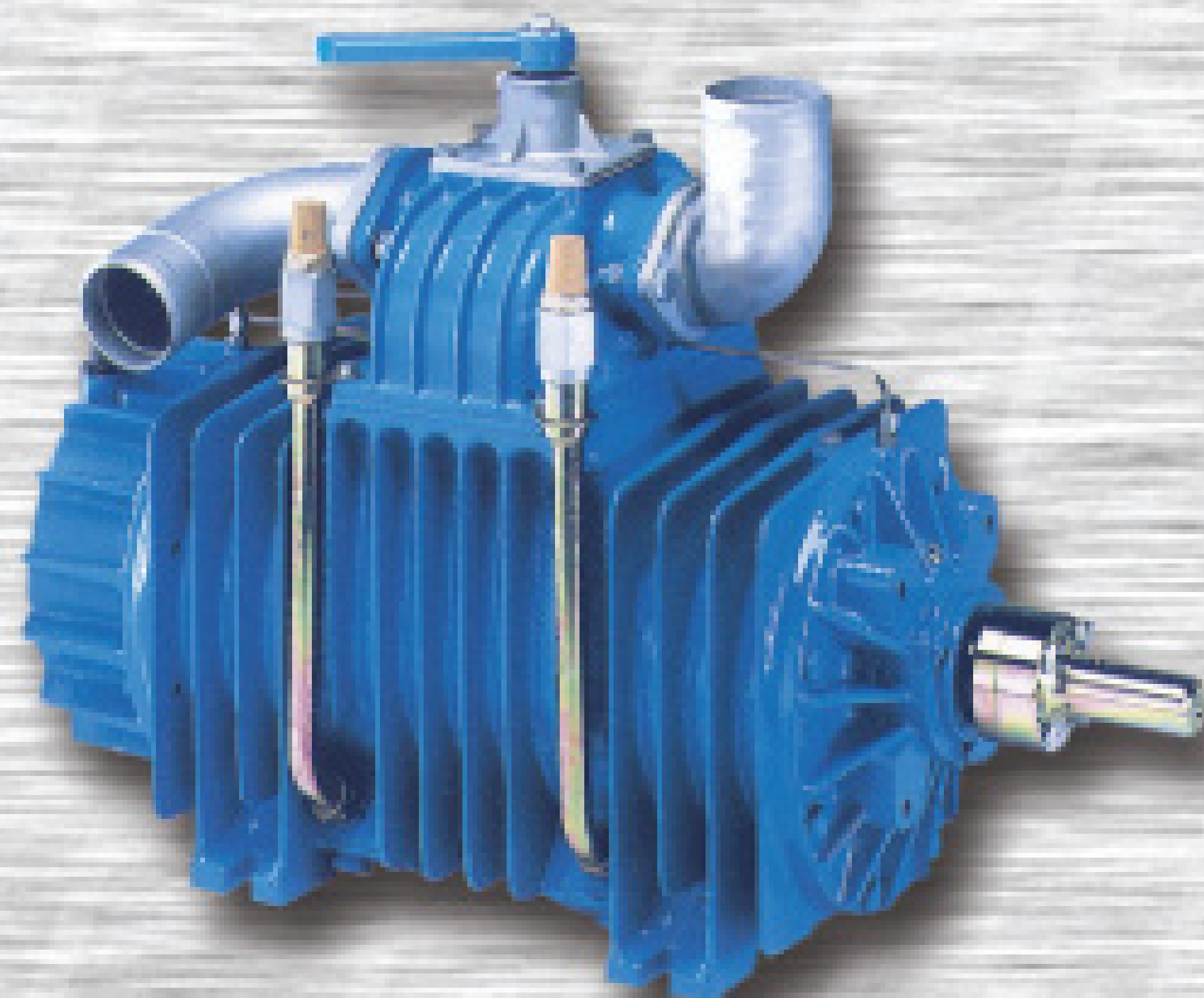
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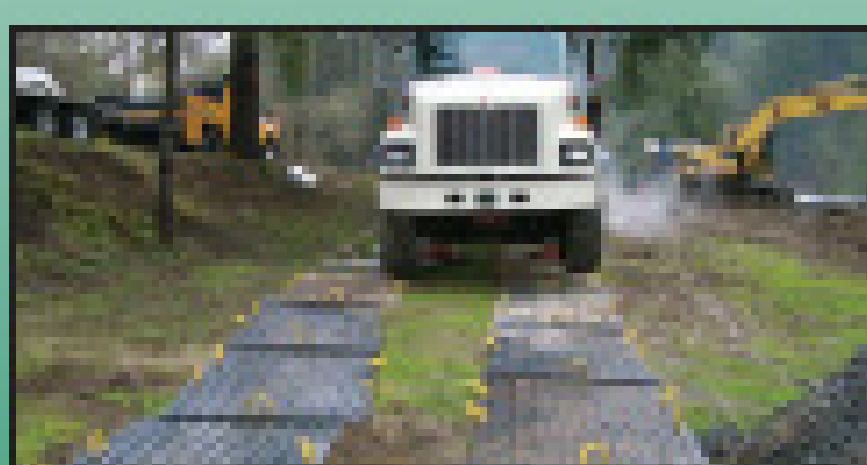
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TEAM BUNDY

Family, close friends work together to achieve customer service goals and build on the success of an old-line Vermont business

By Scottie Dayton



Mike Neill (left), Brad Fischer (center) and Shawn Roberts of Bundy's Sewer & Drain Service, Jericho, Vt., auger a line at a local restaurant. (Photos by Andy Duback)

When Leon Bundy founded Bundy's Sewer and Drain in Jericho, Vt., 53 years ago, a strong back and solid work ethic were the main ingredients that built a small family business.

Today, with the help of Bundy's granddaughter, Deanna, computer technology and more efficient business systems help overcome challenges including getting the most out of a small staff and coping with rising fuel costs.

But there's one constant that the founding Bundy and current company leaders would tell you is key to their longevity in an uncer-

tain business climate: personal service provided by a close-knit team.

Maintaining a reputation for superior service, continued by Leon's son, Warren, and carried forward by daughter Deanna and her husband, Brad Fischer, has always been the goal.

When they purchased the business in 2001, Deanna and Brad Fischer faced the challenges of upgrading the office and expanding services without hiring more employees. They believe staying small enables them to keep the personal touch in service, while monitoring its quality.

"Our employees are either family or best friends, and everyone is dedicated to our customers," says Deanna Fischer.

The success of their business strategy is often confirmed by comments. Recently, a new commercial customer said that whoever he called for references, he always heard the

same response: "Bundy's, Bundy's, Bundy's." That was perfectly OK with the folks at Bundy's.

PAPER TRAIL

Deanna Fischer was a nurse's aide before working in a real estate office to gain experience. When she assumed the clerical business duties at Bundy's in 2005, everything was on index cards in a well-organized filing system. "This is the way the business ran for 26 years," says Fischer. "They never used the computers, preferring to keep the books in old-fashioned ledgers."

Profile

Bundy's Sewer & Drain Service Inc. Jericho, Vt.

Owners: Brad and Deanna Fischer

Founded: 1955

Employees: 6

Services: Commercial, residential, and industrial pumping, onsite installations, inspections and maintenance, jetting and vacuum cleaning

Service area: 50-square-mile radius covering northern Vermont

Web site: www.bundyssewer.com



VERMONT



Deanna and Brad Fischer, third-generation owners of Bundy's Sewer & Drain Service.

“WHEN THE COST OF FUEL FIRST WENT UP, THE PRICES OF OUR COMPETITORS SHOT THROUGH THE ROOF. WE RAISED OUR PUMP-OUTS \$5. THIS YEAR, WE INCREASED THE PRICE ANOTHER \$5 BECAUSE EVEN WITH GROUPING, WE WERE LOSING MONEY. WE DON’T BELIEVE IN GOUGING, BUT WE DO BELIEVE IN MAKING AN HONEST PROFIT.”

Deanna Fischer

Working with an IT specialist, Tony Fletcher, Fischer converted 1,800 active accounts to a Microsoft Access database. By the close of 2005, the database was operational. “We don’t enter a name until a customer calls, and there are thousands of index cards on file yet,” says Fischer. “Repeat business drives our company.”

The database also allowed Fischer to produce professional-looking invoices and efficiently mail cards reminding homeowners that it was time to have their septic tanks pumped. The latter, a new approach, was chosen because the company believed calling customers was equivalent to telemarketing. Waiting for people to call them worked because Vermont has an aggressive onsite maintenance public outreach program. Some towns even send letters reminding homeowners to pump their tanks or lift stations every three to four years.

About 18 months ago, the company upgraded its computers, allowing Fischer to

The Bundy’s team, on a commercial job location, includes (from left) service technicians Shawn Roberts and Mike Neill, Dianna and Brad Fischer and supervisor Todd Fischer.



change how the company advertises. Previously, they relied primarily on word-of-mouth recommendations from customers. This year, Fischer designed post cards that Idearc Media will mass mail quarterly to different areas of Vermont. The cards introduce people to the Cromaglass sequencing batch reactor that Bundy’s distributes, installs, and maintains.

Other company firsts were launching a Web site in 2006, and putting company logos on Bundy’s three Chevrolet 3/4-ton service vans. Before that, only the 1994 International with 2,000 gallon steel tank and 190-cfm Masport pump had a logo. “We also supplied the crews with company clothes,” says Fischer. The only print advertising she does is in two phone books.

Bundy’s always had 24-hour emergency service, but the calls came to Warren Bundy’s home phone, which curtailed any off-premise activities. The couple ended that situation with a 24-hour emergency paging system and cell phones. They also moved the office to their home in Jericho, and built a three-bay service garage for the vehicles.

UPDATED EQUIPMENT

In 2006, the couple bought their second pump truck, a 1997 International with 2,800-gallon steel tank and 200-gallon freshwater tank with hot water jetter. The jetter enabled the company to increase its efficiency, as frozen lines are a big issue in the northern climate. Another jetter arrived soon after for the first truck, and both have been busy ever since.

Also in 2006, the couple purchased a Tru-View camera and Tru-Tracer pipe locating system from Triple R Specialty in Jacksonville, Fla. “Three or four commercial clients asked if we did camera locating, and the price of those jobs paid for the equipment,” says Brad Fischer. “Adding jettors and camera locating have increased our commercial accounts.”

Buying the camera system was flying in the face of tradition. Warren Bundy believed experienced operators using the two, K-1500 rodder machines from RIDGID could tell if the line had a sag or a break and where it was. “He was correct,” says Brad Fischer. “The sensitivity in the cable enables my guys to locate the problem within two to three feet of its actual position.”

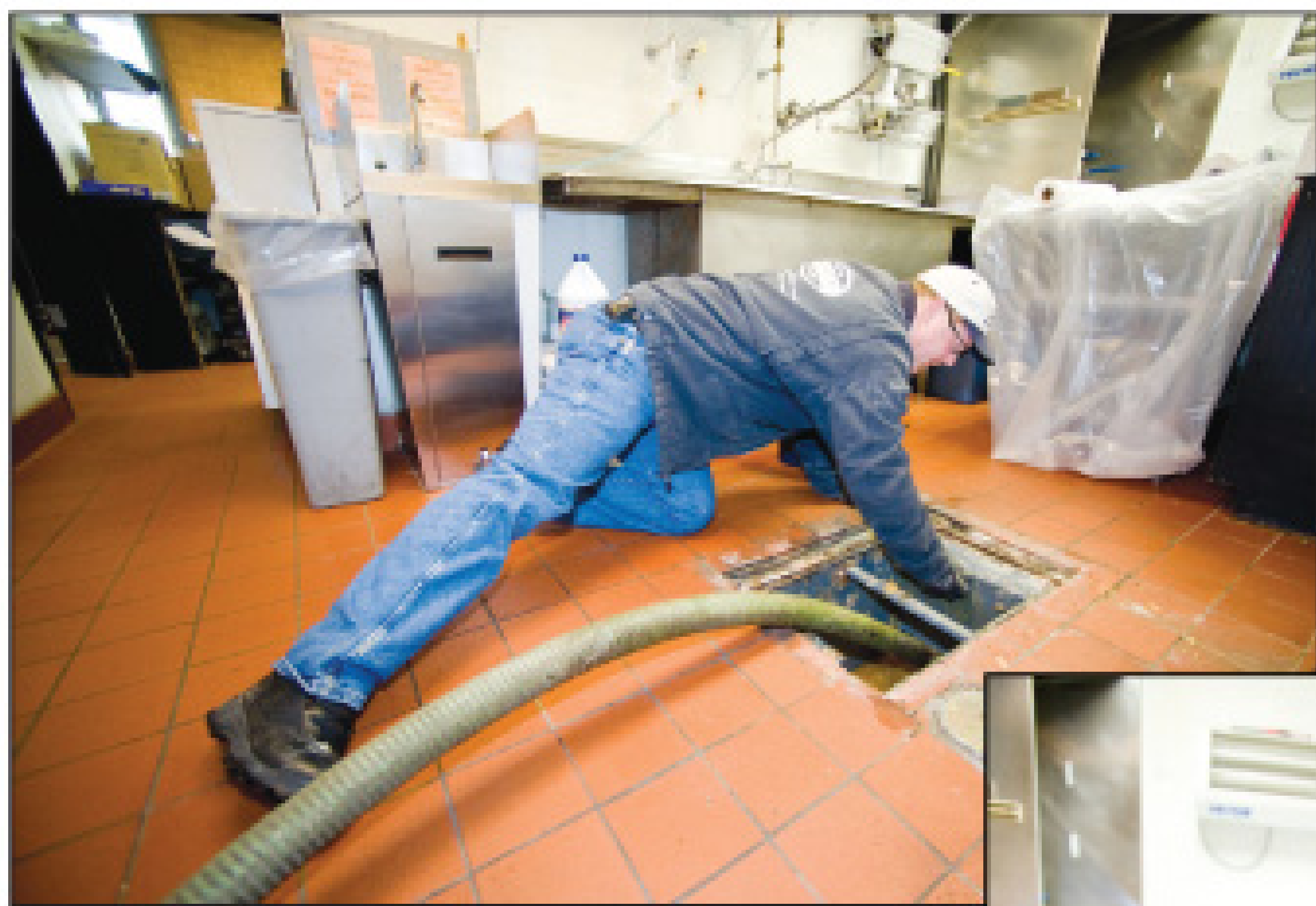
Within the last two years, many potential commercial and industrial customers have asked if Bundy’s was a turnkey service.

“They prefer having one company handle everything,” says Brad Fischer. “We don’t subcontract work, and that saves customers a lot of money.” Bundy’s services restaurant grease traps, schools, businesses, malls, shopping centers, developments, and condominium associations in a 50-square-mile radius covering northern Vermont. Commercial maintenance contracts account for 30



Brad Fischer (above) runs a pump hose at a commercial account location. At right, a Bundy’s vacuum truck heads to another appointment.





Brad Fischer (left) cleans a grease trap. Below, Mike Neill jets a line at a restaurant. Bundy's prides itself at being a one-stop shop for commercial and residential wastewater services.



"I LEARNED LONG AGO THAT A THANK YOU, OR A NOTE ON THEIR CHECKS SAYING THEY DID A GREAT JOB, OR A GIFT CERTIFICATE TO A FAVORITE RESTAURANT GOES A LONG WAY IN EXPRESSING HOW MUCH WE VALUE THEM. FAMILY MUST BE NUMBER ONE TO KEEP QUALITY EMPLOYEES."

Deanna Fischer

monthly service calls. Residential and commercial accounts are split 50/50.

Bundy's has no problem disposing of septage, but grease is another matter. Most municipal plants prefer 500 gallons of grease to be diluted with 1,500 gallons of septage. Consequently, jobs are lined up so grease tanks are pumped first, followed by one or two septic tanks or lift stations. The materials then mix on the way to the treatment plant. Vermont does not allow land application of septage.

RISING COSTS

Unless there is an emergency, Deanna Fischer groups service calls by towns or around wastewater treatment plants to compensate for the price of fuel. "When the cost of fuel first went up, the prices of our competitors shot through the roof," says Fischer. "We raised our pump-outs \$5. This year, we increased the price another \$5 because even with grouping, we were losing money. We don't believe in gouging, but we do believe in making an honest profit." For example, when pumping out neighborhoods or home associations with 10 or more tanks, Bundy's gives discounts. If customers call and a technician can't arrive until after 5 p.m., they are not charged overtime.

The couple believes that the business grew from the beginning because every customer was valued. "Customers tell us that we are

their friends, and we feel the same about them," says Brad Fischer. "For example, we had five calls this morning and the four of us knew where everyone lived. We didn't have to look up the addresses."

The four employees include Fischer, his best friend from high school, licensed journeyman electrician Mike Neil, and Shawn Roberts, who started in 1993 and has become part of the family. Todd Fischer, an identical twin brother who joined Bundy's in 2001, is responsible for onsite installations. Last year, Deanna Fischer's best high school friend, Bobbie Agan, arrived to handle scheduling, answer phones, proofread, and eventually take over many of Fischer's duties, enabling her to focus on marketing.

To show appreciation for the staff's efforts, Deanna Fischer brings pizza and soda to the men working late, and lunch if they're on a critical job.

"I learned long ago that a thank you, or a note on their checks saying they did a great job, or a gift certificate to a favorite restaurant goes a long way in expressing how much we value them," she says. "Family must be number one to keep quality employees."

Bundy's diversifies by offering sequencing batch reactors

Warren Bundy, son of the founder of Bundy's Sewer and Drain in Jericho, Vt., saw providing sequencing batch reactors as a way to expand his septic service company. In the 1960s, he became a distributor and installer for the Cromaglass system, an all-in-one system that replaces the septic and treatment tanks and produces effluent suitable for irrigation.

Daughter Deanna and her husband, Brad Fischer, who took over the business in 2001, designed seminars to inform people about the reactor. The first two-hour seminar in 2007 drew 40 installers, engineers and homebuilders.

"Attracting that many people during their busy season told us that we had a successful idea," says Deanna Fischer. "Our second seminar was in May and attracted an even higher number of participants."

Marketing plans for 2009 include participating in home shows and county fairs throughout the state. "I'm concentrating on designing brochures, doing more seminars, posting additional information about the reactor on our Web site, and renting booth space," she says.

In March, Bundy's received the Cromaglass distributorship for New Hampshire and part of New York.

Besides sick time, vacation, and health insurance benefits, the couple is looking into offering a retirement plan in 2009.

One business objective is to grow the company slowly so employees remain happy in their work. "It's knowing what we can handle and not putting ourselves in a bind," says Brad Fischer. "We want to maintain our flexible schedule, because that enables family to always come first."

The second business objective is enabling the men to retire. "My dad created an awesome reputation for the Bundy name, but he worked here until the day he died," says Deanna Fischer. "Brad and I want to see us and the other couples spend those retirement years together. Future business decisions will be made based on that goal." ■

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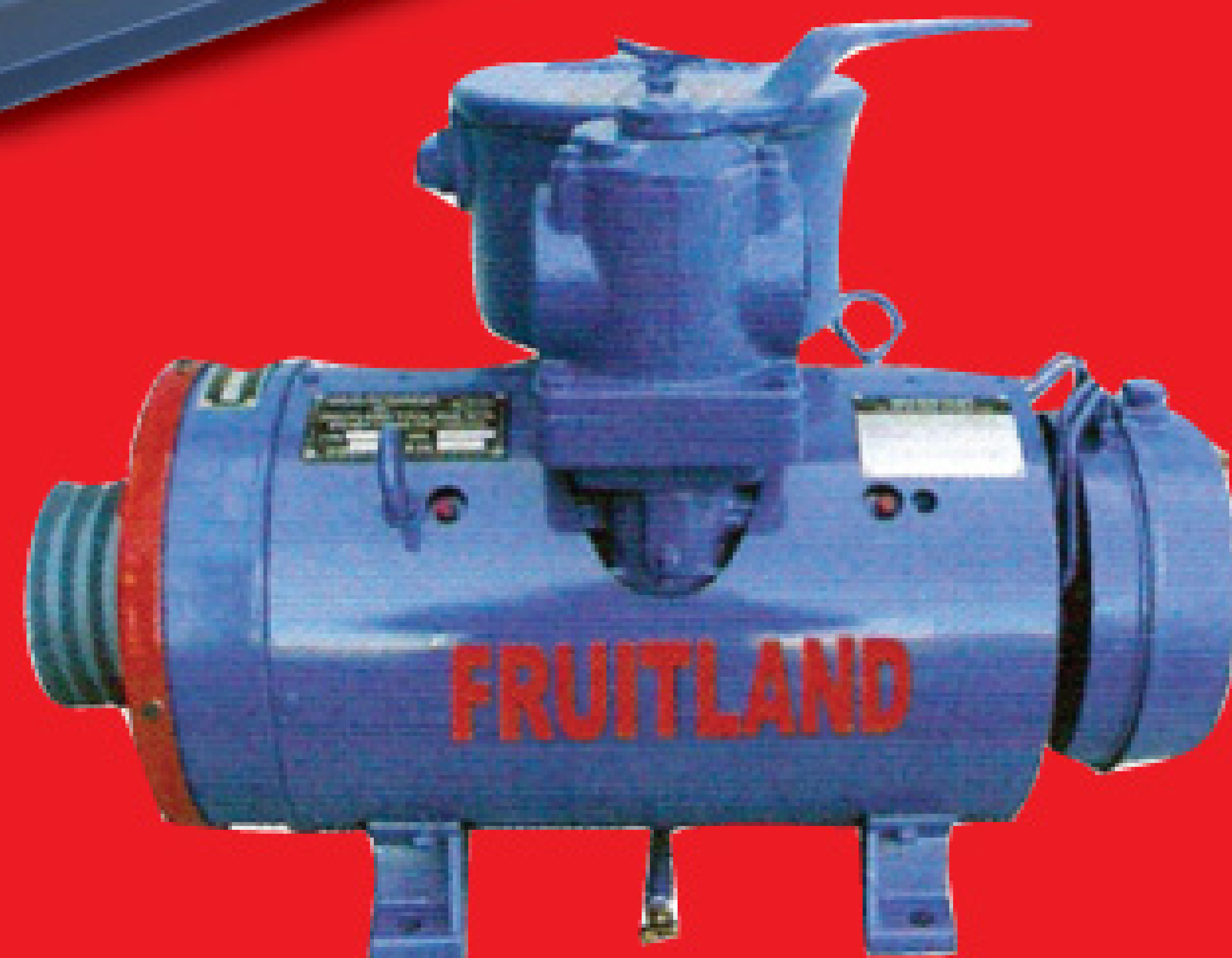


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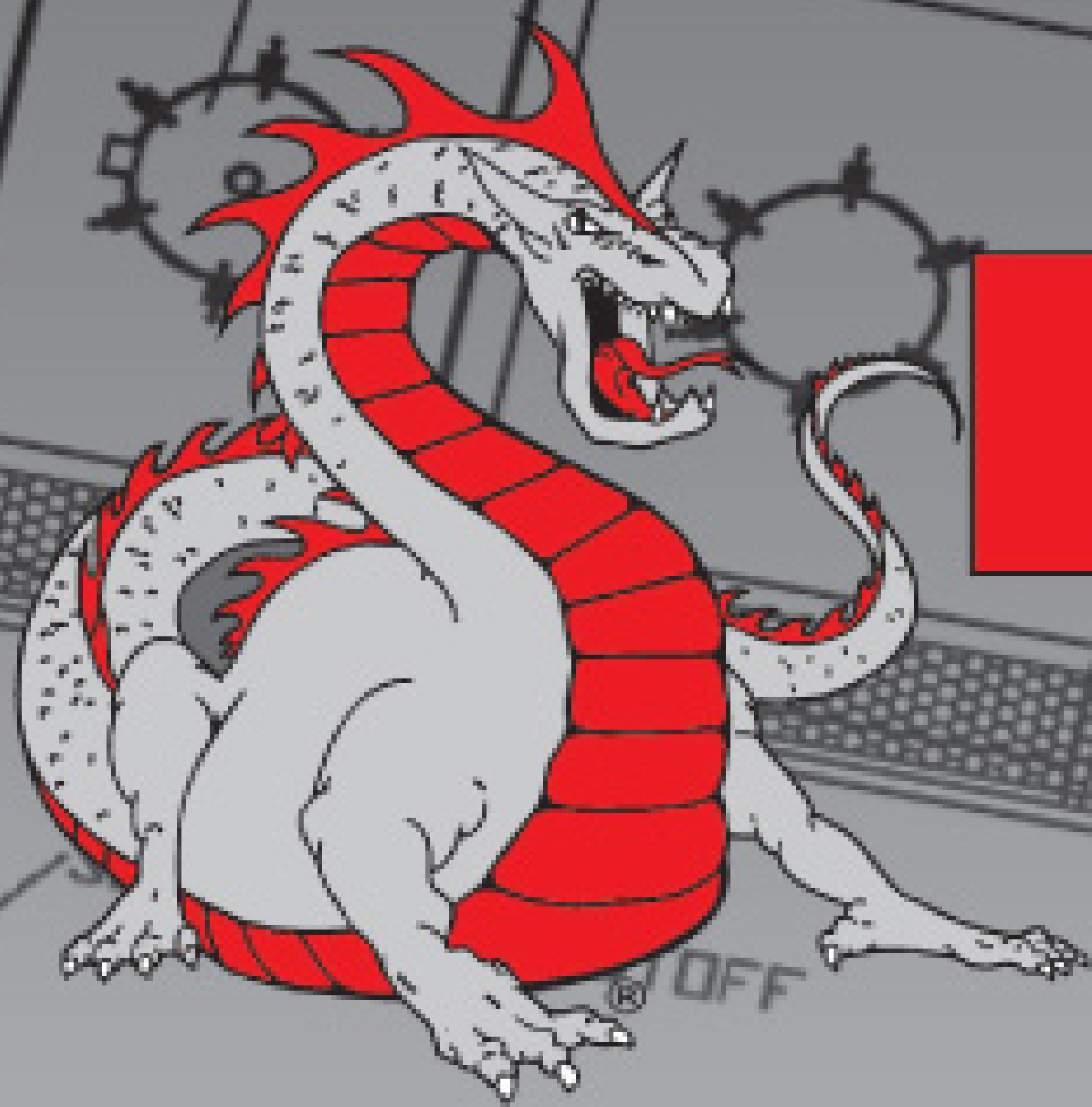
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THE EDUCATION EDGE

Seminars during the 2009 Pumper & Cleaner Expo focus on septage disposal, private treatment plant business plans and other topics of interest for liquid waste professionals

By Jim Kneiszel



2009 EXPO

Pumping professionals interested in exploring waste disposal options will want to plan to be on hand for a seminar track presented by the National Association of Wastewater Transporters Inc. at the 2009 Pumper & Cleaner Environmental Expo International, Feb. 25-28, in Louisville, Ky.

The NAWT program — which will navigate liquid waste haulers through many treatment and disposal choices — is part of Education Day on Wednesday, Feb. 25.

Education Day includes 46 seminars presented by industry experts across the full range of environmental service industries. Seminars also are offered Thursday and Friday mornings.

A summary of the NAWT program follows. For a complete seminar schedule, see the Expo pages in this issue of *Pumper*.

What Are My Disposal Resources and How Do They Fit?

Tom Frank, general manager for Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio

Tom Frank and his father, Tim, built a waste treatment facility from the ground up, developing an expertise with dewatering sludge and land application of septage along the way. Then the family's facility burned to the ground late in 2007 and they had to rebuild the facility. "Not only did they do it once, but they did it twice," says Tom Ferrero, executive director of NAWT. "Tom is a resourceful fellow who will give great insight into thinking outside the box" in planning a

treatment system, Ferrero says. Frank will walk attendees through the process of reviewing their current disposal options and how a pretreatment system might fit into their future plans.

Treatment Processes: What is Out There?

Therese Wheaton, owner of Crystal Environmental Springboro, Pa.

Wheaton has been a manufacturer's rep for treatment systems and is a consultant for pumpers exploring disposal options for their own businesses. While Ferrero says the Expo is a great place to see a variety of dewatering equipment, Wheaton's specialty is explaining how many components work to separate the waste stream into water that may be released to a municipal sewer system and solids that can be disposed. "She can put the big picture together and knows it as well as anyone," Ferrero says of Wheaton, who presented a private treatment plant case history at NAWT's Waste Treatment Symposium in September.

Evaluating Costs as Part of the Decision-Making Process

Tom Ferrero, executive director of NAWT

Ferrero will give advice pumpers can use to determine which method of disposal will work best in their specific situation. Choosing the best option is a first big step in business planning for the expense of a treatment system, Ferrero says. "If you can land-apply your material, there's no sense in buy-

ing a \$200,000 (dewatering) press," he notes. "If you do a business plan, it becomes very clear if one option is better than another, or it becomes clear that it doesn't matter what kind of system you go with." Taking the factors of each specific business into account, you can then choose a treatment system type and get a good idea on the costs of controlling your own disposal destiny, he says.

Meeting Part 503 Requirements

Dave Gustafson, trainer for the Onsite Sewage Treatment Program of the University of Minnesota Water Resource Center

Gustafson will explain how commingled wastes processed privately are handled under Part 503 regulations. When pumpers process septage and grease trap waste, the mix is no longer considered septage, but sewage sludge, Ferrero says. Gustafson will explain how the wastes can be dewatered and disposed of in a program he presented at the NAWT Waste Treatment Symposium. While the mixed wastes may face increased regulation, good disposal options remain, according to Ferrero.

Turn Grease Trap Waste Into Gold

Claude Convisser, president of Plant Oil Powered Diesel Fuel System Inc., Albuquerque, N.M., and Greg Jarvies, owner of American Waste Removal in Albuquerque, N.M.

Convisser and Jarvies met at the Pumper & Cleaner Expo in 2008 and forged a partner-

ship where Jarvies pumps grease traps and provides raw materials to Convisser, who skims off the oil and makes biodiesel fuel. Ferrero says it's a great arrangement to process fuel used in trucks and reduce grease disposal costs. "A couple of years ago, we said this was a neat technology, and when diesel hits \$5 a gallon, it will be valuable," he says. "We're getting closer than we think, especially when diesel got up to \$5 a gallon last summer." The New Mexico partners will explain how contractors can set up their own biodiesel operations.

Developing a Business Plan

Ron Mueller, business planning consultant for the Small Business Development Center of St. Charles County, Mo.

Mueller's specialty is explaining how small business owners can create a professional and polished business plan, which is a critical document when it comes time to seek business bank financing for a project like a treatment plant. He will help pumpers take the industry-specific technical information and insert it into a business plan that will make loan officers sit up and take notice. This program is a refined presentation of the business planning session Mueller gave at the NAWT Waste Treatment Symposium.

Liquid Waste Haulers Will Find These Additional Sessions Valuable:

Wednesday, Feb. 25 (Education Day)

- **Overview and Industry Trends: Wastewater Chemistry and Biology** – Ted Loudon, private consultant and past president of the National Onsite Wastewater Recycling Association; Mark Hooks, regional regulatory consultant, Infiltrator Systems Inc.
- **Soil and Site Evaluation Overview** – Ted Loudon and Mark Hooks.
- **Septic Tanks: Function, Inspection, Installation, and Troubleshooting** – Ted Loudon and Mark Hooks.
- **Operation and Maintenance of Systems** – Ted Loudon and Mark Hooks.
- **OSHA Regulations Need Understanding** – Kathy Romans, national sales manager for Trellborg/NPC Pipe and Manhole Repair Products Division.
- **Pumpers and O & M: Providing the Full Service** – Craig Gilbertson, environmental planner with Ayers Associates.
- **Routine Maintenance Inspections:**

Increase Profits While Lowering Cost to System Owner – Kit Rosefield, a qualified service provider in California.

Thursday, Feb. 26

- **Portable Sanitation: Maximizing Your Profits and Managing Your Costs** – Hampel Corp.
- **Selling Portable Restroom Services** – Katie Potter, Phil LaRoche and Clyde Sansom, Satellite Industries.
- **Polymer Solutions For Water and Wastewater Treatment** – Ed Winn of Fort Bend Services.

Friday, Feb. 27

- **Keys to Proper Power Take-Off Selection** – David Douglass, director of training for Muncie Power Products Inc.
- **How to Choose Vacuum Tank, Chassis and Pump Configurations** – Brian Amthor, marketing and personnel director for Amthor International.

To find out more about the education program or any other Expo offering, visit www.pumpershow.com. Register online or by calling 800/257-7222. ■

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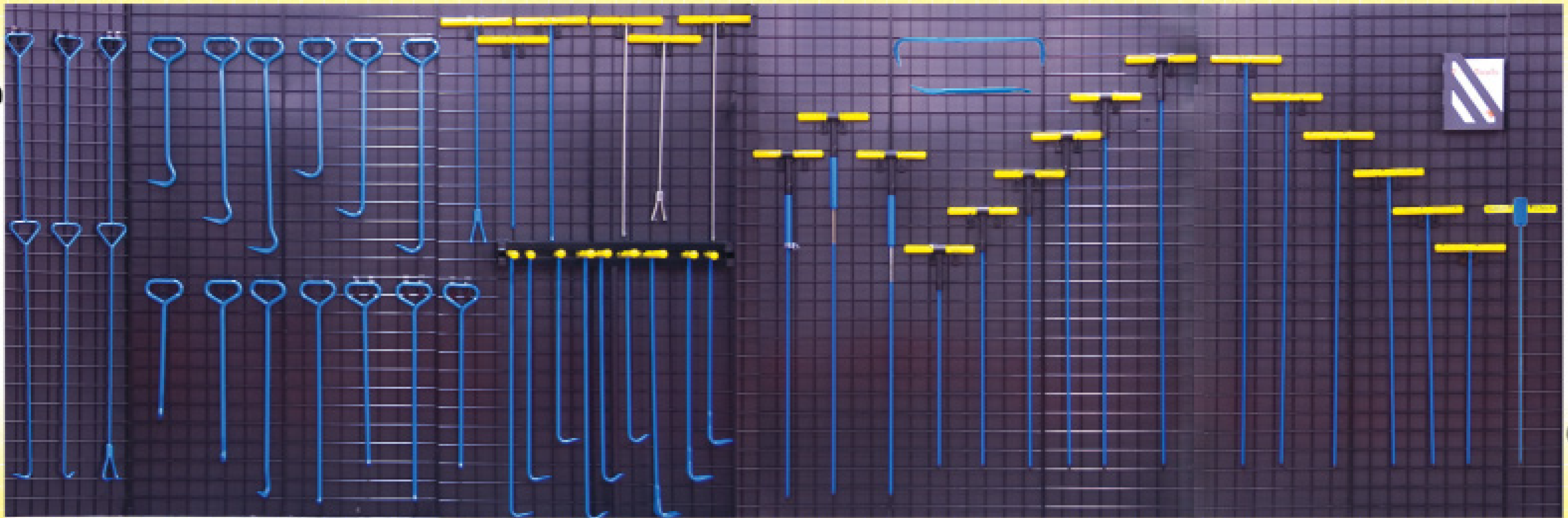
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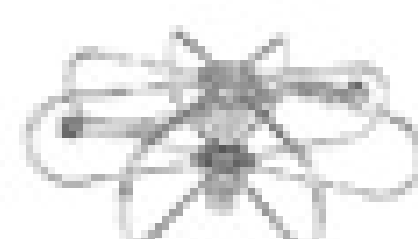
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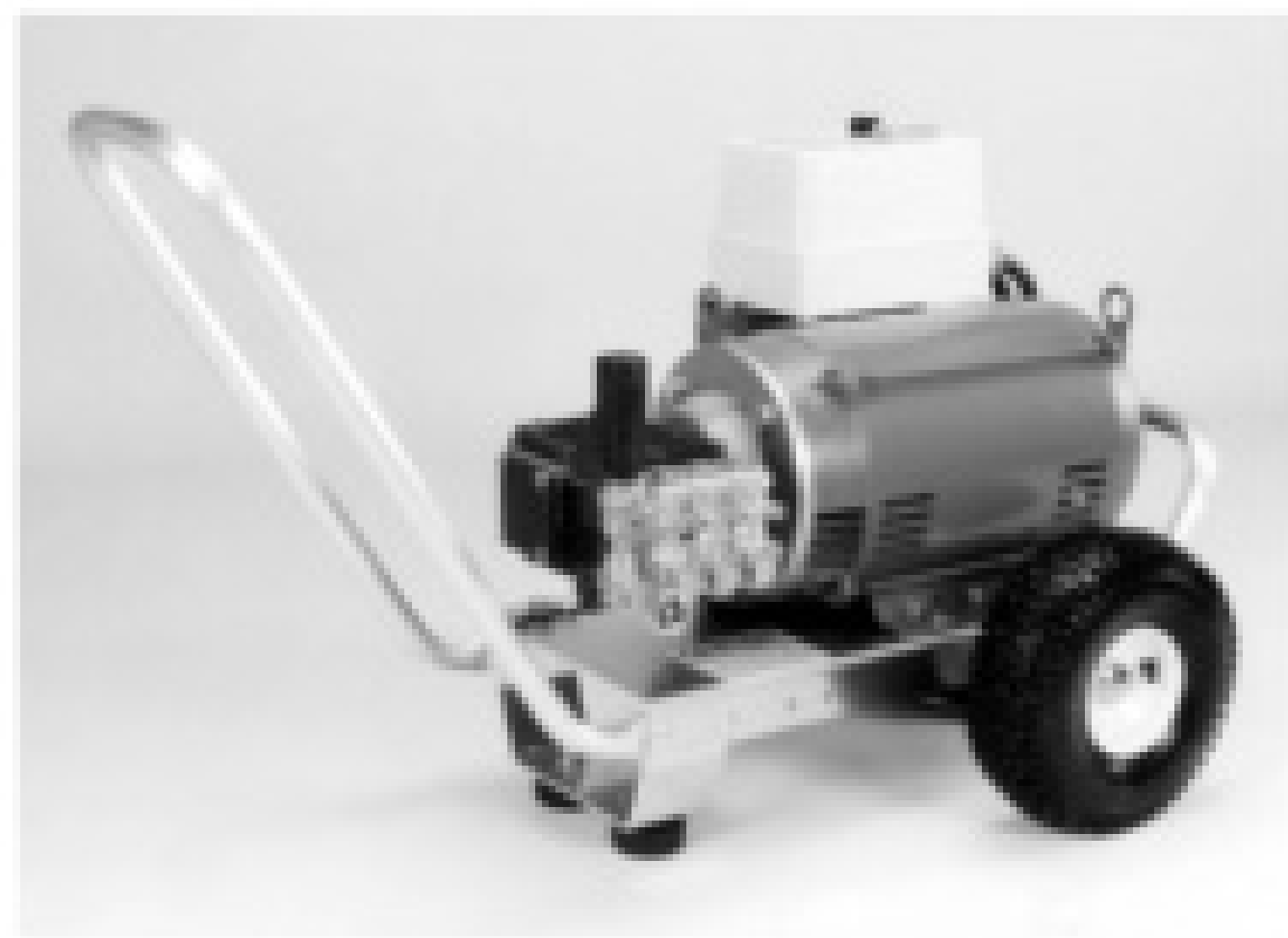


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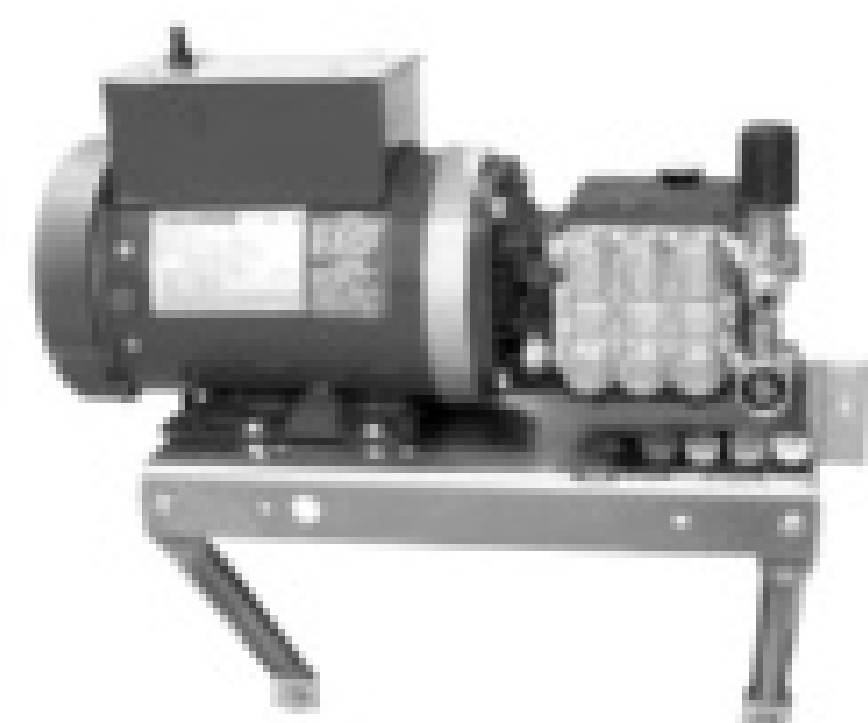
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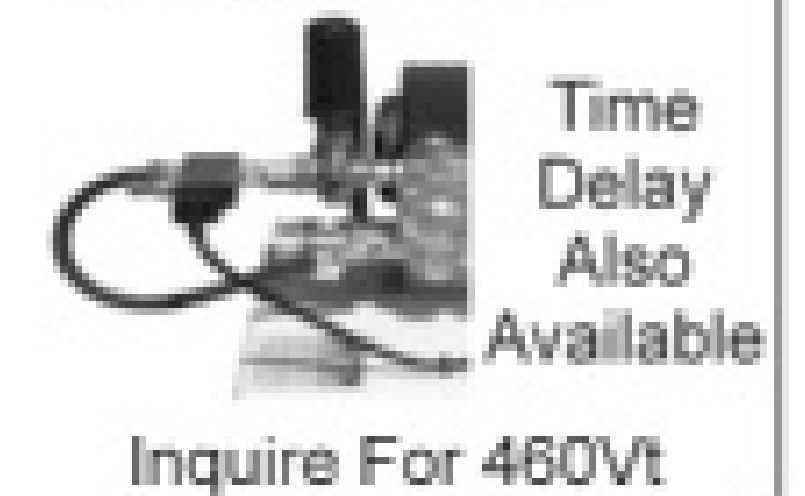
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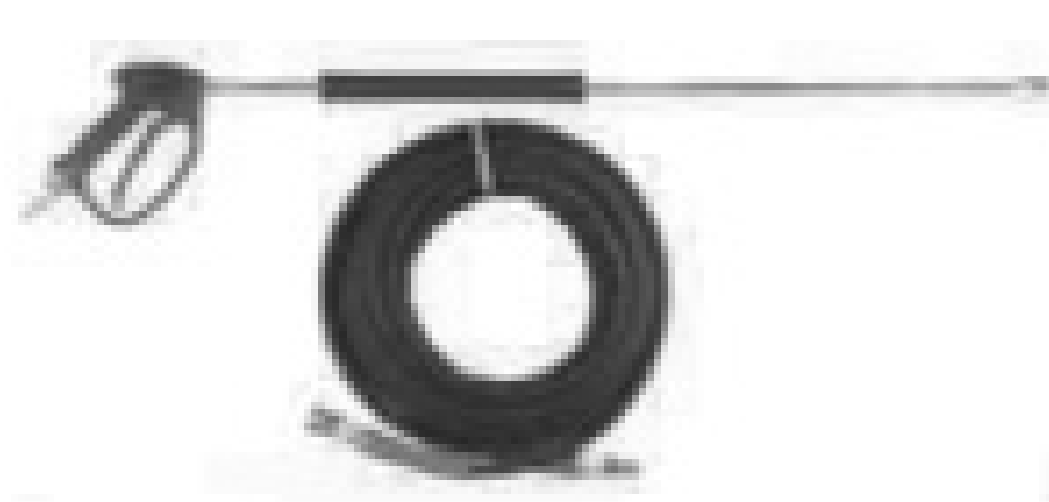
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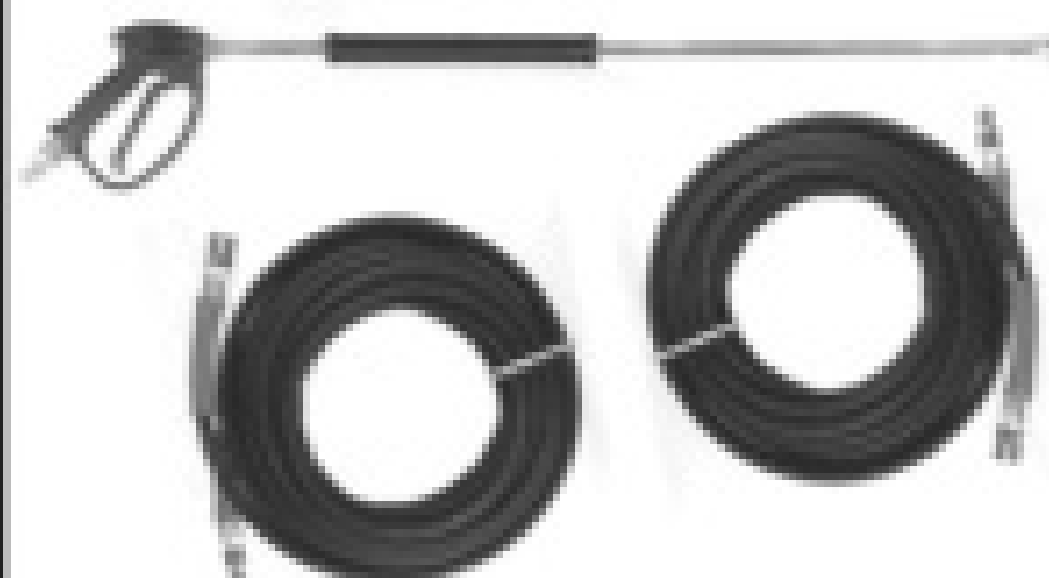


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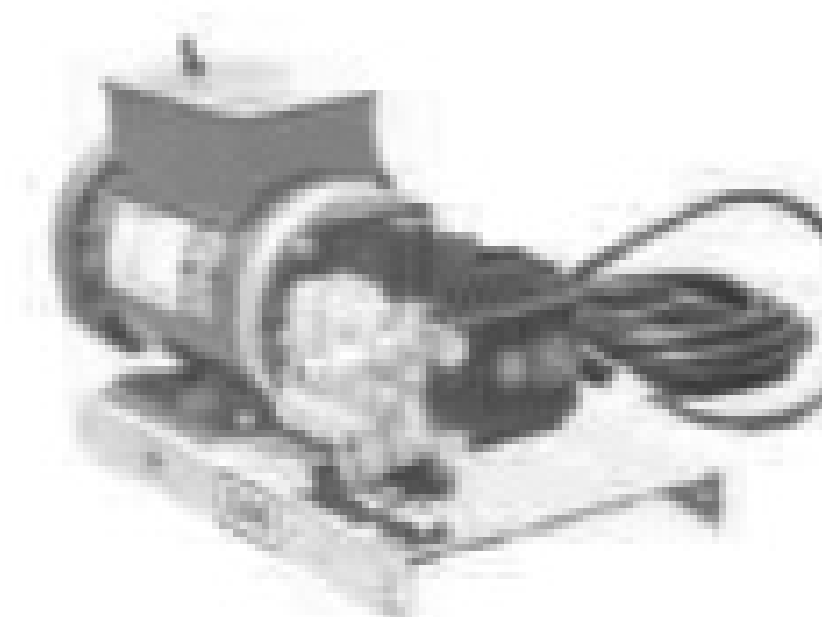


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January

Enviro Waste Oil Recovery Mahopac, N.Y.



Colin Deems combined old-school looks and modern options and creature comforts in this 2004 Kenworth W900. The Mack green and white rig, built out by Presvac Systems, is powered by a Caterpillar C-15 550-hp engine with a 13-speed Eaton-Fuller transmission, and features a 4,200-gallon tank and Fruitland pump.

February

Goodwin Septic Cleaning Wisconsin Rapids, Wis.



John and Jody Banta's white and red 2007 International 7500 was built out by T-Line Equipment and outfitted with a 3,600-gallon steel tank with epoxy lining and an NVE 506 liquid-cooled pump. The service vehicle is powered by an HT570 310-hp International engine and Allison 3000 Rugged Duty Series automatic transmission.

March

Steve 'O' Septic Monticello, Minn.



Steve Langanki bought this 2000 Sterling LT 9501 in 2007, shortening the frame by 54 inches, and had Engle Fabrication Inc. convert it for pumping. The truck has a 3,300-gallon steel tank with HXL400WV Masport pump. Power is provided by a 310-hp C-10 Caterpillar engine with 10-speed Eaton-Fuller transmission.

Cast Your Ballot Online!

2008 CLASSY TRUCK of the Year!

Welcome to the dream garage for pumping professionals. C'mon in and check out some of the best-looking vacuum trucks rolling the roads of America.

The parade of service trucks that graced the pages of *Pumper* over the past 12 months offers an impressive combination of head-turning paint jobs and creative graphics, rock-solid drivetrains, well-appointed interiors and the best convenience features the industry offers.

Just by driving these impressive rigs, our *Classy Truck* contractors are helping elevate the professional image of the entire industry. Looking good on the road and maintaining trucks that function properly every day shows a concern for customers and doing the job right.

We'd like to give an extra salute to all of the contractors who submitted photos and stories about their new trucks over the past year. We know you take a personal pride in your service vehicles and we appreciate you sharing them in the pages of *Pumper*.

In our third annual *Classy Truck of the Year* competition, we gather each of our monthly *Classy Truck* offerings for a head-to-head comparison.

Each of these trucks is a credit to the industry and a winner in our minds. But it's time for you to cast your ballot for the best-looking truck in the garage. The *Classy Truck of the Year* will be chosen through your vote and a panel of *Pumper* judges. The winning truck will drive back into the magazine and park on the cover of the February *Pumper & Cleaner Environmental Expo International* show issue.

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April

Martin Septic Service Winchester, Va.



Terry and Susan Carlyle proudly drive this white 2001 Mack Vision built out in 2007 by House of Imports. The rig is powered by a Mack 430 engine with 13-speed Eaton-Fuller transmission. It carries a 3,600-gallon steel tank and Jurop pump, and also features a 3,000-psi jetter with an automatic hose reel and 200 feet of hose.

July

Polar Pumper Septic Service Palmer, Alaska



Gary Wilson runs this blue 1985 Peterbilt 359 vacuum truck rebuilt by Engle Fabrication Inc. It has a new 3,600-gallon stainless steel tank paired with a Jurop DL 140 pump, powered by a 300-hp Cummins engine and 13-speed Eaton-Fuller transmission. It also has 18,000-pound front and 38,000-pound rear air-ride suspension.

May

Dillard's Septic Service Annapolis, Md.



James Dillard had his beat-up, 20-year-old Chevrolet C70 from Lely Manufacturing beautifully restored after a rollover crash. James' first service truck still uses its Chevy 366 gas engine and 5-speed transmission, frame and Masport pump, and 2,300-gallon steel tank, all repaired by A & D Truck Services, Woody's Truck Repair, and A.H. Miller Welding.

August

A & B Septic Tank Cleaning Ashland, Ohio



Todd Young had this red, white and blue 2001 Freightliner Classic XL built by House of Imports. The heavy hauler is powered by a 470-hp Detroit Diesel engine married to a 10-speed AutoShift transmission. It's equipped with a 4,000-gallon steel tank and a 367-cfm NVE pump. Stainless steel panels make it shine at jobsites.

June

Aardvark Waste Services Hurricane, Utah



Steve Biggs made a daycab semi out of this 2003 Peterbilt 385 to load up car wash pit or residential septic system waste all day long. The 4,000-gallon steel tank from FRB Welding is pushed by a 500-hp Cat C-15 engine and 10-speed Eaton-Fuller transmission. It has a Robuschi RB-DV65 blower pulling 900 cfm and 36-inch manway.

September

J & E Sanitation Rough Creek, Pa.



Eddy King and Josh McNay had Pik Rite Inc. build this 2007 Peterbilt 357 vacuum truck with 4,000-gallon steel tank and Masport 400 water-cooled pump. It's powered by a 440-hp Caterpillar C-13 engine and an Eaton-Fuller 8 LL transmission. The company prefers the all-white paint scheme for its fleet.

October

Advantage Septic & Drain Upsala, Minn.



Steve Lojovich likes to pump three septic tanks at a time with this large-load 1998 Freightliner FLD 112 with 4,000-gallon steel tank from Engle Fabrication, Inc.. It's powered by a 370-hp Cummins M-11 engine and 10-speed Eaton-Fuller transmission with differential lock. Peterson Blacksmith also worked on the refurbished rig.

November

G.A. Downing Co. Inc. Septic Service & Pumping Minot, Maine



Buster Downing's septic service rig is a refurbished 1999 Peterbilt 330 powered by a Caterpillar 3126B 300-hp engine and 10-speed Eaton-Fuller transmission. The truck features a Progress 2,800-gallon aluminum tank, Masport HXL15 pump and 1,200-psi pressure washer.

December

T.A. Lauritsen Septic & Drain Inc. Montevideo, Minn.



T.A. Lauritsen drives this 2007 Kenworth T-800 rig built by Engle Fabrication Inc. The truck is powered by a 370-hp Cummins engine with 10-speed Eaton-Fuller transmission. It carries a 3,500-gallon stainless steel tank and 1,000 cfm Robuschi 65 air-cooled blower. The truck also has a 55-degree hoist.

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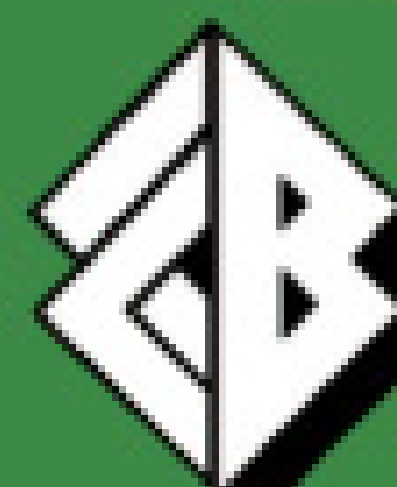


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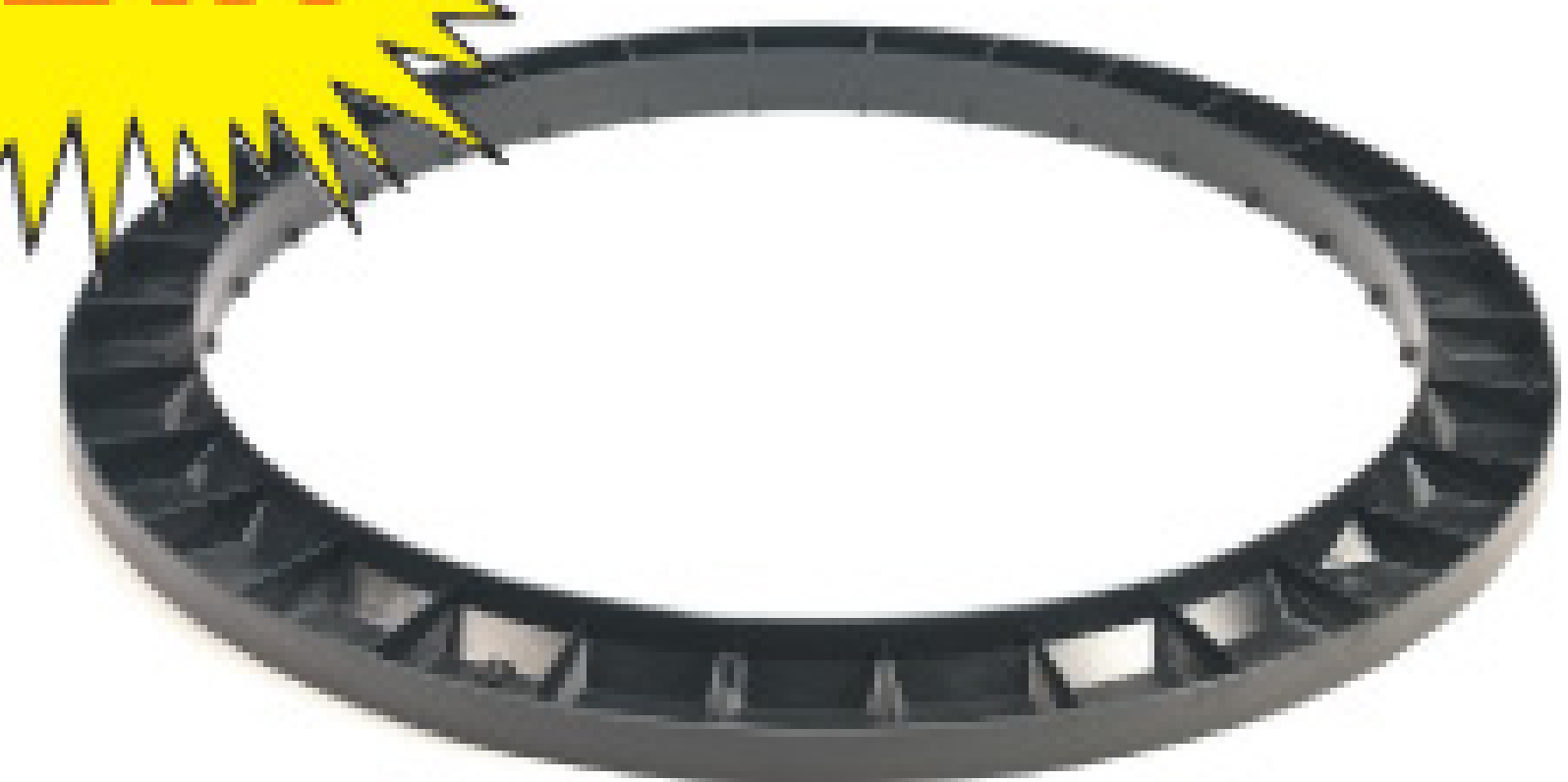
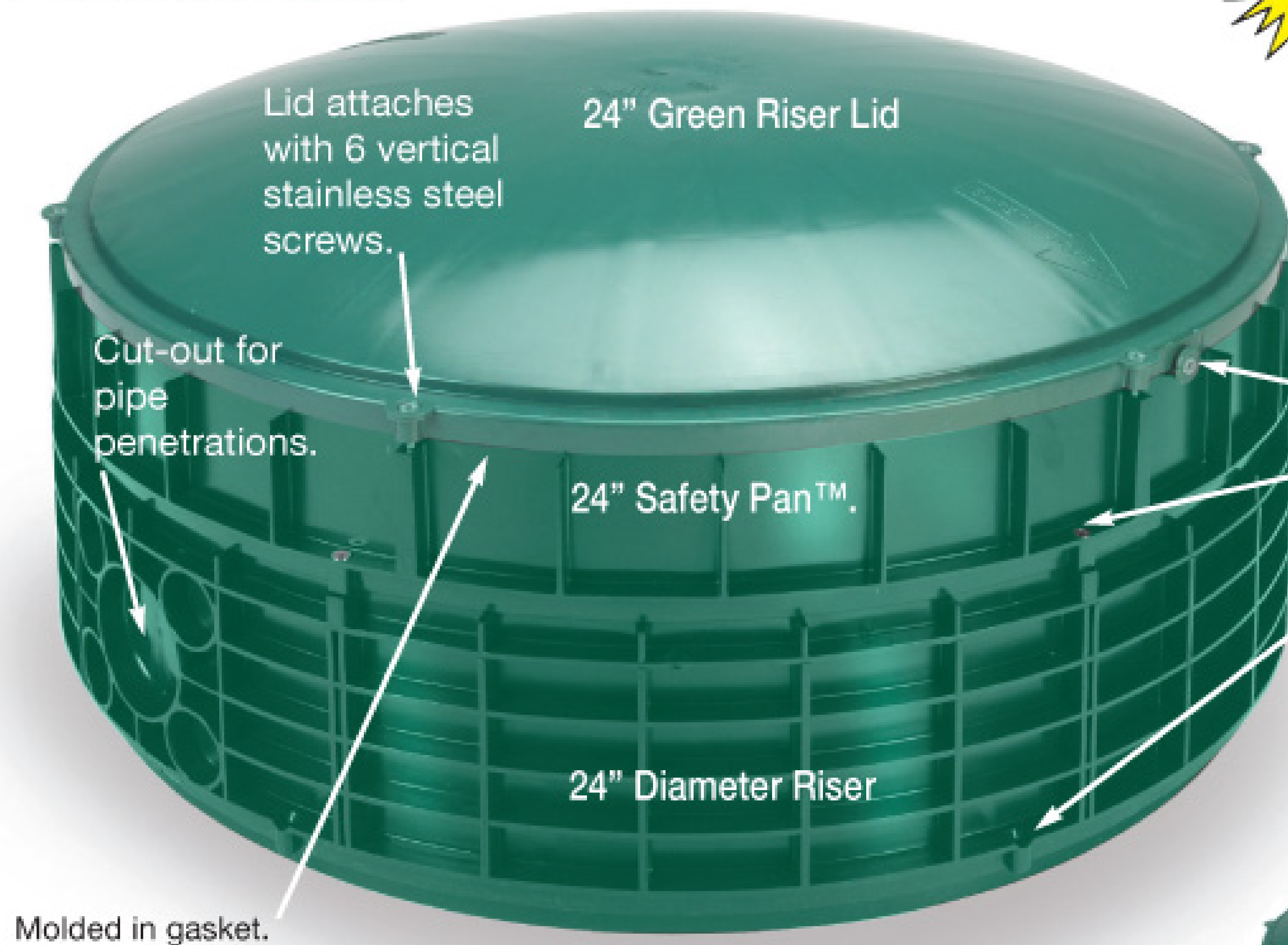
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Patent Numbers
5,617,679 &
5,852,901; other
pats. pending.

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

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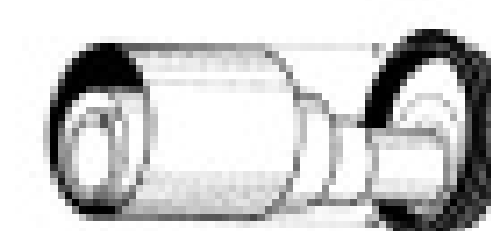
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4,951,914,
5,624,123
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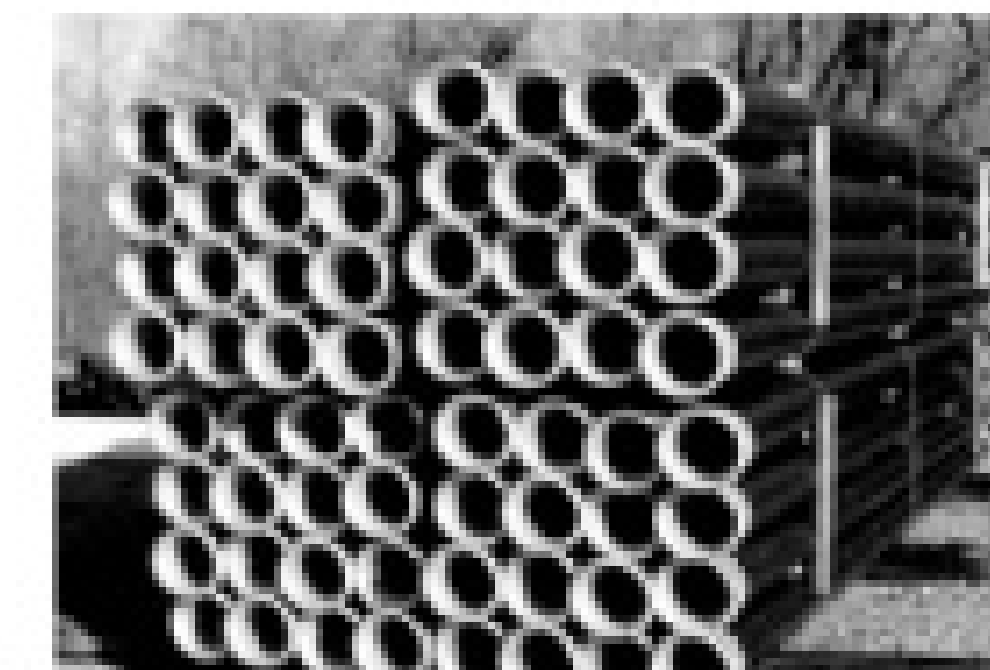
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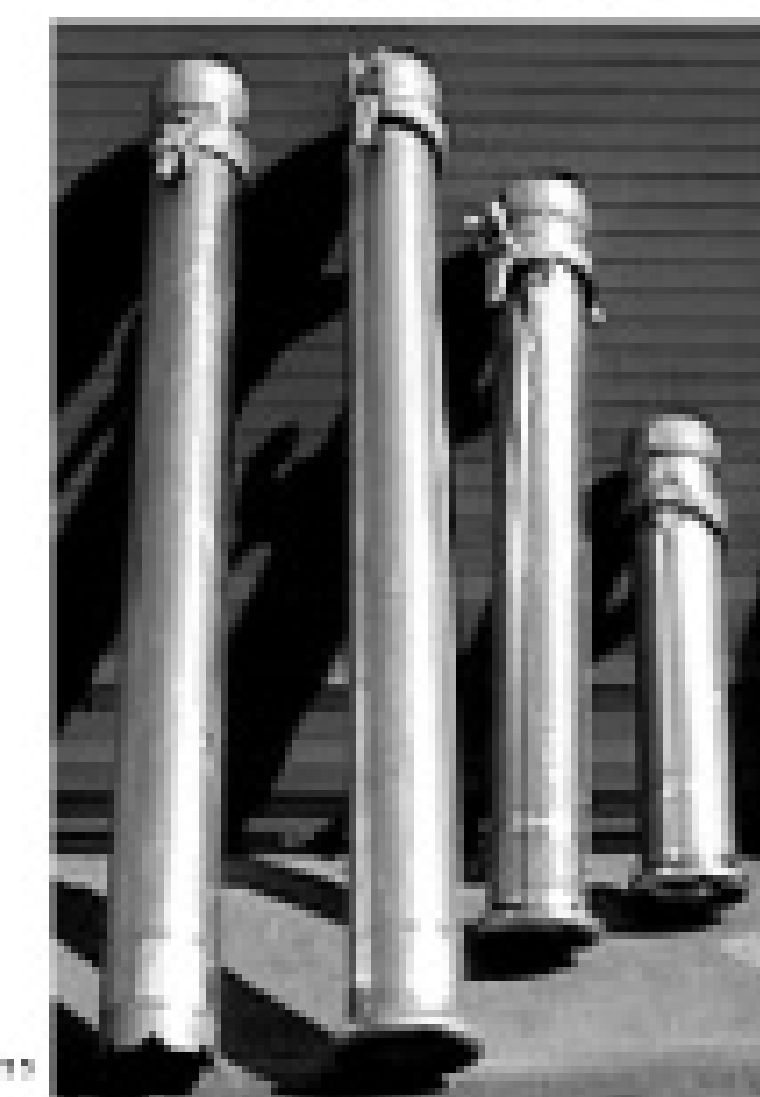


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TOOL RULES

Paul Holstein is the co-founder and COO of CableOrganizer.com. He may be reached through the company's Web site at www.CableOrganizer.com



Ergonomics should play a role in choosing the right hand tool for the work you'll perform with it

By Paul Holstein

ergonomic hand tool for your body type ... and the job at hand:

- Because finger size and placement differs for every user, avoid using tools whose handles have built-in finger grooves. When fingers don't naturally align with grooves, excessive pressure from the raised groove edges can cause discomfort and injury.

- Choose tools with handles that are covered in a soft material, like foam or flexible plastic. Cushioned handles are not only comfortable for long hours of use, but

CUSHIONED HANDLES ARE NOT ONLY COMFORTABLE FOR LONG HOURS OF USE, BUT THEY PROVIDE A MUCH FIRMER GRIP AND CUT DOWN ON SLIPPAGE. HARD-HANDLED TOOLS CAN BE QUICKLY AND INEXPENSIVELY CONVERTED BY ADDING A SOFT SLEEVE.

they provide a much firmer grip and cut down on slippage. Hard-handled tools can be quickly and inexpensively converted by adding a soft sleeve.

- Ensure tool handles are free from sharp edges and seams that might irritate or cut the hands.

- When selecting double-handed gripping and cutting tools, opt for ones with spring-loaded handles that will automatically return to the open position.

- If you need to forcefully pinch or grip an object for an extended time, prevent muscle strain by switching from standard pliers to a clamp or grip.

- Only use tools that allow you to work with your wrist in a straight position.

- For tasks that require force, such as torquing screws and nuts, hammering and heavy chiseling, choose single-handle tools with handle diameters from 1 1/4 to 2 inches. Larger handles allow fingers to wrap comfortably around the tool in a power grip, which prevents slippage and reduces stress and impact on hands, fingers and wrists.

- Just as grip diameter affects work with single-handle tools, the grip span of pliers, snips, cable cutters and other double-handled tools can either make your job easier or cause hand fatigue. For maximum comfort and efficiency for tasks requiring more force (like gripping with large pliers, cutting wires, or snipping through sheet metal), choose tools with a maximum "open" grip span of 3 1/2 inches, and a "closed" grip span no less than 2 inches across.

- Detailed jobs that involve grasping small parts and components with pincers, tweezers or tongs are best done with double-handle tools whose grip spans from no less than 1 inch (closed) to no more than 3 inches (open).

- When a work space is tight but the task at hand requires a good deal of force, opt for "power grip" tools (with handle diameters from 1 1/4 to 2 inches), which are grasped with the entire hand instead of just pinched between the fingertips. This type of grip lets you finish the job in far less time, with far less physical stress.

- Tool length should also be matched to space constraints. Excessively long tools can force you to assume awkward work postures and wrist positions when you're trying to reach components in cramped areas. Instead, choose short-handled tools that give you the freedom to meet the target work area directly, while keeping your wrist straight.

- The palms of your hands are full of pressure-sensitive nerves and blood vessels. To avoid damaging these during high force tasks, it's important to make sure that the handles of your tools are long enough that their ends won't press into your palms. To measure, hold your hand palm-up, with fingers together and thumb against the side of your hand. As long as the tool's handle is longer than the widest part of your hand (the span from the outer edge of your pinkie to the outer edge of your thumb), it's safe to use. ■

Drop into any hardware store or home improvement center and you're likely to find aisles full of tools labeled "ergonomic." But what exactly does that mean for contractor users who pop open the toolbox every day and need reliable tools? Simply put, ergonomics is the science of designing and producing tools, furniture and other work-related implements to improve a worker's efficiency while reducing discomfort, fatigue, and risk of injury.

Ergonomically enhanced tools can include helpful features like angled handles, padded handgrips and non-slip coatings.

You see more and more enhancements like these incorporated in common tools used in the liquid waste industry. However, no matter how impressive a tool's design is, it's almost impossible for it to be universally ergonomic since human physiques and project applications vary greatly from one to the next.

Whether you're shopping for ergonomic hand tools or just trying to select the right one for the job from an existing collection, the key things to consider are whether or not the tool fits your hand, how well it suits the job being done and if it prevents you from straining in ways that could lead to injury. Regardless of how user-friendly a tool is purported to be, the most important deciding factor in what makes a tool ergonomic is, ultimately, you.

To make the decision process easier, here are some guidelines for choosing the right

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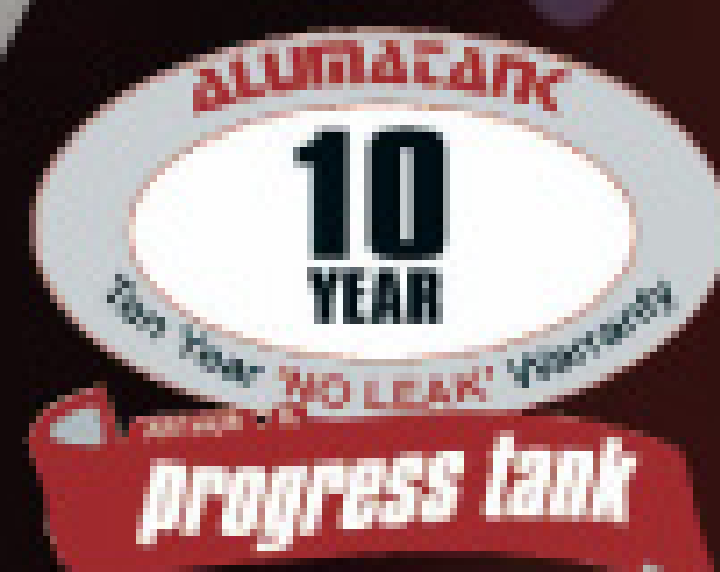


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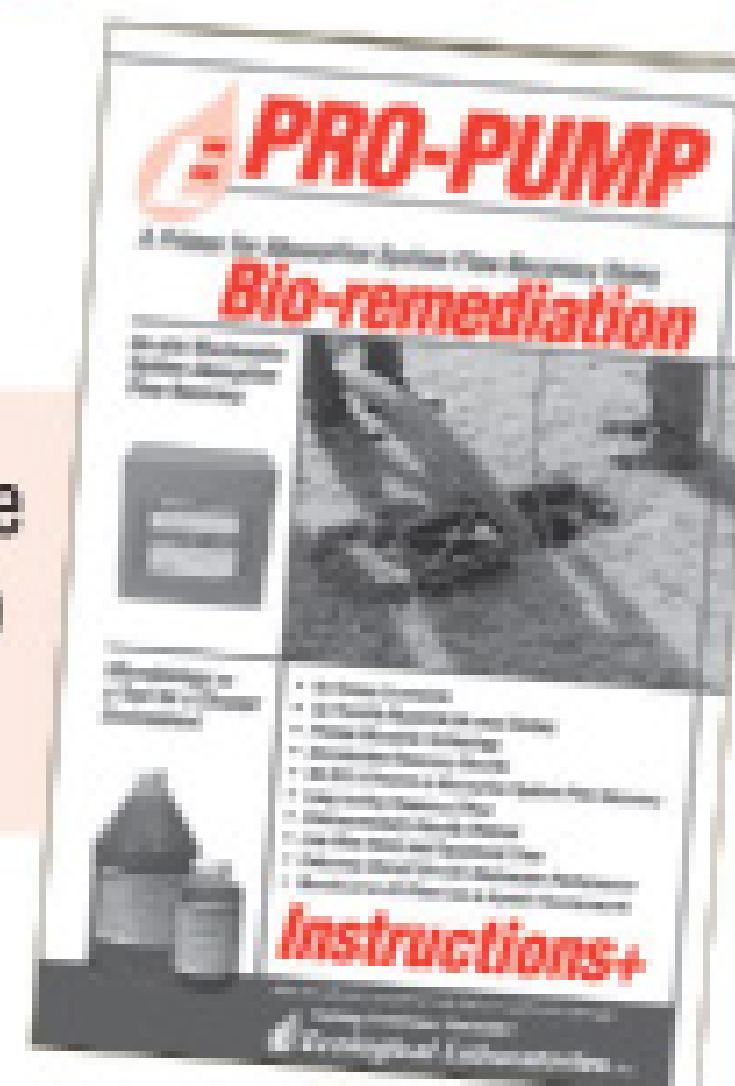
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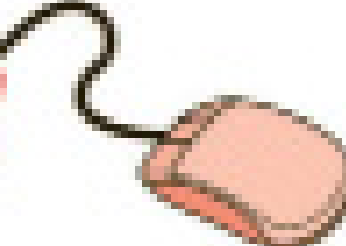
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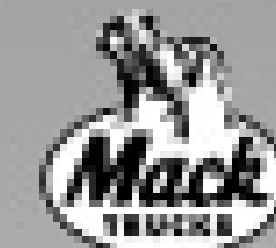
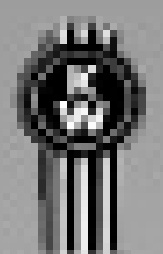
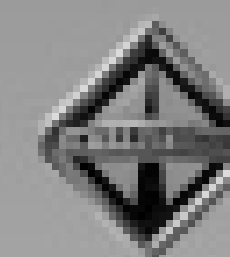
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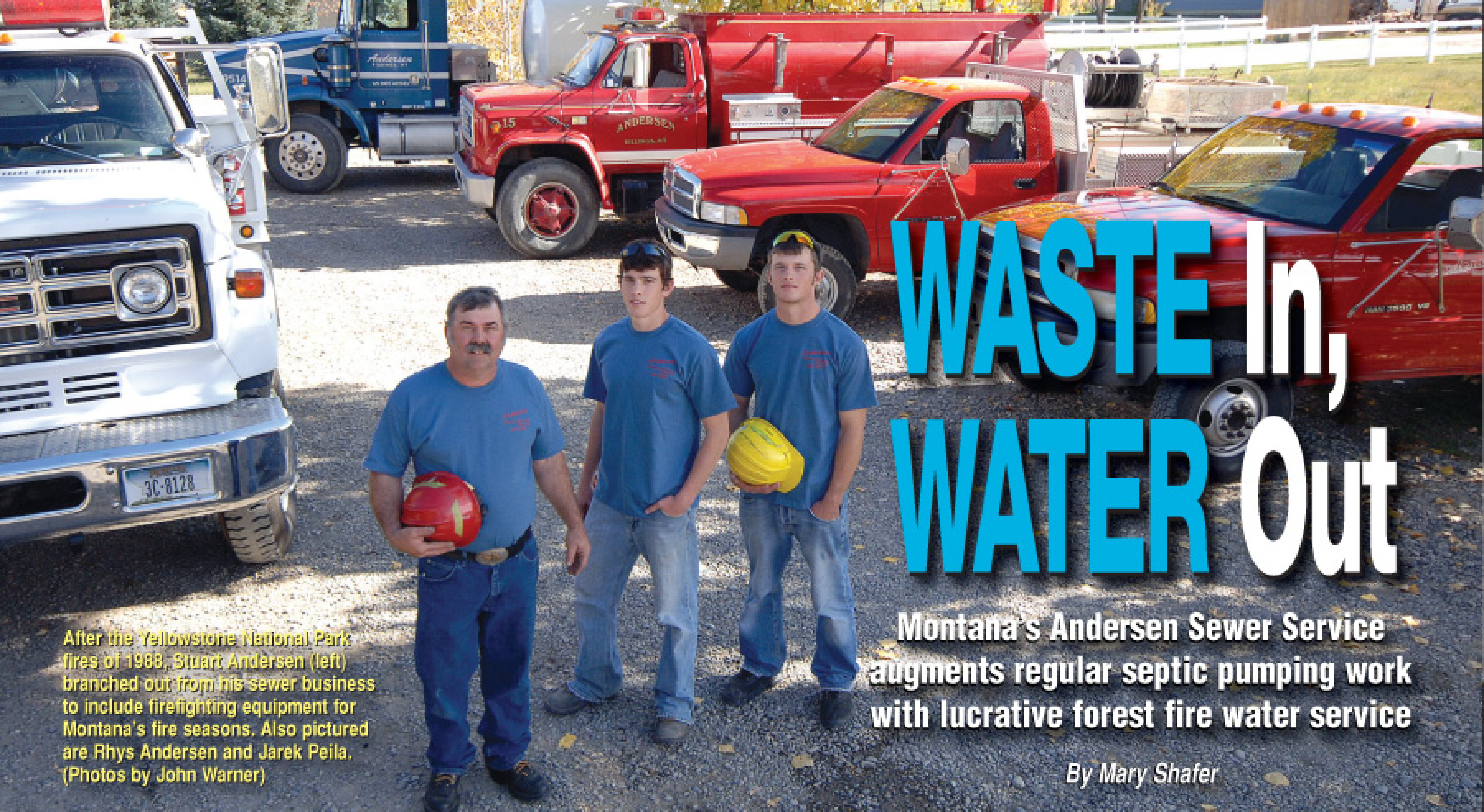
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After the Yellowstone National Park fires of 1988, Stuart Andersen (left) branched out from his sewer business to include firefighting equipment for Montana's fire seasons. Also pictured are Rhys Andersen and Jarek Peila. (Photos by John Warner)

WASTE In, WATER Out

Montana's Andersen Sewer Service augments regular septic pumping work with lucrative forest fire water service

By Mary Shafer

The summer of 1988 was the driest in Yellowstone National Park's recorded history. Dry fuels and high winds combined to spread 248 fires in the greater Yellowstone area. On the worst single day, fire gobbled up more than 150,000 acres.

By November, when winter snows finally extinguished the last of the blazes, more than 25,000 firefighters had tackled them, at a total cost around \$120 million.

One of those firefighters was Stuart Andersen, co-owner with wife Kobi Andersen of Andersen Sewer Service in Billings, Mont. Though the destructive fires threatened many lives and properties, they were also responsible for the birth of a whole new business division for Andersen's pumping, jetting and septic installation firm.

This is the unlikely story of one pumper who, through a series of savvy management decisions, application of diverse skills, and a bit of luck, turned a natural disaster into a springboard to catapult his business above a declining local economy.

"MY REGULAR PUMPING CUSTOMERS ARE GENERALLY WILLING TO WAIT FOR ME TO COME IN OFF THE FIRE LINE. THE 15 PERCENT THAT WON'T OR CAN'T WAIT, WE REFER TO A COLLEAGUE. WE DON'T CONSIDER THEM COMPETITION. THEY DON'T STEAL OUR CUSTOMERS."

Stuart Andersen

WINDING ROAD TO SUCCESS

In 1984, the Billings meatpacking plant where Stuart Andersen worked went out of business. He'd been working on the side with a small pumping outfit, and decided to try his hand as an entrepreneur. With a background in metal fabrication and welding, he says, "I built my own pumper truck and went out on my own." His first jobs included line rodding, minor plumbing and excavation. "You had to go out and find the bad sewer lines to get the repair work, so I started rodding." Excavation jobs soon included septic system installation.

The Billings area has lots of clay and sandy or rocky soil, with some areas having high water tables. In other places, water lies 300-400 feet deep. Due to these conditions, there are more municipal sewers than septic systems, even in small towns.

When septic systems are required, Andersen generally puts in standard or shallow mound systems with drainfields, perforated pipe and gravel. He also installs pressure-dosing systems when needed, but stays away from any advanced treatment systems. "Those take too much time and messing around," he explains. "I refer those jobs to other contractors."

By 1988, Billings had annexed the west end of the city onto its sewer system, and septic work decreased. The region's economy was also in a slump, further limiting work poten-

Profile

Andersen Sewer Service Billings, Mont.

Owners: Stuart and Kobi Andersen

Years in business: 24

Employees: 3

Specialties: Septic pumping, installation, inspection and maintenance of sewer and water lines, grease traps, drainfields and drains; forest fire service

Service area: Metro Billings

Associations: Northern Rockies Wildfire Contractors Association





Stuart Andersen (right) and employee Sam Bower clean grease from a restaurant in Billings, Mont.

tial. Andersen saw the writing on the wall and diversified into municipal sewer installation. "I did quite a few of those for 3-4 years, which made up for the septic work we lost. But then that was done and building picked up again, so we went back to septic installation." Throughout that time, Andersen remained strong in the pumping area.

Building is still booming in the Billings metro area, despite the general downward trend in construction nationally. Volume-

wise, about 85 percent of Andersen's business is septic pumping. Some 20-25 percent of this work is commercial — restaurants, nursing homes, chemical plants and offices located along the Cenex oil pipeline that brings crude down from Alberta, Canada, to Billings refineries. The rest is residential work.

Septic and drain-field installation and repair make up about 5 percent of annual volume. The remainder of Andersen's work is on the forest fire fighting line, the company's most recent service addition. Though this work basically only happens two months out of the year, the company bills as much monetarily as it does the rest of the year for all other services. It was an

unplanned but fortuitous new revenue stream.

NEW OPPORTUNITY

In June 1988, major forest fires began in Yellowstone Park. Government representatives called Andersen to haul water in their tankers to supply the fire trucks. During this function, Andersen's tank trucks are referred to as "ten-

ders," since they're tending to the needs of the fire extinguishing pumpers. At first, he was too busy to consider the request. As summer went on, sewer installation slacked and the fire situation intensified.

"When we got less busy, I took one of our trucks over (to local government offices for inspection) and they were offering pretty good money to rent our trucks and crews. I realized if I could provide more tanker/ten-

Andersen proves to be dog's best friend

Ever mindful that customer care is the name of the game no matter what service he performs, Stuart Andersen always tries to go the extra mile for his clients. That philosophy was sorely tested on one particular residential pumping visit to the west end of Billings, Mont.

"It's a part of town where you don't even want to get oil on the driveway," recalls Andersen, "so I put a tarp down beneath my truck. The lady had two matching Samoyeds, beautiful dogs."

As a volunteer Emergency Medical Technician with the local rescue squad, Andersen is hyper-aware of safety issues, and always tries to make sure children and animals are away from his work around open septic tanks. He told his customer to make sure her dogs were inside. She told him not to worry, that they were inside an electric fence.

He lifted the tank lid. "I thought I was being really careful," he says. "I grabbed the first coil of hose off the pump truck, looked up, and there was one of the dogs, looking at me over the open tank." Andersen ran over to the tank. "The other dog was down in it, belly up. He wasn't breathing. I grabbed him by the collar and dragged him out."

As he did so, Andersen saw a lady watching him from a window across the road. He grabbed a garden hose and quickly washed the dog down as best he could, but the creature wasn't moving.

"I cupped my hands over the dog's nose and blew into his nostrils," Andersen says. "I blew several times, but nothing happened, so I flipped him over and started giving him chest compressions."

Just then, the customers' two little kids came running out. "What did you do to our dog?" they asked.

Andersen said, "Go get your mother."

She came outside, saying it was all her fault.

"Meanwhile, I kept working the dog and told her there was a vet a couple miles away. She went in and called the vet."

Andersen kept working on the dog, and when the woman came back out, the pet finally coughed. Within a half-hour, the lucky dog had come back around completely. Not only had Andersen saved a life, but he'd also saved the customer relationship.



The Andersen family, which runs a successful pumping business from their homestead outside Billings, Mont., includes (from left) Stuart and Kobi Andersen, and their son Rhys.



Above, Stuart Andersen displays the mobile hand-wash station he built from scratch. The unit is used by the federal government at fires and other disasters. At right, Andersen pumps grease through a screen at the Billings wastewater treatment plant.

“I’M PICKY ABOUT OUR WORK, AND IT’S QUALITY FIRST AND THE DOLLAR SECOND. I WANT TO BE ABLE TO HOLD MY HEAD HIGH NEXT TIME I SEE MY CUSTOMERS.”

Stuart Andersen



ders, I could make some serious money, so I started building trucks. I love doing metal fabrication, and we even sold some of them.

“A lot of fire areas back up to Forest Service lands that have narrow roads and smaller load limit bridges. They won’t support bigger trucks, so they called in the smaller tenders we build.

“I also wanted to be out where the action was,” Andersen recalls, “so I took fire training. It’s taken quite a few years, but now I’m qualified to be a Strike Team Leader. You’re in charge of five different engines out there on the fire.”

IN THE GROOVE

It only runs July through the first week of September, unless the company gets called to help overburdened firefighters in California or other neighboring states, but fire suppression work has become big business for Andersen. “There were a couple of us that got started real early, but now everybody’s in it,” he says.

Contracts are for equipment and the labor to run it. These used to be annual, but now cover three-year commitments. The government considers equipment age, contractor performance rating based on evaluation of previous engagements, and personnel ratings and capabilities.

“We have to bid all this work, against anyone from all over the United States,” Andersen explains. Would-be fire contractors must commit to availability during fire season, which in dry years can go as late as Christmas.

He’s structured his regular pumping busi-

ness so that the seasonal fire work isn’t much of a disruption. “My regular pumping customers are generally willing to wait for me to come in off the fire line. The 15 percent that won’t or can’t wait, we refer to a colleague. We don’t consider them competition. They don’t steal our customers.”

ORGANIZATION MATTERS

With just three full-time employees, his company runs lean. He keeps everything covered through sheer determination when the season is in full swing. “I’m used to long hours and getting it done, whatever it takes. Most of the time I’m running by myself, though my

HAZARDS OF THE TRADE: Regulations and paperwork

Stuart Andersen says he’s far less intimidated by the danger of seasonal contract work on the fire lines than he is by the reams of paperwork and regulatory compliance efforts required by the government to do it.

All National Park Service fire contractors must be registered on EaTIS (Equipment and Training Inventory System), an online database that allows site managers to keep track of available resources. They must also be entered in what’s called ROSS (Resource Ordering and Status System), which tracks the availability of those resources through a government Web site. Fire contractors are also registered with Central Contractor Registration (CCR), a Department of Defense database, since fire workers sometimes end up doing business with the military.

Another database government contractors must register with is ORCA, the Online Representations and Certifications Application. It’s an e-government initiative designed to replace the paper-based Representations and Certifications (Reps and Certs) process. This information includes contractors’ Dun & Bradstreet numbers and other ownership specifics. Lastly, Andersen is registered with the U.S. Department of Agriculture in Missoula, Mont.

“It’s a paperwork nightmare,” admits Andersen. “The paperwork stays in each truck and when the crews get to the fire, the government representatives take care of daily time logged and all that. We process our own payroll through our accountant.”

Is it all worth it? Andersen says yes, but cautions other pumpers considering getting involved in this kind of contracting.

“Don’t count on making a living off of it. You might have a good year or a bad year. We’ve had good fire years, but that could change tomorrow.

“The general public thinks we’re out there making the big bucks, but we have to have a lot of money to get started. (Department of Transportation) inspections, workers compensation, training and certification, insurance, plus employee wages all take a big chunk. And you have to have enough people on each vehicle, or you can’t contract it.”

boy Rhys has helped over the last couple years. When my daughter Ashli turned 18, she started firefighting with us, too.

"Last year, we ran 20 employees during fire season. This year it was 16, full time. It's temporary work, but people make some good money. They all have to be trained and certified, and there's an engine boss on every truck. We run three people to an engine."

Rigorous training required for all fire workers is part of what limits available help. Each completes a basic Wild Lands course, including standards of survival, shelter deployment and a work capacity test for physical endurance for firefighters. Water tender drivers, who work in dangerous conditions on unpredictably moving fire lines, must be able to walk a 15-minute mile. All workers must carry a red card listing their official qualifications, and are required to rotate out for two days break after 14 days on the fire line.

One thing that frustrates Andersen is sometimes having to turn work away. "In addition to supplying fire suppression water, we also do graywater pumping from hand-wash and shower stations, when we have time. I should be doing that all the time, but I can't find enough help."

THE RIGHT STUFF

Andersen's fleet also includes three pumpers: a 1982 Ford F800 with a 2,300-gallon waste tank of local manufacture; a 1987 GMC Topkick with a 2,850-gallon tank fabricated by Andersen; and a 2001 Kenworth T800 with a 3,000-gallon Andersen tank, all carrying 250-cfm Jurop pumps.

The company's jetting utility truck carries a 1994 Guzzler Ramrodder jet rodder, a Roots PD Blower sewer jetter, a Myers pressure rodder and a 65-gpm. Myers high-pressure vacuum pump.

Water (non-potable for fire and road watering) tenders include a 1995 Kenworth T800 with a 3,200-gallon freshwater tank, a 1980 GMC with 1,500-gallon tank and a 1983 GMC Wildland 2-ton fire engine with all-wheel drive and an Andersen-built tank.

A CUES TV inspection trailer with generator hauls a ProCam DVD Ultra televising inspection camera and a Prototek AR-1 analog underground locator with a BuzzBox communications line locator.

Andersen also built a hand-wash trailer with four concession-type doors. Under each are sinks (12 total), mirrors, soap dispensers and a countertop. Walls are finished with fiberglass board. The unit has its own water system with

two heaters, powered by a 5,000-watt Honda generator. It sports lights and a self-contained graywater storage bladder to meet park requirements that contractors pack out whatever they bring in. The company just finished making its second mobile sink unit to service this year's fires.

These trailers carry 525 gallons of potable water for the sinks. Andersen refills it with a water tender and it's pumped by another contractor's graywater truck, unless Andersen has that contract, too. "Sometimes I keep my graywater trucks in the field during fire season, but often it's too much to keep track of, and I let that contract go to someone else."

Until he's able to create the proper balance of qualified help and equipment, Andersen is resigned to leaving money on the table. "I'm picky about our work, and it's quality first and the dollar second. I want to be able to hold my head high next time I see my customers." ■

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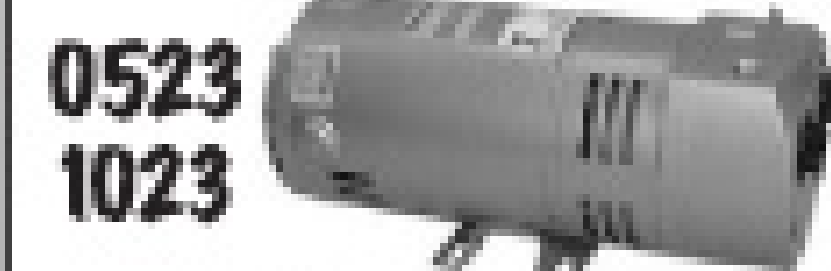
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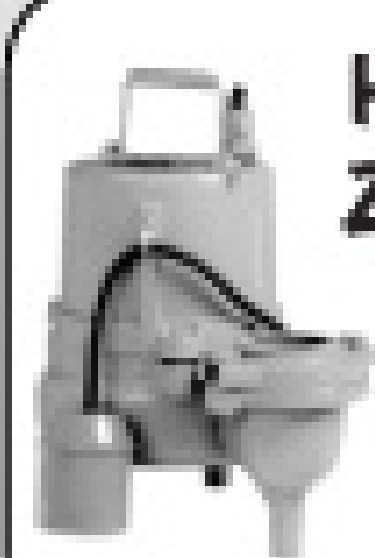


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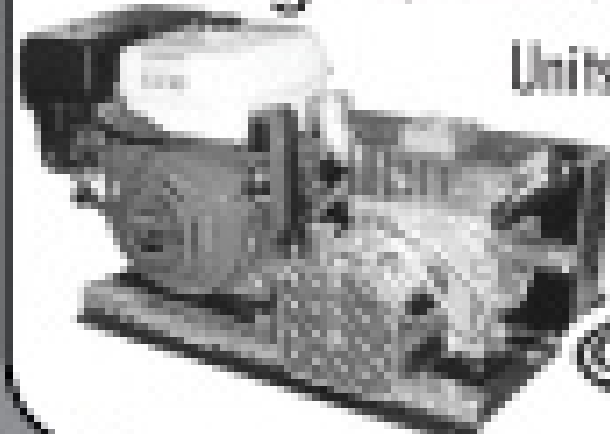
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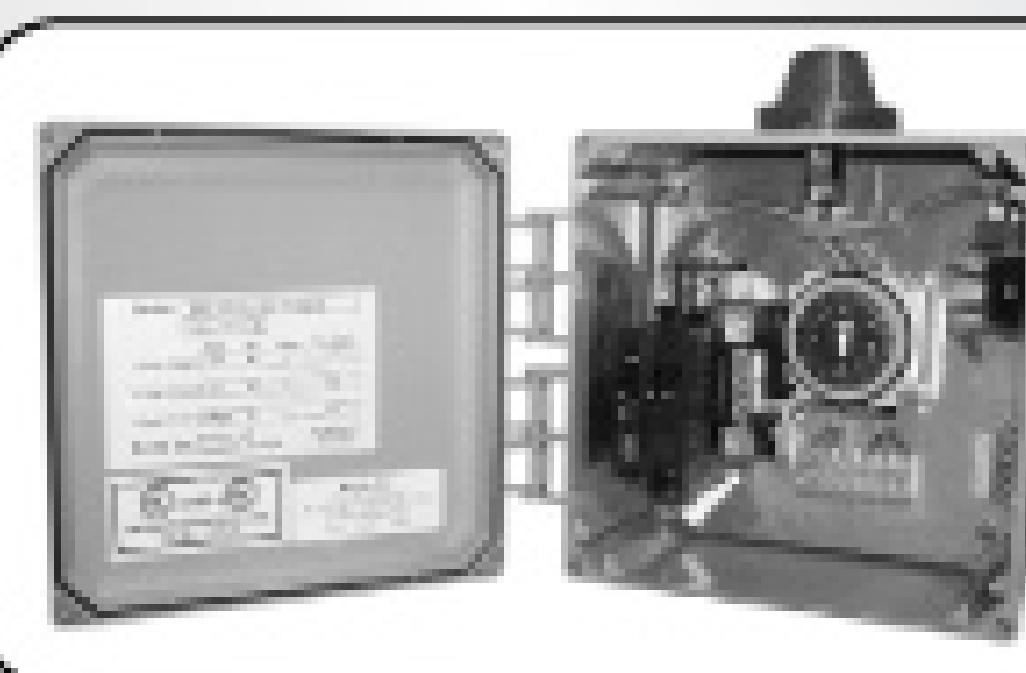
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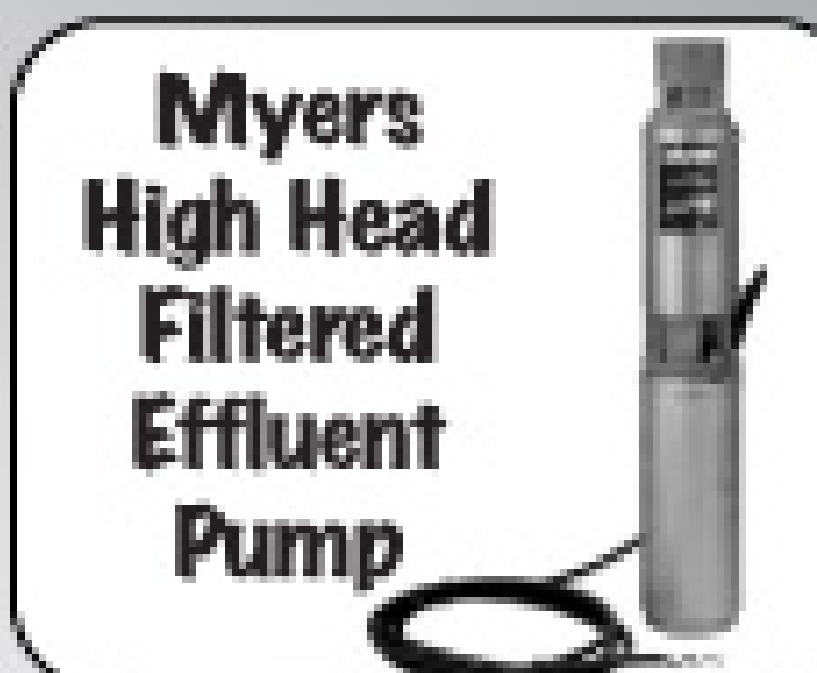
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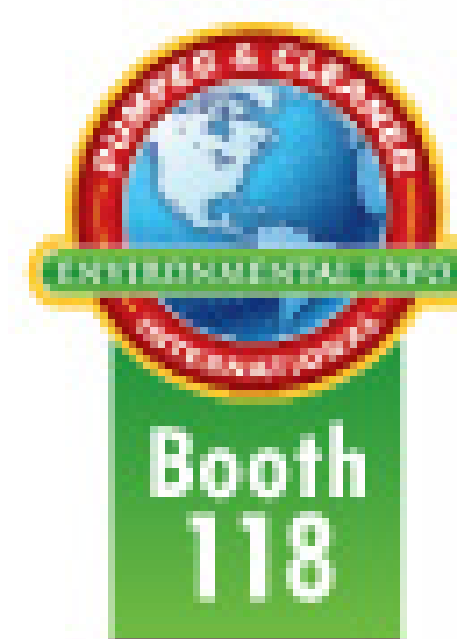
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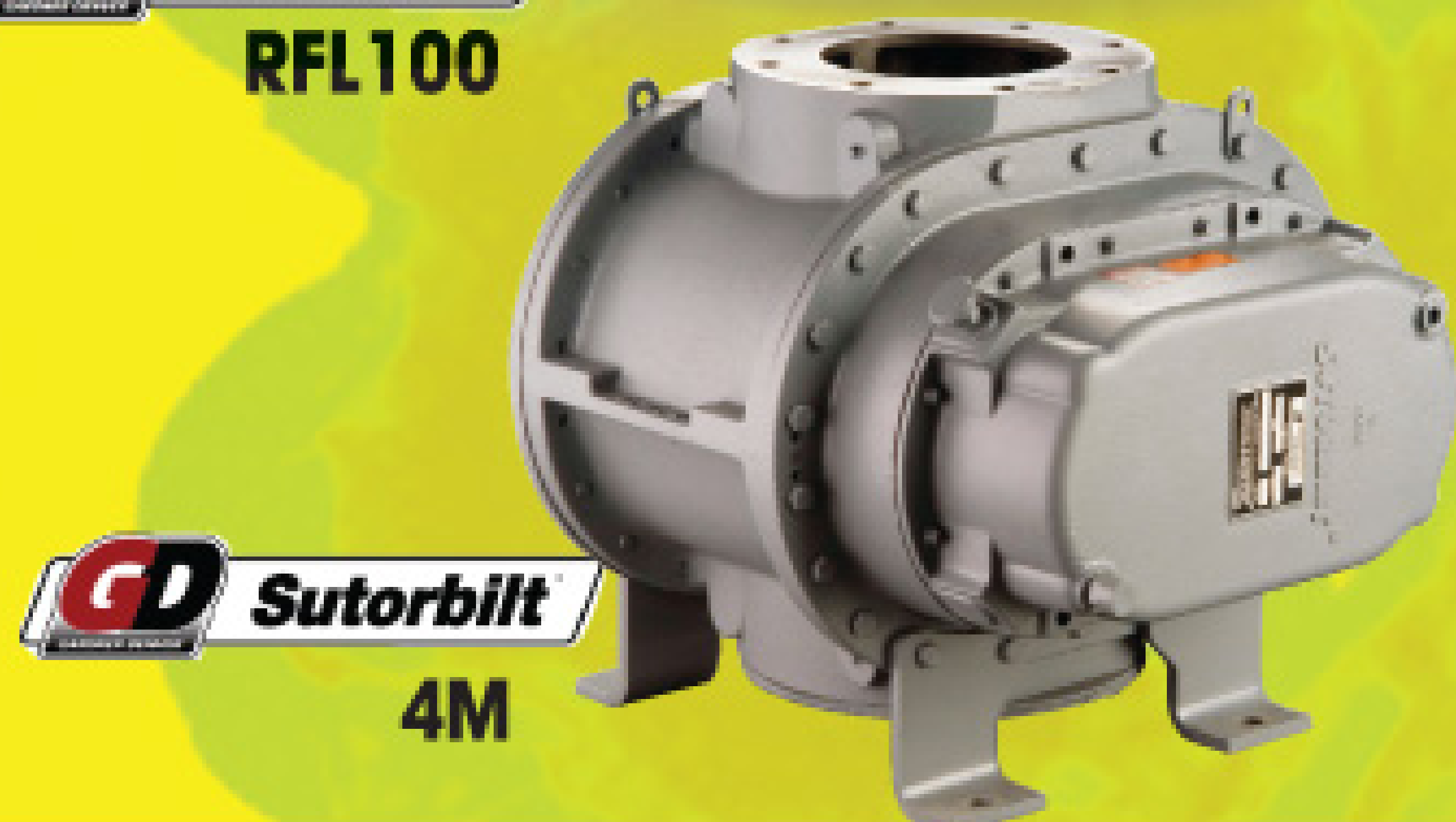
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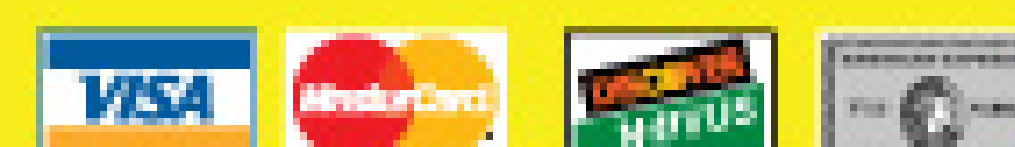
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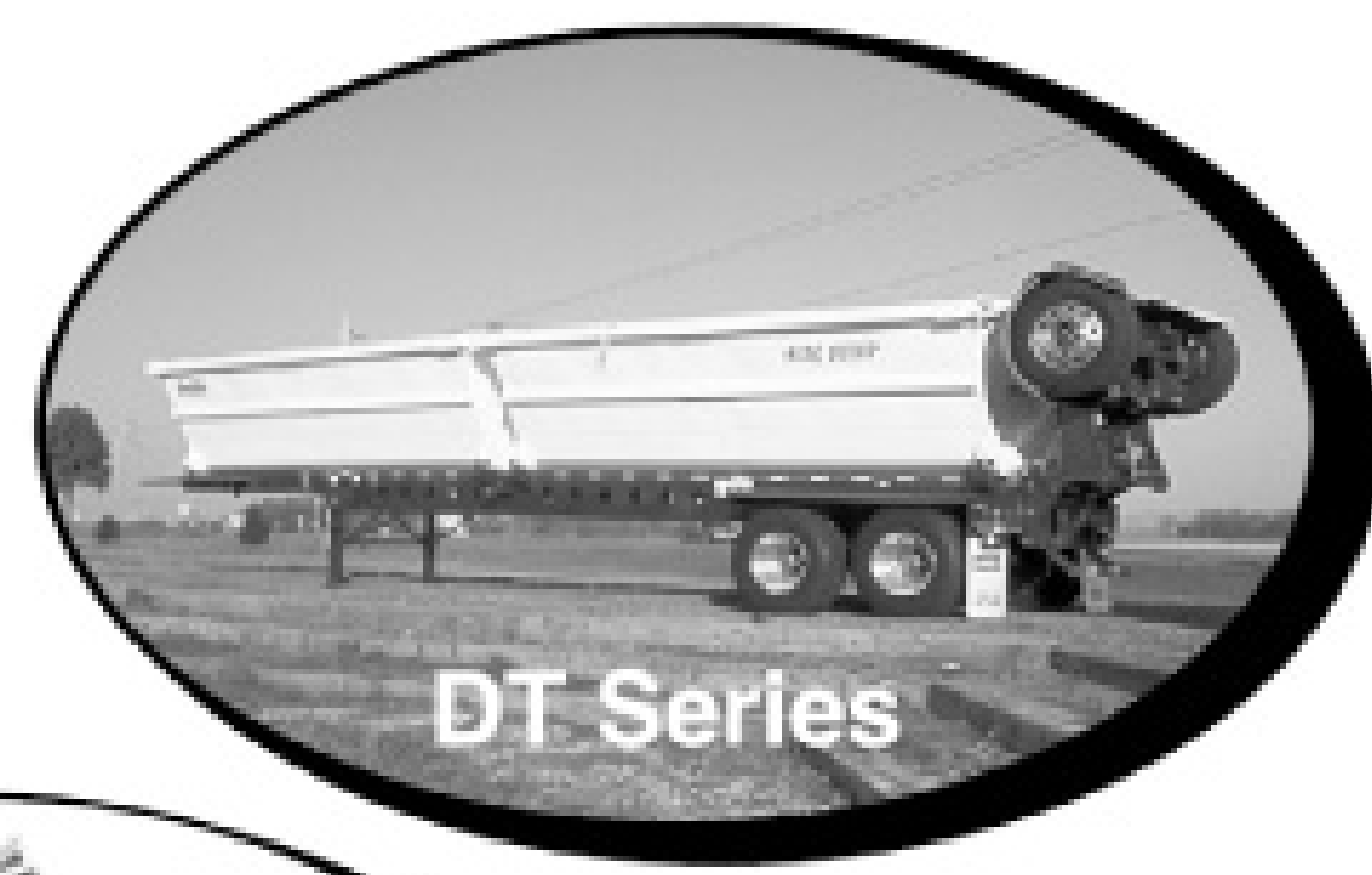


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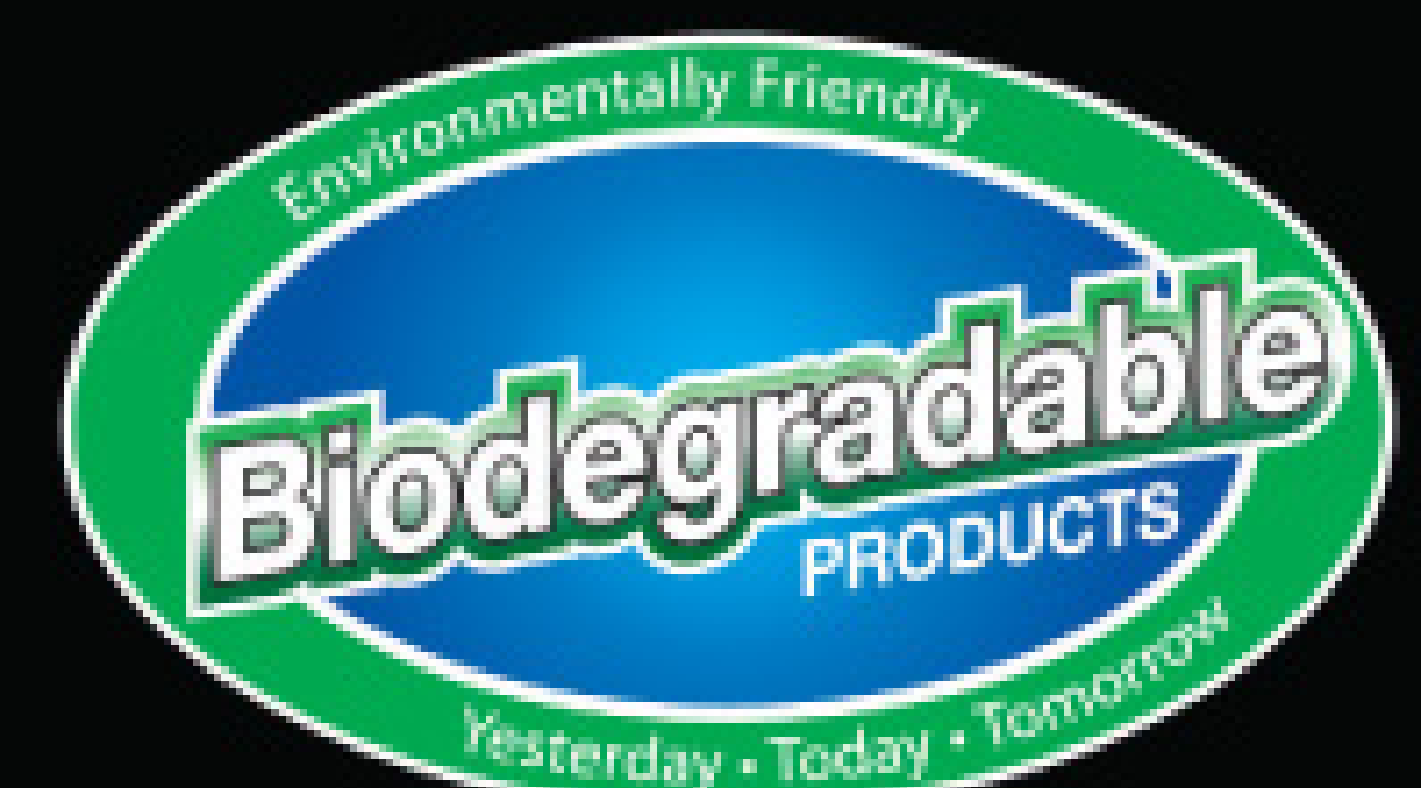
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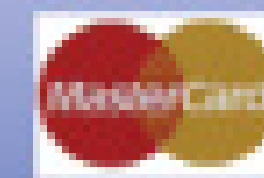
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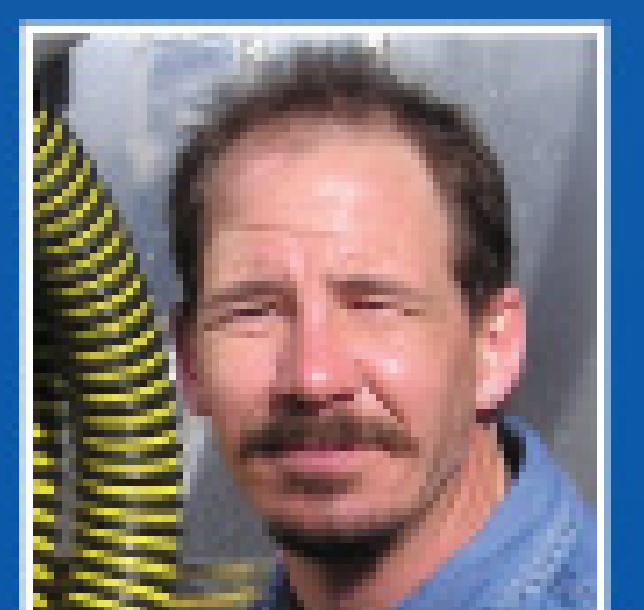


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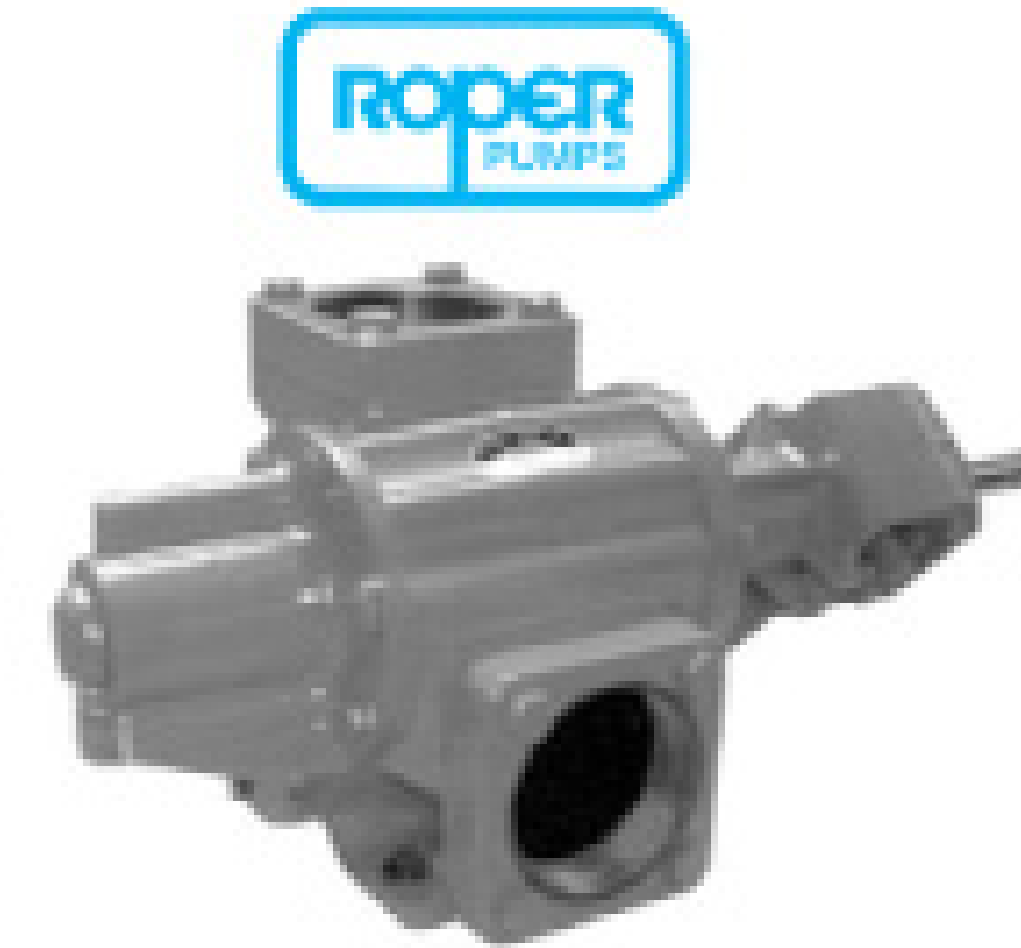
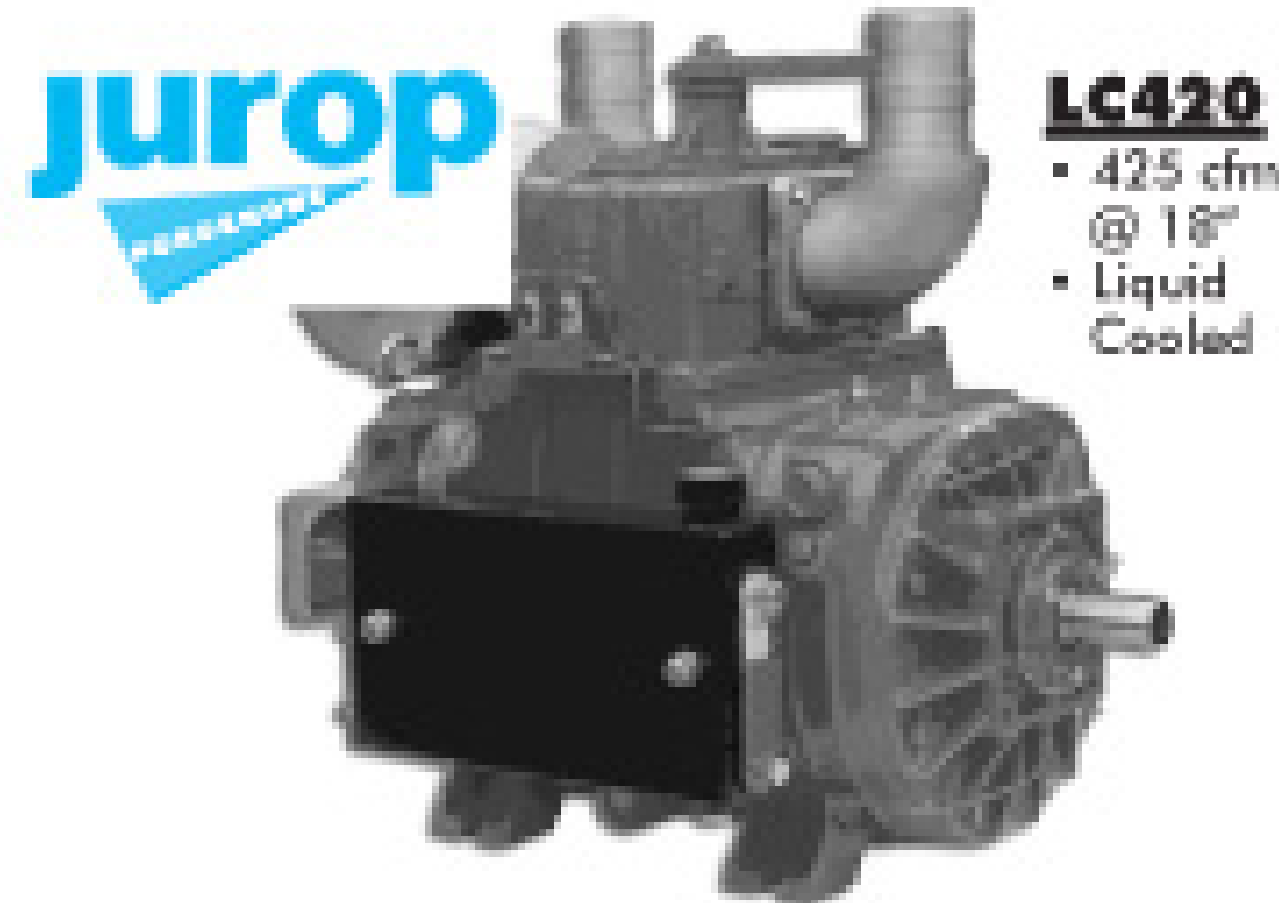


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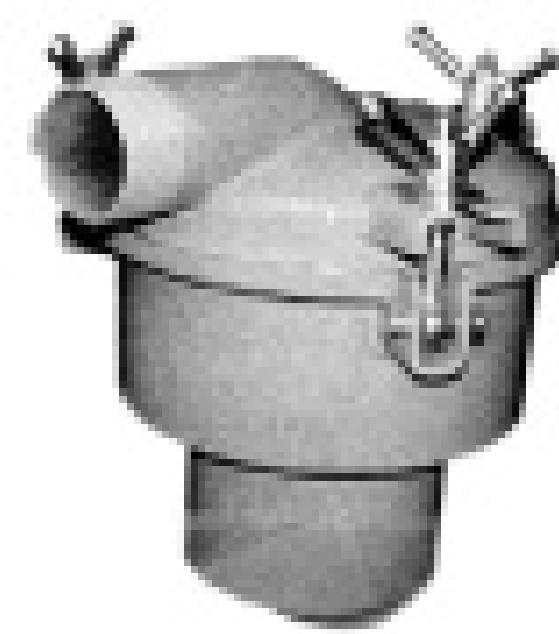
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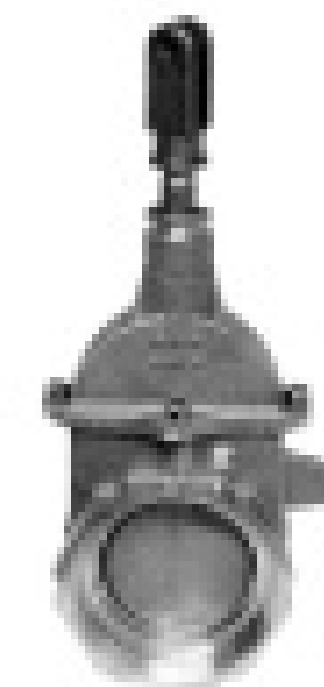
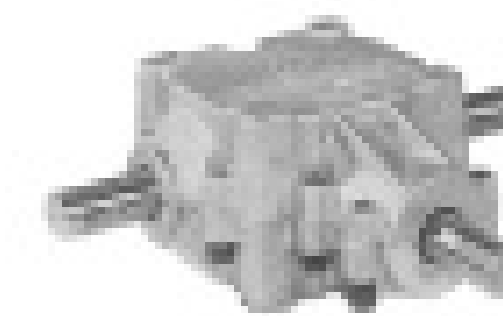
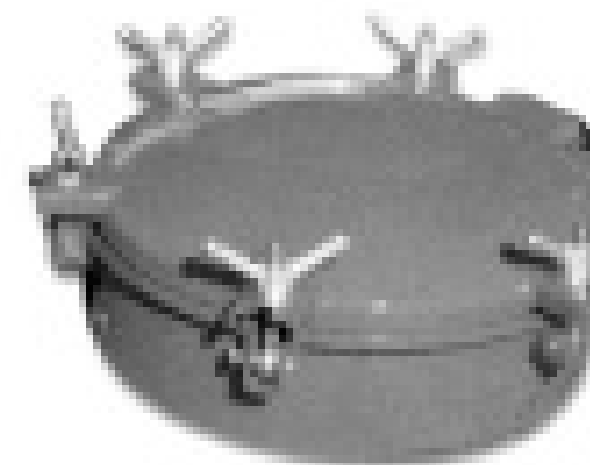
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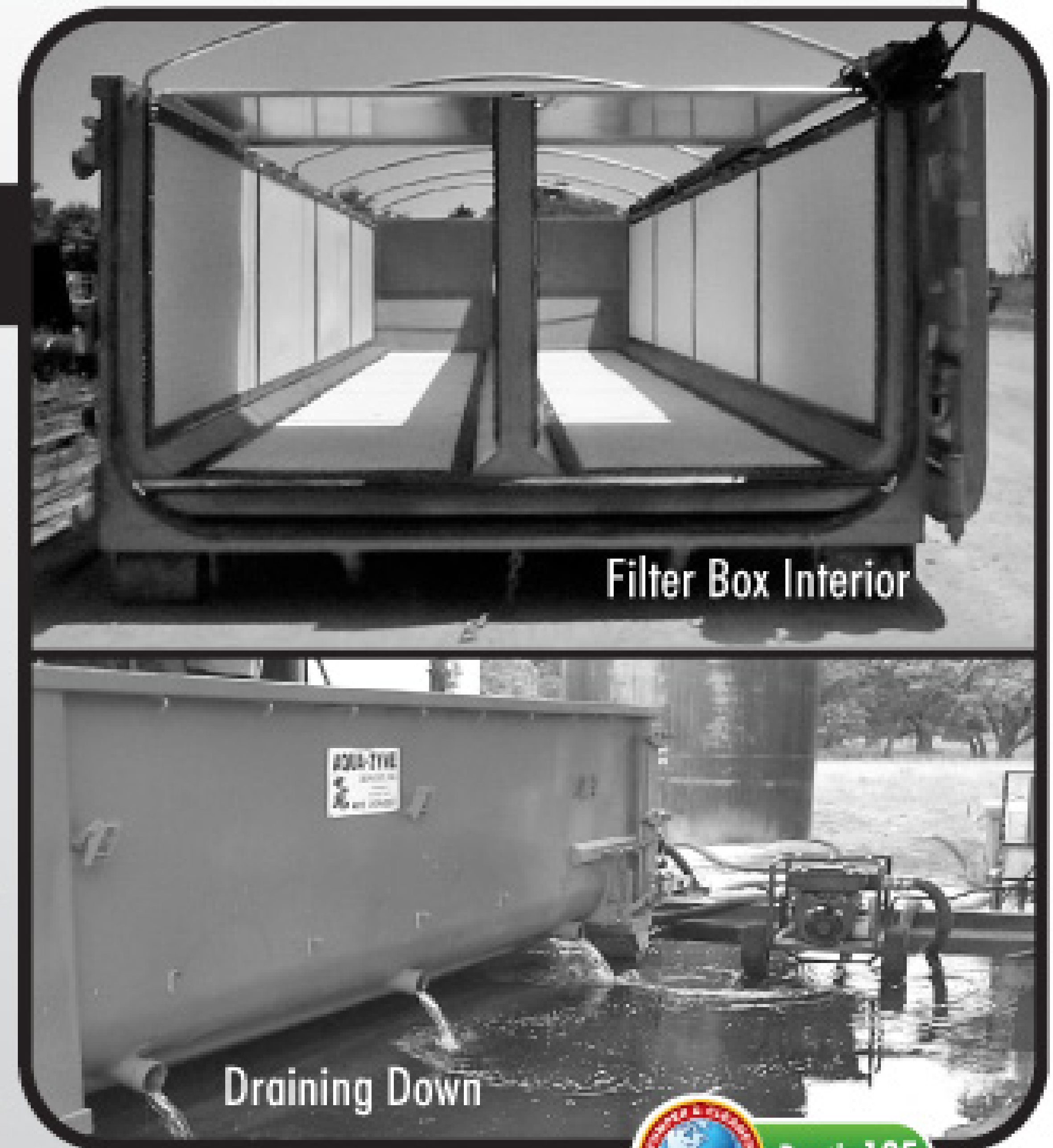
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Santa Claus is Coming to Town

Longtime Illinois pumping and sewer repair contractor Danny Bland spreads Christmas cheer

Thanksgiving through Christmas is the busy season for Danny Bland of Bland's Sewer and Water in Alton, Ill. He's not busy maintaining pipes, however, he's busy maintaining hearts — including his own — by playing Santa Claus.

"This will be my 15th year," Bland says. "I've been playing Santa since my beard turned white. I wanted to do something for the kids and I enjoy this so much. No amount of money in the world can pay for how I feel when I get that feeling in my heart."

The 62-year-old with the 6-inch white beard refuses to take any pay for playing Santa; he says commercial jobs "take away from Santa Claus." But he keeps busy eight to nine hours a day in December, from 6 a.m. appearances at daycare centers to community Santa breakfasts, appearances at elementary schools and Christmas parties for the elderly at nursing homes.

It all started when the Exchange Club of Alton, a service club Bland belongs to, needed someone to pinch hit for the jolly one at its annual Christmas party for local children.

"My buddy did it one year, but he didn't have a very good beard, so that's how I got started," he says. "Kids always pull on my beard and say, 'you are the real Santa.'"

The belly like a bowl full of jelly is also real, Bland says, but he has to wear a white wig under his red hat because he's a little short on real hair.

CHANGING TIMES

Bland's business, like his Santa activities, started small and grew through the years.

"I've been in business 43 years," Bland says. "I started it when I was 19 years old. I used to do a lot of pumping, but we sold the pump truck about a year ago."

Alton has a population of about 30,000. It is across the Mississippi River from St. Louis, but Bland's 50-mile service territory is entirely in Illinois.

"St. Louis is close," Bland says. "But all different rules. And I never wanted to be the biggest, I just wanted to be the best."

Bland started the business after a back injury ended his college football career. He started with a trencher, then bought a backhoe and eventually got into liquid waste pumping. After four decades of pumping septic tanks, Bland sold his vacuum truck and today the company concentrates on service work, hooking up houses and some small commercial buildings to sewer lines and doing line repair and replacement work. The company works on about 10 houses a week, Bland says.

Danny Bland and his wife, Bonnie (top), share the holiday spirit with kids and grownups alike, including frequent visits to schools (below).



"Once all the houses get hooked up to water and sewer, there's not a lot of tanks left to pump," Bland says. "On the rare occasion we need someone to pump a tank — it's usually to fill it up with dirt because it's not going to be used anymore — we have a contractor we use."

SANTA'S HELPERS

Fortunately for Bland, his stepson Bill Ayres is in the process of taking over the business. His grandson, apprentice plumber Struther Griffith, and nephews Bill and Jason Bland also work for the company and all pitch in so he can devote the necessary time to playing Santa.

Bland's wife, Bonnie, sometimes accompanies him on his holiday-cheer missions as Mrs. Claus.

"I like going to the nursing homes the most," Bland says. "Those people still believe in Santa Claus when they are 80 years old or more. It's like they go back to their childhoods when they see me. They get to be kids again."

He says since Alton is a close-knit community, he has known many of the nursing home residents his entire life and can tell stories about them, which makes for good fun if they don't recognize him in his Santa costume.

"They are really amazed at some of the things Santa knows about them," he says with a chuckle.

Bland says he'll hand out presents at a nursing home Christmas party and then visit the residents who are unable to leave their rooms to attend.

"I insist on going to see the unresponsive ones too," he says. "I talk like Santa to them and they'll remember their childhoods and almost every time I get a big smile. The staff can't believe it."

Probably the most emotional visit Bland has had as Santa was at the home of an 8-year-old girl diagnosed with terminal cancer.

"When I left, I said, 'See you next year,' and she turned to me and said, 'Santa, I'm not going to be here next year,'" Bland says. "If that doesn't tear at your heart, nothing will."

OVERCOMING SANTA-PHOBIA

One might assume a guy who grew up to play Santa with so much conviction has fond childhood memories of the big fat man in the red suit. Not so, Bland says.

"I hated him when I was a child," he says. "I had three older sisters and five older brothers and they pulled tricks on me that made me scared of Santa."

Those memories, he says, are the key to his ability to get children over their fears today.

"I've been playing Santa since my beard turned white. I wanted to do something for the kids and I enjoy this so much. No amount of money in the world can pay for how I feel when I get that feeling in my heart."

Danny Bland

"I understand their fears. So I can get any child on my lap because I don't try to scare them," he says. "If a child is crying, I don't force it. I let them sit on the floor and watch. When they see the other kids aren't getting hurt and are getting treats, they come around."

Bland's activities to help children are not limited to the holidays. He owns a 320-acre farm 60 miles north of Alton where he raises elk and deer.

Several times throughout the year he welcomes groups of disadvantaged children to the farm through the Alton Boys and Girls Club and the Exchange Club of Alton, giving them the opportunity to fish

and hike. Sharing the country scenery and the animals with kids who might otherwise not have the opportunity to get out of the city is just another way the longtime businessman maintains his heart during his after-hours time. ■

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

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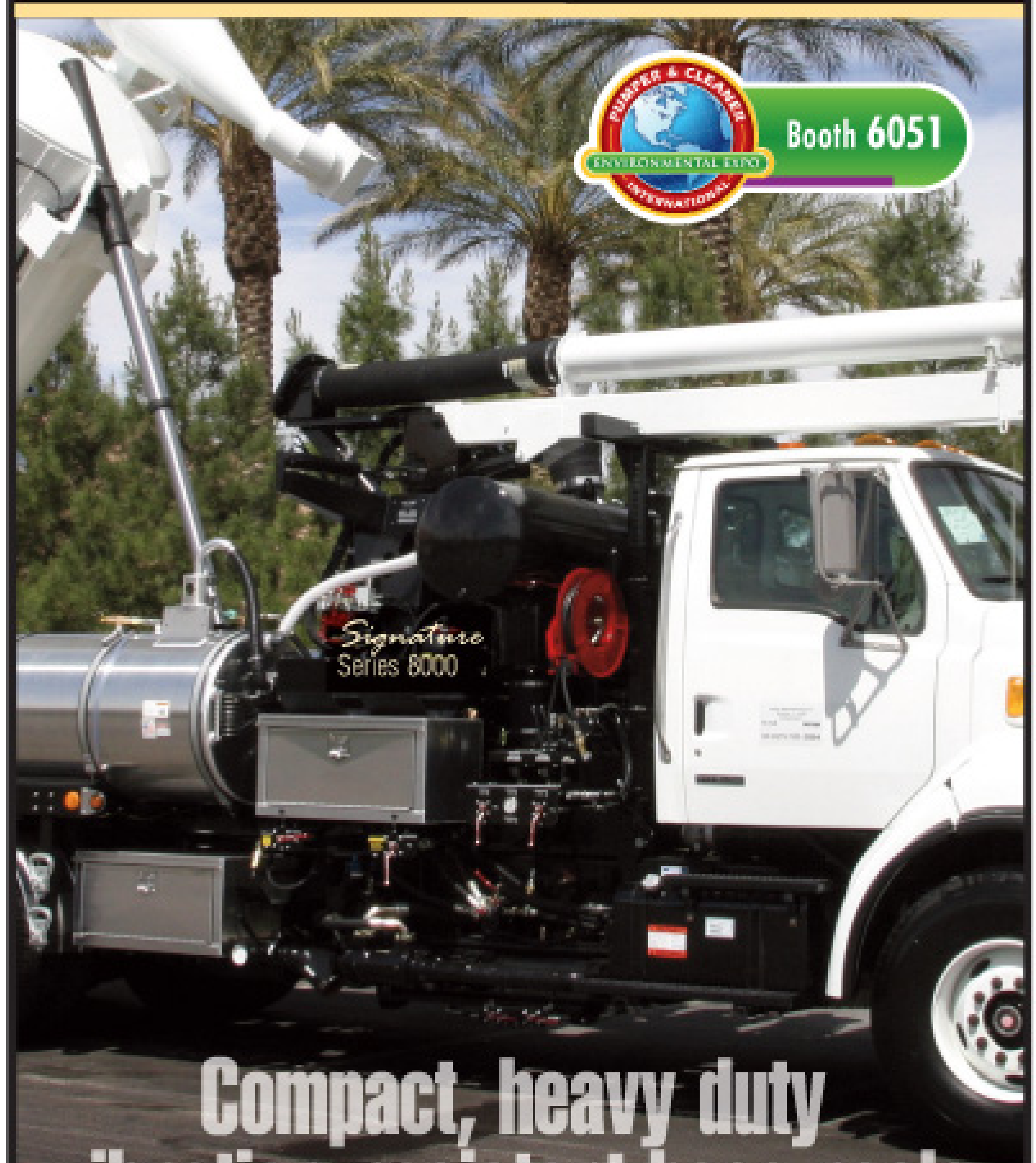


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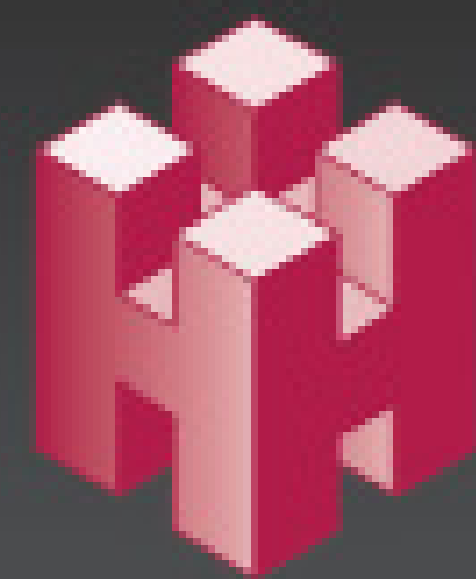
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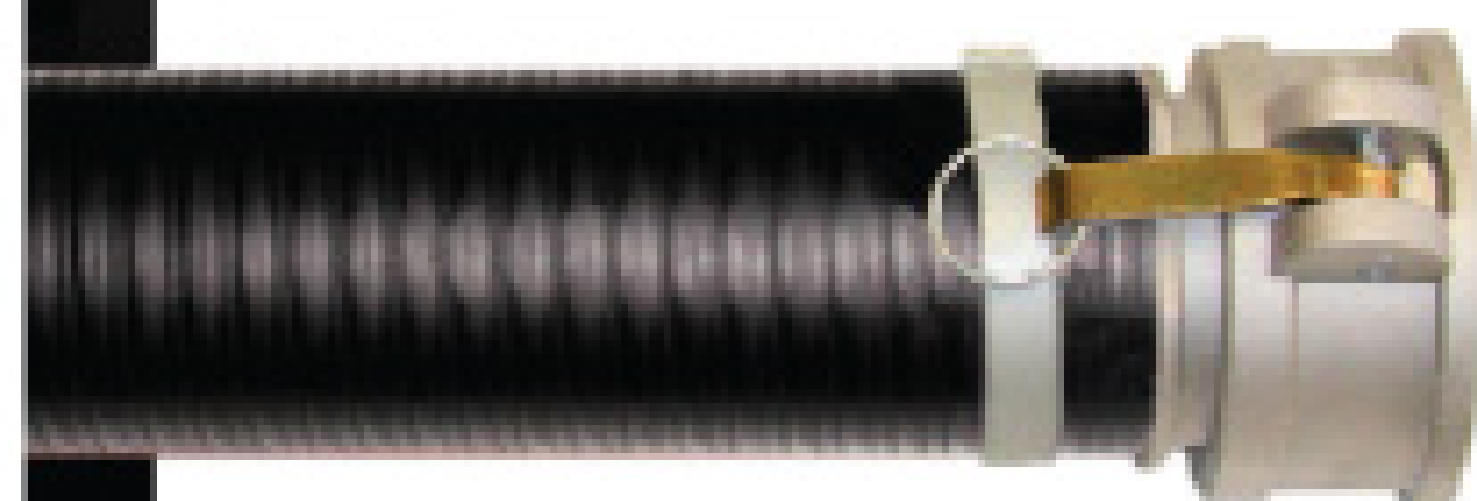
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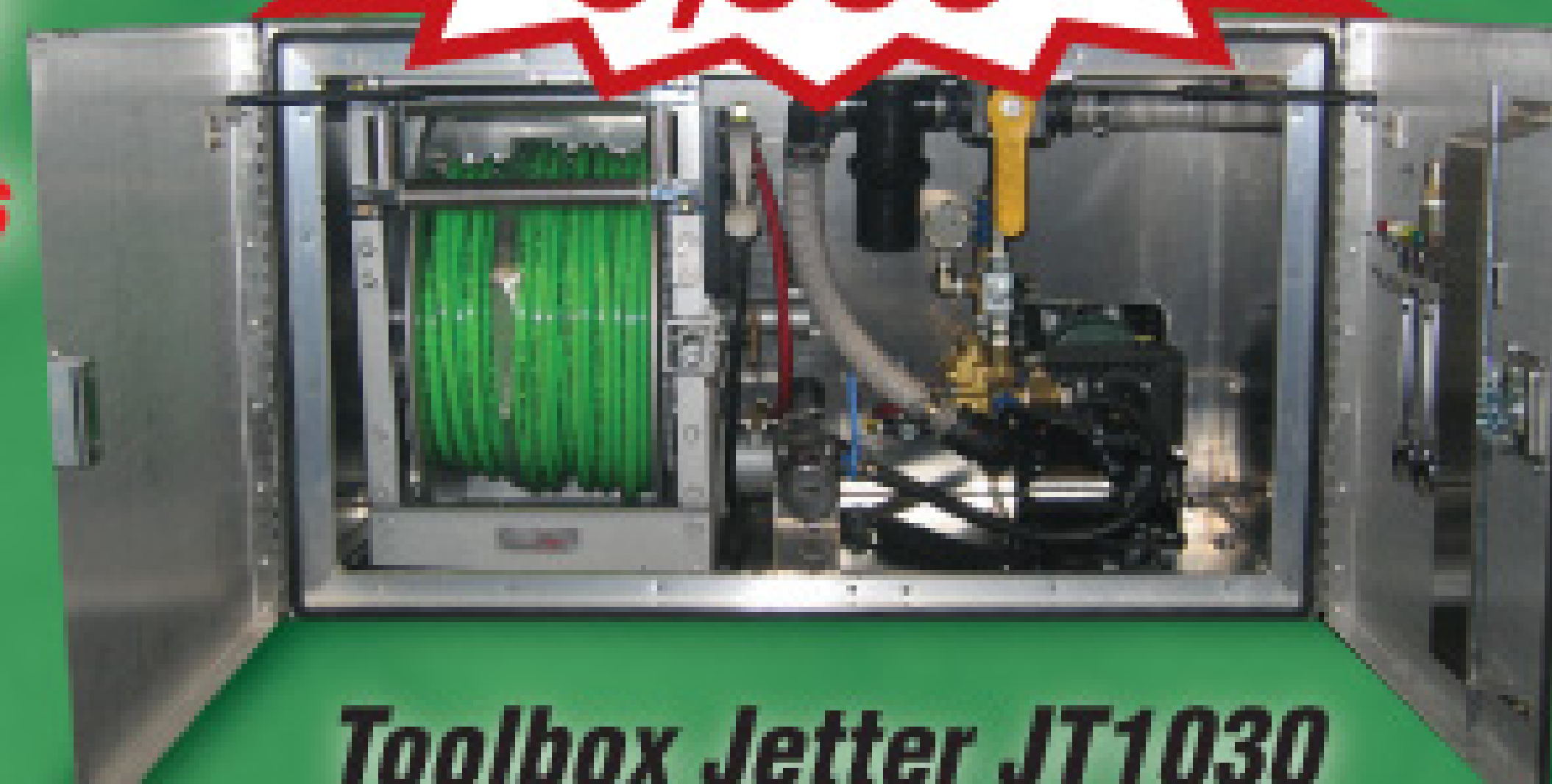
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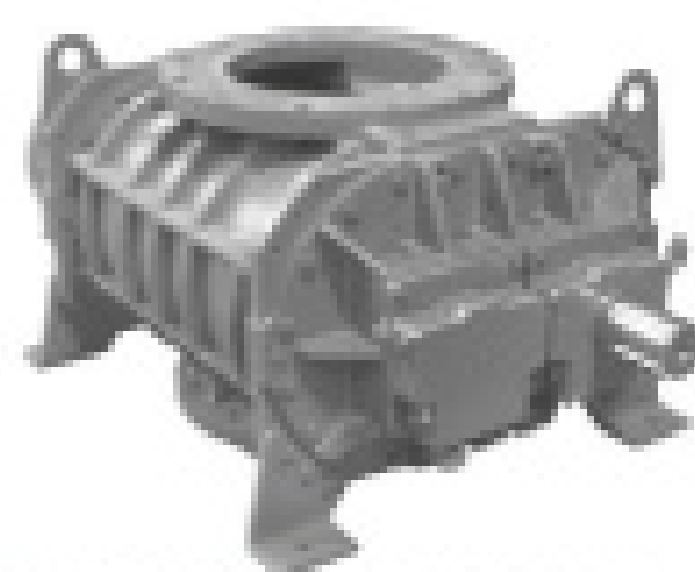
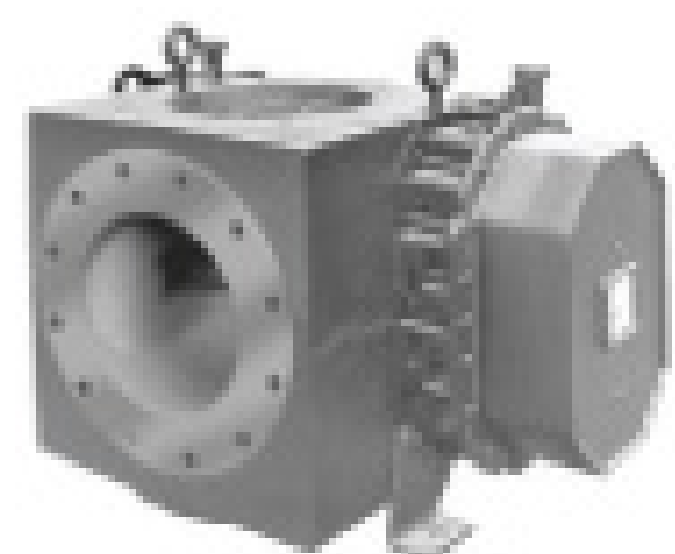
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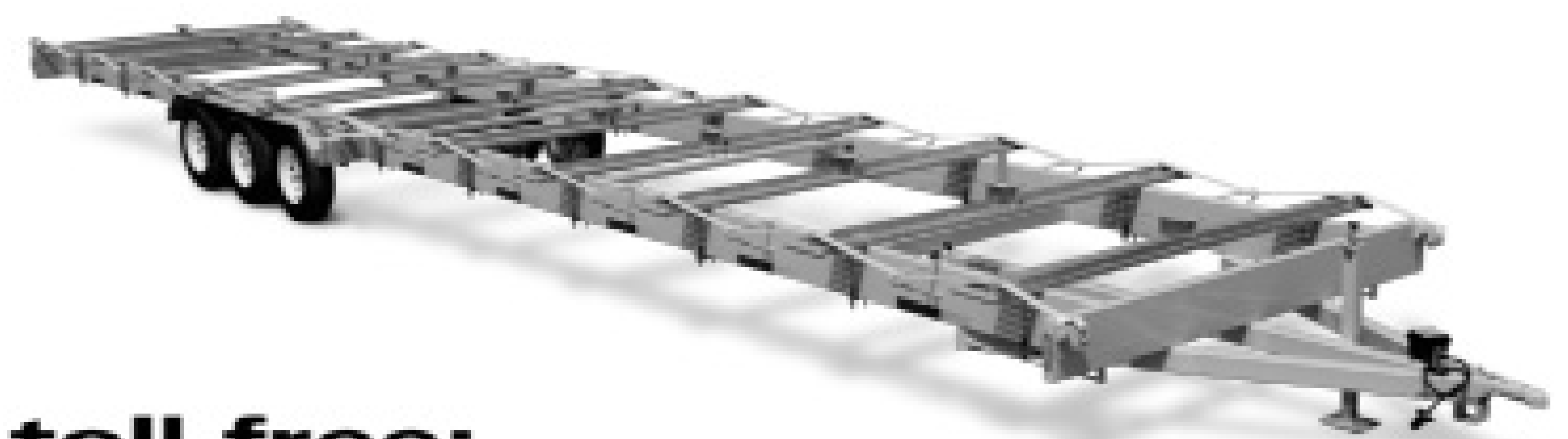
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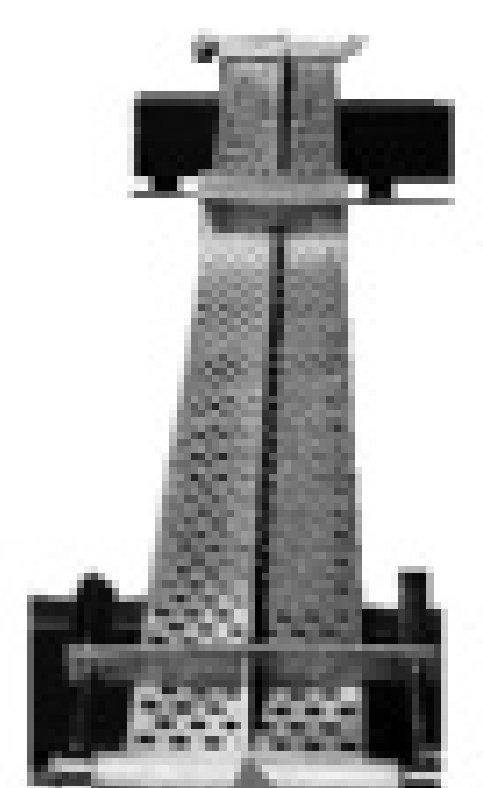
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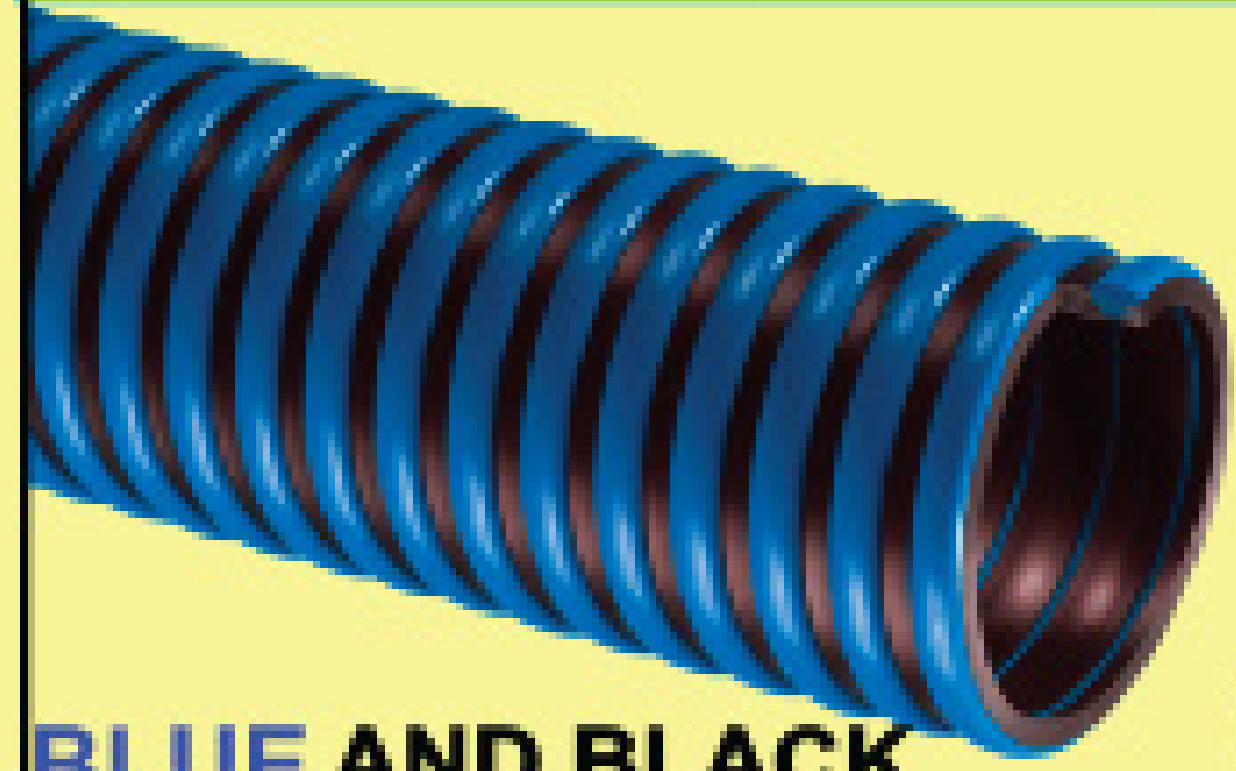
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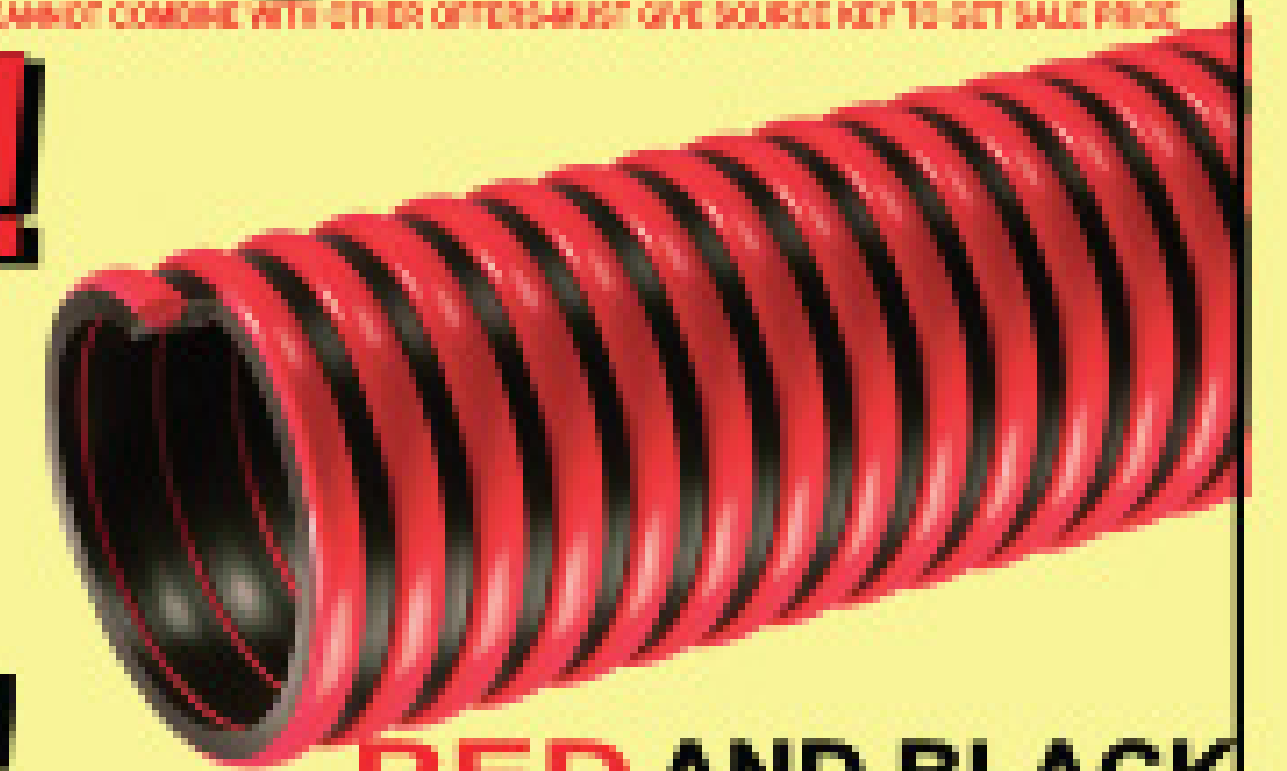
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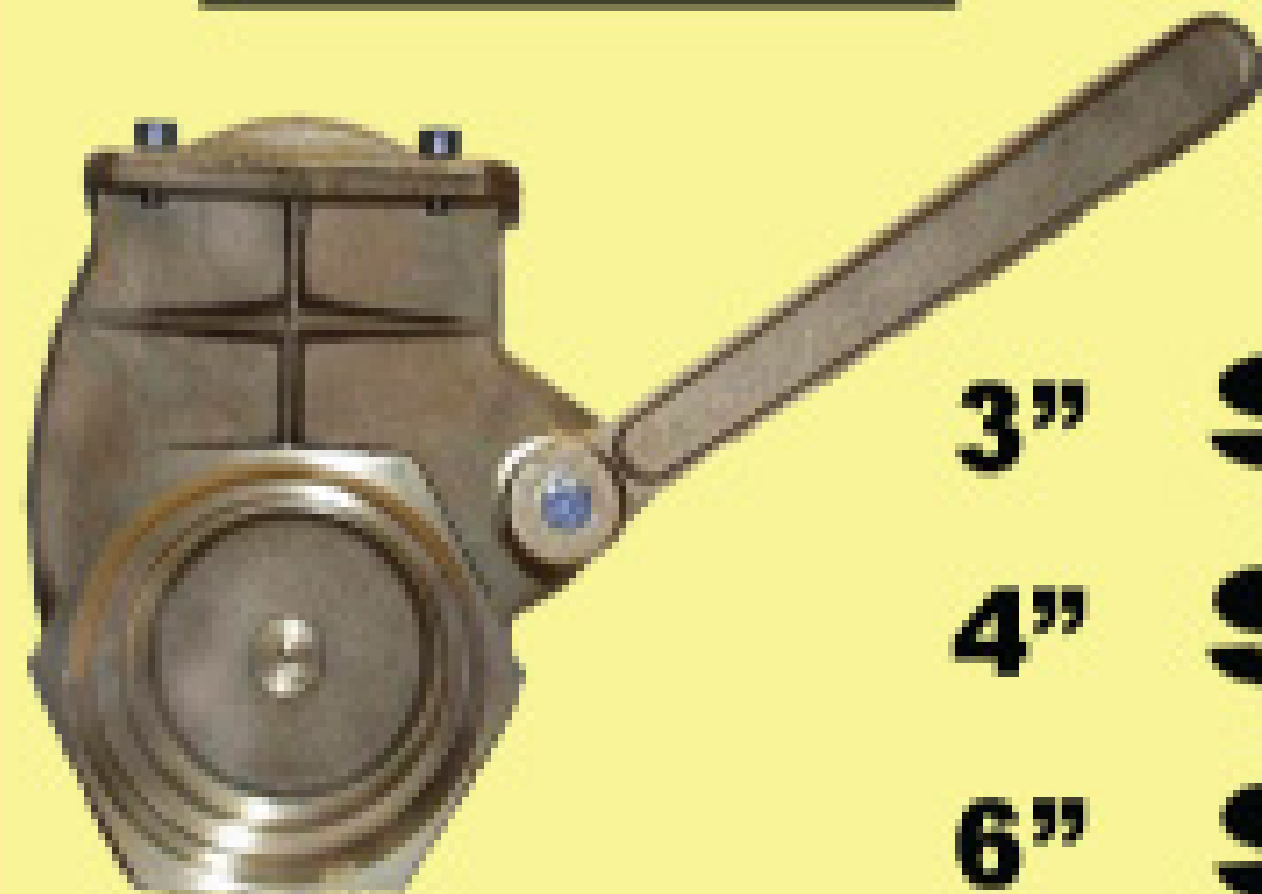


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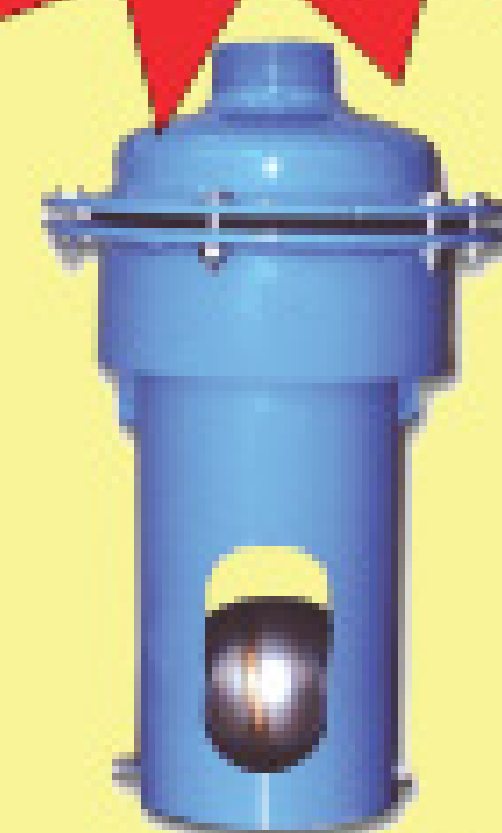


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Closing the Books

December is a good time to get a handle on the year's expenses and income, and to make decisions that can affect your tax liability

By Erik Gunn

It's that time of year again — for holiday shopping and festivities, yes, but also for the annual ritual of every smart business owner: Closing the books. Yes, it can feel like drudgery, enough to make you put it off and go watch a football game instead.

But if you want to stay on top of your business and make the most of the time you put in every day serving your customers, this is one of those essential tasks. Here's how you can make the job easier.

SEPARATE ACCOUNTS

Perhaps the most important reason to close your books at year-end is also the worst reason: to keep your personal and business expenses straight. Believe it or not, many small business owners still try to run the business out of their personal bank account, or mix personal and business expenses on the same credit card. That is a terrible idea, and owners who do it should stop right away and establish separate accounts.

"It's very important to make sure you do not commingle personal transactions with business transactions," says Brian Jenke, a certified public accountant at Sanford, Baumeister and Frazier in Fort Worth, Texas. Keep a separate bank account and a separate credit card for business use only, and keep business expenses out of your personal bank account and off your personal credit card.

Until you take that step, an annual book-closing exercise is critical to making sure you accurately track all your expenses and all your income. Now let's assume you already do those things. Let's also assume you have an outside accountant who works with you, especially at tax time, because if you don't, you really should get one.

Even in this situation, you're not off the hook: Closing the books is still important. And the more you do yourself to organize your records, the less you'll have to pay in accounting fees. "Clients have a choice," notes Jenke. "They can do it themselves, or pay us our standard billing rate."

REVIEW EXPENSES

Step 1 is to review all expenses. With separate accounts, these should be easy to capture. But you have a bigger opportunity here. Look for trends and habits that could affect the ongoing operation of your business.

Are you spending more on certain supplies (fuel, for instance)? Are you spending too much stocking up on inventory that then sits around unused? Are you making the most of seasonal price fluctuations for certain purchases?

One expense that many small businesses fail to capture, Jenke says, are refundable deposits they pay out, such as damage deposits on leased equipment. Business owners may assume it's an expense, ignoring the fact that they're supposed to get it paid back when the leased item is returned in good condition.

"A lot of times, these deposits are never requested back, because the business owners never put it on their balance sheet," Jenke says.

"If you close your books and review them every month, it's a more manageable task. Plus you get used to them and it no longer frightens you. Slow and steady wins the game."

Brian Jenke

Erik Gunn 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.



REVIEW INCOME

Step 2 is to examine income. Are all your customers paid up? Are you keeping track of those who haven't paid? Did you forget to bill anyone? (Yes, that does happen.) Are your billings keeping up with past years? Or is business slacking off? And if so, is that a warning sign that you need to take some steps to turn it around?

If you tend to have steady income and expenses from year to year, this may be a routine task, but don't skip it. On the other hand, your income may have taken a big leap this year. That makes this year-end review particularly important. "You want to make sure you do a good year-end close," Jenke says. "Track that you've generated all of your bills properly and collected all of them, or know which ones are not collected."

PLAN FOR TAX TIME

Step 3 is to analyze the tax implications of the year just ending — and that's the big reason you're better off closing the books in December, rather than waiting for the new year. One decision you might have to make is how to depreciate big-ticket capital expenses you made during the year.

Say you bought a truck for \$40,000. Normal IRS rules require you, instead of deducting that expense all from this year's income, to spread the expense over several years according to an established depreciation schedule set by Uncle Sam.

But what if you had a particularly huge income boost in the same year? It will be better for your tax bill if you can take the entire deduction in the current year. If you've made a profit rather than lost money, that's also perfectly legal, if you follow the IRS rules for doing so.

Here's where your accountant can really help you, and you'll get much better help if you make that appointment now instead of waiting until the new year. "A CPA has more time to consult with clients in November and December," says Jenke. "Once January comes around, we're closing people's books, we're doing people's income taxes. We have a clearer focus in December to help them out."

That timing also gives you the opportunity to make decisions that could cut your tax bill. For instance, if you've had a banner year, you can move some big expenses you would pay for anyway into the current year. After Jan. 1, it's too late.

KEEP IT GOING

But if you really want to get the most out of this task, don't stop now. Put yourself on a schedule to close your books not just once a year, but every month. That's the real secret to a smooth business operation. Jenke compares it to lawn care.

"It's not that hard to cut your grass every week," he says. "What if you waited three months before you cut it? Think about how big it is, all the weeds that are in it, all the extra trimming that has to be done. You'll keep putting it off because the mountain's too big to climb. But if you cut your grass every week, it always is manageable."

Accounting is the same, he concludes. "If you close your books and review them every month, it's a more manageable task. Plus you get used to them and it no longer frightens you. Slow and steady wins the game." ■



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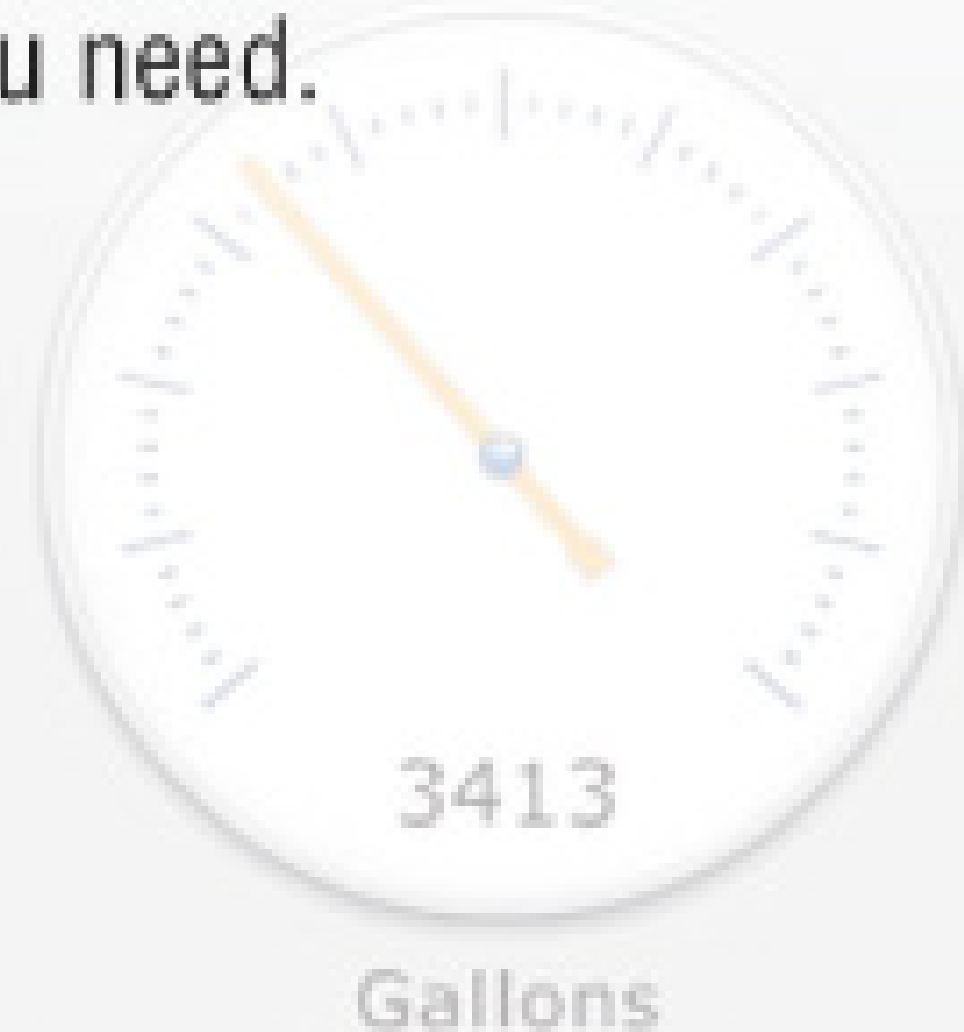
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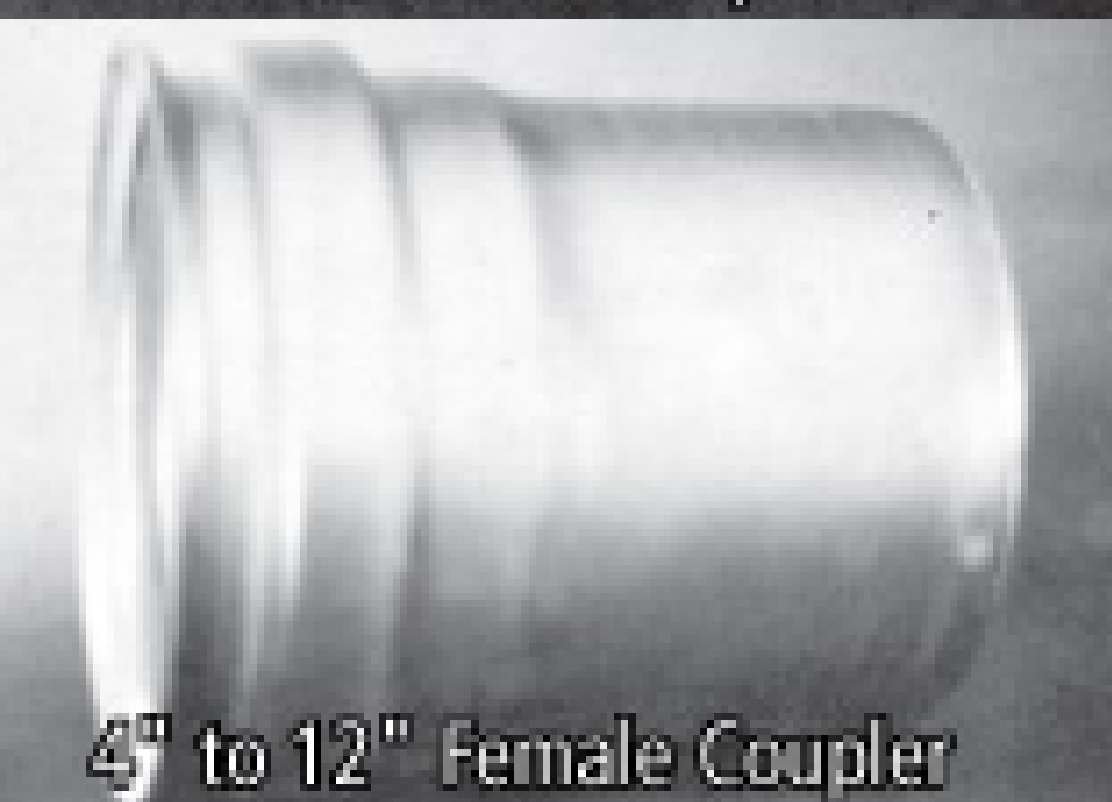
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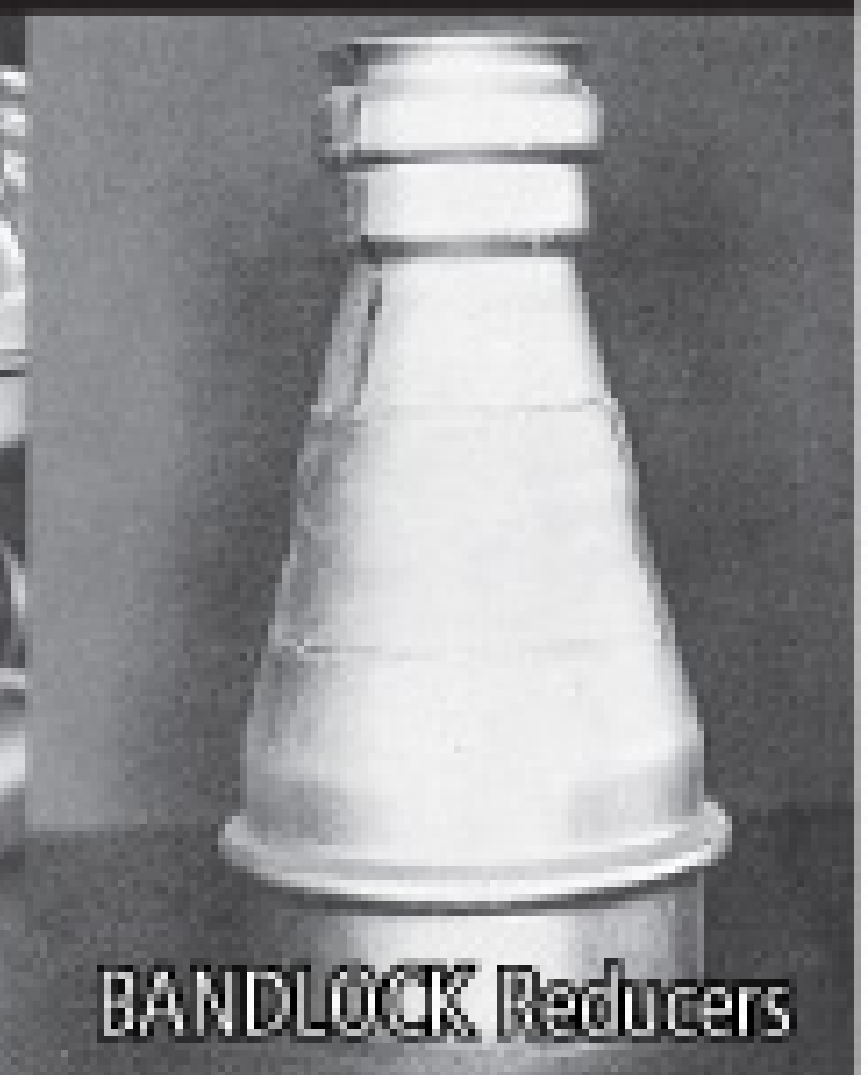
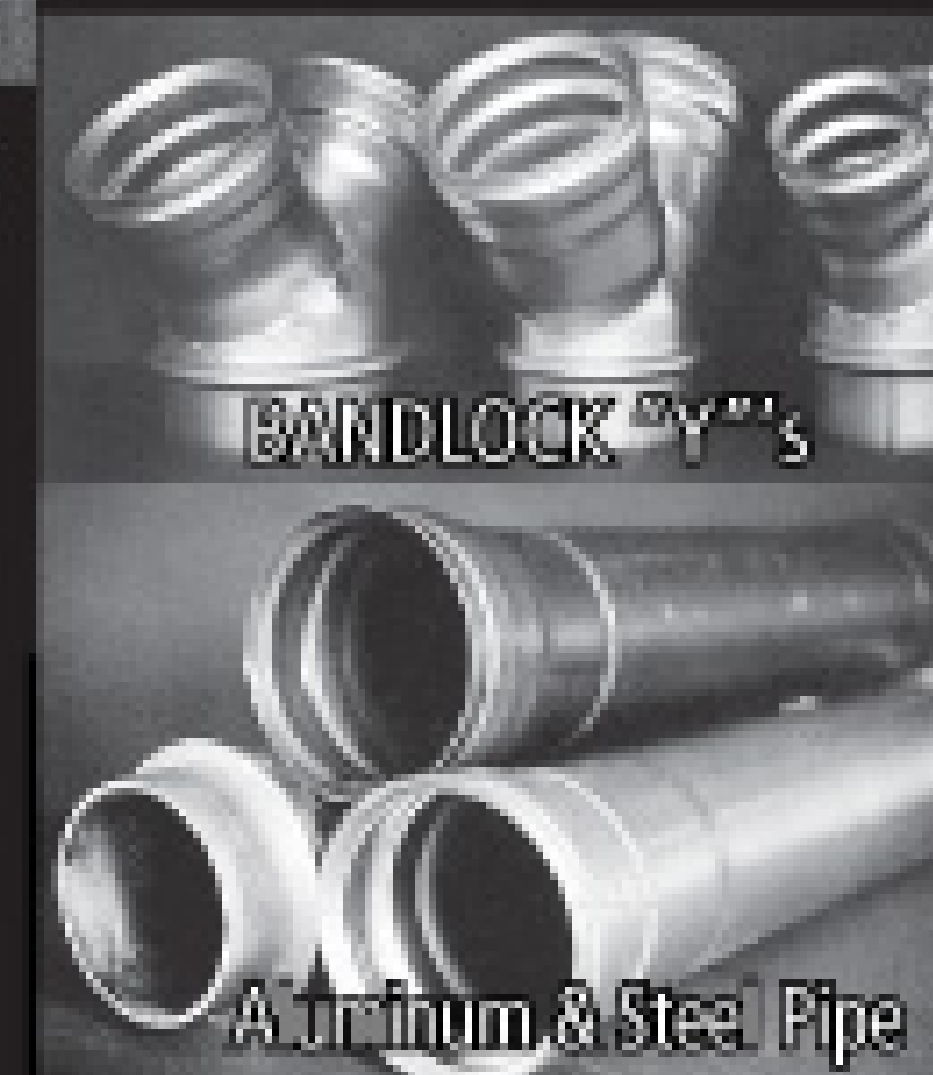
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EDUCATION DAY

Wednesday
February 25th, 2009

- 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 Pumps: Operation & 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 C101-C104

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 Discover the "GREEN ERA" and capitalize on it! - **Lenzyme**
- 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

ROOM C109 - C112

Sewer & Drain Track

- 8:00 - 9:00 Bacteria Mythbusters -
ProClean by Duracable
- 9:30 - 10:30 Solutions for Nineteenth Century Manholes - **AP/M Permaform**
- 11:00 - 12:00 Manholes & Leakage Solutions
Sealing Systems

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 C101-C104

Miscellaneous Track

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

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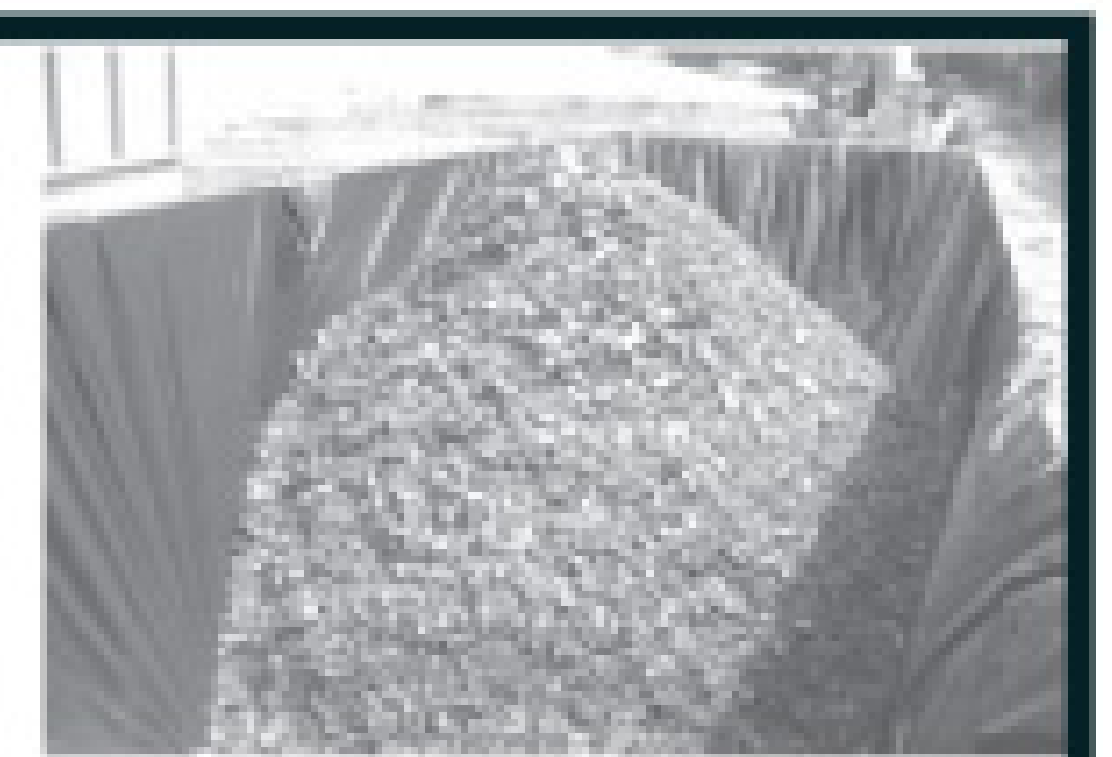
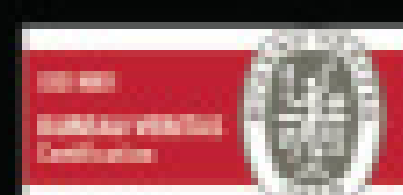
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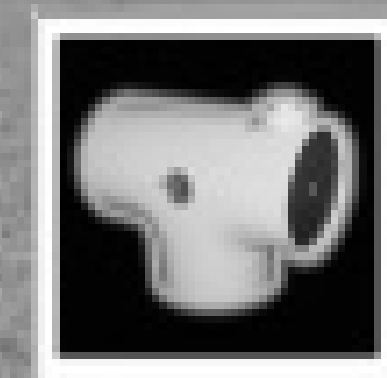
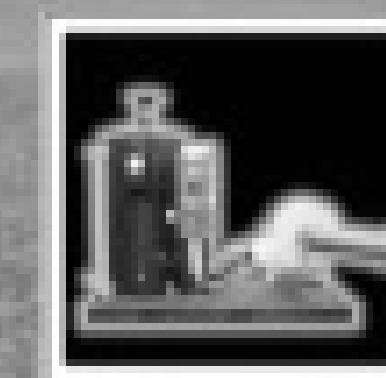
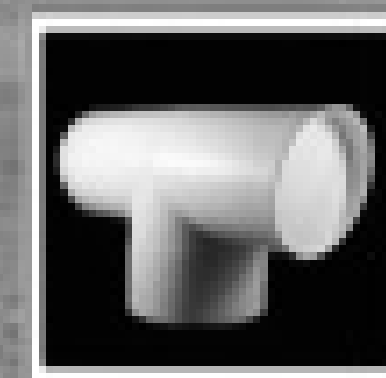
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Hold on Tight

A poster wants to add another parking brake to his service rig as added insurance while stopped and pumping on a grade

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

HOW DO I ADD A SECOND PARKING BRAKE TO MY SERVICE VEHICLE?

Question:

I have a tandem truck with a 3,000-gallon tank and was considering adding a parking brake to the rear axle. The middle axle has a parking brake, but I would feel a lot safer with both the tandems locked when I am pumping. I have a lot of grades I park on during service. Has anybody done this? I was just wondering about the feasibility of this; it seems pretty simple to do.

Answers:

It is fairly simple, I think. You probably need either a spring brake valve and/or a relay valve, depending on the wheelbase of your truck and other factors. It is important to do it right, because the springs need to activate if there is an air-pressure loss. At its simplest, it may be just a matter of getting a four-port version of the valves controlling your front axle. But take your truck to a good shop and get someone qualified to look at it and tell you what you need.



You have two spring brakes. You need two more spring brakes and two wheel chocks. Spring brakes can only simulate 65 psi of brake pressure, not much in my opinion. Wheel chocks are a must.



Take a truck with the brakes not adjusted correctly and no wheel chocks, and in less than five seconds you could end up with the loss of a truck, \$500,000 in property damage and possible loss of life. I wouldn't want that on my mind at night. So get it fixed right or just stay on level ground all the time.



When was the last time the DOT or NHTSA (Department of

Transportation or the National Highway Traffic Safety Administration) allowed a truck like that to go down the road and how has it been passing DOT inspections since? I think spring brakes have been required on all rear axles for decades. If I am not mistaken retrofits were mandated as well. He deserves credit for recognizing the problem and trying to fix it, but shame on him if he's driving it now that he knows there's a problem. It sounds like his concern is holding on hills, but I wonder if he realizes what would happen if he blew a hose on the highway and needed those spring brakes to bring his rig to a stop. I wonder if he bought the truck that way or if an inexperienced shop installed it. He may have some recourse. I had an air axle added to a truck by an experienced shop with a good reputation and even they screwed up. They didn't realize the Japanese truck manufacturer was using antilock technology.

When the brakes were applied hard the antilock sensed traction loss and released the brakes on the main rear axle. This was causing the lift axle to do all the stopping, which resulted in skidding, smoking, wheel hop and increased stopping distance.



My 1980 truck only had emergency brake chambers on the front drive axle. It passed three Wisconsin DOT inspections by a trooper. One was in 2002. He did try to ticket me for not having straps holding down my hoses (unsecured load).



This is my second tandem truck and both of them only came with a spring brake on the middle axle and they both passed DOT inspection. One is a 1994 and one a 2000. I was even stopped at a roadside DOT spot check and didn't get a ticket or mention of needing additional spring brakes. The DOT inspections have been done at three different dealerships: Mack, International and Kenworth. I'll have to look into the requirement of spring brakes on both tandems since three dealerships and a state trooper apparently don't know what they are doing. Anyway, I had the spring brakes added to the rear axle and I feel a lot better now.

HOW DO I RID THE SEPTIC TANK OF ROOTS?

Question:

Does anyone have tips for getting rid of roots inside a septic tank or know of any products that work?

Answer:

The wisest choice for root removal in this situation would most likely be by mechanical means. Physically cutting and removing the roots. Of course the tank would be a considered a confined space, and you'd have to follow all of the necessary safety precautions.

Lastly, if roots have intruded on a septic tank, the watertight integrity of the tank has been compromised. Most likely a new tank is the answer, not killing or removing the roots. ■

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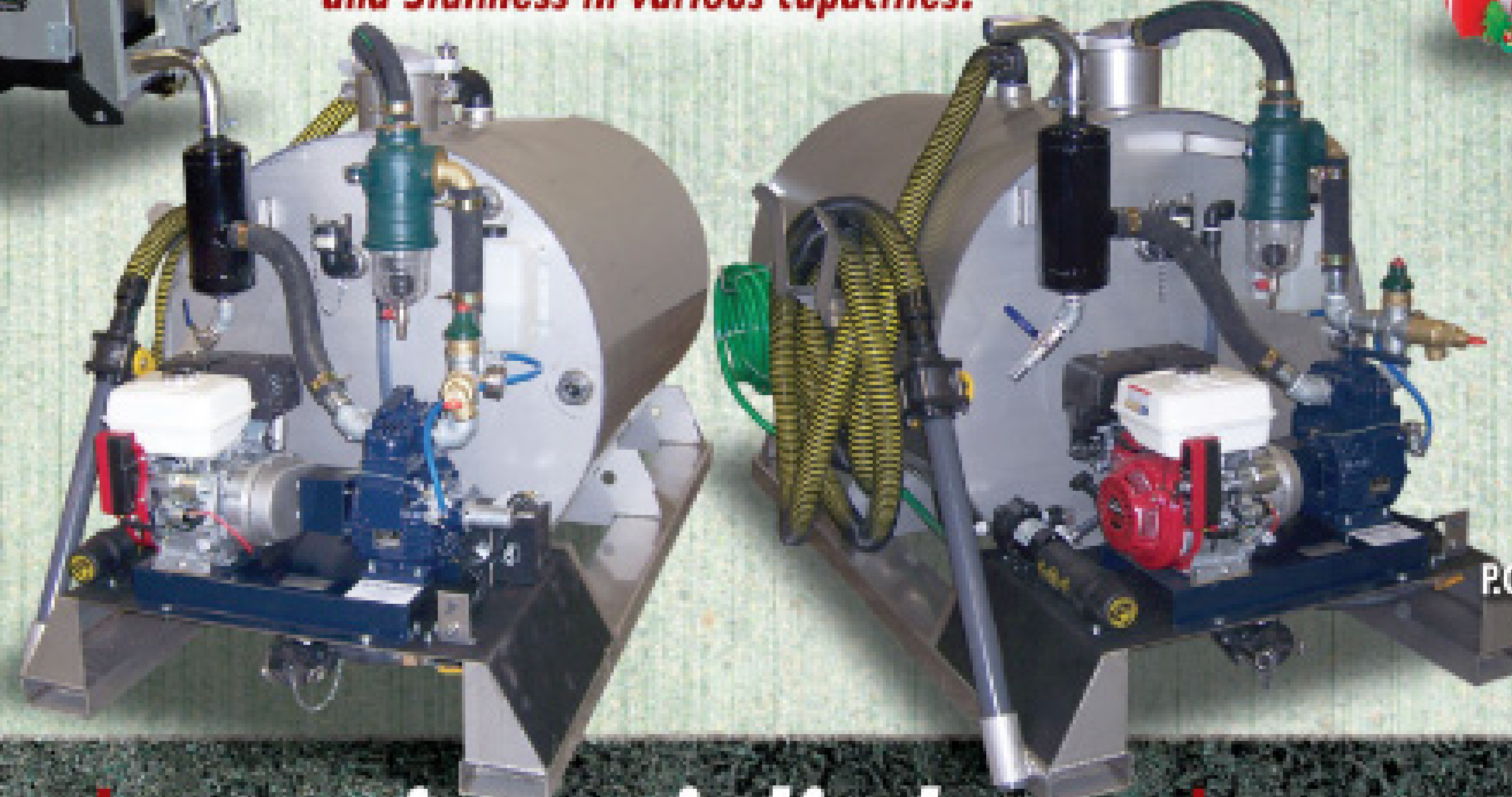
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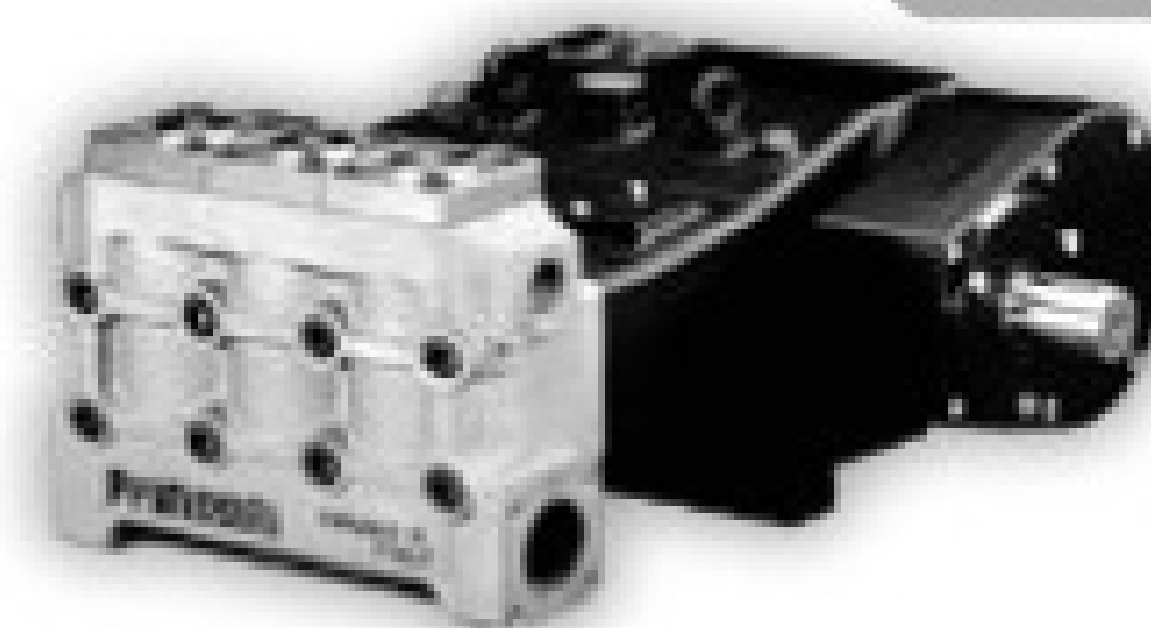
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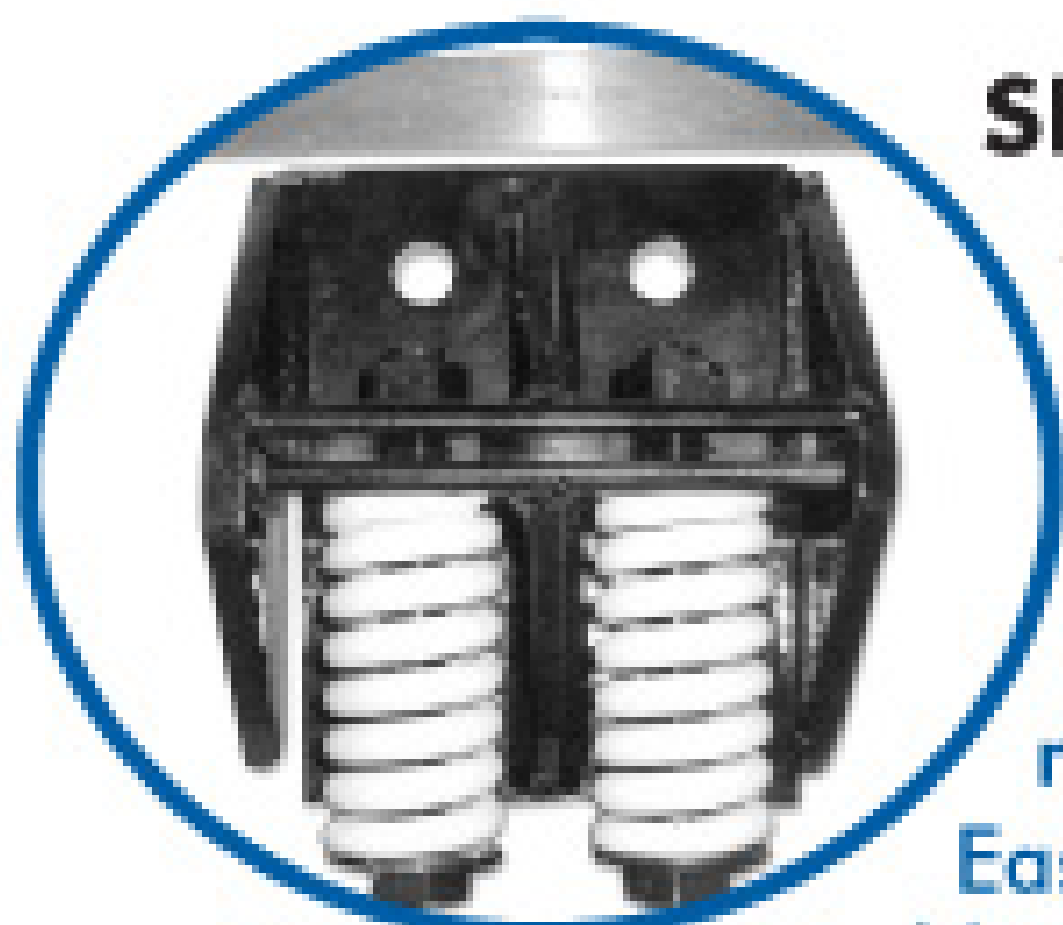
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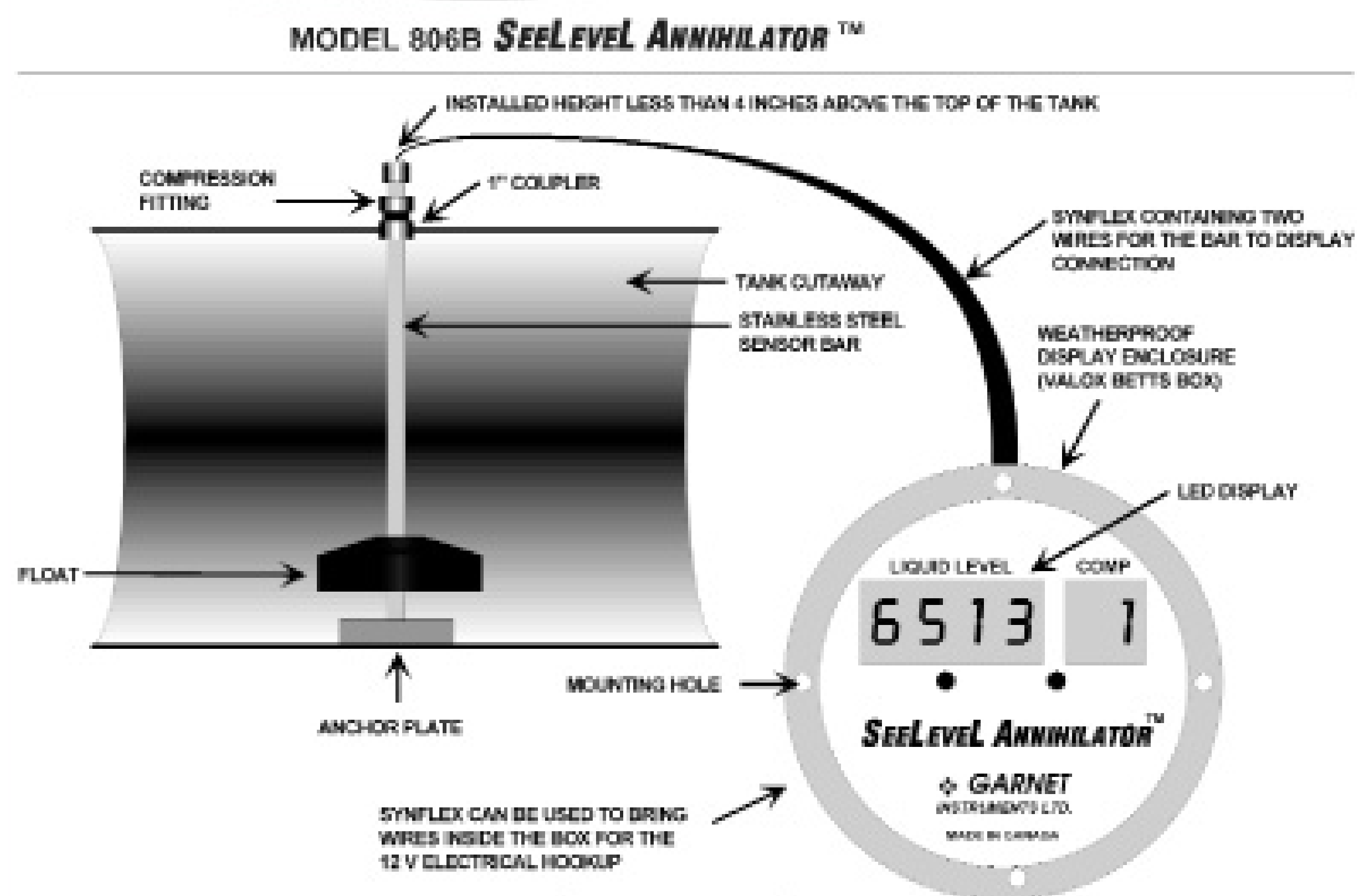


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When Breaking Up is Hard to Do

Do you prefer backflushing or a mechanical agitator to eliminate a rock-solid scum layer in septic tanks?

By Mary Shafer

Every pumper has their favorite tools and techniques for certain kinds of jobs. One of the most challenging of those jobs is the tank that's been so neglected it has a veritable drumhead on it, the scum is so thick and solid. That's when you have to decide whether to backflush or to agitate. Here's what some of your colleagues tell us about their chosen method:



Name:
Tim Frank, owner
Company:
Tim Frank Septic Tank
Cleaning Co.
Location:
Huntsburg, Ohio
Employees: 11
**Years in
Business:** 42

Tim Frank relies on backflushing for the majority of small- and medium-sized tanks.

"We don't use agitators for those," he says. "Our trucks are pretty big with powerful pumps on them, so they can get the stuff out of there. But you always have

that crust that floats. What we do to get that is change the vacuum to the other side, to make pressure in the truck. Then we'll open the valve and start to 'boil' it in there hard, bring it around and mix it up.

"We'll generally pump the tank down pretty low, so as you boil the liquid against the bottom, it rolls and turns and will mix all that sludge and grease and slime up. It liquefies it."

Large tanks are a different story, Frank explains. "We don't want to spend all that time, so we do have a mechanical agitator that we'll use mainly on some of the really big tanks, the 5,000- or 10,000-gallon ones that are pretty heavy in the bottom. We've got an extension that lets us hold (the agitator) down to the bottom of the tank. When you do that, it pushes it against the bottom of the tank, and agitates it up, just like being beneath a dam.

"Then the solids just roll up and you can get it right up the hose. The bottom is where you really want to get, because there you find sand from washing clothes, and that's not doing you any good, so that's what you want to get out of there. You want to maybe leave a little bit for culture, so you wouldn't wash the sides with bleach or anything, but you really want to empty that bottom out."

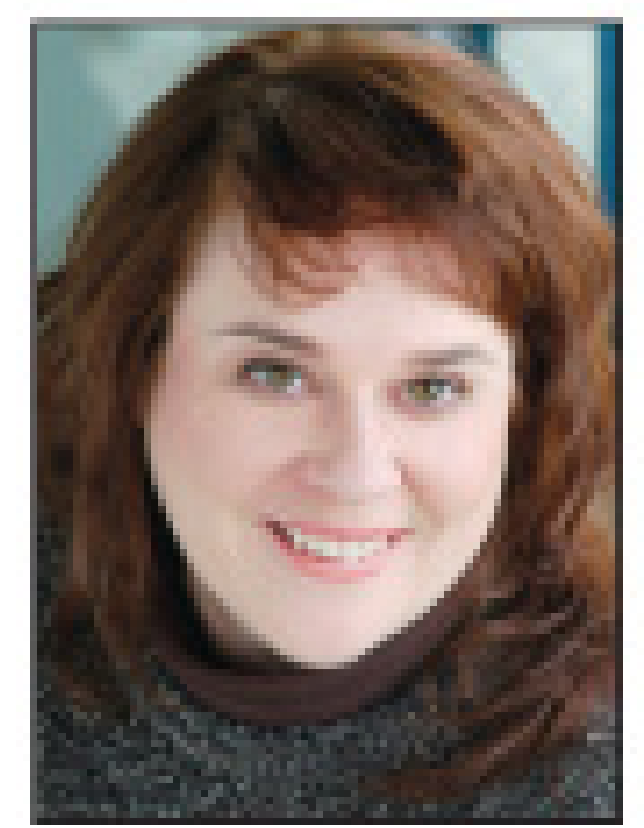


Name:
Steve Lojovich, owner
Company:
Advantage Septic
& Drain
Location:
Burtrum, Minn.
Employees: 2
**Years in
Business:** 11

Steve Lojovich pumps residential systems that are located steeply downhill from where he's able to park his truck. Consequently, on jobs where he's got a stubborn scum layer, there's no way he's going to get the effluent up the hose without some seri-

ous slicing and dicing. For years he fought scum with backflushing alone, but then he heard about mechanical agitators and got curious.

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



"You always have that crust that floats. What we do to get that is change the vacuum to the other side, to make pressure in the truck. Then we'll open the valve and start to 'boil' it in there hard, bring it around and mix it up."

Tim Frank

"I've used a Crust Buster since 1999," he says. "I was very skeptical that they would really work. Then I had a day off and the company that makes them is located not far from us, so I decided to go look at one. I went down there and watched them use it on an actual job. I was sold on the spot because I could see how good it worked. I bought it.

On the worst of the scum layers — he describes them as "opening up a tank and finding one you could walk on" — Lojovich still must inject water or septage from a previous job to mix a pumpable slurry. "Whenever I think I may run across one of those," he says, "I make sure it's never the first job of the day." He does this gradually — pumping in some liquid, agitating the solid layer, mixing in more liquid — until it's of a consistency that will make it up the vertical drop. But it's the agitator he credits for making short work of what used to be an endless procedure when backflushing was his only tool.



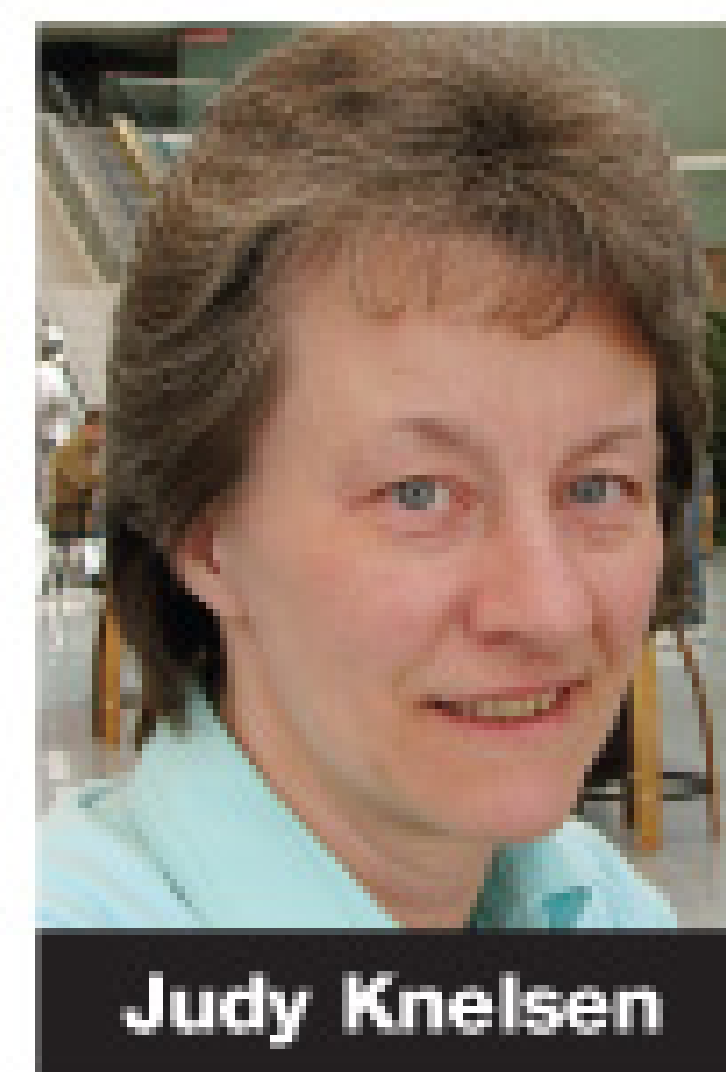
Name:
John and Judy Knelsen, owners
Company:
Chilco Creek Contracting
Location:
Vanderhoof, British Columbia, Canada
Employees: 2
Years in Business: 16

John Knelsen uses his own method of persuading stubborn scum layers to disengage and disintegrate. It's a cross between backflushing and manual agitation that works well for the systems he services.

"I take a big window scraper to break up the solid

layer, then run in some water with a garden hose," he says, making a liquid mixture he can pump out. "I've looked at mechanical agitators, but I don't think they'd work in my applications."

Judy Knelsen explains that the systems they pump are mostly residential and 50 years old or newer, and regulations require a riser that restricts access for mechanical agitators. ■



Judy Knelsen

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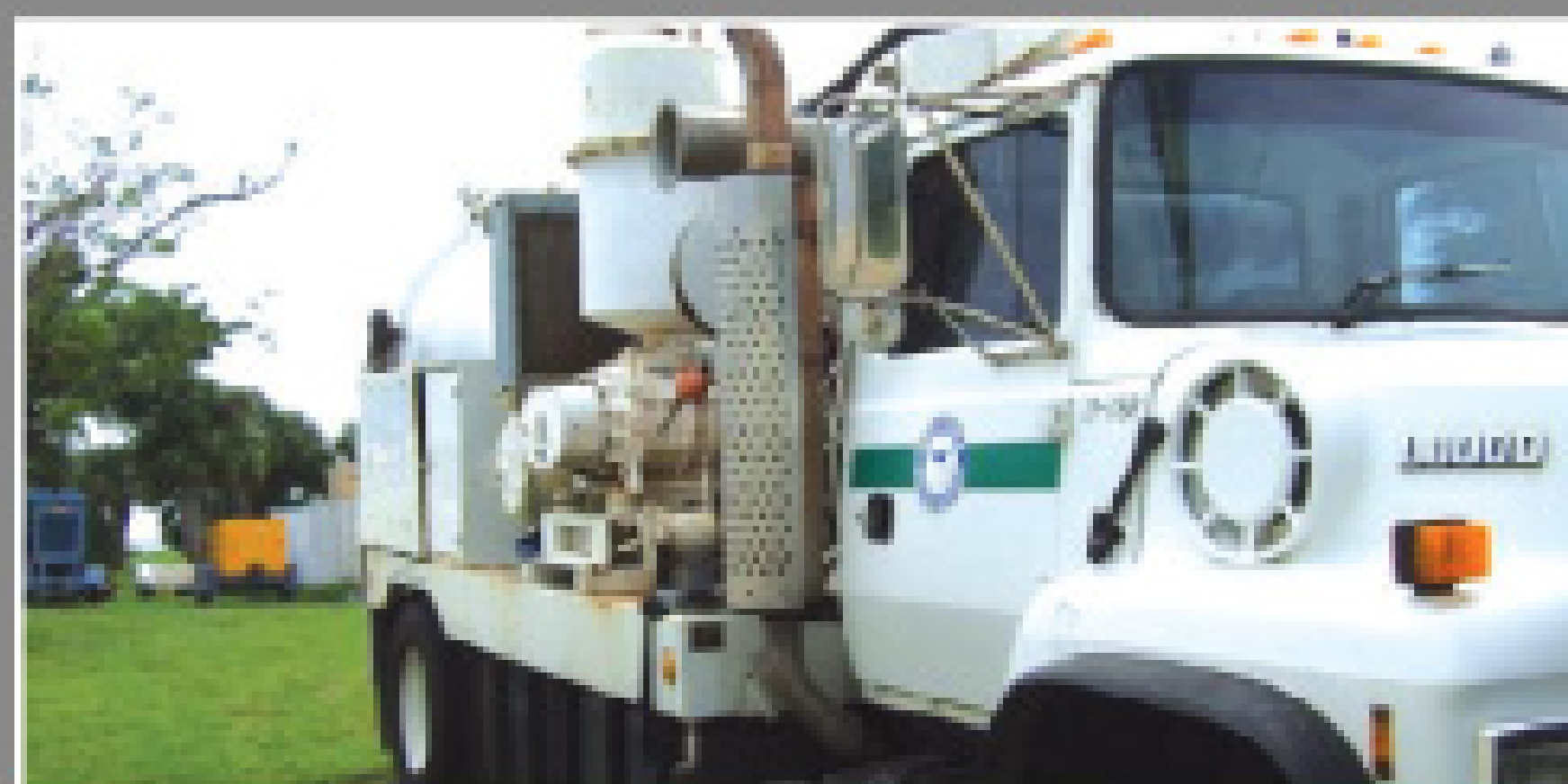
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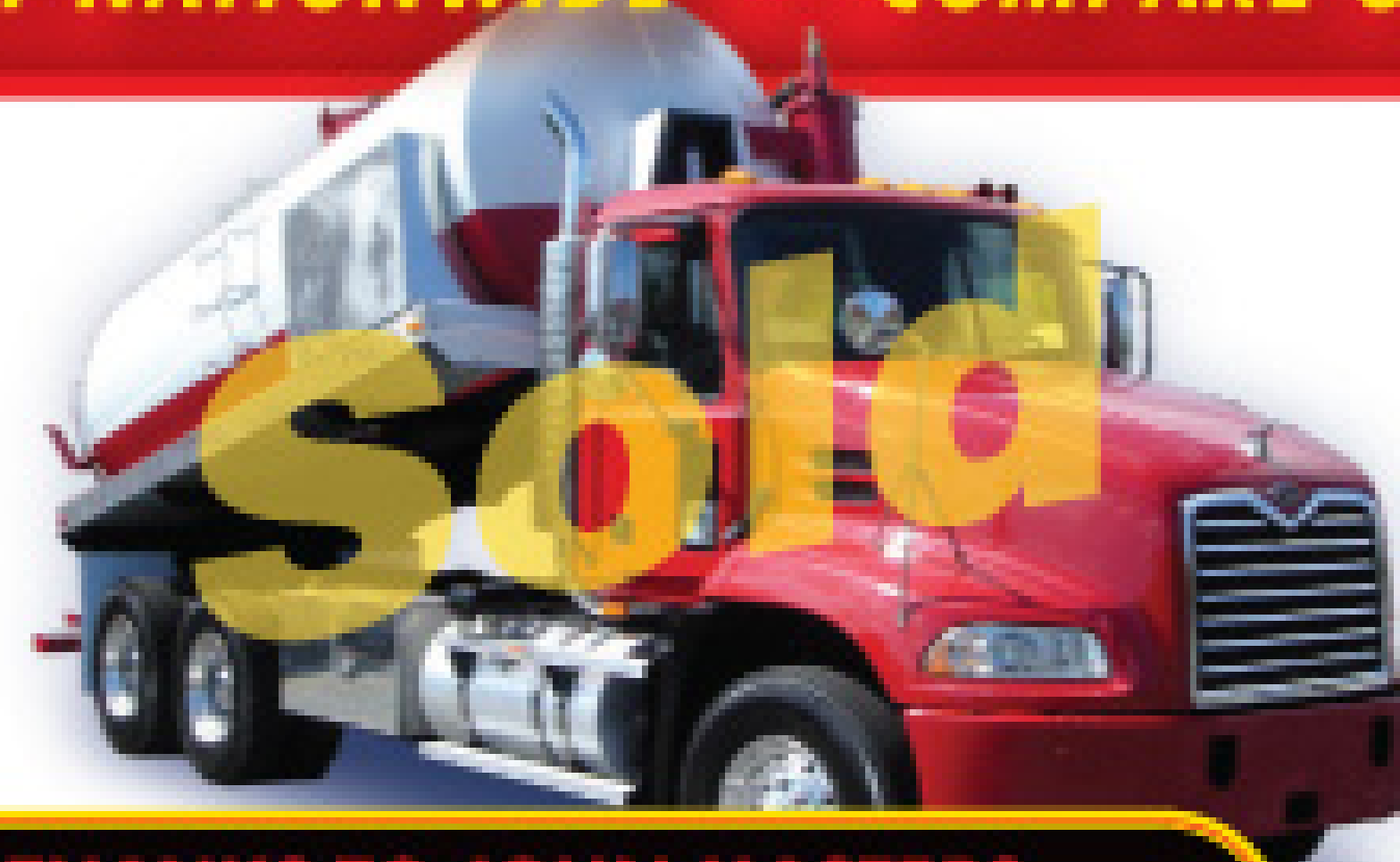
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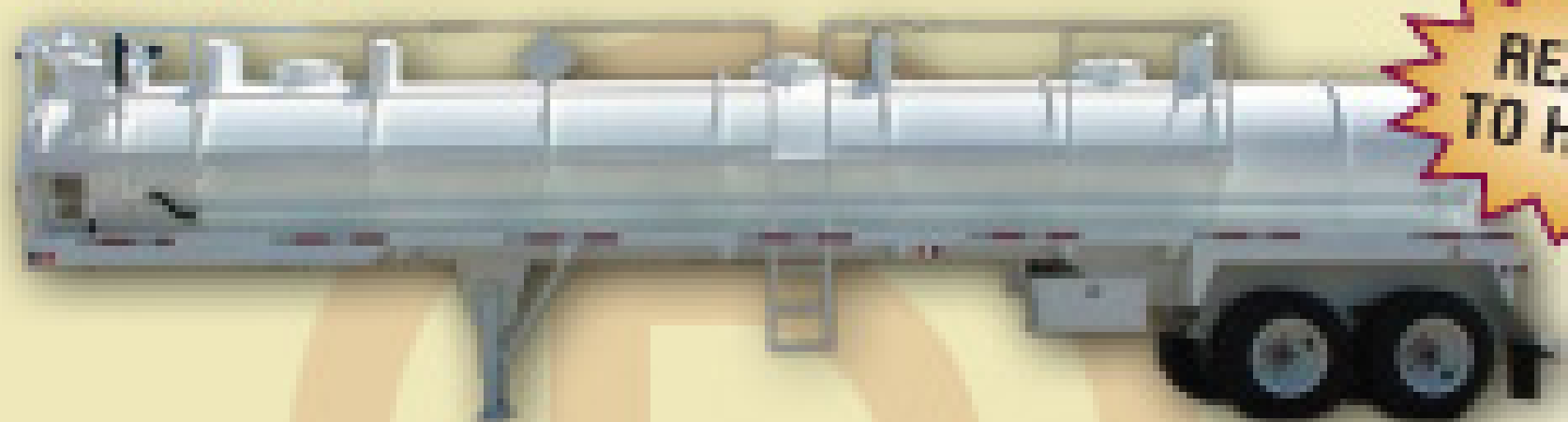
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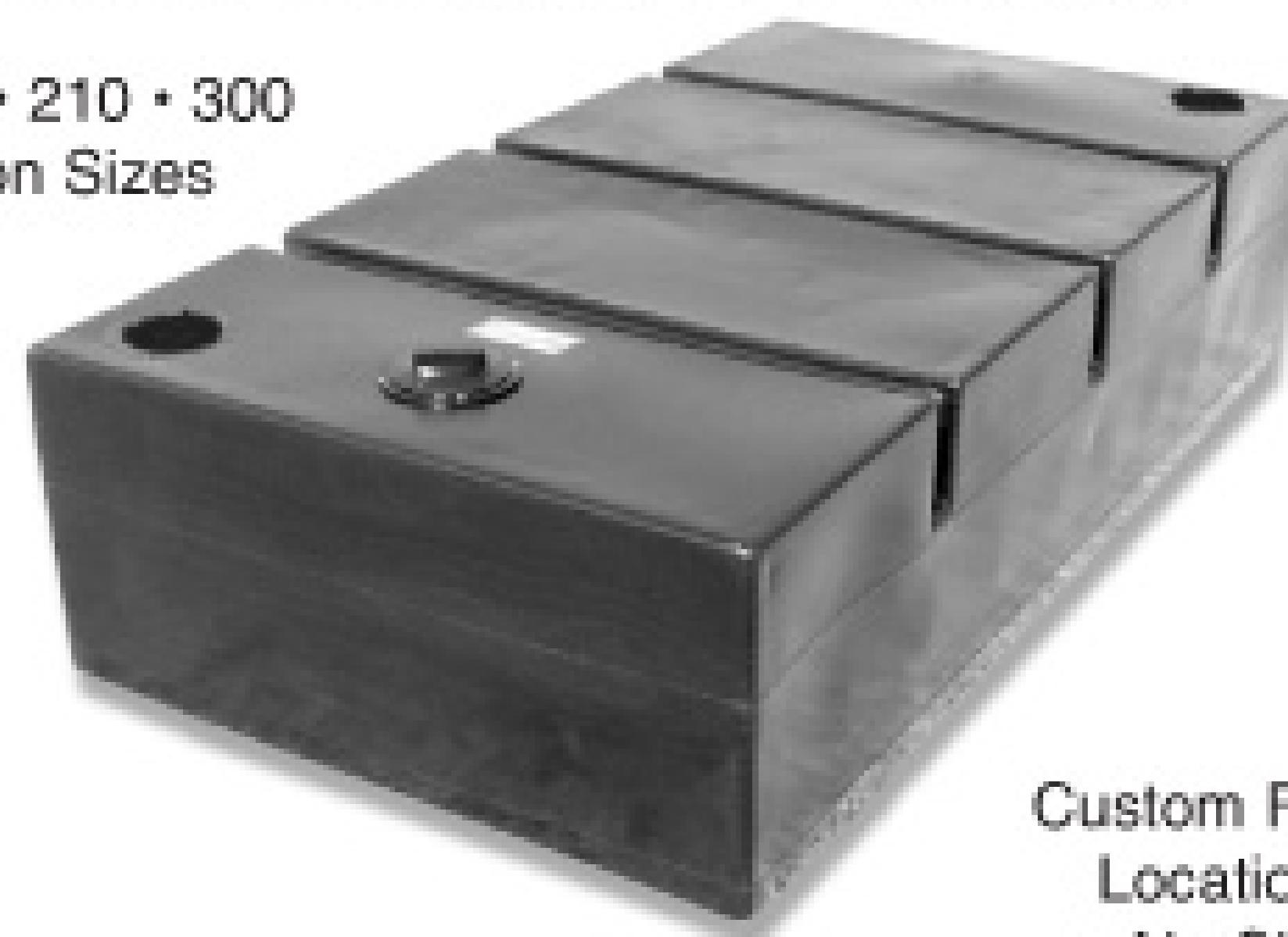
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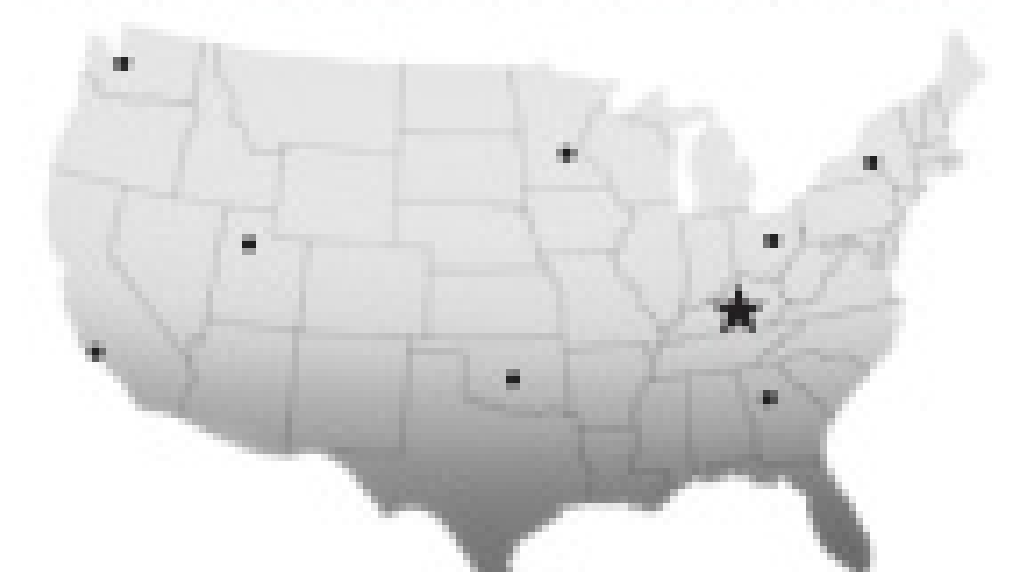
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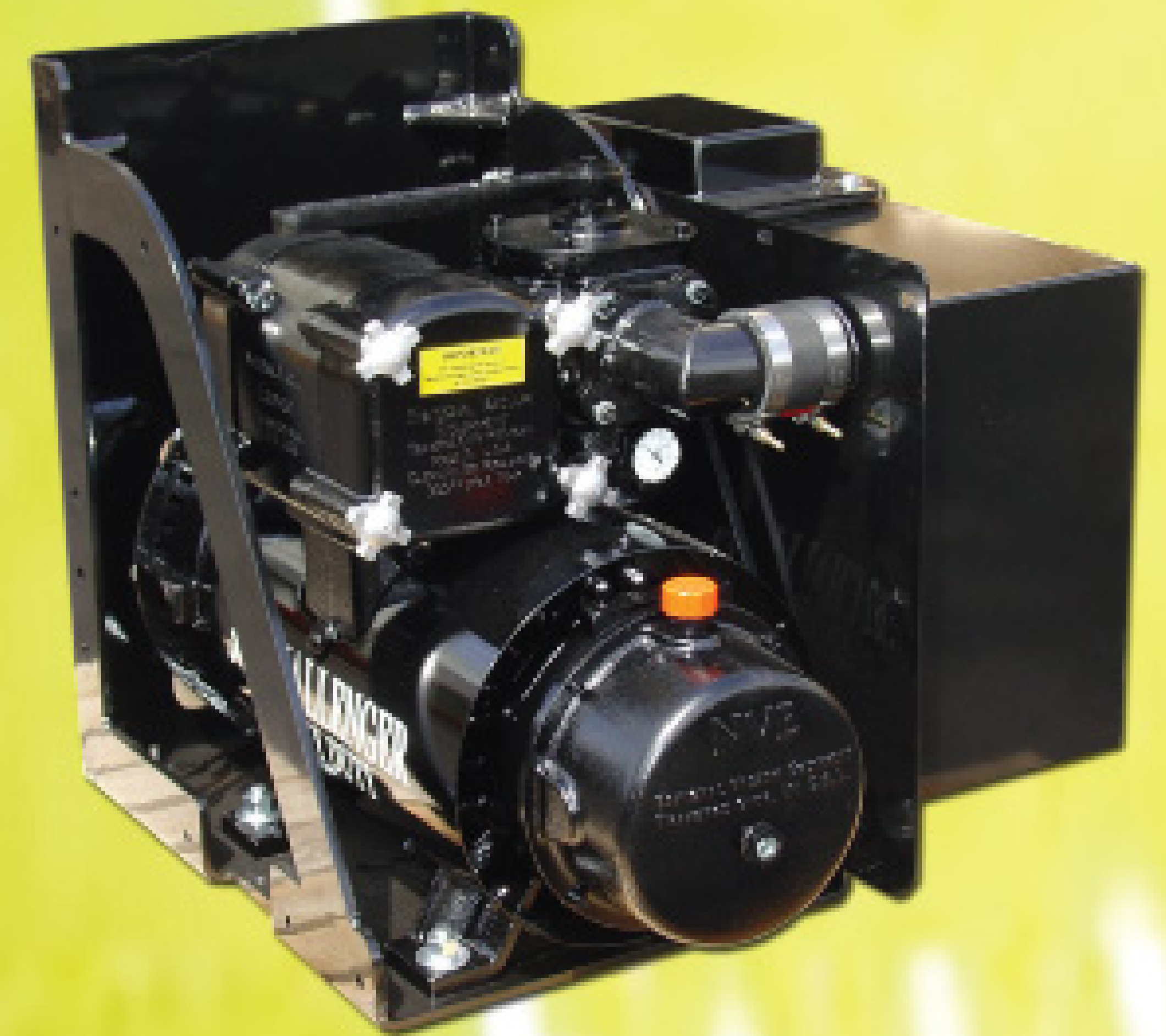
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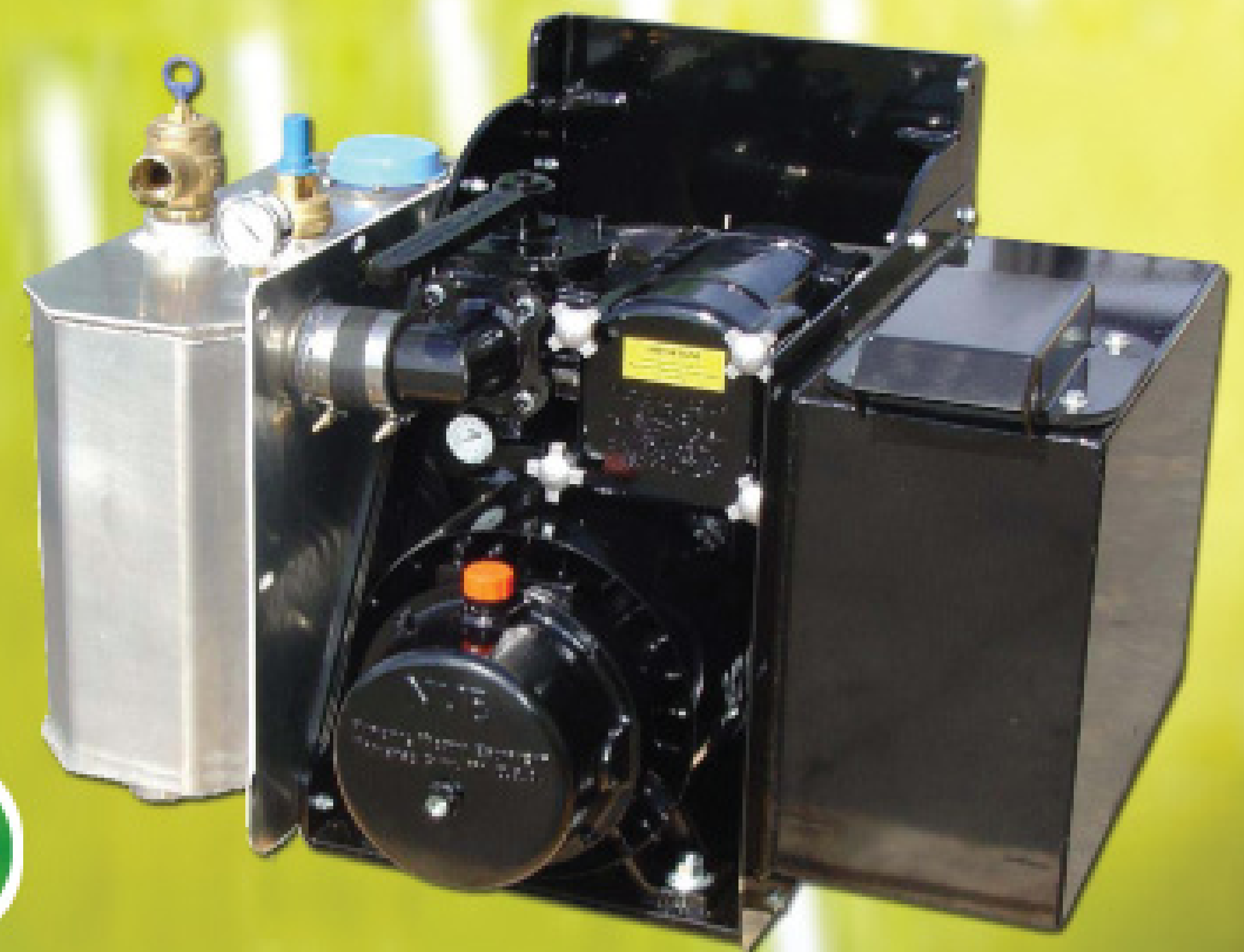
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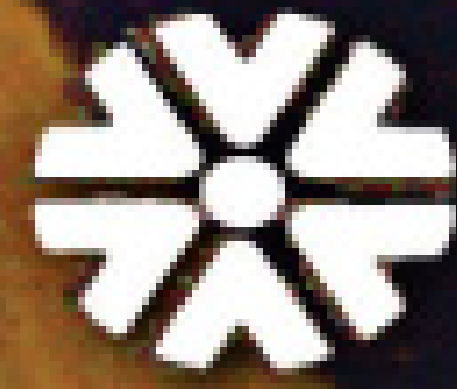
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A Jobsite Tool with Real Impact

A longtime Minnesota pumper shares the design he favors for impact probes and manhole covers

By Roger E. Machmeier, Ph.D.

When pondering the “tools of the trade” editorial theme for this issue of *Pumper*, I’m reminded of my friend, Larry Fyle, of Nisswa, Minn., and his expertise at septic tank location and making the service routine more convenient for future visits to a residential onsite system.

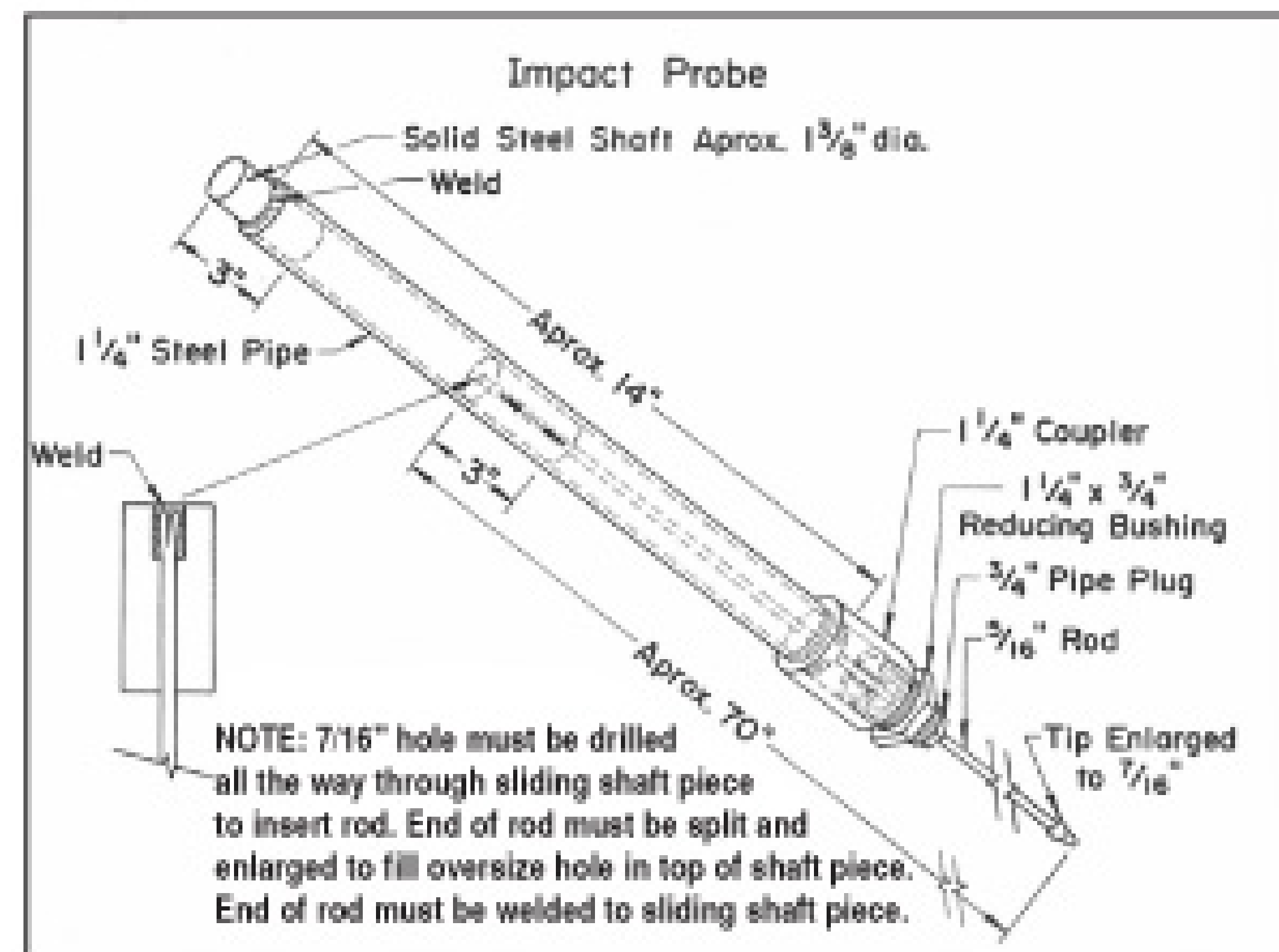
Though Fyle is retired from pumping, and his service business continues with his son, Tony, he has some solid advice about making pump-outs go quickly and easily. While many of you utilize the same tools and techniques, a quick review might help technicians who are newer to the pumping business.

Fyle and many other sewage system evaluators in Minnesota carry an impact probe — sometimes custom-built — on their service trucks. Fyle showed me the probe he uses to find tanks, sewer pipes, distribution boxes, drop boxes, and underground trenches and beds.

Some probes use a T-handle and the probe has to be physically pushed into the ground. The impact probe is simply “hammered” into the ground until an object is detected. The impact probe is constructed so the probe rod can be “hammered” out of the ground as well.

Fyle demonstrated the probe for me. When the probe hits a concrete object like a septic tank, there is a distinct sound and feeling on the probe. A 4-inch plastic sewer pipe also has a distinct “feel.” It is a little “softer” than a concrete object.

The impact probe will also locate the rock layer in trenches



and beds. Again, the top of the rock layer has a distinct feel, and not at all like a concrete tank or plastic pipe.

The impact probe also can be driven through the rock layer, letting the user know when it hits soil again. In this way, the depth to the rock layer can be determined and the thickness of the rock layer can be measured. The total length of a trench, or the size of a seepage bed, can easily be determined without any digging.

A variety of probes are available commercially, or a machine shop with the proper equipment should be able to construct Fyle’s impact probe design using the drawing included here.

Note the tip of the 5/16-inch rod is enlarged. This is to decrease the friction on the rod as it penetrates the soil. It is important the tip be larger than the diameter of the rod, according to Fyle.

Another critical feature is attaching the rod to the shaft piece. Unless the top of the rod is split before it is welded into the shaft piece, it will likely pull apart

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.



when the rod is “hammered” out of the ground.

An impact probe is a valuable tool for locating the various parts of an onsite sewage treatment system. This is particularly true of the older systems

where there are no plans available, or no surface evidence where any part of the system is located.

MANHOLE COVERS

Another convenient product Fyle points out is the tapered and notched manhole cover. The top manhole cover is at the ground surface for easy location of the septic tank. Safety and preventing unauthorized entry are the reasons for having another cover

difficult to remove. The advantage of a notched opening with a combination taper and notch is that the cover rests on the top of the notch and is readily removed.

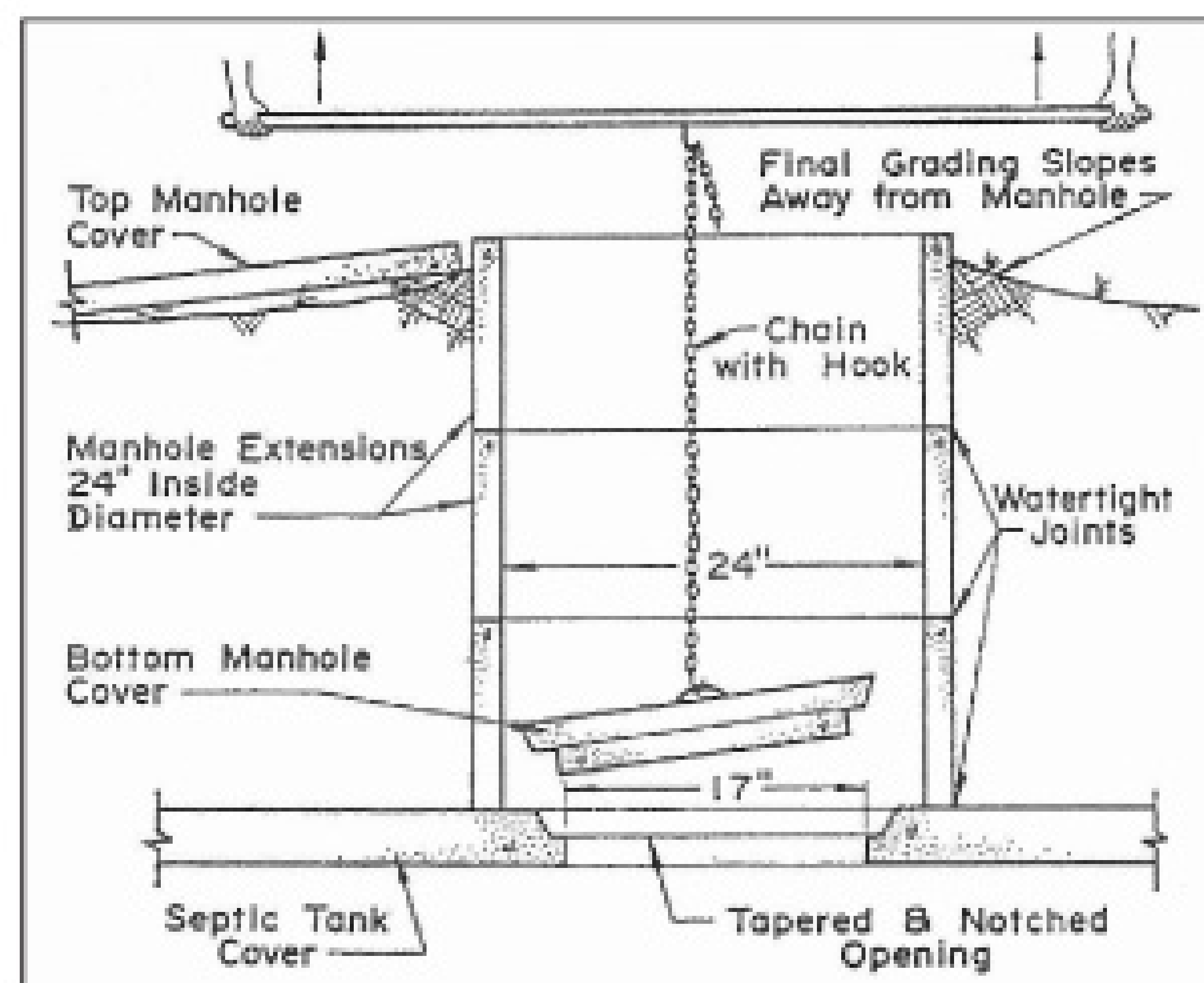
The method to remove the cover located on the top of the septic tank is shown in the drawing. A chain is attached to a handle in the cover and the cover can be lifted out of the manhole by several means.

What about septic tank insulation?

Q In a cold, northern climate, what role would tank insulation play in septic system effectiveness?

A In Minnesota and other states with cold winters and a potential for minimal snow cover, the major purpose of insulating a septic tank would be to prevent system freeze-up. In some cases additional heat is added to the tank, particularly if the system is used infrequently.

I am not a bacteriologist, but I have learned from colleagues that one of the optimum temperatures for anaerobic bacteria is the temperature of the human body. This is rarely achieved in a septic tank, but activity by the anaerobic bac-



at the top of the septic tank.

If a septic tank manhole cover has a single taper, it can be

removed by the anaerobic bac-

(Fyle) has some solid advice about making pump-outs go quickly and easily. While many of you utilize the same tools and techniques, a quick review might help technicians who are newer to the pumping business.

teria in a septic tank would certainly increase as the temperature rises.

Typical septic tank temperatures in the summer in Minnesota are 50 to 60 degrees. Septic tank temperatures have become even cooler with the popularity of cold-water clothes washing.

Of course, heat is lost from the septic tank into the surrounding soil. An insulating layer of expanded polystyrene would reduce this heat loss and keep the tank temperature higher. Increased anaerobic bacterial activity would increase the rate of breakdown of sewage solids.

I believe it is a matter of record that septic tanks in the

southern United States have a slower buildup of solids than tanks in northern regions. This is likely due to a difference in the temperature inside the septic tanks.

There is a trend for local sanitary codes to require pumping septic tanks every three years and to increase the required size of residential septic tanks. Given the trends, there is little need to worry about increased bacterial activity. The septic tank will be serviced and the solids removed long before any danger of the tank filling with solids. The tank needs to be kept from freezing under severe weather conditions. To prevent freezing is the reason for the insulation. ■

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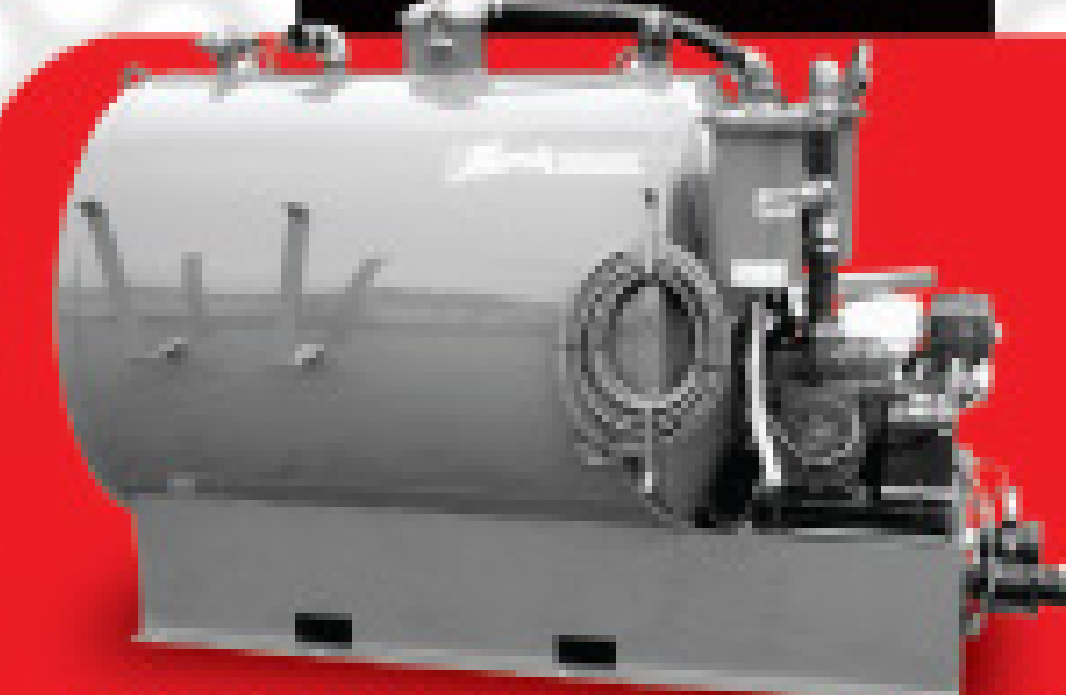
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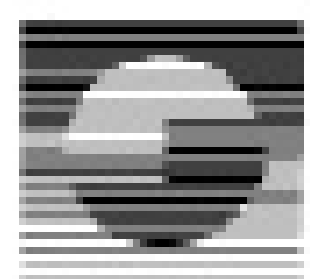
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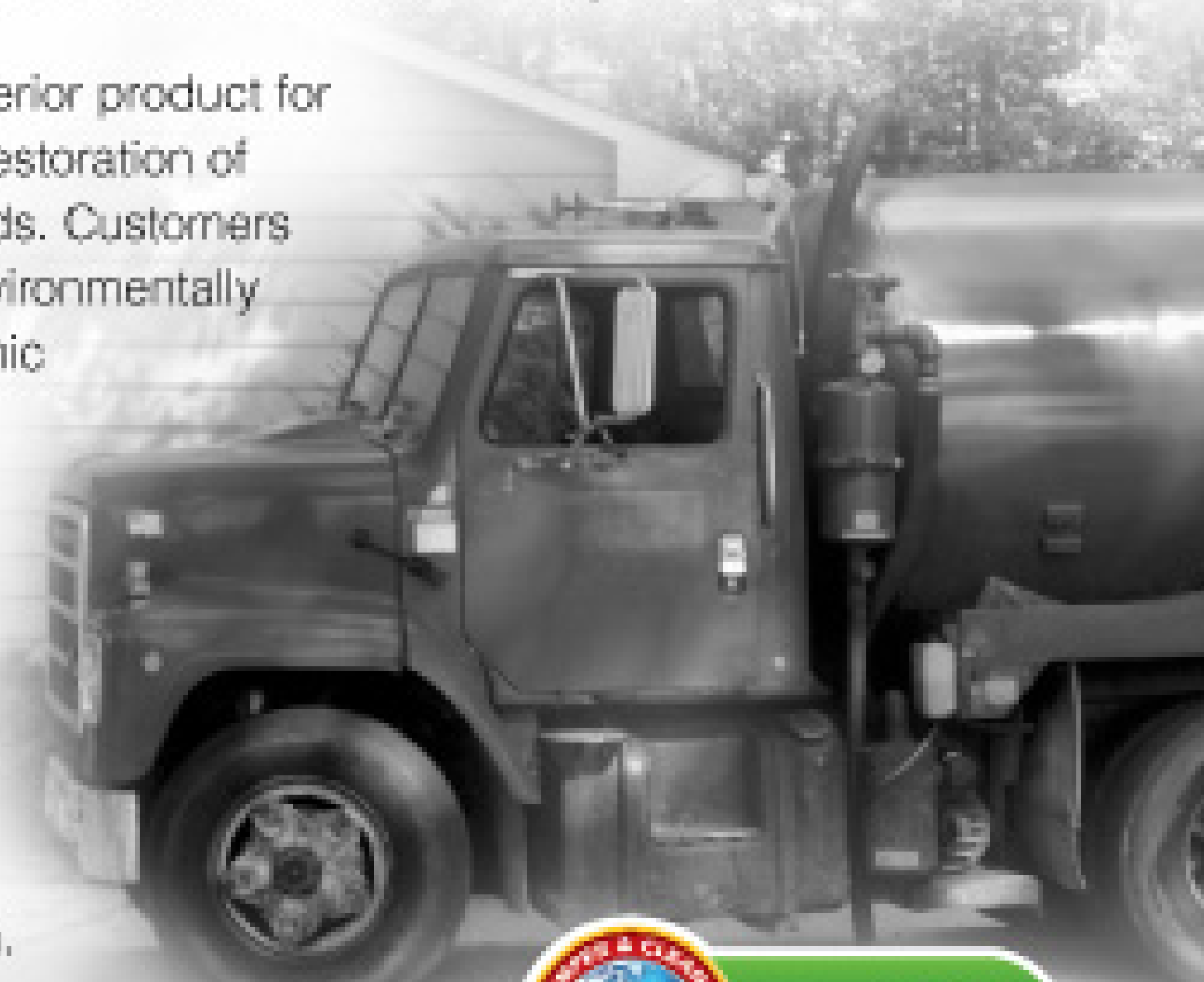
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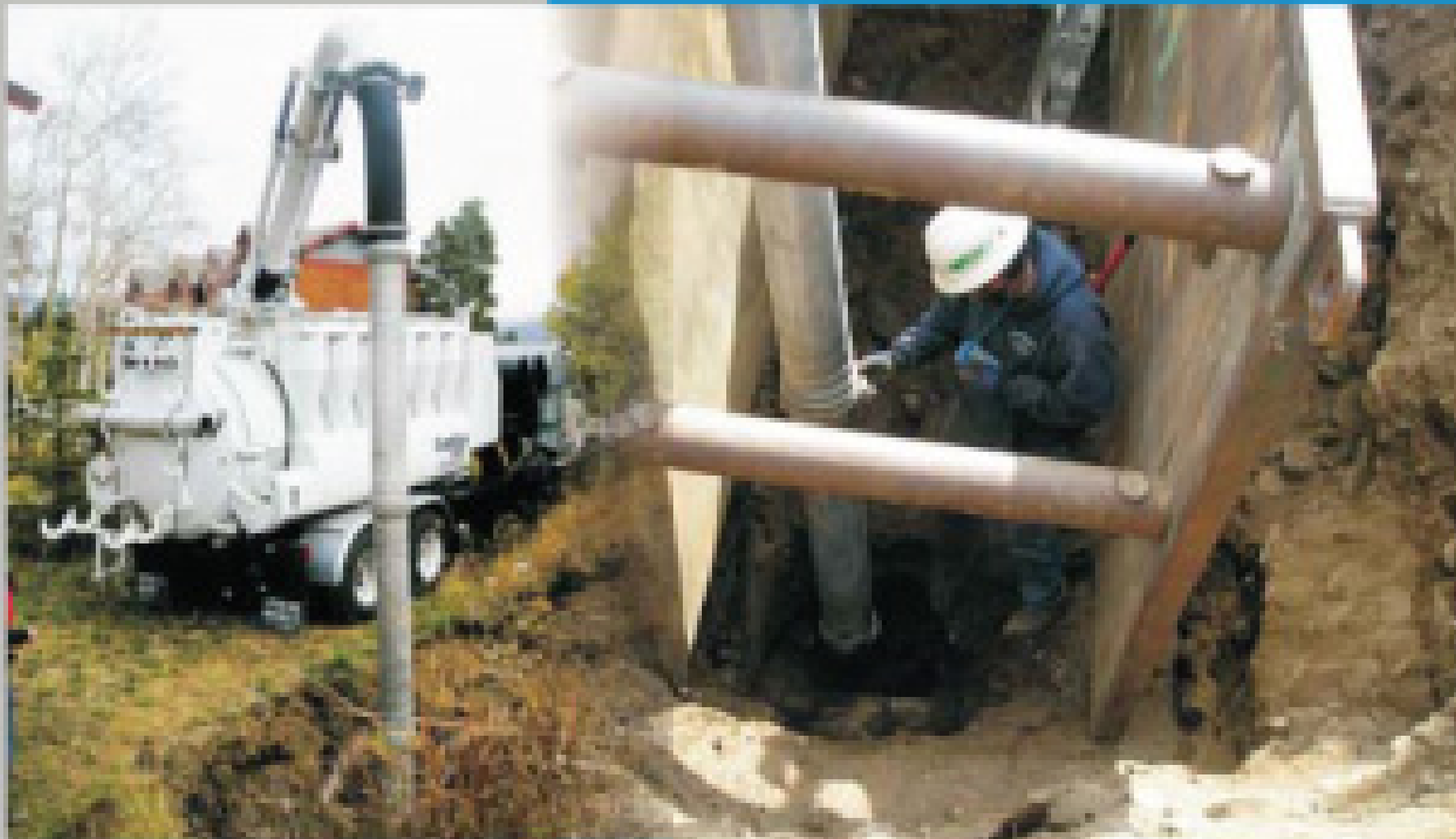
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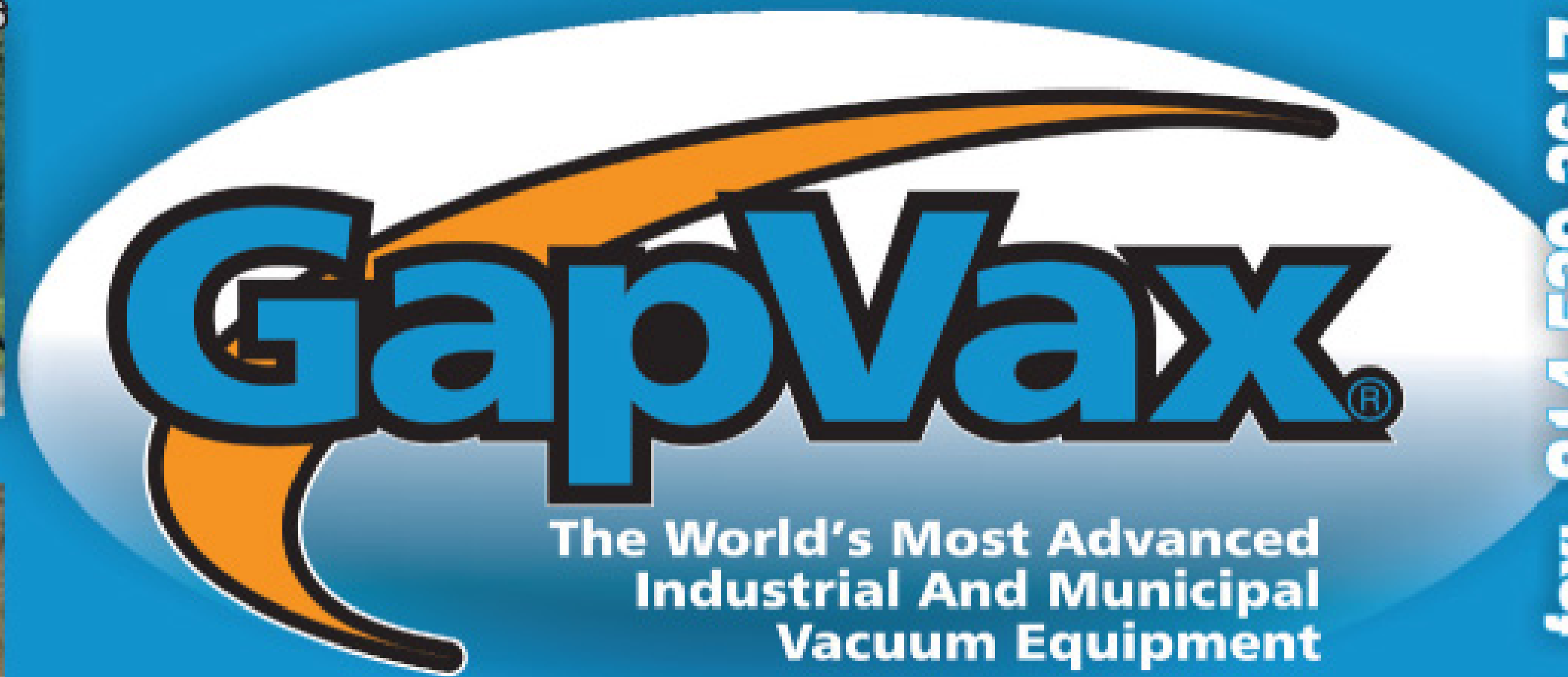
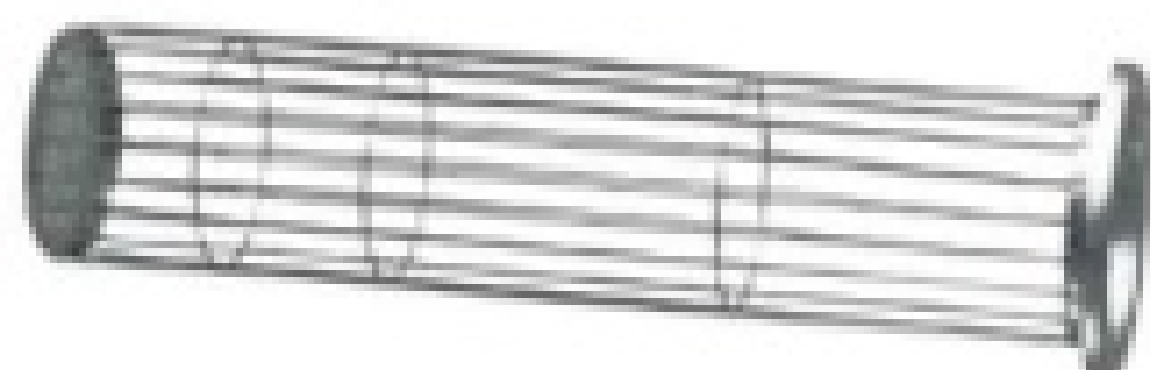


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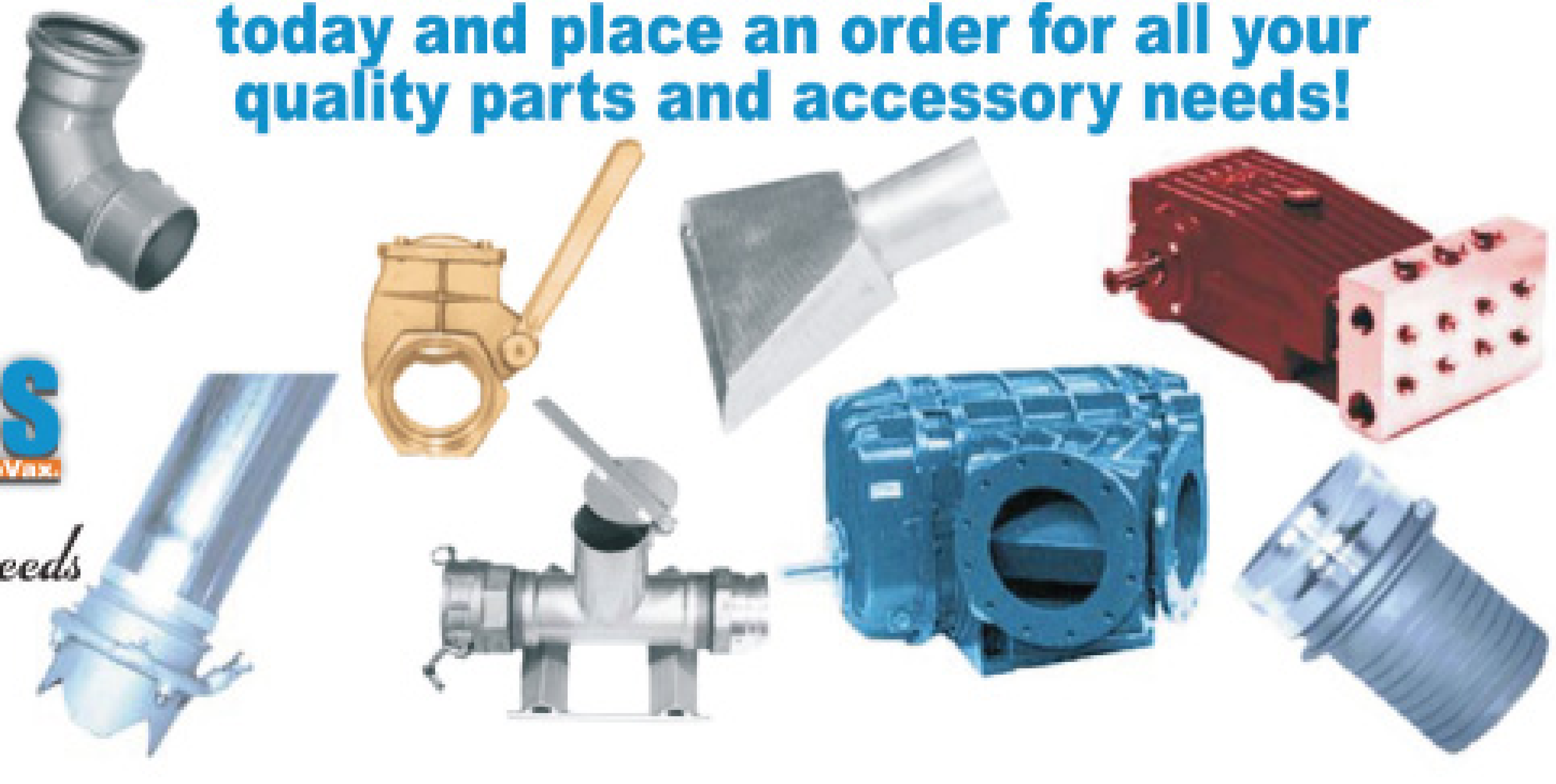
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NAWT Responds to Ohio Legislator's Criticism of Onsite System Maintenance

By Tom Ferrero

The National Association of Wastewater Transporters doesn't have the resources to become involved in every state and local legislative fight, but we want to respond to concerns arising from them. For example, Bart Clark, a professional engineer with Oakwood Environmental Associates in Warren, N.Y., sent a letter after the Department of Conservation updated some onsite regulations without notifying the stakeholders. Although annoyed by the omission, Clark's key concern was that the new rules required counties to have management plans, yet set no standards or criteria for onsite inspections, and did not appoint anyone to do them. Clark felt the onsite industry wasn't knowledgeable enough or prepared for the responsibility.

Using NAWT's database, I relayed Clark's concerns to 50 key people in the state. Many called or e-mailed him, providing information on NAWT's training programs and state association certification courses. Later, Clark thanked me for getting the word out and putting the right people together.

A similar situation happened in Ohio. To set the stage, the Public Health Council adopted onsite rules that became effective on Jan. 1, 2007. A coalition of manufacturers from the onsite industry then petitioned legislators, claiming that the amended code was unfavorable to new technologies. They were correct. The House rescinded the bill in July, and created the Home Sewage and Small Flow On-site System Sewage Treatment System Study Commission to recommend efficient and effective ways to treat sewage. The commission's report is due Dec. 31, 2008.

In September, 18th District Ohio State Sen. Timothy Grendell (R-Chesterland) wrote a memorandum to the commission. In it, he stated that periodic inspections are infeasible: Most local health districts don't have the money or personnel to conduct them, third-party private companies are untrustworthy, and landowners can't afford paying the salaries of newly hired field sanitarians or sophisticated, costly onsite systems.

In his letter, Grendell proposes allowing local health districts to establish their own rules. He believes that the cheapest system meeting minimum health standards is all that should be required, and that holding tanks are unnecessary. In short, the new technology is being pushed without any clear evidence that it is needed.

WHITE PAPER

In response to Grendell's mindset, the NAWT Board of Directors composed the following White Paper:

Members of the National Association of Wastewater Transporters service septic or decentralized onsite wastewater treatment systems. NAWT's mission is to represent these service providers on a national level and offer educational opportunities and credentialing. We are partners with the U.S. Environmental Protection Agency and 11 other national organizations in a Memorandum of Understanding that support onsite systems.

Our endorsement is well founded. In 1995, the U.S. Congress asked the

EPA, "What are we going to do with all these septic systems? Do we need to sewer the country? All we hear are horror stories about failing systems." After researching the facts, EPA responded to Congress in 1997. The report, Document 832R97001B, is at epa.gov. Here are its highlights:

1) Adequately managed decentralized wastewater systems are cost-effective, long-term options for meeting public health and water quality goals, particularly in less densely populated areas. Unlike past practices of installing onsite systems to serve until the sewers come, today's technology can be installed almost anywhere. In addition, these systems help promote better watershed management by not transferring water from one watershed to another as is the practice of most municipal treatment plants.

2) Decentralized systems serve approximately 25 percent of the U.S. population, and approximately 37 percent of new development.

3) For communities with small populations, the most cost-effective option is often onsite decentralized systems. These systems are suitable for various site conditions including shallow water tables, bedrock, low-permeability soils, and small lots.

4) Onsite system expansion is inhibited by:

- Lack of knowledge and misperceptions by homeowners, service providers, and regulators.
- Absent, vague, or inapplicable state legislation and the splitting of state and local governments. Such actions create confusion over accountability and program coordination, giving centralized facilities the upper hand and denying onsite systems equal stature.
- Inflexible and prescriptive regulatory codes that often allow only conventional systems. Where alternative systems are approved, the permit process is often lengthy, resulting in the selection of inadequate onsite systems, needlessly expensive centralized systems, or their expansions.

5) Few communities have developed the necessary organizational structures to manage onsite systems. Without maintenance, they will fail to treat wastewater properly.

6) Homeowners and developers are often unwilling to accept the responsibility and potential liability associated with onsite systems.

7) The EPA's Construction Grants program and the Clean Water State Revolving Fund program are the major sources of wastewater treatment facility funding, but they are generally available only to public entities. Federal and state grant and loan programs make it difficult for privately owned systems to obtain these funds.

SOLVING THE PROBLEM

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NAWT DOESN'T HAVE THE RESOURCES TO BECOME INVOLVED IN EVERY STATE AND LOCAL LEGISLATIVE FIGHT, BUT WE WANT TO RESPOND TO CONCERNS ARISING FROM THEM.

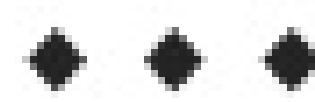
tion, operation and maintenance, inspections for real estate transactions, vacuum truck technician training, and waste treatment training. We have certified more than 3,000 members.

NAWT believes that good management begins with understanding how system components work, how they are installed, and how they are maintained. Arizona, New Mexico, and Delaware have made NAWT training part of their onsite management requirements, and California, Texas, Michigan, and Massachusetts have recognized it as an integral part of their continuing education programs. NAWT cooperates with Florida and Minnesota and their long-standing education programs, and provides courses in Ohio through the Ohio Waste Haulers Association. NAWT partners with other national and regional organizations to offer the best training programs possible, while fulfilling its core responsibilities to pumpers and maintenance providers.

Unfortunately, participation in these courses is still directly proportional to regulatory requirements in many states. Counties in Colorado and New Mexico, however, took the lead and required NAWT certifications before the states adopted the requirements.

Arizona is an example of a state with a successful regulated program. Its Department of Environmental Quality requires training and certification for individuals inspecting onsite systems for real estate transactions. A strict reporting requirement enables the state to populate its database with systems installed before 2001, when records were lacking. Regulators are using issues that become apparent through inspections to further refine state code.

In conclusion, Ohio is not alone in its efforts to manage and upgrade many existing onsite systems. One by one, each state is working on pieces of the solution. In most cases, the status quo is unacceptable. A management program for all onsite systems is a necessity. NAWT believes that states must pass strong regulations based on sound science, then authorize counties to enact them. Low interest funding is needed to help property owners implement repairs, and the education of homeowners, service providers, installers, inspectors, regulators, and every segment of the industry is imperative!



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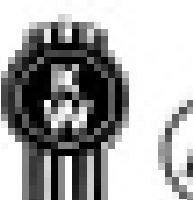
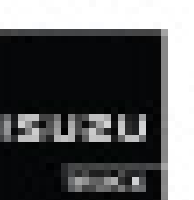
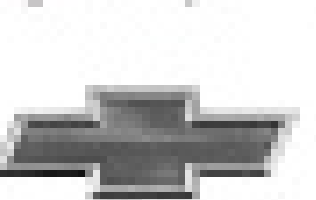
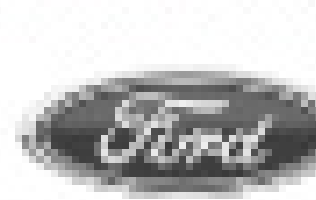
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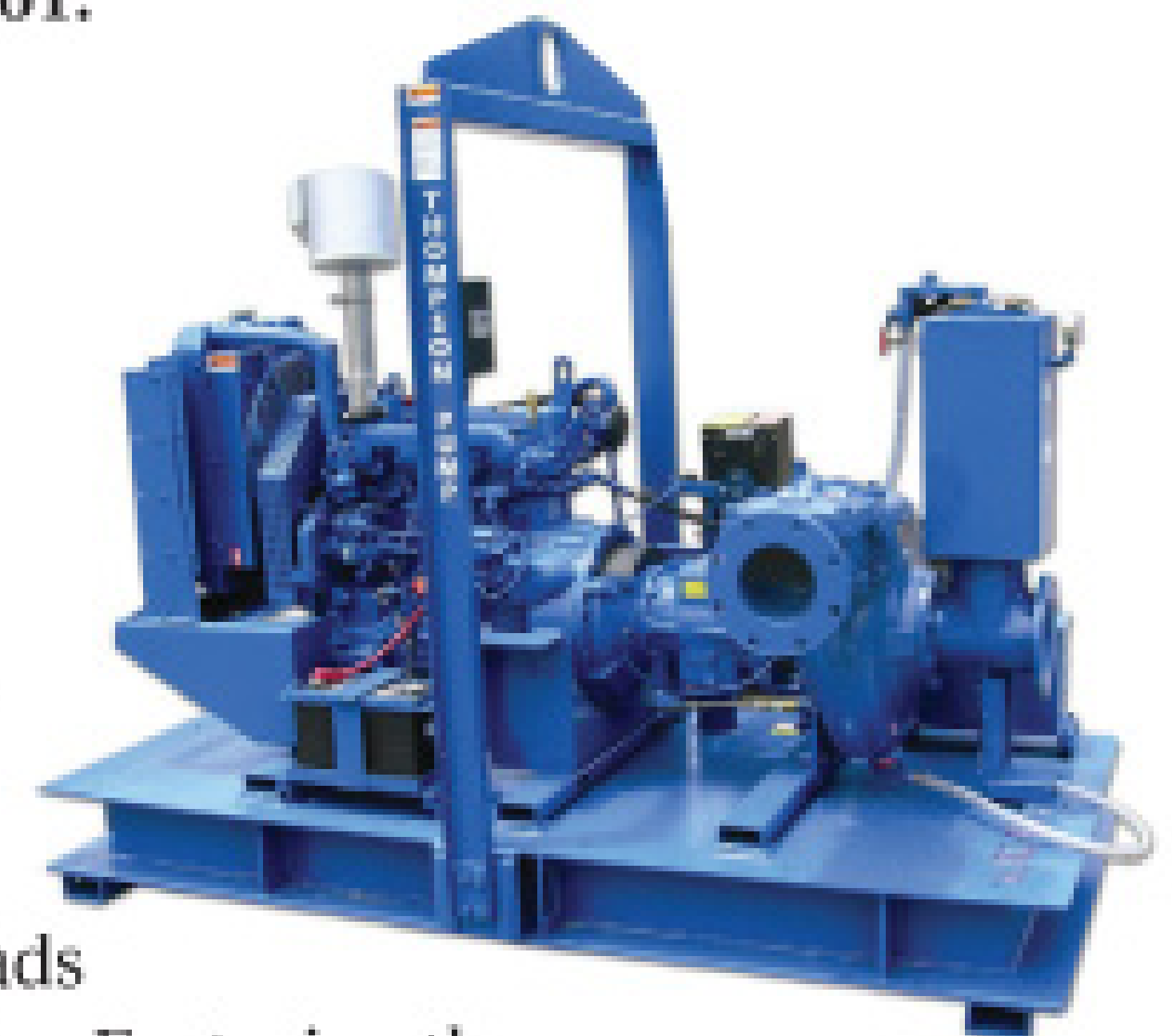
General Pump replacement unit from Water Cannon

Hannay Enhances N700 Reel

Hannay has added a separate non-sparking ratchet assembly unit to its N700 spring rewind hose reel. The new design provides better access to the pawl and pin, even in hard-to-reach machine applications. Redesigned seals in the heavy-duty spring motor and a redesigned arbor provide added protection in dirty environments and simplifies maintenance. The position of the hose riser also has been adjusted to improve alignment of the hose on the drum during retraction. The reel can accommodate single 3/8-inch or 1/2-inch I.D. hose and is designed to operate at up to 3,000 psi and temperatures from -20 degrees to 225 degrees F. The standard inlet is a 90-degree swivel joint with 1/2-inch female NPT threads. The standard outlet has 1/2-inch female NPT threads. For more information: 877/467-3357; www.hannay.com. Expo booth 3161.

Thompson Offers JSC Solids Handling Jet Pump

The 6-inch JSC Series solids handling Enviroprime pump from Thompson is designed for flows to 2,500 gpm, maximum heads to 195 feet and solids up to 3 inches. Featuring the Enviroprime compressor-assisted dry priming system to prevent blow-by, the pump can dry-prime and re-prime automatically. The cast-iron pump is available with the Silent Knight canopy, enabling it to operate at 67 decibels. For more information: 800/767-7310; www.thompsonpump.com. Expo booth 8139.



Enviroprime pump from Thompson

Western Mule Offers P-20 Fold-Away Bumper Crane

The P-20 fold-a-way bumper crane from Western Mule features 2,000 pounds of lifting capacity, six different boom positions, and vertical boom storage that enables it to fold compact and out of the way when not in use. A lighter duty P-10 crane is designed to lift up to 1,000 pounds and is offered with DC, AC and manual hand-crank models. For more information: 559/266-6977; www.westernmule.com. Expo booth 3027. ■



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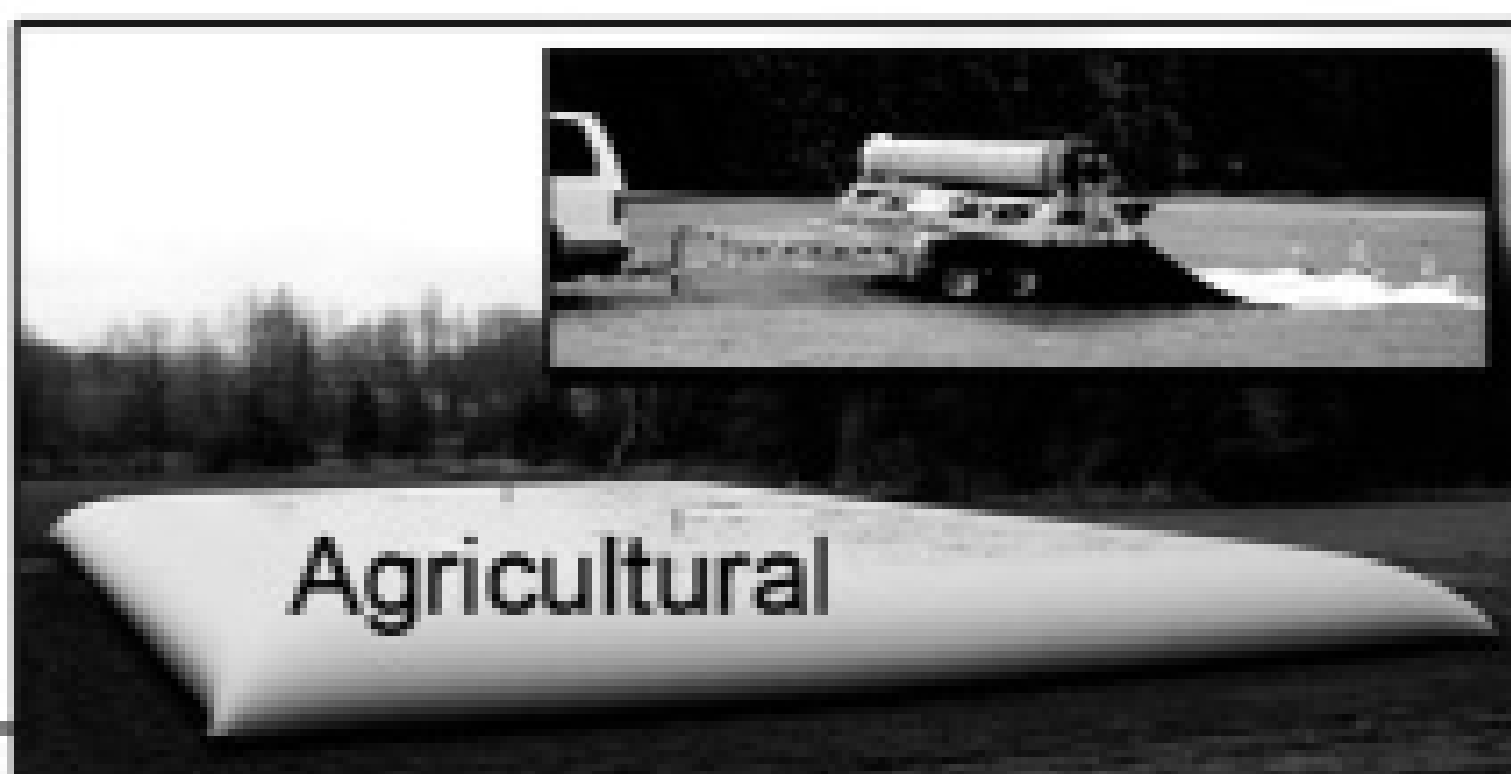
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Wastequip Names Scott CEO

John G. Scott has been named president and chief executive officer for Wastequip Inc., Cleveland, Ohio, manufacturer and marketer of equipment used to collect, process and transport solid, liquid and semi-liquid waste and recycling materials. Scott served as president of the company's Specialty Group since April 2007. He succeeds Robert C. Rasmussen, 66, who is retiring after serving as Wastequip's CEO since 2001.

Aero-Stream Receives State Approval Renewal

Aero-Stream's septic system maintenance and restoration product has received renewed approval from the Wisconsin Department of Commerce and is listed on the department's Web site under Approved Plumbing Products. The company's remediation product also has earned Handyman Club of America approval.

Bradbury Joins Capital Connection

Pat Bradbury has joined Capital Connection and will be responsible for its East Coast operation, working with manufacturers and business owners to assist with equipment financing.



Pat Bradbury

The Service Program Names Ipolito Director of Training

The Service Program, developer of the QuickBooks add-on service and routing software for sanitation and rental companies, has named Melody Ipolito director of training.

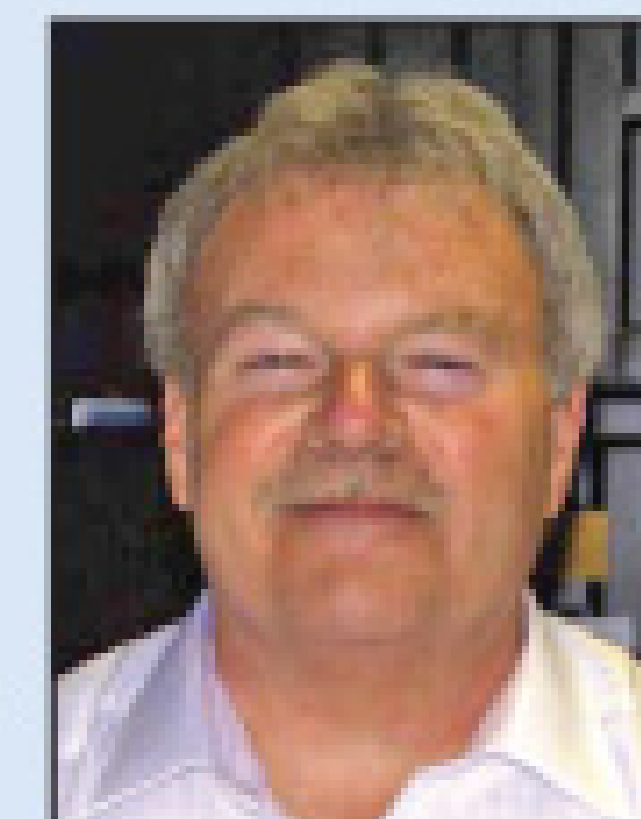
Daimler Discontinues Sterling Truck Line

Daimler Truck North America will discontinue its Sterling truck line, effective March 2009. Daimler said the move was in response to depressed demand across the industry and changes in the company's markets. Dealers will continue to accept orders until Jan. 15. New truck sales will continue until dealer stocks are depleted. The company expects Sterling dealers will continue to perform warranty repairs and maintenance services, supply replacement parts and provide technical support. Launched in 1998, Sterling models have substantial overlap with offerings in the Freightliner line, but have achieved only one-fourth of Freightliner's market penetration. As a result of the decision to cease production, the company is closing its St. Thomas, Ontario, Canada, truck plant in March and will cease operations at its Portland, Ore., plant in June 2010 when current labor contracts expire.

obituary

McDonald Published Journal, Was Industry Sales Exec

Steven McDonald, publisher and editor of industry trade publications *Sanitation Journal* and *Septic Biz*, passed away Oct. 26 in Hanford, Calif. He was 52.



Involved in the portable sanitation industry since the 1970s, McDonald served as a sales executive for Olympia Fiberglass Industries, PolyPortables Inc. and Satellite Industries before starting *Sanitation Journal* in 2002. He launched *Septic Biz* recently.

Shortly before his death, McDonald was awarded the 2008 M.Z. Andy Gump Distinguished Service Award by the Portable Sanitation Association International. The award was officially announced at the annual PSAI conference in November.

"He was able to receive the award and was excited about it," says Kathy McDonald, his wife. "He felt it was an honor to receive that award. The industry was like another family to him. He met so many people through the years, and he loved the industry."

The 2007 Gump Award winner was the late Ed Cooper of PolyJohn Enterprises Corp., Whiting Ind. The award has been given since 1993, when it was started in honor of portable sanitation pioneer Andy Gump.

McDonald made his home in Lemoore, Calif. He is survived by his wife, eight children and seven grandchildren.

Satellite Industries Acquires Five Peaks Technology Product Line

Restroom manufacturer Satellite Industries will take over sales and operation of the Five Peaks Technology product line from Ameriform, Inc., according to a joint agreement announced by the two companies Nov. 11. The agreement ensures the continuation of the Five Peaks product line for existing and new customers, according to Todd Hilde, president and CEO of Satellite.

"Five Peaks products will remain as a popular choice for restroom operators with this joint agreement," Hilde said in the announcement. "Five Peaks' customers who may not be familiar with Satellite will find that we work hard at becoming a valuable partner by providing a high level of customer service through our area managers and internal support staff. That will certainly be our goal with Five Peaks' many loyal customers."

Ameriform, a thermoforming company in Muskegon, Mich., will focus on the core business of manufacturing, while transferring the sales and operations of Five Peaks to Satellite, based in Plymouth, Minn.

Satellite Industries adds the Five Peaks line to both Satellite and Synergy World branded products it already produces. Satellite celebrated its 50th anniversary this year.

For more information regarding Five Peaks, Satellite or Synergy World restrooms, trucks and deodorizers, contact Satellite Industries at 800/328-3332 or visit www.satelliteindustries.com. Expo booth 1122. ■

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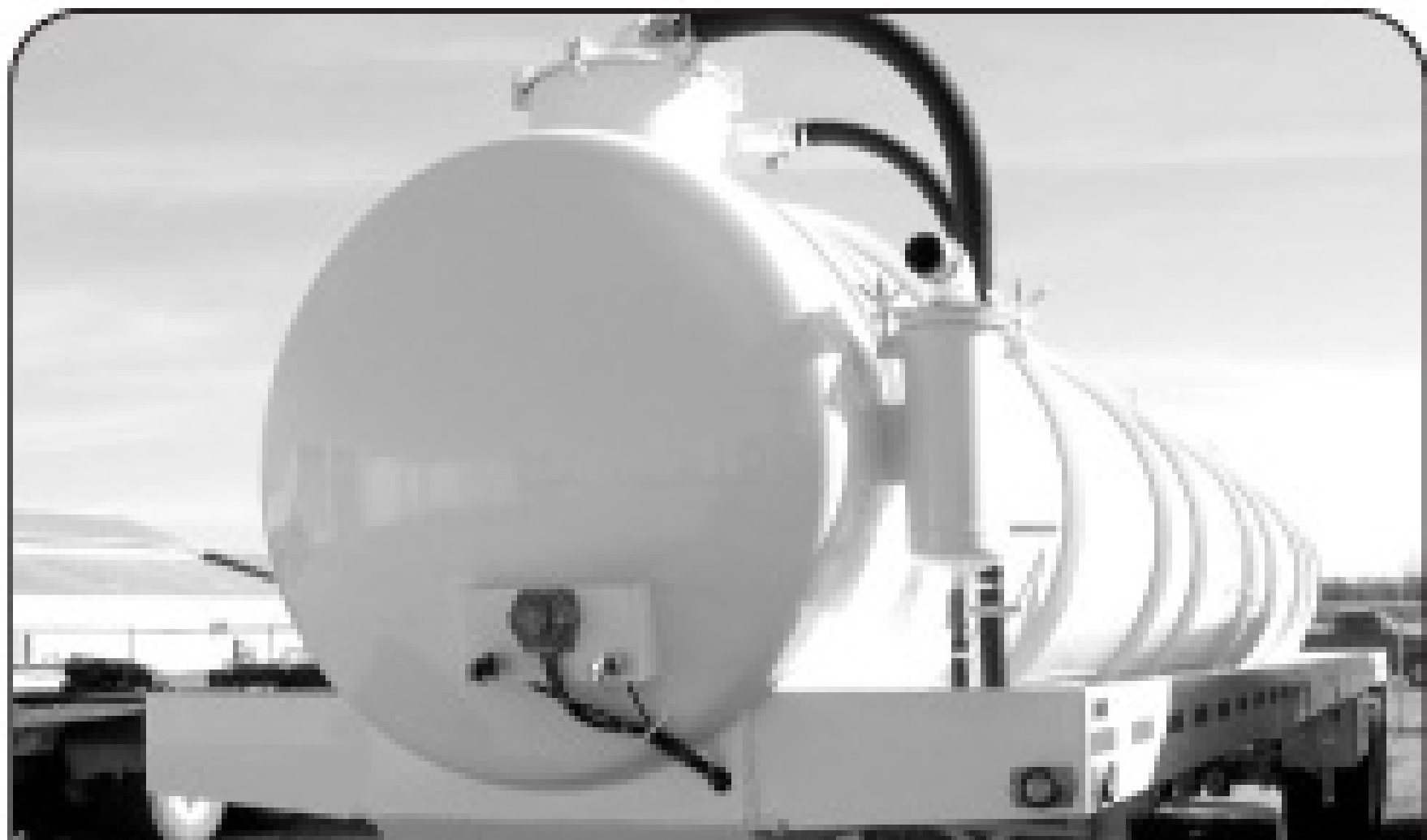
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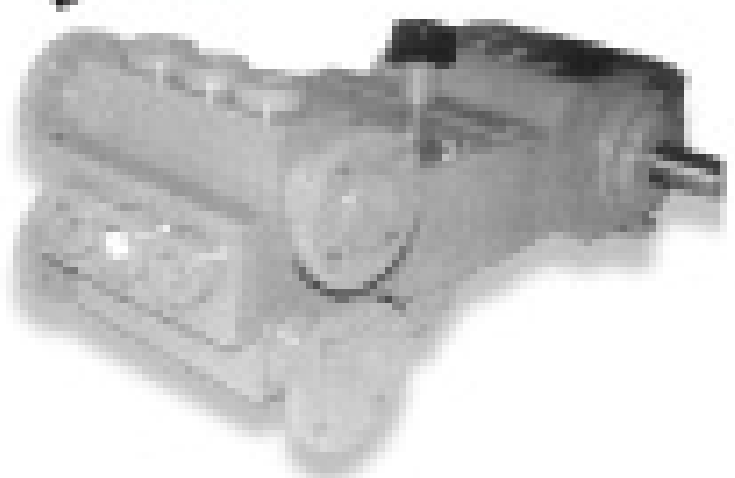
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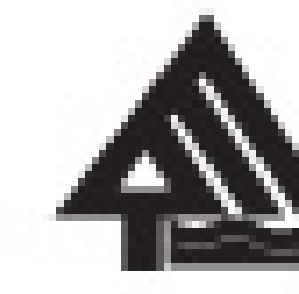
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2000 VAC-CON V350 LHA / 850 on an International 2554 chassis - 110,000 miles; 5 yard debris body; 50 gallons of water; 10' telescopic boom; 3 stage fan/hydrostatic drive; 180 D articulating hose reel; 50 gpm, 3000 psi water pump; variable water flow; debris body flush out; storage box - full width behind the cab. This unit is clean, totally rebuilt, new engine, paint job, etc. \$79,900. Serious inquiries only please. Contact Chris @ 602-237-0292. (P12)

RODDER TRUCK: (Sreco Flexible) 1990 Ford F450 w/123,000 miles, 7.3 L Diesel, auto tran, A/C, sectional rodder. Truck, tires and rodder motor in good condition, needs rodding segments replaced. Check website www.ziamunicipal.com for more information or call 614-419-4579. (CP2)

1980 FORD F600 GAS JETT RODDER FLUSH TRUCK. Operable condition, runs and operates. Needs tank repair. Will sandblast and paint tank (inside and out) for \$1,500. 500' Piranha hose 1" ID 2500 psi QC #04049-1-26040019 Aquatech Ser. 41734-B Part #3364 T large 60 gpm. Price \$2,500. Indianapolis, IN. John Crews 317-435-3934 for questions. (CP1)

DREDGES

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

EXCAVATING EQUIPMENT

FOR SALE: 2004 JCB 214-4WD Backhoe Loader. 414 hours, Powershift transmission, 92" GP bucket, precision controls, extra-dig, 36" bucket, 18'6" dig depth, turbo engine with 92HP. Original owners. Serial #904623. Comes with trailer. \$48,000 OBO. Contact James 561-737-8818. (P12C01)

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Grease Trap Separator Tank for Truck. SAVE MONEY, fuel, dump fees and wages. Revolutionary design. Call 239-731-2587 for info & free DVD. (P12)

HAZARDOUS WASTE UNITS

ATTENTION: Fleet of Mack vacuum waste oil trucks for sale/trade by owner. Assorted size MC312 aluminum vacuum tanks. 417-619-5111. (PBM)

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

1986 Polar 5,000 gallon 316 stainless steel MC 307/312 vacuum trailer with hyd. vacuum pump drive. Spring suspension. In excellent condition. Must see. KLM Companies 617-909-9044. (P12)

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)

2009 Freightliner 120 steerable triaxle with new Presvac Powervac 3,800 cfm, DOT 412, wet/dry vacuum unit. 3,200 gallon tank with full open rear door with top loading boom. 450 hp MB engine with aluminum wheels and fully loaded. Buy or rent. KLM Companies/KLM Rentals Inc. Call 781-934-5437. (P12)

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

HAZARDOUS WASTE UNITS

2009 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)

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

JETTERS-TRAILER

Harben 4016 with silent pack, jump jet, antifreeze system, less than 2000 hrs., very good condition, 1999 model. \$14,500. 740-357-1208. (P1)

95' US Jetting 4014-300. Recently sandblasted and repainted, pump rebuilt. Machine looks and works like new. \$12,000. 208-888-9191. (CP1)

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)

2007 Harben Jetter 4018-DTD E45 Series with jump jet, like new, only 40 hours. Swivel reel and mini reel, \$32,500. 919-278-8450. (CP12)

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

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)

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

JETTERS-TRAILER

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

JETTERS-TRUCK

1986 CHEVY C-65 Cat. Diesel 175K, 5-speed manual split shift. New brakes and tires. Pump-Meyers D-65, 2000 lbs @ 65 GPM. One hour on rebuild. Perkins diesel. 1000 gallon tank. Good hoses and nozzles. Ready to work. \$15,000 (a steal). 770-527-0376. (CMPBM)

1995 VAC-CON MV-311THA, municipally owned, automatic, new 3-stage blower, recent rebuild water pump, wash down gun, hose reel, arrow board strobes, toolbox. \$42,500 OBO. patspump@aol.com. Call 800-359-7867. (CP12)

CHERRY!! 1971 Chevy C50, 350 engine, 5 x 2 transmission, 38,000 original miles, well cared for. Wisconsin engine and Meyers D-65 pump. 1200 psi and 65 gpm. 1,000 gallon tank. 500 ft. of 1" hose and 250 ft. of 1/2" hose. Beautiful working truck, a steal at \$9,000. Call steve @ 419-522-2084, see kimbleseptic.com, or email portapotohio@yahoo.com. (P12)

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

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

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

JET VACS

Monster of a truck! 2005 Vac-Con V311/1300, 10' aluminum telescoping boom, front-mounted hydrostatic drive, 600' x 1" 2500 psi/6250 - 200'. \$215,000. 970-494-1610. (P12)

JET VACS

2003 Vac-Con VPD4216LHA, mounted on Sterling 9501, 16 yard, 800' hose reel, 1500 gal., 85 gpm/3000 psi, hydrostatic blower, clean good running truck. \$149,800. Call 561-718-2736. (PT2)

CAMELS: 2008 Camel 200 DEMO unit, only 8,500 miles+/- Like new with Cat Diesel, Sterling tandem chassis, 10 cy dump, front reel mount, winter circulation and vacuum excavating packages, never titled. 1997 Camel 200 on Ford LT8515 tandem chassis. One owner truck with only 67,000 miles, Cummins 275 Diesel, auto shift, 10 cy dump body and behind the cab reel. 1990 Camel 200 on a Ford LNT 8000 chassis w/a Ford Diesel, auto shift, 10 cy body, front reel and only 42,000 miles, municipal owner. Check website www.ziamunicipal.com for more information or call 614-419-4579. (CP2)

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. (P12)

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. (P12)

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

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)

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. (P12)

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)

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JET VACS

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)

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' extendible boom. Also serves as a hydro-excavator. Good condition. Asking \$82K OBO. 716-523-6813 after 5:00 pm. (P12)

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

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)

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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JET FORMS FOR SALE. One monolithic, one non-monolithic. \$12,000 for the package. Call 305-872-2033. (P2)

1987 F-700, diesel, 5 speed, 2000 gallon hydraulic lift, fully opening rear end tank, good for hauling & dumping mud, 310 cfm pump, \$6,000. 405-235-8600. (P12)

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

PORTABLE RESTROOMS

DARK GREEN SATELLITE TUFWAYS, 3-4 years old, good condition, \$125. Call Barb 772-538-9575 (FL) or email bmacw@aol.com. (P12)

Red, white & blue PolyPortable toilets for sale. 150 brand new, \$350 each; 200 1-year-old, \$275 each. Also 5 handicaps & 4 double sink handwash stations available. Please call 352-572-2687. (P12)

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

6 Satellite Liberty handicap units, bought new in Aug. and used only for 2 events. Colors are tan, blue and green. Paid over \$1,500 per unit; will sell for \$1,250 per unit or \$7,000 for all of them. 660-438-6550. In Missouri. (PT12)

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 Kevin Meadows at 610-637-4693. (P12)

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)

Half Units: Good condition, 300 PolyJohn half units and 300 sling units and regular units for sale. Contact Manuel @ 305-970-9837. (P12)

50 tan Hampel portable restrooms; new, never used. Las Vegas. \$450 each or all 50 for \$400 ea. Pictures **www.acoinc.com/classified.** 208-362-3193. (P12)

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)

PORTABLE RESTROOMS

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

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)

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

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Single or multiple compartment tanks. Choose mild, stainless, or galvanized steel. Capacities from 100 to 6000 gallons, any diameter. Parts and accessories to build your own and save money. 800-545-0174. **www.tanksandpumps.com.** (PBM)

PORTABLE RESTROOM TRAILERS

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)

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

1994 International 4700 with a Keith Huber 1,500 carbon steel portable toilet service unit. (Stock #6499V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2001 Isuzu FTR, Crescent tank pumper, 25,900 GVW, 152,000 miles, runs good. New transmission, new tires, 1000 waste, 300 fresh. Will trade for restroom trailer. \$34,850. FSBO. 585-657-1010. (PBM)

1997 Ford Super Duty, 7.3 turbo diesel, 5-spd. manual trans., Lely steel tank 600 waste/250 water, manual PTO, NVE vacuum pump, Burkes water pump, new tires, motor needs work. \$9,500. 757-438-6858. (P12)

1999 Freightliner w/automatic with a Keith Huber 1,000 waste, 500 water, toilet service unit. (Stock #4506V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2000 International Portable Toilet Truck: 2-unit carrier, 750 gal. waste, 250 gal. fresh water, 5-spd., 7.3 diesel motor with 125,000 miles. Located in Maryland. \$12,000. Call Doug at 410-310-5151. (P01)

1999 Mitsubishi 600/225, auto, A/C, diesel, 242,000. Ready for service. \$11,500. Located in PA. 800-433-2070. (P12)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, air-brakes, 3-compartment aluminum tank (450/1400/250), M-10 Water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures **www.acoinc.com/classified.** Located Phoenix, AZ. \$40,000. 208-362-3193. (P12)

(2) 1994 Ford with Coleman 700 waste, 300 water toilet service units. (Stock #6084V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

AVAILABLE NOW - '08 Isuzu NRR Chassis/Model 1100 Crescent Rectangular Vacuum Tank. Tank/chassis currently in Georgia. **REDUCE** fuel costs and **IMPROVE** productivity with the **All-in-One** vehicle (service & pick-up/delivery). Take advantage of 2008 pricing. Call for quote today **Crescent Tank Mfg.** 585-657-4104; **www.crescent-tank.com.** (P12)

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PORTABLE RESTROOM TRUCKS

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)

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. (P12)

Dreaming of a Crescent Rectangular Vacuum Tank? And you have an existing chassis... Crescent Tank Mfg. will up-fit or ship to you tank only. Call to get tank only quote. **Crescent Tank Mfg.** 585-657-4104; **www.crescent-tank.com.** (P12)

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. (P12)

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, 75,000 miles. Perfectly maintained by Gabrielli Ford in Jamaica, NY. Wholesale price of \$29,500. 800-634-2085. (PT01)

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)

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. \$14,900. Call Frank King 978-452-7750. (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)

PORTABLE RESTROOM TRUCKS

Used Crescent Tank/Chassis (GMC & Isuzu). Available NOW! Call **Crescent Tank Mfg.** for more details 585-647-4104; **www.crescent-tank.com.** (P12)

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)

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

Russell Reid, a regional leader in wastewater management services is seeking a Sales Manager to manage our outside sales team of Account Executives. We seek candidates with proven success in sales force management and development, strong selling skills and the ability to manage a remote staff. Candidate will also possess strong computer skills, including Microsoft Office, and strong written and verbal communication skills. Industry experience and knowledge of salesforce.com a strong plus. For immediate consideration, please submit resume with salary requirements to: Russell Reid Company, 200 Smith Street, Keasbey, NJ 08832. Fax: 732 225-1738; **hr@russellreid.com.** (P12)

New Jersey based industrial cleaning company has two job openings. Looking for experienced sales person and a safety/operational manager. Call Mike at 974-466-3030 or fax resume to 973-466-3040, **michael@adlertankrentals.com.** (P2)

POSITIONS AVAILABLE

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

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

PUMPS-VACUUM

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. W-K Machine & Supply Co. Call 1-800-633-8947. Distributor. (PBM)

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. (P12)

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. (P12)

SEPTIC TRUCKS

1999 Sterling with a 2,500 US gallon CS dump type unit and pump package. (Stock #2192V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1993 T800 KW septic pumper truck, 861,962 miles, 3000 gallon tank, good tires, Masport pump. \$35,000. Redding, CA. 530-243-0657. (P12)

2002 Presvac 4,000 US gallon C/S tank only. (Stock #6255V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2001 Progress 4,800 US gallon C/S tank only. (Stock #0138C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1990 F-800, 7.8 diesel, 2500 gal. septic hauler, 5 spd. trans., 2 spd. rear end, vac pressure pump. Runs good; pumps good. \$21,500. Call 502-223-8638. Frankfort, KY. 40601. (PT12)

1974 Mack RD685SX triaxle with a 1993 Presvac 4,000 gal. vacuum tank and Masport pump. (Stock #4783C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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

2003 International 7500 with a 3,000 gal. carbon steel vacuum tank unit. (Stock #2319C) **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)

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)

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)

1983 GMC, 2500 gal. vacuum truck complete. V8 gas, 5-spd./2-spd., PS, AB, 3" Masport vacuum pump, new tires. Factory built. Ready to work, dependable, runs good. \$6,500. Will separate. 845-863-6080. (P12)

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)

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)

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)

(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)

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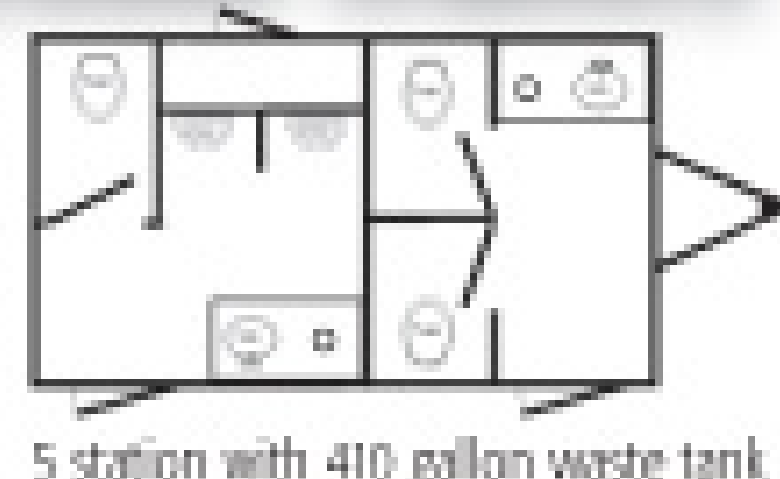


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Owner T.A. Lauritsen keeps this 2007 Kenworth T-800 rig for himself as he serves residential septic and commercial pumping customers in south central Minnesota. Built by Engle Custom Tank Builders of Sauk Center, Minn., the truck is powered by a 370-hp Cummins engine and a 10-speed Eaton-Fuller transmission that smoothly carry a 3,000-gallon waste, 500-gallon freshwater stainless steel tank. Vacuum is provided by a 1,000-cfm Robuschi 65 air-cooled blower, allowing Lauritsen to take on a greater variety of work. A 6-hp Honda engine powers a 2-inch high-pressure pump for cleaning up with freshwater on septic and commercial jobsites. The truck also has a 55-degree hoist, four 4-inch valves and a 6-inch heated air dump valve with back floodlights. Stainless steel is also used for the primary, upper and lower hose trays and toolboxes. The truck features air ride, power windows, polished aluminum wheels, heated mirrors, engine brake and power seats. The cab is painted white and the graphics by Emery Signs are done in tasteful red and white lettering. Lauritsen has an identical 2003 T-800 in his fleet.

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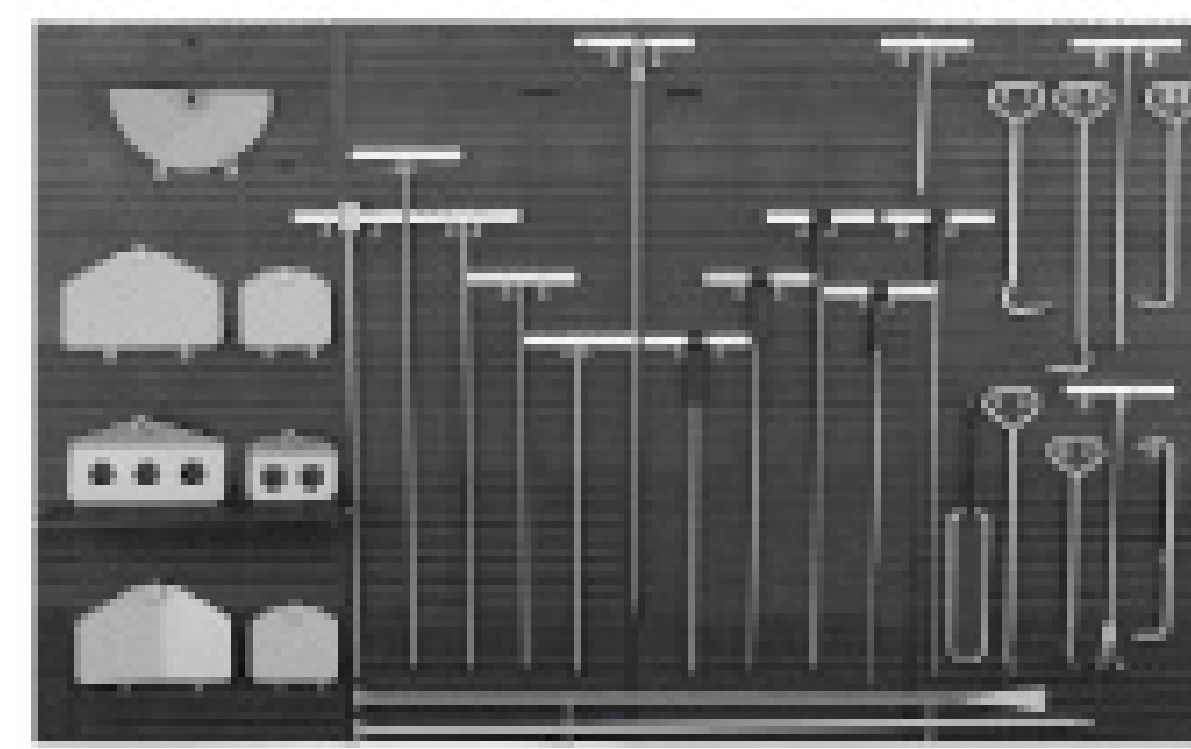
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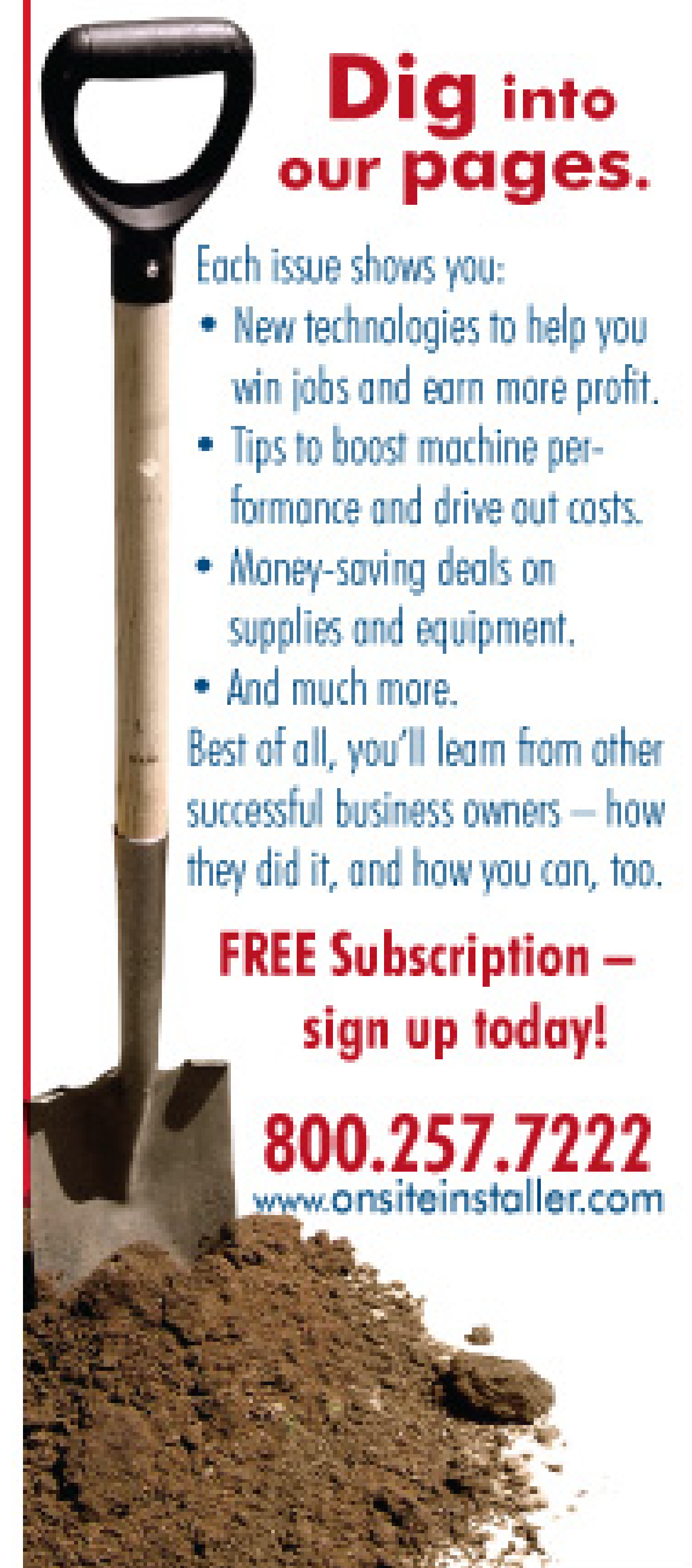
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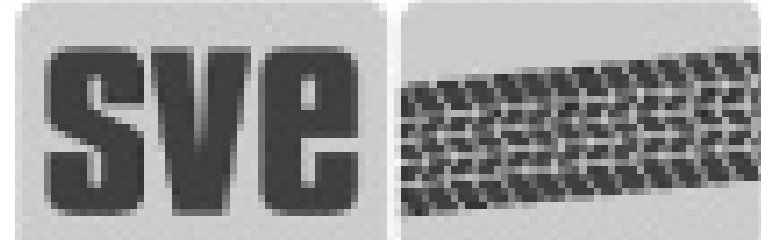


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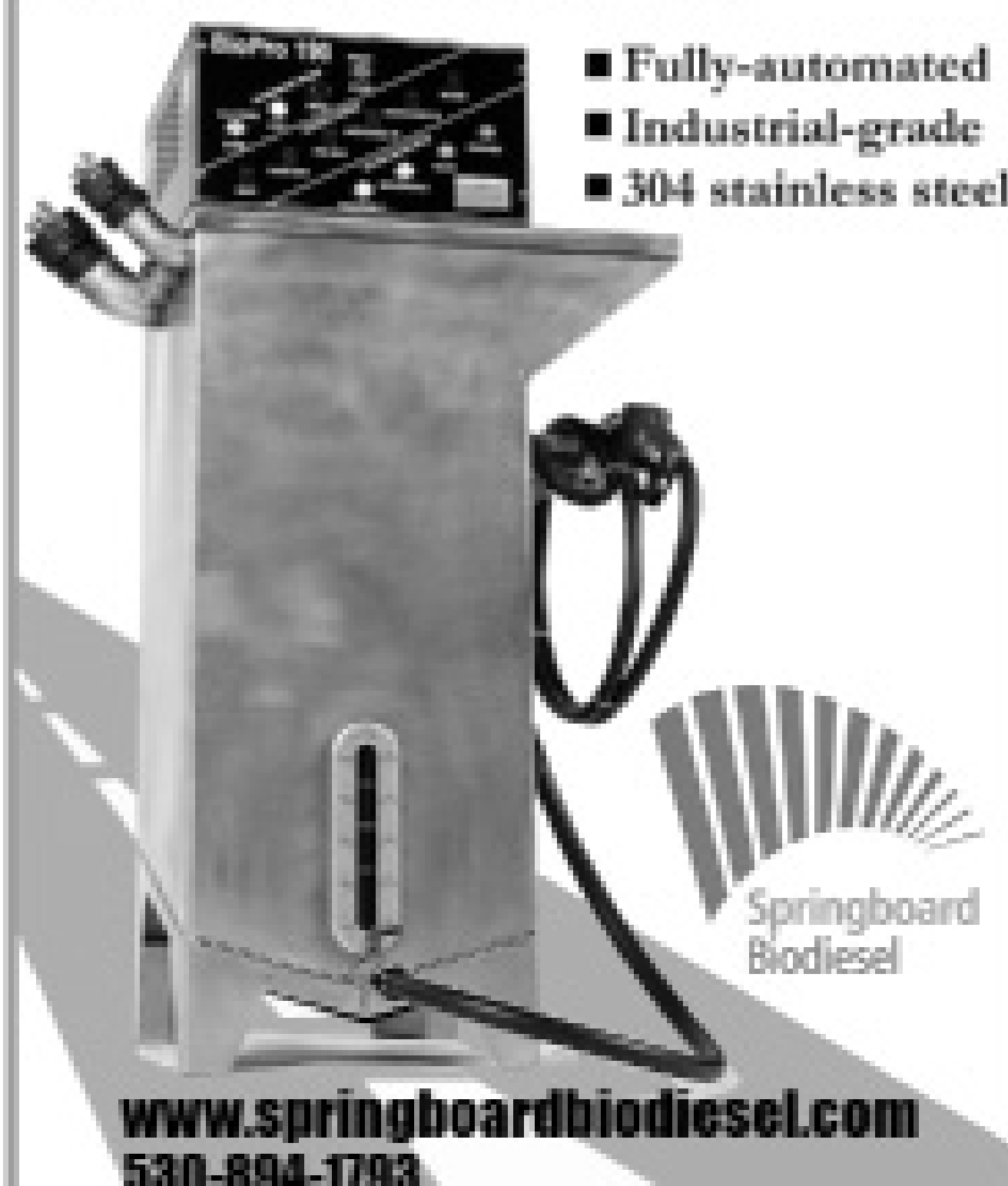
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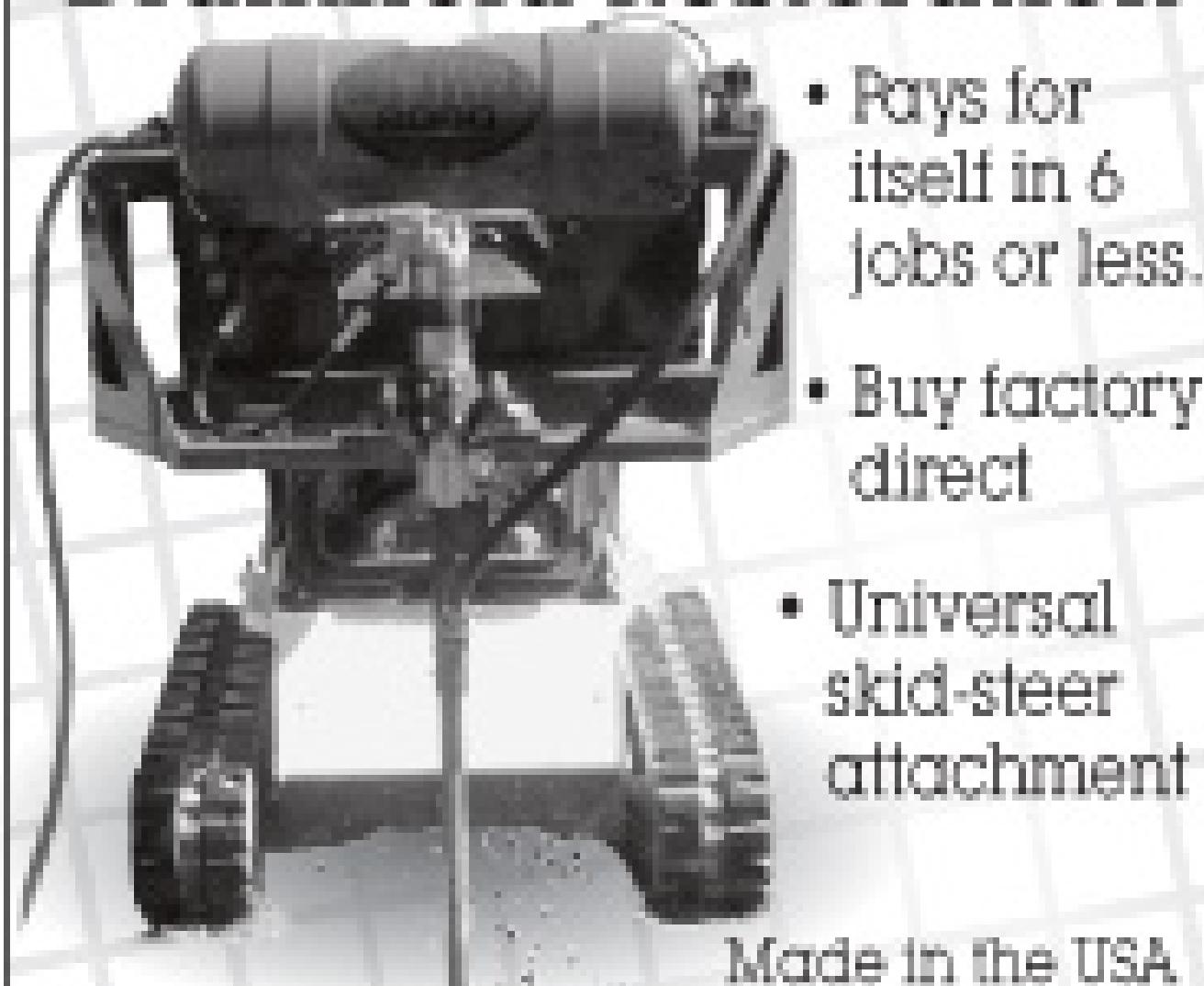
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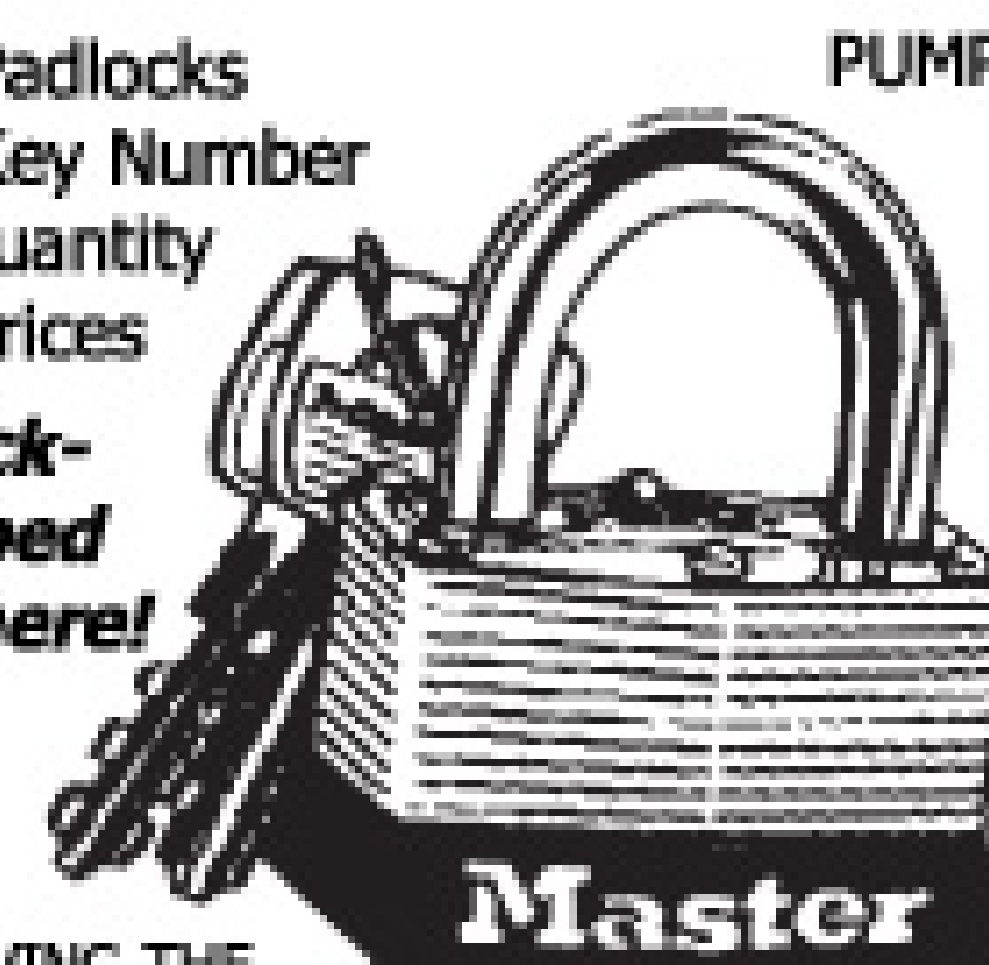
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816-238-8500
NW Missouri P12



1995 Ford F Series Pumper: Ford diesel, 10-spd. trans., Fruitland pump, Badger 3000 gal. tank, new rear suspension, good rubber. Reduced price\$18,500
800-858-3111 P01



2006 Stutsman 20,000 Gal. FRAC Tank:
.....\$26,500
Also: Houle 20" maxi-pump all on trailer and field ready.\$5,500
Call Don 800-383-0003
Cell: 515-320-0481 P12

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



December



1989 International DT466: 2200 gal. septic truck, drop axle, 387K miles, newly painted, great condition, kept indoors. A lot of truck for the money.\$20,000
317-888-3627 PBM



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, 75,000 miles. Perfectly maintained by Gabrielli Ford in Jamaica, NY. ..Wholesale Price of \$29,500
800-634-2085 P01



1989 Mack Tractor: 300 hp, 6-spd., 18 ft., 44 rears, only 300,000 miles, Utilite 350HD vacuum pump, 1980 5500 gal. Paisi semi trailer, 11R24.5 tires all around 90%.\$29,900
Call Judge Coleman 516-398-5638
E-mail: cwjudge@aol.com P12



2007 Mack CTP 713: 405 hp, 6-spd., auto, 20 fr., 46 rears, AM/FM/CD, air ride seats, all alum. wheels, 5,500 mi., 4000 gal. tank, 506 Challenger pump.\$135,000
Kevin @ 850-333-1651
Baker, FL P12



1984 International DT 466: Drop axle, 3,000 gallon vacuum tank, 200 gallon fresh water, 230,000 miles. Runs good; ready to work.Asking \$13,000
PA 717-369-4809 P12



2001 Kenworth: 435 hp Cat engine, 10-spd., AC, cruise, new 3600 gal. tank and Jurup R260 364 cfm vac pump, new paint and tires.\$73,000
877-898-5104
hullstruckbodies.com P12



1994 Vac-Con: Ford L8000, 103,923 miles, auto. trans., 3-stage fan blower, hydrostatic, FMC water pump @ 45 gal. @ 2000 psi.\$59,500
Bob @ 832-423-8156 PMA12C1



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



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



One 1986 and one 1987 Aquatech: '86 Cat diesel engine, auto.trans., 12,000# front axles, 23,000# rear axles, 55,000 miles, Triplex rodder pump, Robuschi RB120 PD blower, front mount hose reel, hydraulic rear door locks.
Call Joe 312-208-6373 P12



1985 Ford L 9000: Fresh 350 hp Cat engine, 8LL transmission, 4,000 gal. tank, 500 cfm pump, new tires, strong productive truck.\$29,000 OBO
574-848-7704 P12



1986 Volvo 810: BOTH Cummins, 9-spd., single stage fan, great condition for age, 1500 gallons fresh, 12 yard box, must sell. Located in Downs, IL.....\$19,500
Jeff @ 309-829-0003 CP01



1991 GMC Tank: LT-10 Cummins engine, holds 18 cu. yds., newer motor w/31,010 miles. Needs new blower....\$40,000 OBO
Please email:
shatal98@yahoo.com P12



1994 Vac-Con Hi-Rail Vacuum Truck: 5016 Series. 16 cu. yds., wet or dry. Roots 1024 blower, 18' HG. DMF hi-rail setup. Remote controlled hydrostatic rail drive. Rebuilt hydrostatic drive February 2007. Repainted white 2006.\$100,000 OBO
419-666-5310 CMP12



1999 Vactor 2115/IH 2574 Chassis: Vactor 15-yd. body, 80 gpm/2500 psi pump, loaded with options. Chassis & body rebuilt. (Stock #1489) December special...\$125,000
Call Joe 312-208-6373 P12



1996 International 4700: T444E, auto, 332K, 1700 gal. tank, 225 fresh water, PTO vac pump, toilet rack.\$19,500
Call Paul 580-472-3805 P12

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



December



1994 GMC/Volvo: N-14 Cummins, 350 hp, 52,000 GVWR, 3000 gal. tank w/150 gal. water tank outside, Jurop R260 350 cfm pump. Good truck, works every day.
.....Priced Right \$25,000
Ted @ 225-261-1015 P12



1992 Peterbilt 2115 Vector: Ext. boom, articulating reel, 2-stage fan w/5.9 L upper engine, auto. trans. Great condition, ready to work.....\$45,000
248-345-3993 P12



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



1989 Vac-Con L8000: 9-yd., 60 gpm @ 2000 psi, tires 90%, 72,700 miles, 4990 hrs., Allison auto. trans., 5' extendible boom. Runs good.\$20,000
315-773-4135 P12



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.....\$14,900
Call Frank King 978-452-7750 PBM



2006 Vac-Con PD: Roots 827, 12-yd., 1300 gal., 10' tele-boom, 80 @ 2000, tele-rot. reel, wireless & more! 45K miles, 1,800 hrs\$169,000 USD
Chris @ 866-737-8470 or 705-715-6886
www.q-equips.com CP12



2000 Sterling, Vac-Con V311: 3126 Cat, Cummins 3.9 Turbo Upper, Allison Auto., 20 Front, 40 Rears, 23,470 Miles, 3,309 Hrs. Vac Unit, 611 Hrs. Jetter.....\$79,900
814-696-4343 - Hollidaysburg, PA CMP12



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.....\$55,000 OBO
Tony 508-304-4102 P12



1994 Mack CH613: 10-spd., 3500 gal. vac truck, Masport H2O liquid cooled, (2) 3" inlets, 6" dump, new tires, brakes <500 miles, state inspection passed Oct. 08. Wonderful, reliable truck.\$45,000
201-388-9620 P12



1996 International 4700: Non-CDL, DT 466 diesel, Allison auto. trans., hydraulic brakes, 400/1000 Lely tank, Chandler vacuum pump, toilet carrier, good condition.\$15,000 OBO
A-1 Little John 800-786-1725 P12



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



2001 Isuzu Toilet Truck: 17,900 GVW, mfg. by Prime tank, 600 gal. waste, 250 gal. fresh, 164,000 miles. Priced to sell.
.....\$15,900
Call Frank King 978-452-7750 PBM



1995 International 4700: DT 466 diesel, Allison auto. trans., air brakes, 500/250 split tank, Battioni vacuum pump, 7 toilet carrying capacity, good condition.
.....\$15,000 OBO
A-1 Little John 800-786-1725 P12



1998 Freightliner FL80: 3126 Cat, 300 hp 10-spd., 40 rears, 18 front, difflock, 1-axle lock, Freightliner airride, auto greaser, 3400 gal. steel tank whoist, strong, not rusty. 3 internal baffles all in good shape, Wallenstein 750 pump 3600 psi 8 gpm jetter. 2 - 200 gal. fresh water tanks. \$40,000 US
604-819-2430 PC2



Two Vacuum Tanks For Sale: Both are in fair to good condition. Please call for more photos or questions.
4,000 gallon\$3,200
3,600 gallon\$2,800
Tim 847-812-2020 P12

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



December



2003 Isuzu NQR: 4 cyl. diesel, automatic trans., 174K miles, 750/300 split, Burks water pump, Conde vacuum pump, toilet carrier, good condition.\$28,000 OBO
A-1 Little John 800-786-1725 P12



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



2002 Granite 40K Palfinger Hook Truck: 400 18 Jake, air, 20/46 camelback, pintle, 205K, 3200 gal. RO vac tank, hy. RCF500, 1 owner, excellent, extras.....\$85,000 Firm
970-390-1816 P12



1995 IH 4700: Manual transmission, 150,000 miles, 3300 gal. steel tank, hoisted, 36" rear hatch, water tank, NVE 406 pump. Immediate delivery, upgrading this winter.\$25,000
Call Burt 630-696-2100 PBM



1992 Chevrolet Kodiak: 3116 Cat diesel, auto. trans., 250 waste tank, 5.5 hp Honda elec. start motor, Conde vacuum pump, 4 toilet carrying capacity, good condition.\$10,000 OBO
A-1 Little John 800-786-1725 P12



2004 International 4300 DT 466: Air brakes, air conditioning, new 2150 gal. tank, new 400 Masport pump, liquid cooled, new tires on rear. ..Call for pricing
937-372-1113 P12



2001 Ford F-550: Powerstroke diesel, A/T, AC, 136,000, runs great. Best 600w/300f, high pressure wash. Partial trade for slide-in unit possible.....\$29,900
816-537-5723 Warren P12



2004 KW T800W: C-15, 18-spd., 246,000 miles, 4000 gallon vac tank, fresh water hauler, PTO water pump. Can be converted to vacuum truck.
Call Paul 580-472-3805 P12



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



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



1980 Vactor 810/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 P12



2005 Isuzu NQR: 4 cyl. diesel, automatic trans., 157K miles, 750/300 split, Burks water pump, Conde vacuum pump, good condition, ready to go.\$32,500 OBO
A-1 Little John 800-786-1725 P12

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By **Scottie Dayton**

INDIANA: Tire Chip Aggregate

Recycled tires starred in the Indiana Onsite Wastewater Professionals Association field day. According to the IOWPA newsletter, installers, homeowners, and county health department officials watched as Blazer Farms of Kokomo and Cole & Sons Inc. of Russiaville replaced an onsite system using tire chips in the drainfield and perimeter drain. The aggregate is approved for use by the state Department of Health.

Entech, White Pigeon, Mich., provided the media. According to the company, the aggregate holds more water and includes fewer fines than stone. Dick Blazer, owner of Blazer Farms, figured the project would require 124 tons of No. 4 stone, but used only 24 tons of tire chips. The stone alone cost \$1,700. The chips cost \$705.

Installers noted rubber material reduced skid-steer wear and tear and was easier for workers to level and rake. Blazer, who is gearing up to use tire chips in most installations, welcomes questions. Call him at 765/438-1513.

NATION: 2007 Workplace Fatalities

The 2007 preliminary Census of Fatal Occupational Injuries produced the lowest numbers since the program began in 1992. The U.S. Bureau of Labor Statistics recorded 5,488 fatal work injuries, down 6 percent from the 5,840 deaths reported in 2006. Final results for 2007 will be released in April 2009. The injuries summary is at www.bls.gov/news.release/pdf/cfoi.pdf.

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

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. 15-17

Oregon Onsite Wastewater Association Conference, Corvallis. Call Belinda Rasmussen at 541/389-6692 or visit <http://oronsite.org>.

Jan. 18-20

Pennsylvania Septage Management Association Conference, Holiday Inn, Grantville. Call 717/763-7762 or visit <http://psma.net>.

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. 26-27

Indiana Onsite Wastewater Professional Association Conference, Camp Camby, Camby. Call Scott Rexroth at 317/889-2382 or visit www.iowpa.org.

Jan. 26-28

North Carolina Septic Tank Association Conference and Exposition, Hickory Metro Convention Center, Hickory. Call Connie Stephens at 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. 5-6

Ohio Water Quality and Waste Management Conference, Holiday Inn on Lane, Columbus. Call 614/292-8571 or visit <http://setll.osu.edu>.

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.oowa.org.

March 8-10

Pennsylvania Association of Sewage Enforcement Officers Conference, Grantville, Pa. 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. Call 800/966-2942 or visit www.nowra.org.

Training & Education

Pipelayer Certification

The University of Minnesota Extension is offering a three-hour workshop to accommodate a change in the state plumbing code that states all onsite system installers must be certified pipelayers, licensed plumbers, or registered apprentices to install sewer or water pipes outside of a building. The schedule:

- Jan. 28 – Fergus Falls
- March 12 – Owatonna
- March 27 – Willmar
- April 17 – Sauk Centre

Call Nick Haig at 800/322-8642 or visit <http://septic.umn.edu>.

NAWT Vacuum Truck Technician Training

The National Association of Wastewater Transporters Vacuum Truck Technician Training is Feb. 24 in Louisville, Ky. Call 800/236-6298 or visit www.nawt.org.

Minnesota

The University of Minnesota Extension has these classes:

- Jan. 5-7 – Introduction to Onsite Systems, Austin
- Jan. 8-9 – Installing Onsite Systems, Austin
- Jan. 14-15 – Pumper/Maintenance Continuing Education, White Bear
- Jan. 26 – Troubleshooting, Grand Rapids
- Jan. 27-28 – Installer Continuing Education, Fergus Falls
- Jan. 28 – Pipelayer Certification, Fergus Falls
- Feb. 2-4 – Introduction to Onsite Systems, St. Cloud
- Feb. 5-6 – Installing Onsite Systems, St. Cloud
- Feb. 9-11 – Pumping/Maintenance, Brainerd
- Feb. 12-13 – Continuing Education, Bemidji

Call Nick Haig at 800/322-8642 or visit <http://septic.umn.edu>.

North Carolina

The North Carolina Soils and On-Site Wastewater Training Academy has the following courses at Raleigh:

- 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.

Virginia

The following courses by the Virginia Onsite Wastewater Recycling Association are at Blackstone unless indicated otherwise:

- Jan. 7 – A to Z of Onsite Wastewater, Winchester
- Jan. 21 – Proprietary System Training
- Feb. 11-12 – National O & M Training, Loudoun
- Feb. 18 – Proprietary System Training
- April 15 – Proprietary System Training
- April 23 – A to Z of Onsite Wastewater, Fredericksburg
- May 13 – Proprietary System Training

Contact Jeff Barr at 703/771-5250 or visit www.vowra.org.

Pumper invites your state association to post notices and news items in this column. Send contributions to editor@pumper.com. ■



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1999 VOLVO Combo Sewer Truck,
VOLVO-275HP Diesel Engine, Allison 3560
Automatic Trans., A/B, A/C, 55,604 Miles,
Vac-con Sewer Cleaner, John Deere Rear
Diesel Eng., Lot #2815680 - \$75,500

**2000 STERLING Combo Sewer Cleaner
Truck,** AT Diesel Engine, Automatic Trans-
mission, A/B, A/C, Vaccon Unit, J. Deere
Rear Diesel Engine, 32,044 Miles, Lot
#2815804 - \$79,500



**1994 FORD Combo Sewer Cleaner
Truck,** CUMMINS Diesel Engine, Auto-
matic Transmission, A/B, Vaccon MDL-
V250, 20,796 Miles, Lot #2815714 -
\$45,500



**1993 VOLVO Combo Sewer Cleaner
Truck,** L-10 CUMMINS Diesel Engine, Auto-
matic Transmission, A/B, A/C, Ram Rodder
Sewer Cleaner, 115,140 Miles, Lot #2815813
- \$45,500



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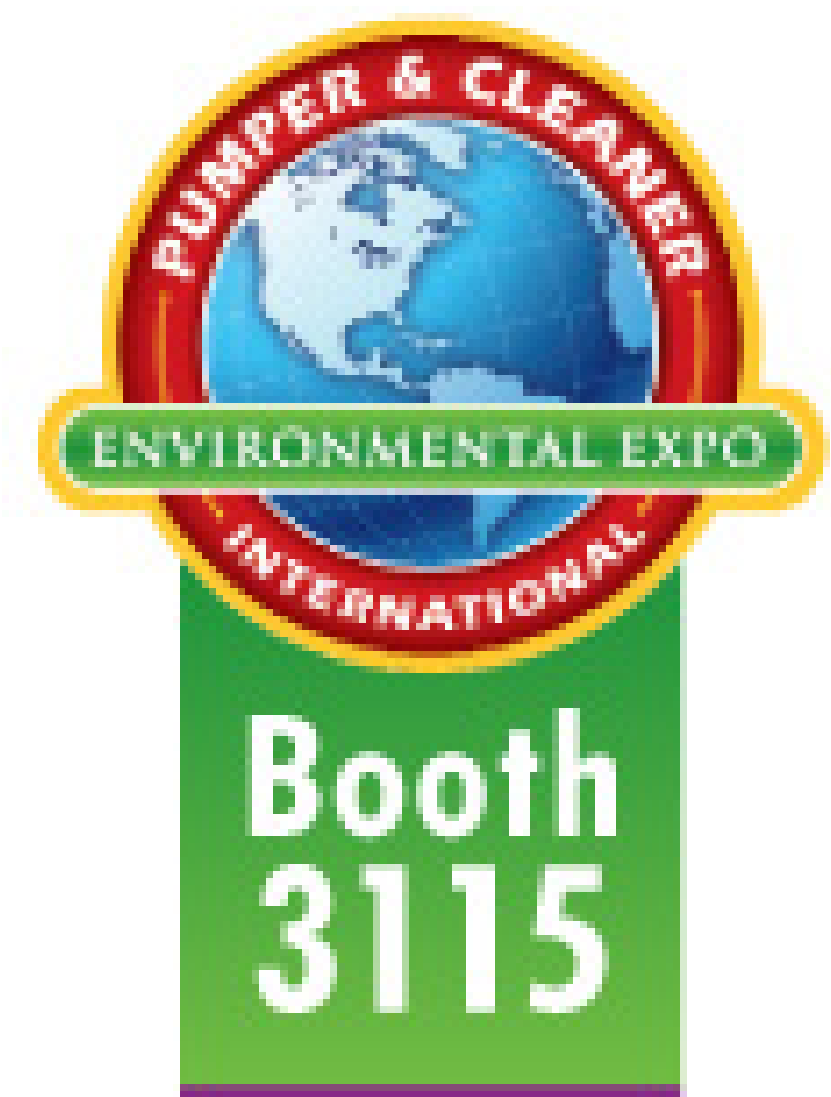


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U.S. Airmen gather together for traditional prayer prior to heading out on their daily mission ~ Baghdad.
—U.S. Navy Photo by Petty Officer 2nd Class Todd Frantom; www.defenselink.mil/

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