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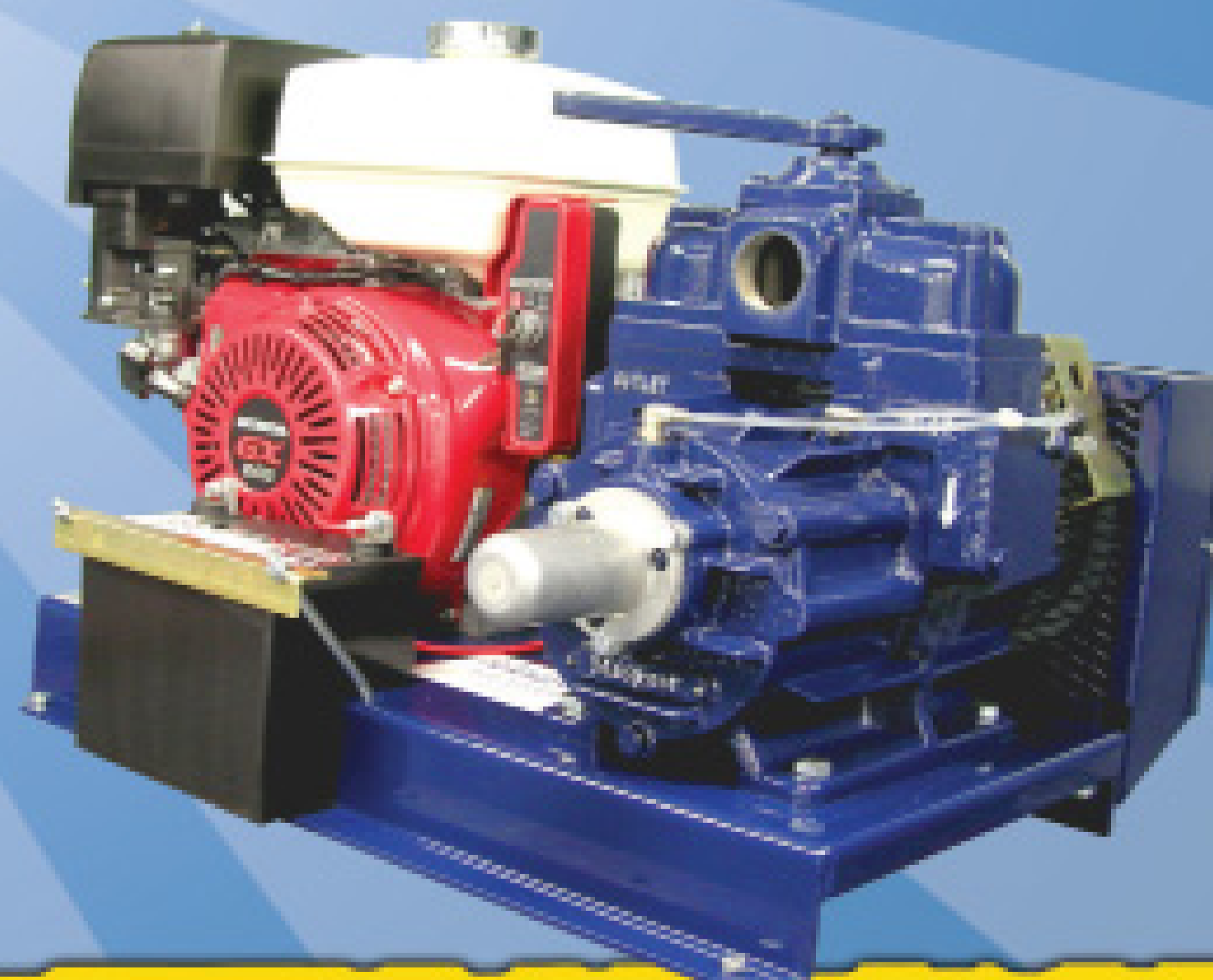
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There's a Lot Going On 'After Hours'



By Jim Kneiszel, Editor

Last August, we kicked off a new feature in *Pumper* called "After Hours," seeking to find out what readers do when they don't have a vacuum hose in hand. I wasn't sure what to expect, but I had a hunch that a lot of contractors are involved in interesting hobbies, charitable ventures and civic projects in their home communities.

Let's just say the reward has been well worth the risk of starting the new feature. As it's turning out, pumpers are a well-rounded lot. The first "After Hours" stories have produced a fascinating group of small business professionals who show perseverance, special talents and plain old gumption in their off-the-clock endeavors.

Here's a brief review of the folks we've met so far:

- **Alexandra Townsend** is manager of regional sales and marketing at the Washington, D.C., office of A Royal Flush. But she's also a marathon runner who showed gritty determination in going the distance in the New York City Marathon late last year.

- **Carol Coddington** ran K and C Septic Services, Huntington County, Pa., with her husband, Keith, for many years. But when she retired recently, she got into gardening in a big, big way. And now her hobby is in full bloom.

- **Tim Kettler** is owner of Action Septic Service in Warsaw, Ohio, with his wife, Roberta. He's also been a Green Party candidate for Ohio's secretary of state and, last fall, the State Senate. For the record, he lost, but remains interested in politics.

- **Danny Bland** is owner of Bland's Sewer and Water in Alton, Ill. But every December, the white-bearded gentleman is known as Santa Claus to thousands of people, young and old, in southern Illinois.

- **Robb Barnes** is owner of King's Pumping Service in Dallas, Ore. He's also an egg and beef farmer who's working toward a "certified organic farm" designation for his operation.

- **Rodney Upton** owns Hero Septic in Athens, Ga. He's also studying to become an ordained minister in the Reformed Presbyterian Church in the United States and hopes to one day both pump and preach.

And in this issue, we meet **Dave Neelis**, owner of Dave's Sewer Service, Waupaca, Wis. As you'll read, Neelis has a healthy — or his wife might tell you it's unhealthy — obsession with his backyard hockey rink.

I want to thank each of these contractors for giving us a glimpse into their lives outside of the pumping profession. I'm sure they've poured heart and soul into making their small businesses a success. It's truly remarkable that they find the time and maintain the enthusiasm for these interesting extracurricular activities.

To me, these stories reinforce the dynamic and diverse qualities of the people who work in the liquid waste industry. There is definitely more to a pumper than meets the customers' eyes. Sure, they're dedicated to doing a job critical to a clean environment. But there's more to the story.

What's your "After Hours" story? Drop me a line at editor@pumper.com and tell me about your projects or passions. I'd love to share your story with the rest of the *Pumper* community. ■

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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Published monthly by

COLE publishing

Celebrating 30 years of publishing.
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COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes WI 54562

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E-mail: info@pumper.com
Web site: <http://www.pumper.com>
Fax: 715-546-3786

Office hours 7:30 a.m. - 5:00 p.m.
Central Time, Monday - Friday

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

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CIRCULATION: Circulation averages 26,071 copies per month. This figure includes all circulation regions (nationwide) and international distribution.



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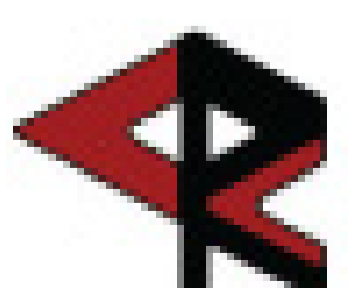


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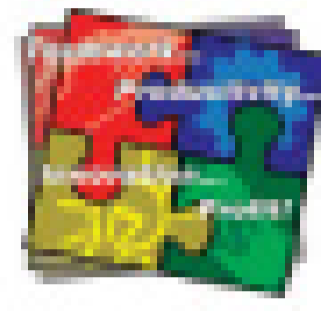
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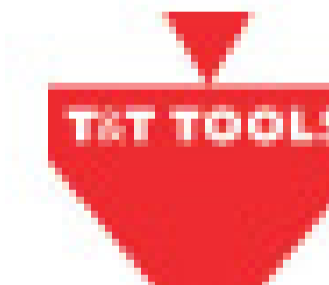
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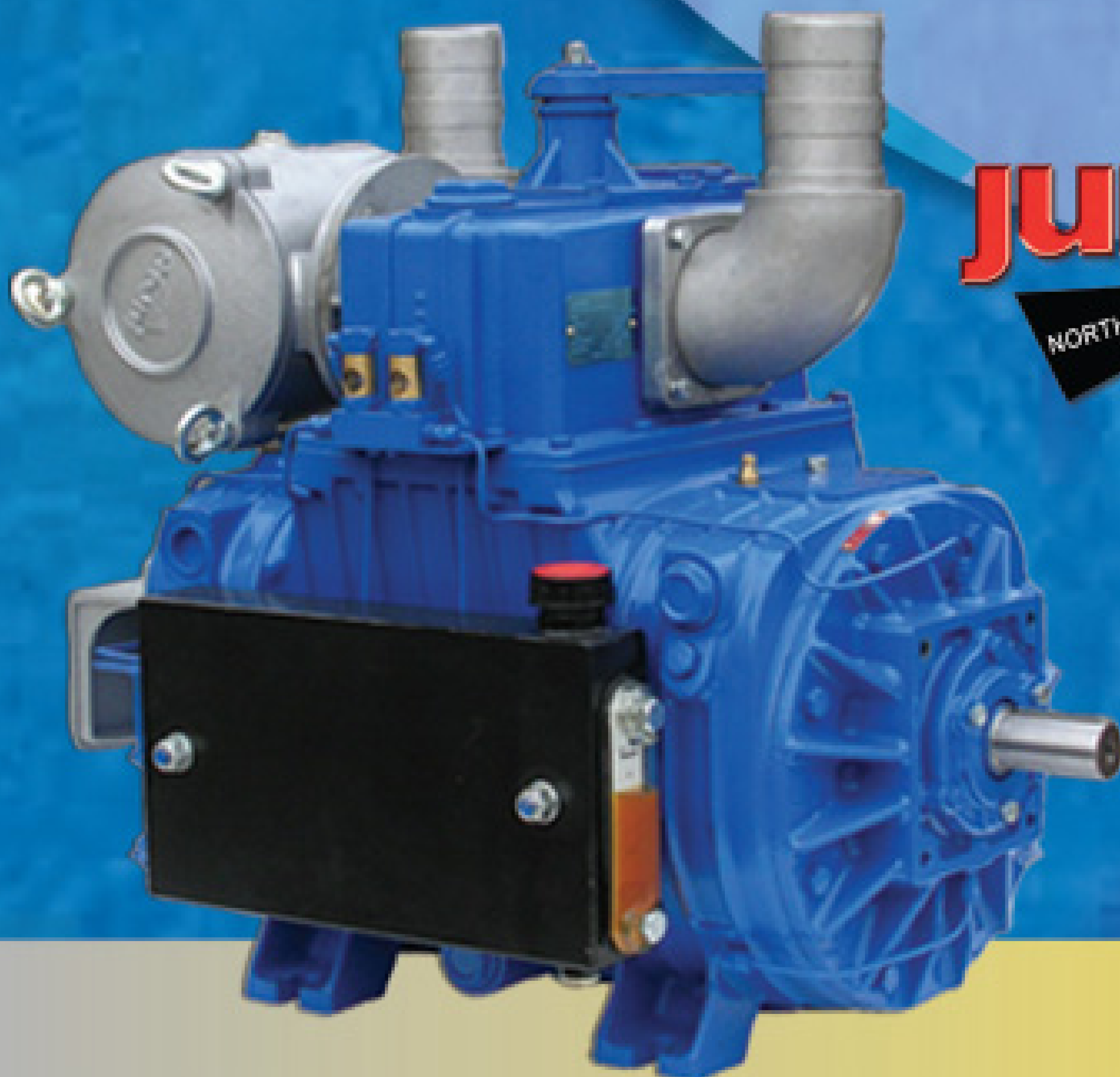
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Letter to the Editor

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Needless to say, the buttons on my shirt popped with pride as it was about my son (Bob Storms) and how he has carried on the business. Bob is one terrific young man and every man should have a son like him. I would like to think that he learned everything from me, but when I had to retire for medical reasons in 1997, I gave him the business lock, stock and barrel and he took it and ran. Under his hard work and guidance, it grew like he said.

Your story was great and your publication is also great and has come a long way, just like B & B Sewer. Keep up the good work and thank you for making an old man bust his buttons with pride.

Bill Storms
Tucson, Ariz.

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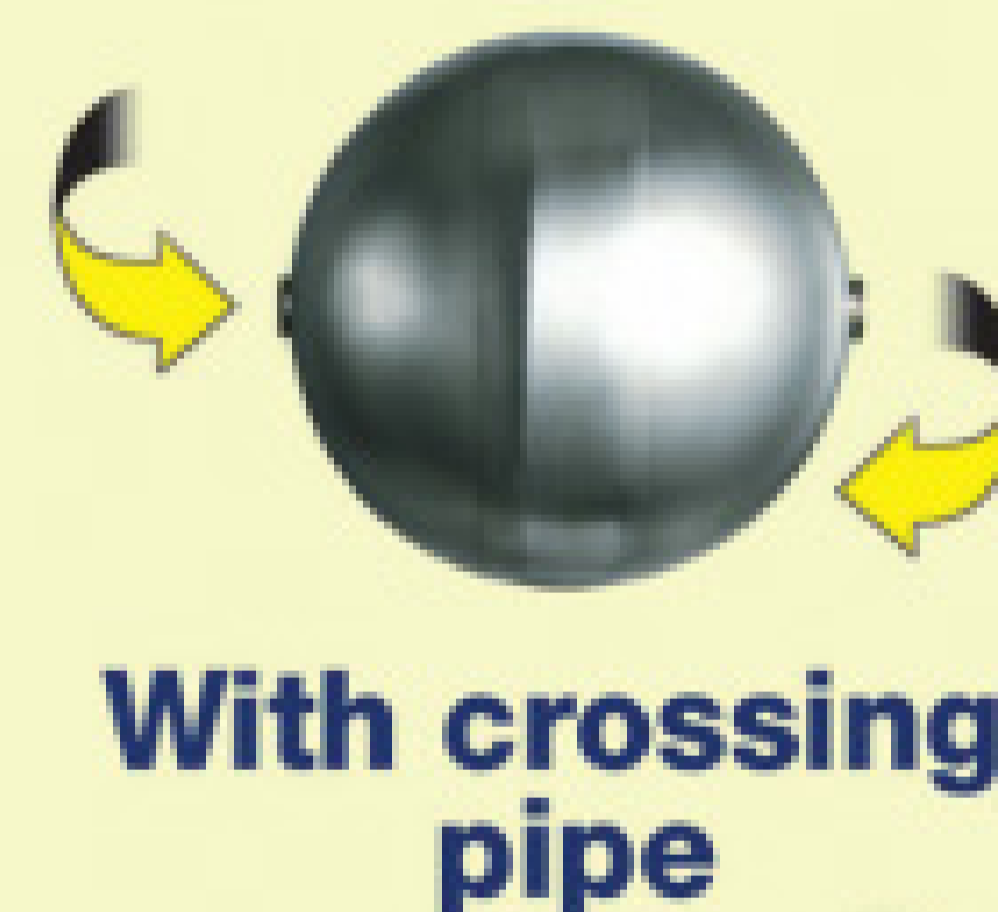


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550/45x22.5 Alliance - 328 MPF	22" w x 42" h	9,000 lbs at 45 mph
600/40x22.5 Alliance - 331-380	24" w x 42" h	8,800 lbs at 30 mph
600/50x22.5 Alliance - 331-328	24" w x 46" h	10,000 lbs at 30 mph
700/40x22.5 Alliance - 331-328	28" w x 46" h	11,000 lbs at 30 mph
750/45x22.5 Alliance - Radial-380	30" w x 49" h	12,730 lbs at 40 mph
700/40x26.5 Alliance - 331	28" w x 50" h	10,000 lbs at 30 mph
800/45Rx26.5 Alliance - 331	32" w x 55" h	16,000 lbs at 40 mph
28Lx26 Alliance - Blae & Radial	28" w x 60" h	13,000 lbs at 30 mph
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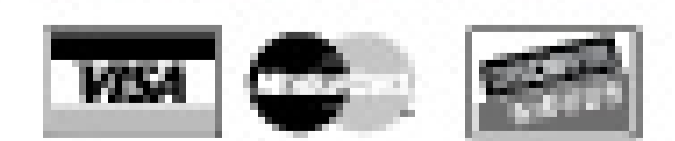
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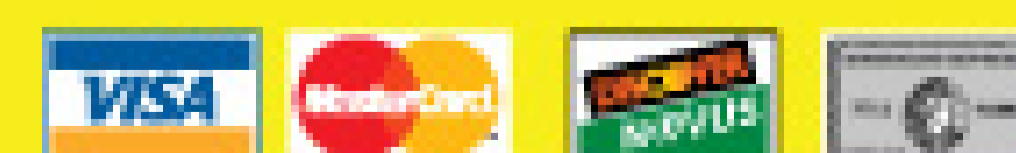
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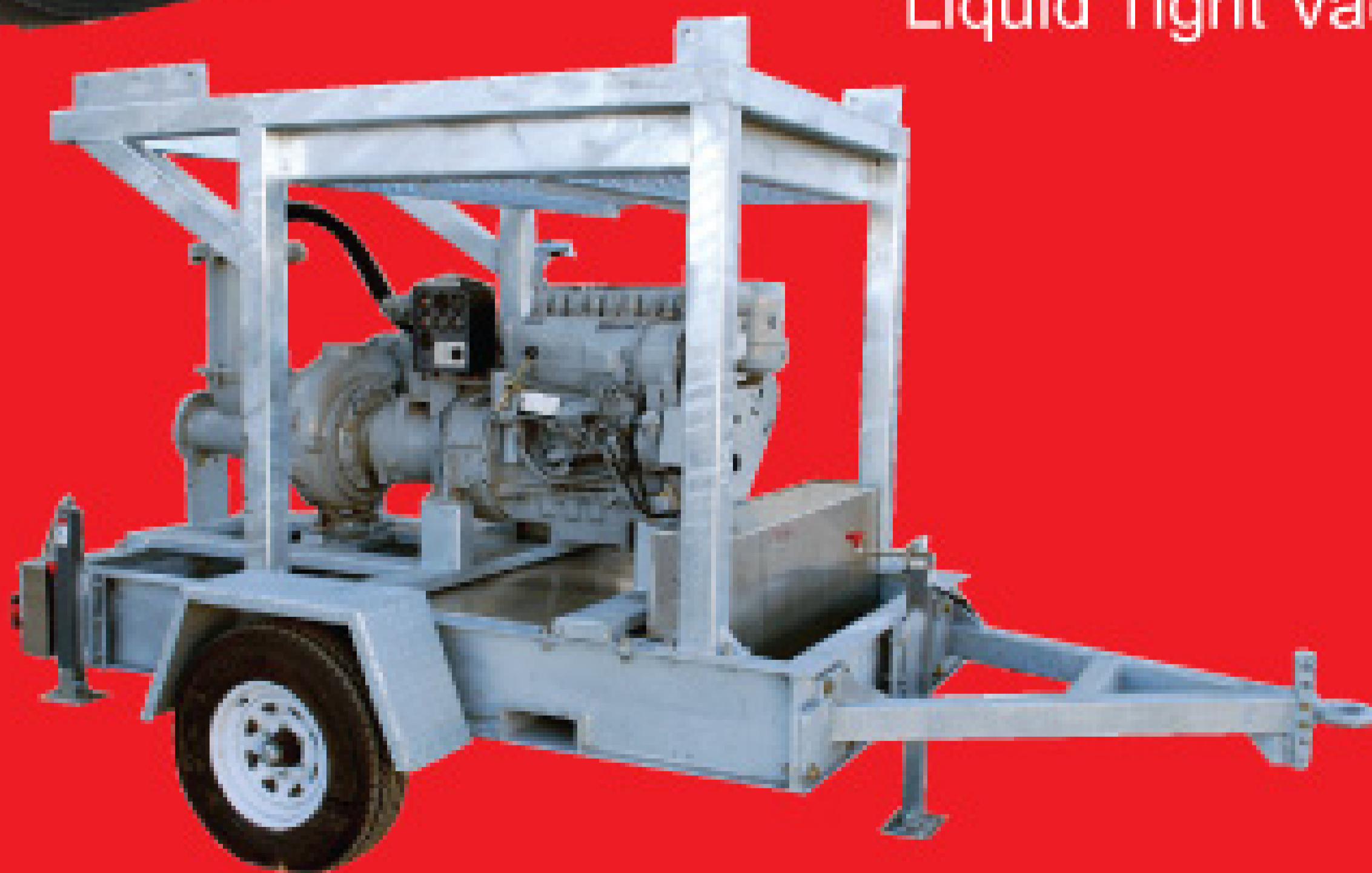
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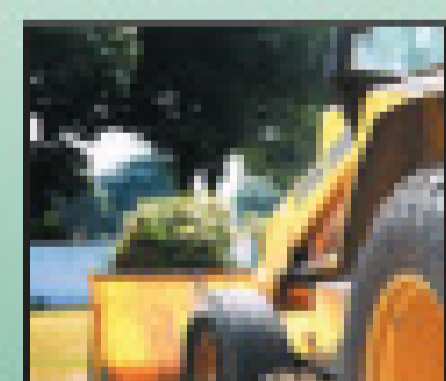


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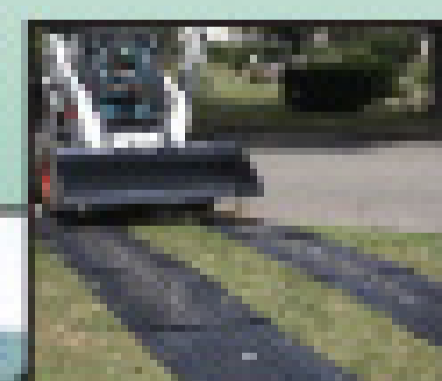
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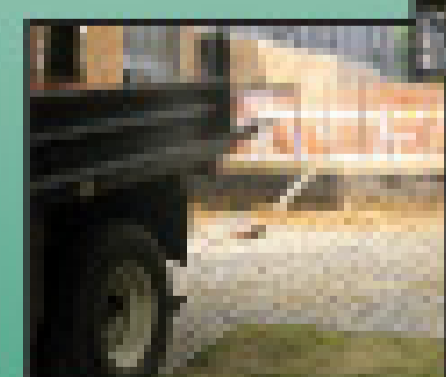
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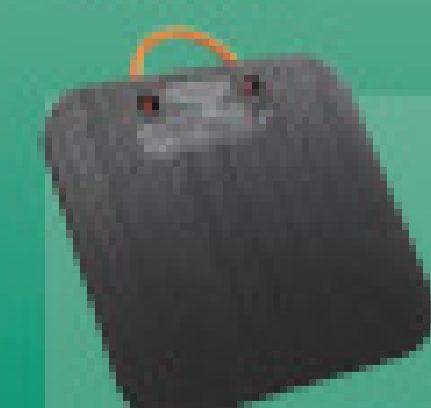
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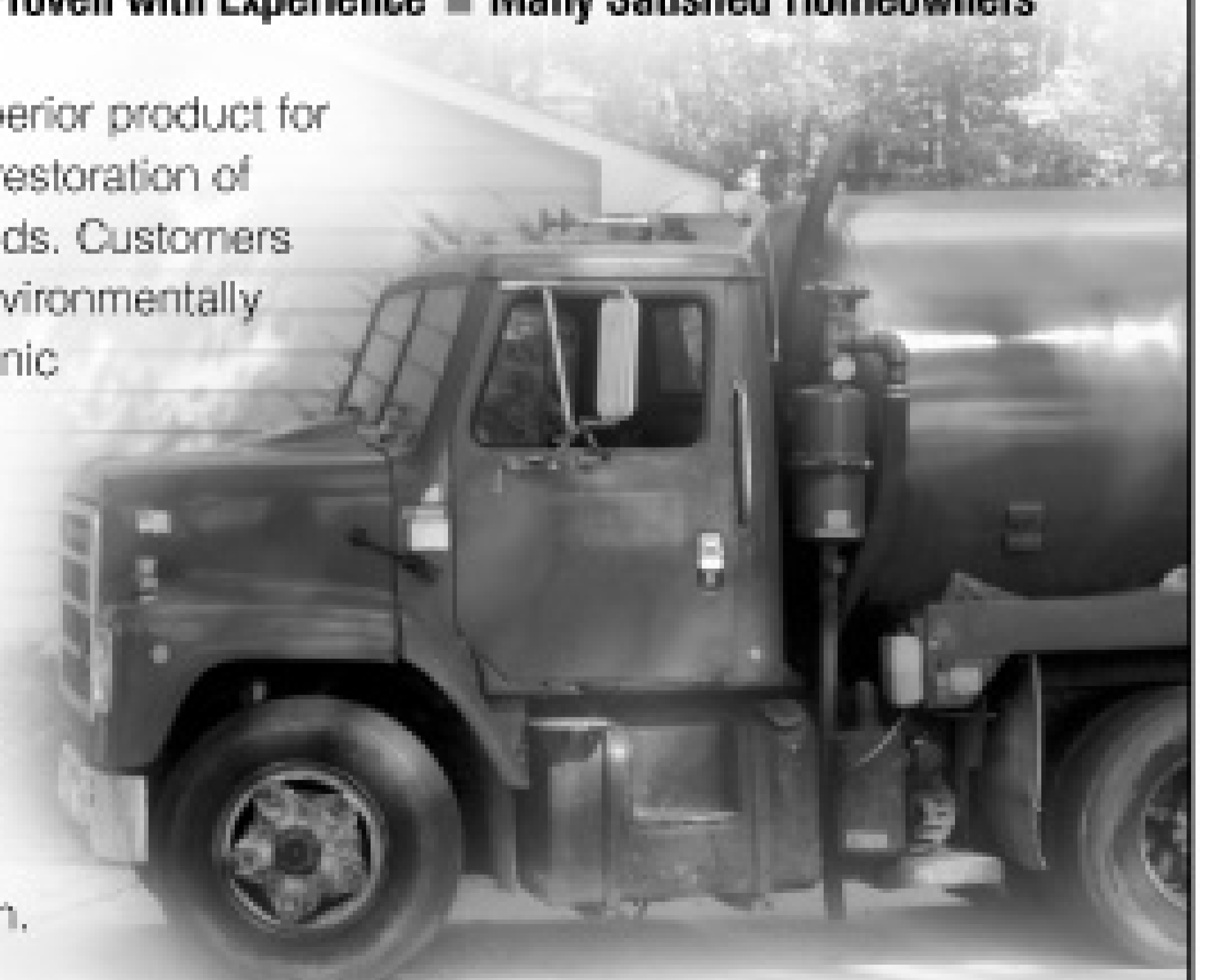
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Create a Reminder Card System

A simple-to-organize postcard mailing generates sales and stabilizes both workflow and cash flow

Robert Barnes is the owner of King's Pumping Service, Dallas, Ore. Reach him by e-mail at rbrbrb6@hotmail.com or by phone at 503/831-0104.



By Robb Barnes

Retaining a customer is more cost-effective than securing a new one, so once you have educated a customer on the various aspects of his septic system and explained the benefits of preventive maintenance, the next job is customer retention. Utilizing a reminder card system is an effective way to do this.

BENEFITS ARE MANY

The most obvious benefit of a reminder system to your company is increased sales. Many uneducated customers have their septic tanks serviced on an "as needed" basis. This means the customer only calls when a problem has occurred. By placing customers in a reminder card system, you are initiating the service call on a regularly scheduled basis, rather than a crisis basis. In other words, you are proactive in generating sales rather than reacting to emergency calls.

Second, after a short time you will start generating a substantial reminder list for every month of the year. This results in more consistent workflow and more consistent cash flow. Rather than feast in the summer months and famine in the winter, the reminder card system will enable you to keep your equipment and employees working year-round as weather allows.

Third, a reminder card system can dramatically reduce the number of after hours and weekend emergency calls you receive. Also, it reduces your operating costs because a maintained system is easier and faster to service and requires less labor and equipment costs to pump than a tank that only gets pumped once every 12-15 years.

Along with this reduction in operating costs is an increase in scheduling efficiency due to more accurate service time estimation for each job. In other words, you know you can schedule jobs every two hours if they are for scheduled maintenance rather than an emergency.

MAKING THE MOST OF ACCOUNTING SOFTWARE

There are a variety of good computer programs you can use to develop reminder scheduling and many of us already have one bundled in our accounting software. We utilize one of the most common systems, QuickBooks from Intuit.

QuickBooks offers several features that adapt to a pumping business. All of these features are found in the Customer Center part of the program. The first feature is the *Additional Info* tab on the customer page. The left side of this window features fields such as *Type*, e.g. resi-

When that system is ready to be serviced again, it only takes a minute to ... print it for the service technician. This allows them to not only find the jobsite faster, but gives the advantage of having a history of the system before they arrive at the site.

dential, commercial, school, etc., *Terms, Rep* and *Preferred Send Method*.

The right side of the window features a number of fields that are customer adaptable. For our company, we have changed these fields to include such things as tank size, tank type, tank condition, amount of hose needed, reminder frequency, next reminder date and previous pump date. By listing this data, we can see at a glance most of the critical information about that system. This also aids in scheduling because it lets us see if a job requires more time due to depth of the tank lid, if it is a long pull and needs more time to pull more hose and even such things as if the jobsite is level or if there is an elevation difference between the tank location and where the truck can park. These are critical factors in determining estimated service times.

The next feature is found on the same page in the small menu found

in the upper right hand corner of the Customer Account page. One of the items in this menu is a box labeled *Notes*. Once an account is set up and the data listed as far as billing info, tank size etc., if you click on the *Notes* box, it will bring up a notepad window with the account information, customer contact and telephone number listed at the top. Below this information is a notepad area where you can insert pertinent information about the job.

CREATE A WORK HISTORY

We start with a description of directions to the jobsite, depth of tank, where the access port is located, type of baffles, etc. We also include information about access, if the driveway is steep and gravel, need to go with a partial load for traction, any gate combinations, low hanging overhead lines and whether there is room to turn around or if we need to back in from the road. We also include measurements to the lid location from individual reference points and we list the work order number that the map is drawn on.

Once this background information is in place, it is a simple matter

ESTIMATED SEPTIC TANK PUMPING FREQUENCIES (IN YEARS)*									
Tank Size (Gal.)	HOUSEHOLD SIZE (NUMBER OF PEOPLE)								
	1	2	3	4	5	6	7	8	9
500	5.8	2.6	1.5	1.0	0.7	0.4	0.3	0.2	0.1
750	9.1	4.2	2.6	1.8	1.3	1.0	0.7	0.6	0.4
1000	12.4	5.9	3.7	2.6	2.0	1.5	1.2	1.0	0.8
1250	15.6	7.5	4.8	3.4	2.6	2.0	1.7	1.4	1.2
1500	18.9	9.1	5.9	4.2	3.3	2.6	2.1	1.8	1.5

Note: More frequent pumping is needed if garbage disposal is used.

* Data provided by Oregon State University Extension Service

of opening this *Notes* window each time a service call is made, placing the cursor below the last line of the narrative and hitting the *Date Stamp* box on the right side of the window. The system automatically enters that day's date and it is easy to list the work order number, the service provided, the cost of each item and any other pertinent information from the day's service call.

This allows you to build a history record of all the work done on each system. When that system is ready to be serviced again, it only takes a minute to pull up the *Notes* window and print it for the service technician. This allows them to not only find the jobsite faster, but gives the advantage of having a history of the system before they arrive at the site.

Having detailed records is especially important if your company has several service technicians or if you experience technician turnover. It also becomes an important asset to your business if and when you decide to sell. Imagine the benefit and value to a potential buyer when you can show that each job has a full history and each customer is part of a working reminder system.

One side note about setting up your pumping customer accounts in any bookkeeping system: Consider creating your customer list using the address where the tank is located, not necessarily by the property owner's name. Most homes change ownership every six to seven years. What doesn't change is the location of the tank, the address of the home and the size of the tank. This makes it very easy to look up a location when a new owner calls and asks about a system, and it is easy to change the billing party's name if the property is sold.

SCHEDULING THE REMINDER CARDS

Once the notes are entered, it is time to look at the *New to Do* box in the upper right corner, just below the *Date Stamp* box. By clicking on the *New to Do* box, a new window appears with a small notepad area and a box labeled *Remind Me On*. This is the heart of the reminder system. In the notepad area, you input as much information needed to generate your reminder list. For our company this includes address, size of tank, pumping frequency, name of resident and date of last pump. Once this information is logged, go to the *Remind Me On* box and put in the date the next reminder is due to be sent, then click the *OK* box and your reminder is now in your QuickBooks system.

Once the reminders are in your system, it is a simple matter to print a list of reminders that are due to be sent out for the month. Filter the report for any reminders dated from the first to the last day of the month, hit print, and you have a list of customers who get reminder cards for that month.

INCLUDE VALUABLE INFORMATION

Our reminder cards feature a color photo of our truck on the front and the back has a small version of the frequency chart and a place for us to list the customer's tank size, date it was last pumped and suggested pumping frequency. This lets them verify for themselves that the system is due for service.

While the reminder system may sound complicated, it is amazingly easy to use and maintain. When you combine the benefits of educating your customers, helping them to avoid expensive repair costs, becoming the "go-to guy" for all their septic needs and reminding them when their system needs servicing, you will find that you and your business will reap many rewards. ■

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Jim Pierce, Southeastern Division Manager

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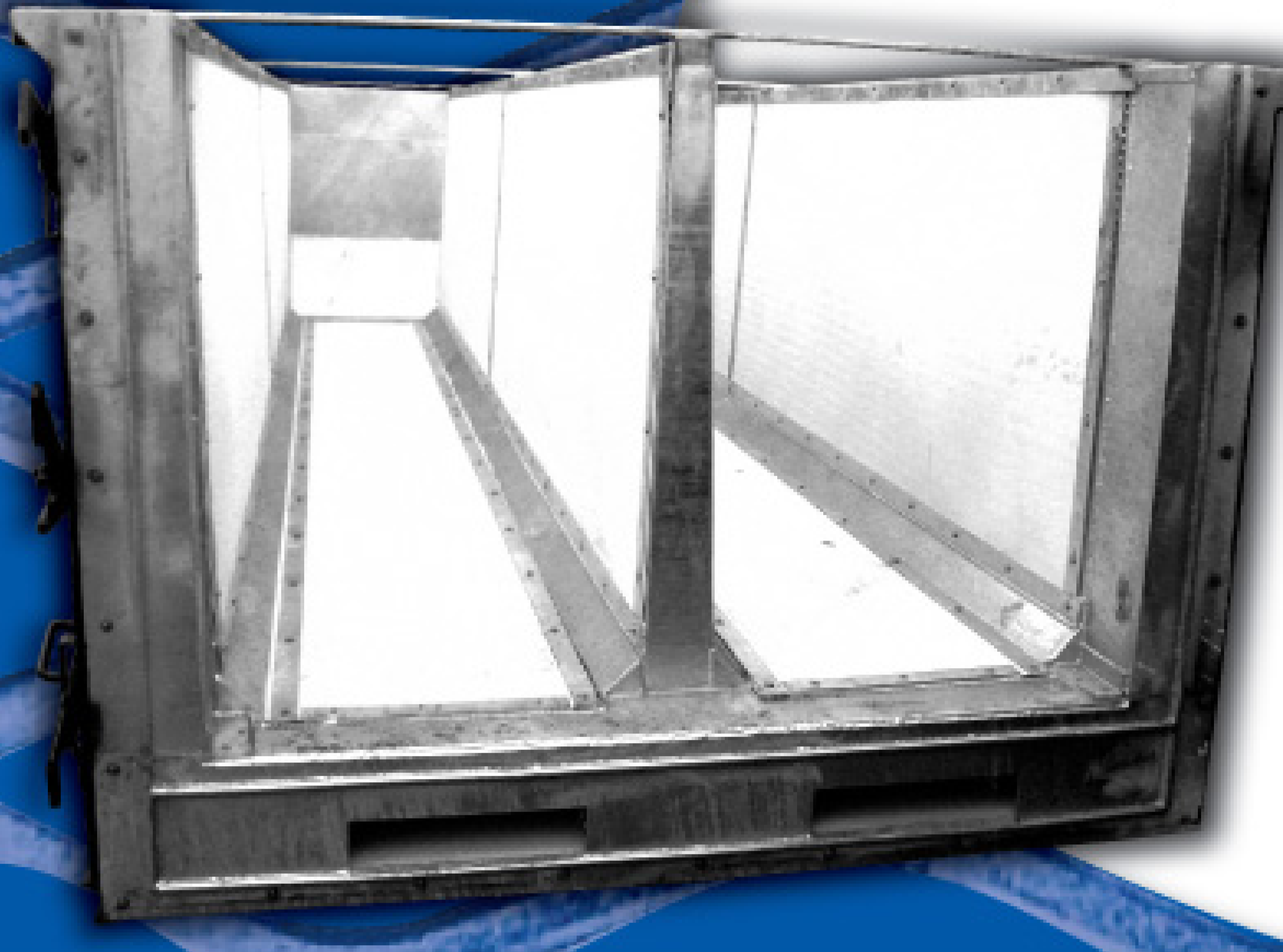
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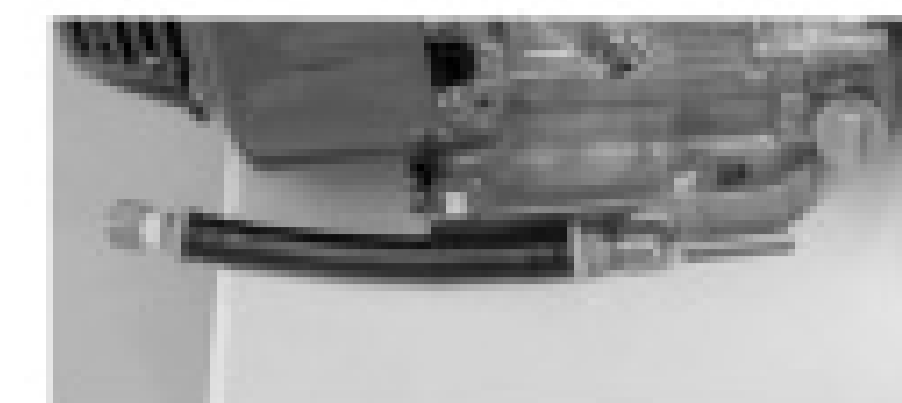


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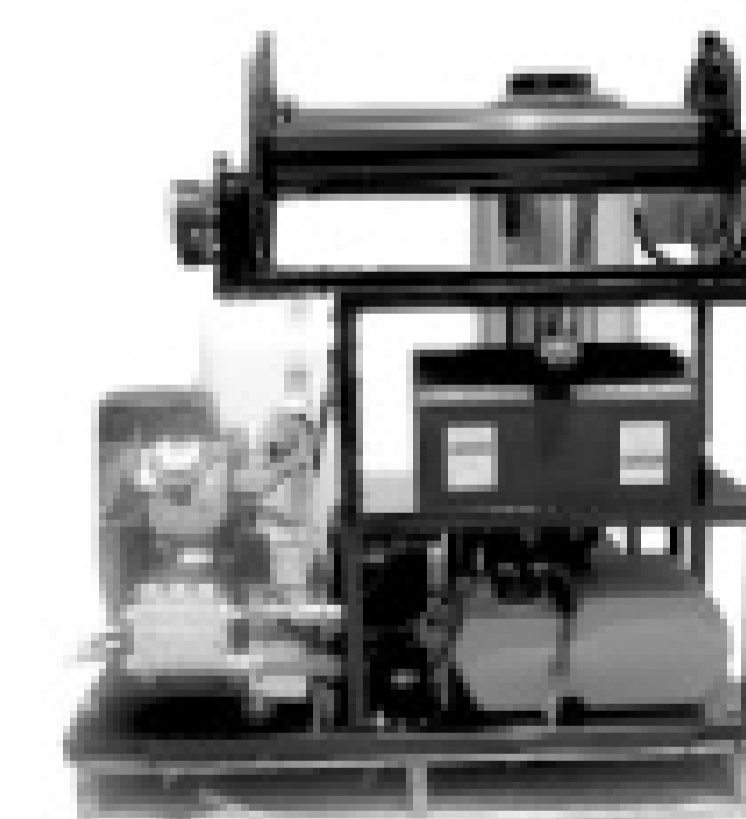
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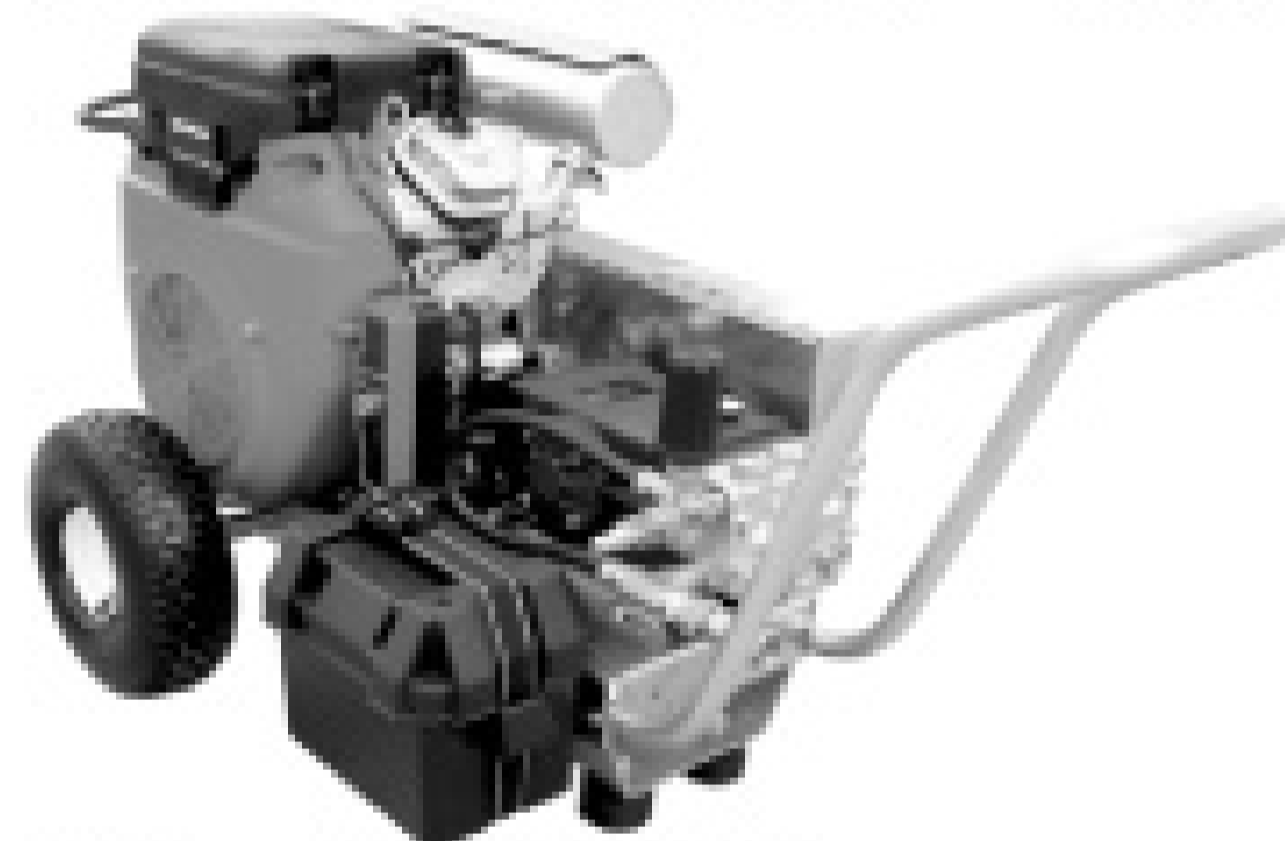


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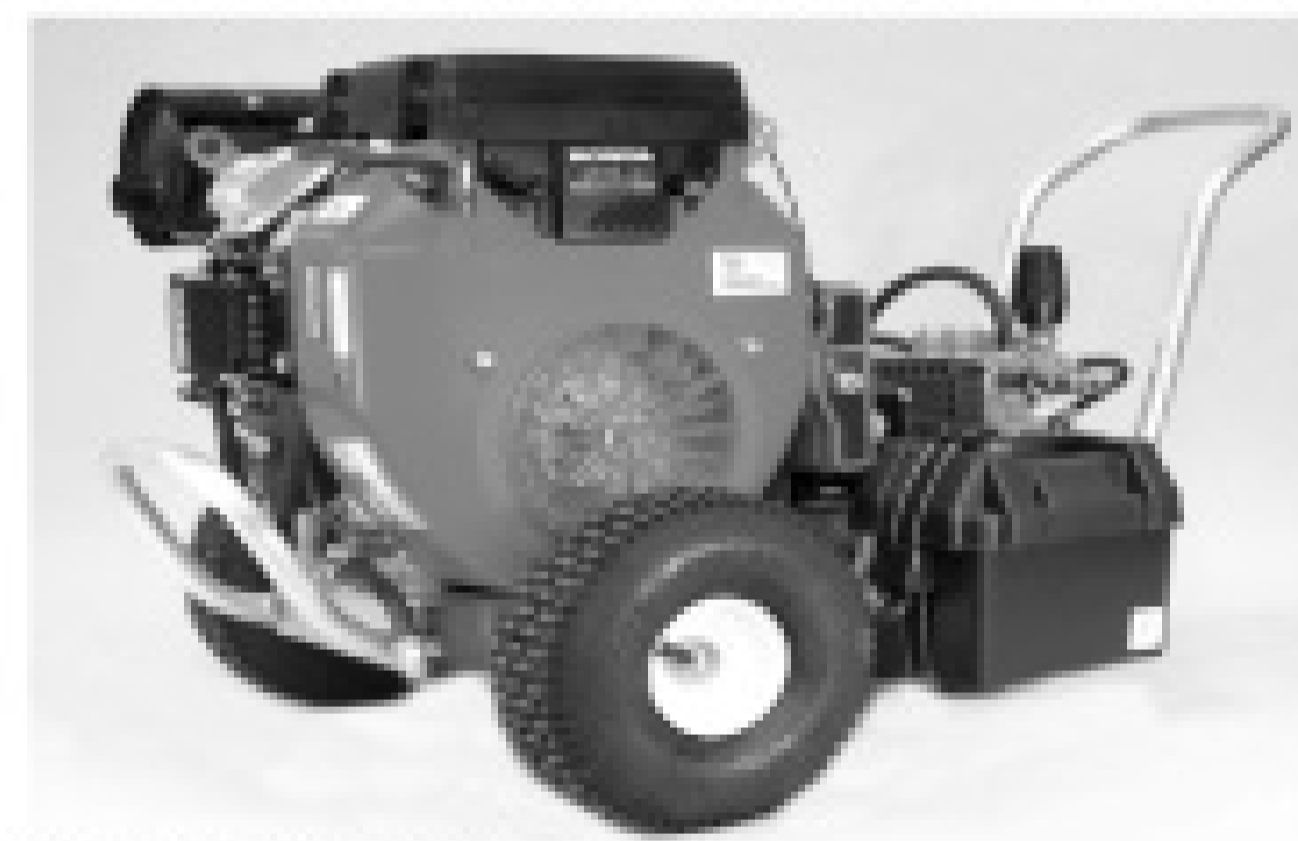


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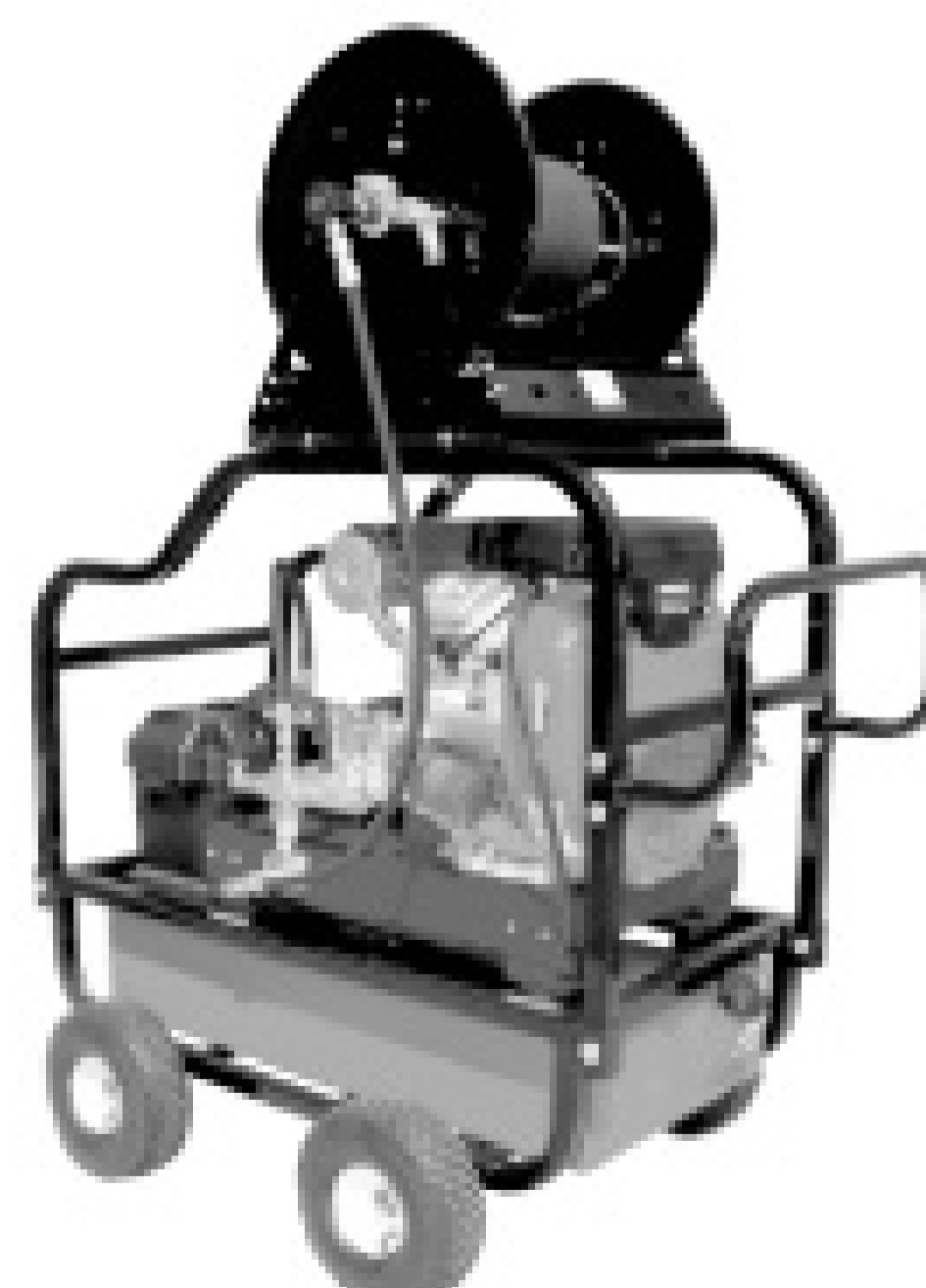
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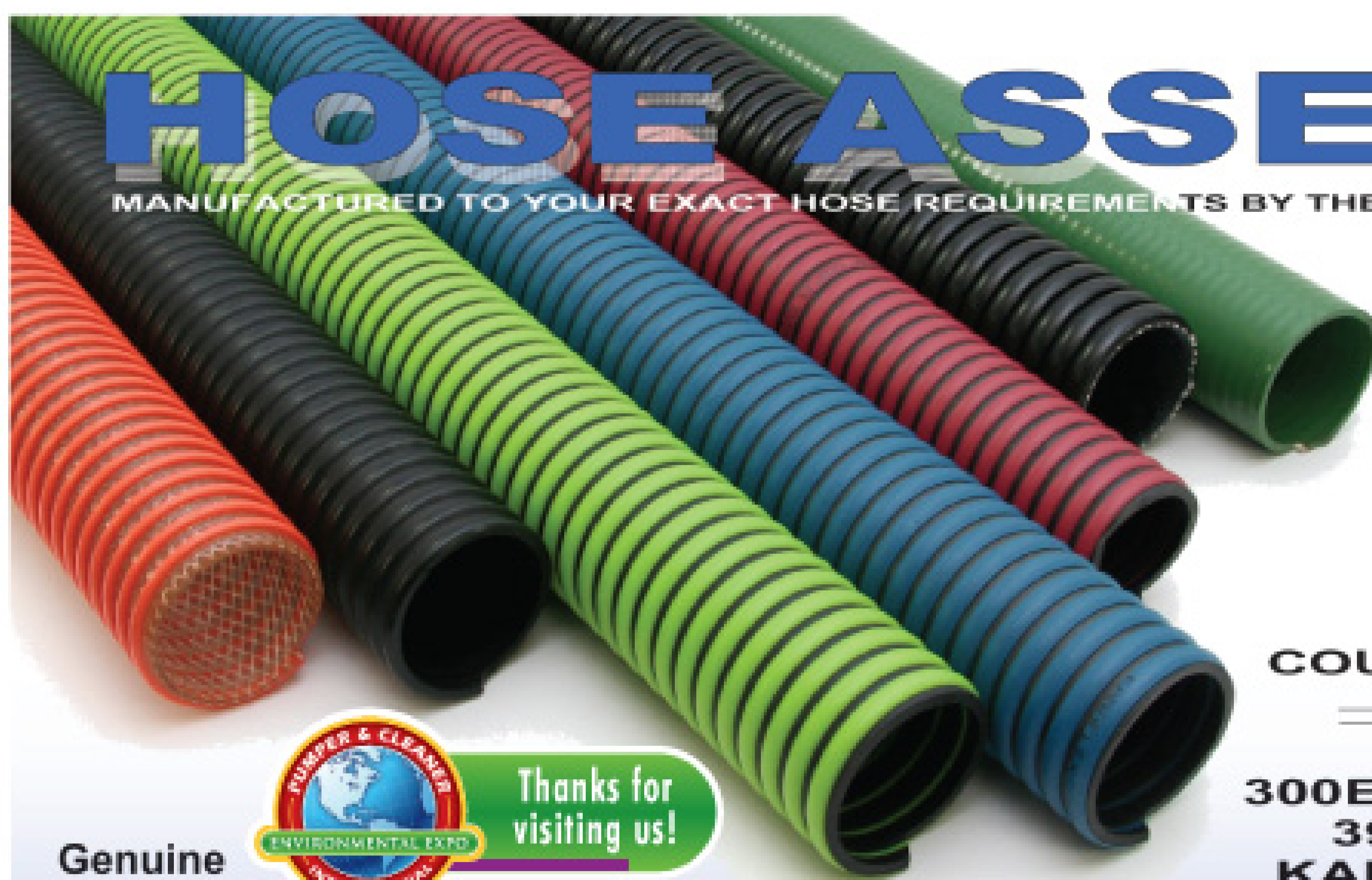
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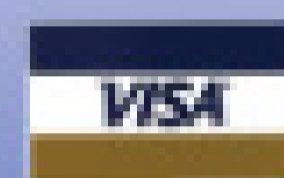
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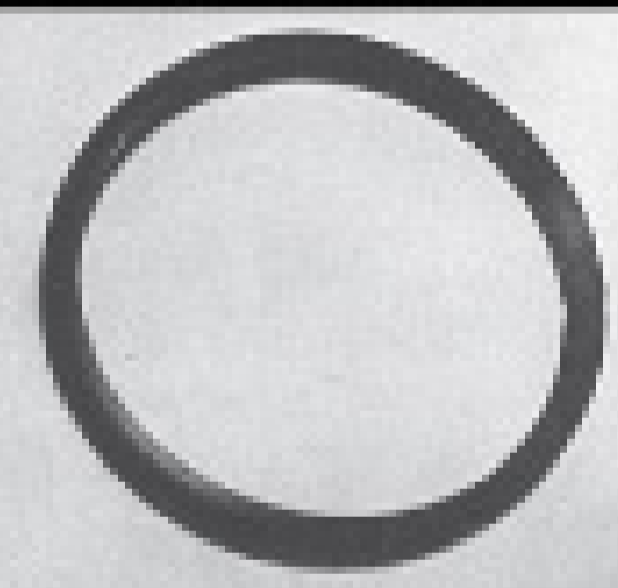
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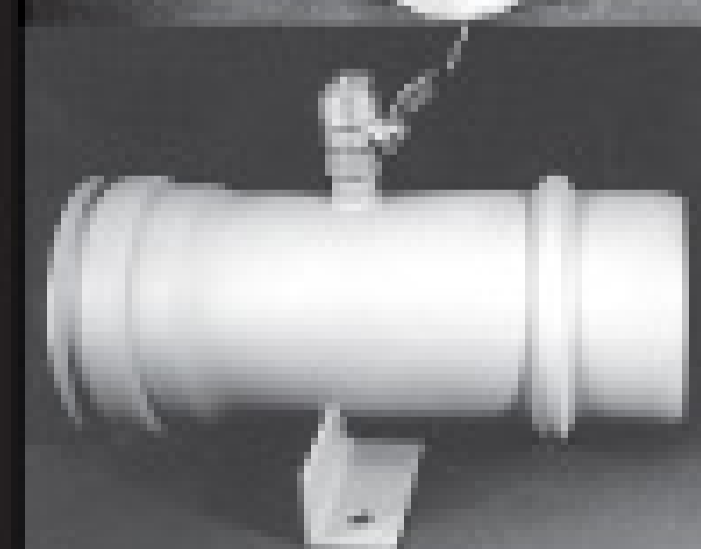
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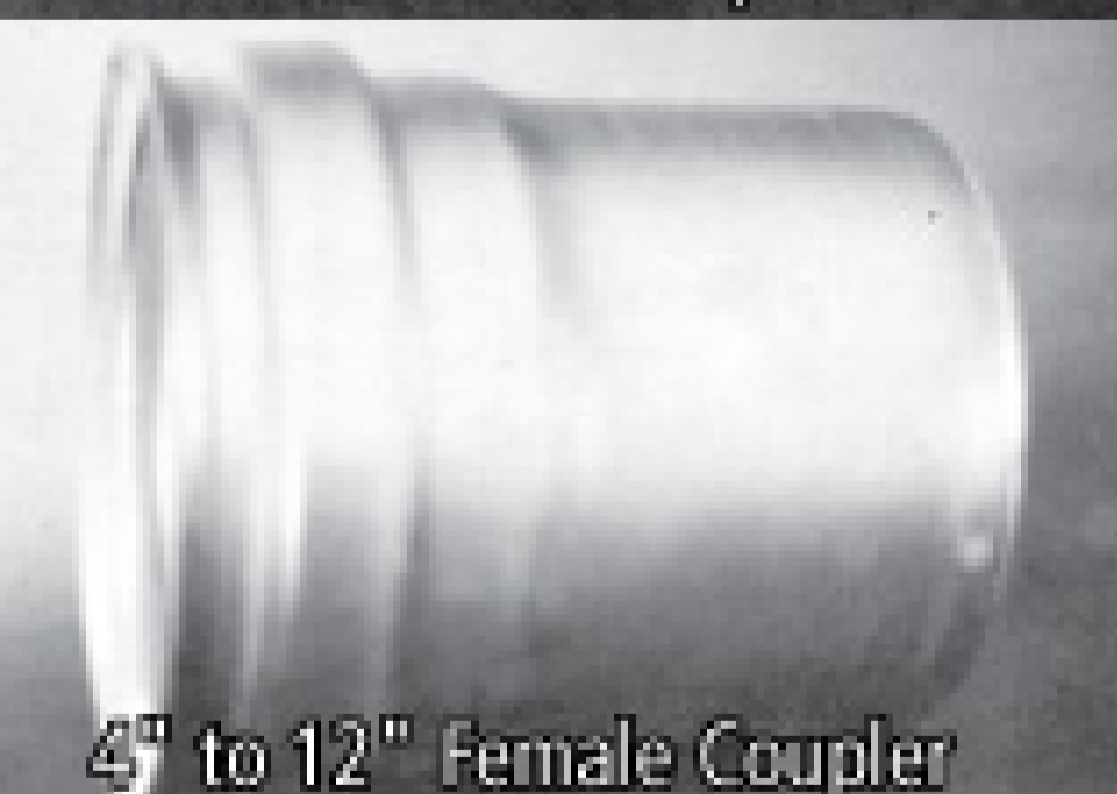
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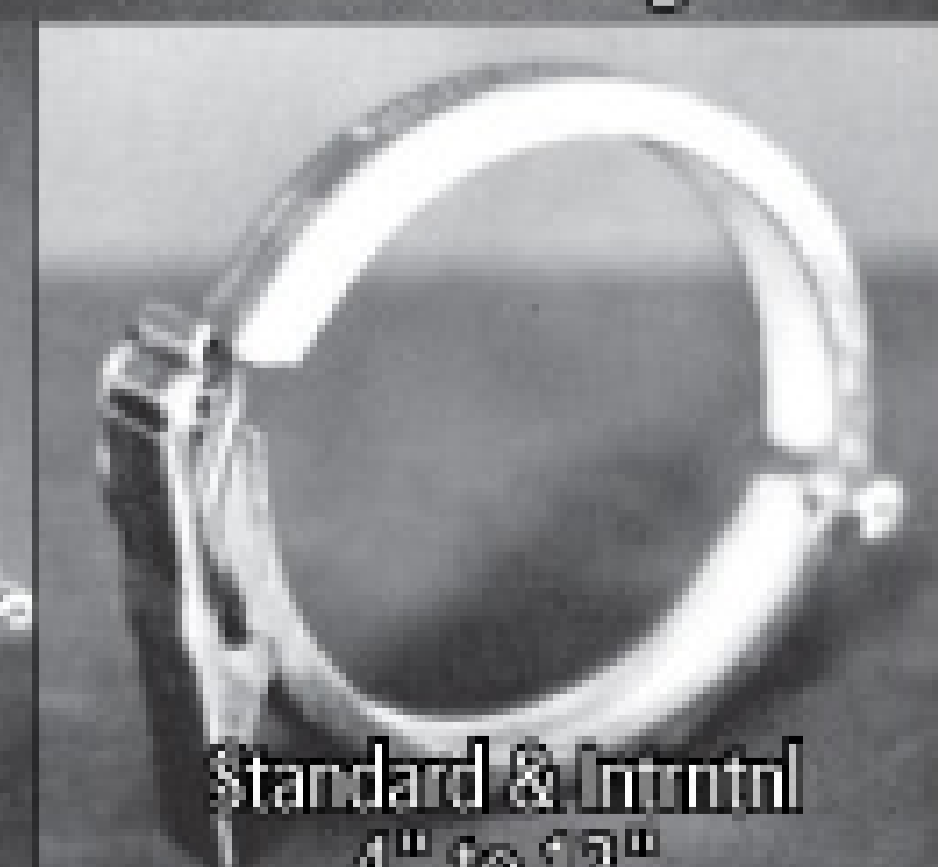
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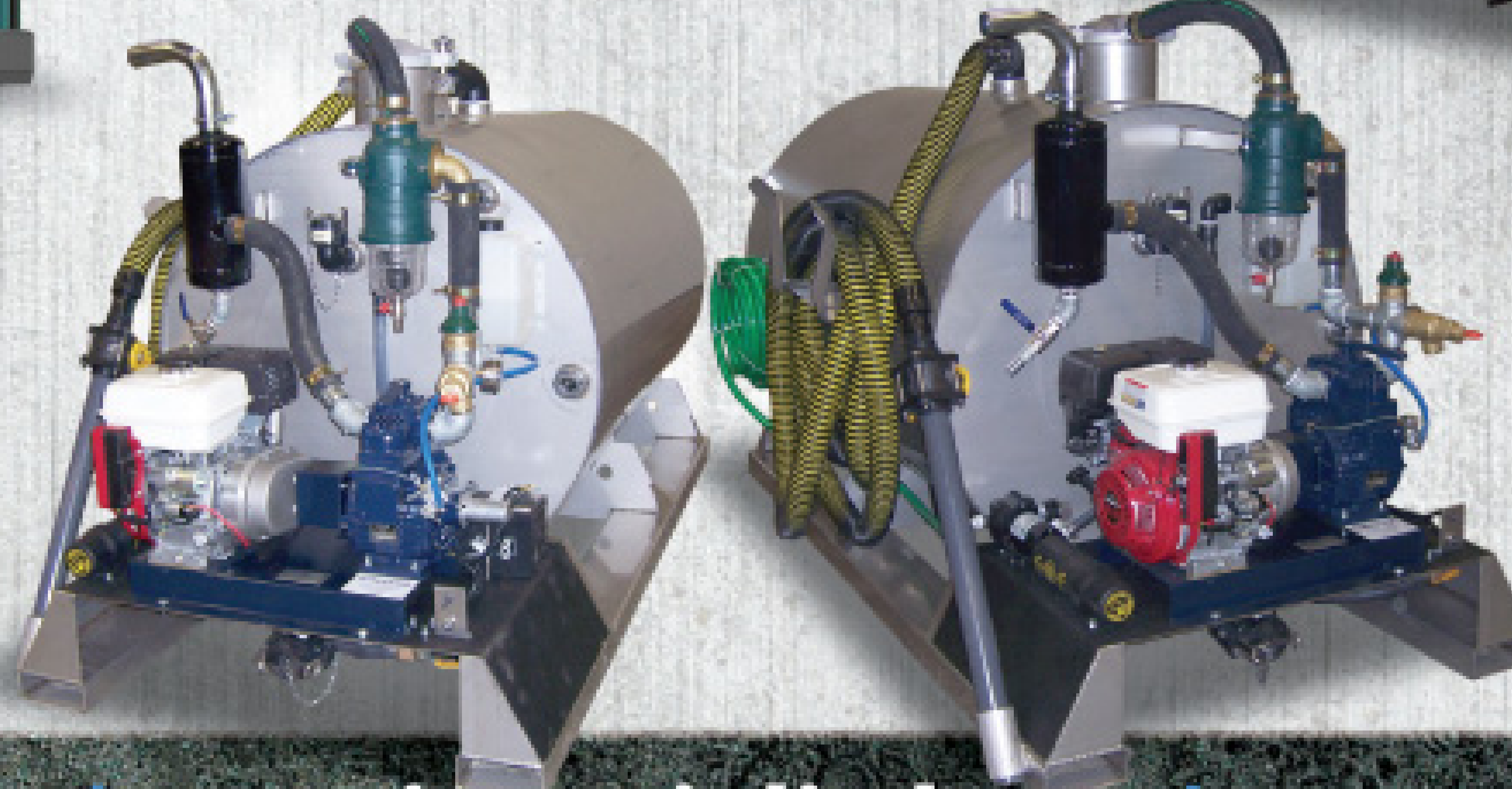
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Michigan Grapples with Required Inspections, Diminished Land Spreading Opportunities

By **Scottie Dayton**

Proposed legislation in Michigan would add onsite systems to the Natural Resources and Environmental Protection Act as of January 2010. If passed, an amendment in the state senate would require inspection of certain onsite systems every 10 years.

At the urging of the Michigan Septic Tank Association, the amended bill also would require local governments that prohibit land application of septage to make a receiving facility available inside their boundaries, addressing statewide concerns over land application regulations. Meanwhile, legislation to create a state sanitary code is in the crafting stage.

Contractors already qualified to inspect conventional systems would be considered certified inspectors. Others would require state Department of Environmental Quality certification. Inspecting a conventional system would include preparing a report and submitting a copy to the system's owner and local health department.

The legislation also would prohibit the installation of alternative systems that were not approved by the DEQ or did not have a permit from the local health department. It authorizes the DEQ to work with organizations to develop educational materials on conventional system maintenance, and creates the On-Site Wastewater

Treatment System Advisory Council and the Alternative System Technical Advisory Committee.

The septic tank association has suggested a standardized inspection process and pumping of tanks before inspection.

IOWA

The Department of Natural Resources sent letters to some 700 unsewered towns, ordering them to stop discharging septic tank effluent into the state's waterways and to come up with some sort of sanitary engineering. However, towns with properly installed and inspected onsite systems could be exempt. State code requires effluent filters in septic tanks and a secondary form of treatment.

Properties with insufficient space or inadequate soils may have to group together to provide multiple-home systems. Some grant money is available from U.S. Department of Agriculture. Cost projections are \$2,500 to \$5,000 to upgrade a working septic tank and about \$7,500 to install a new system.

VIRGINIA

Residents in the Sleepy Creek watershed are eligible for a one-time \$150 reimbursement to help pay for pumping their septic tanks. The Chesapeake Bay Program, West Virginia Tributary Strategy Implementation Committee, West Virginia Conser-

vation Agency, and Eastern Panhandle Conservation District are offering the payments because the region has fecal coliform bacteria in its surface water.

The state Department of Health and Human Resources suggests an onsite system inspection every three years and a pump-out every three to five years. Funding is on a first-come, first-served basis. Call the West Virginia Conservation Agency Martinsburg field office, 304/263-4376, ext. 117.

ILLINOIS

The state Department of Public Health withdrew its proposed amendments to the Private Sewage Disposal Code and reopened discussions with the regulatory industry and certified local health departments to incorporate legislative changes that have occurred since the proposed amendments were drafted.

The action allows the agency to bring alternative technology, subsurface drip irrigation, portable sanitation and National Pollutant Discharge Elimination System requirements into compliance with state and federal laws.

MAINE

The majority of proposed changes to the Maine Subsurface Wastewater Disposal Rules are intended to simplify their application and enforcement. The changes would be effective April 1 upon approval by the Maine Center for Disease Control and Prevention.

The design flow for multiple-family dwellings is now calculated at 120 gpd for the first bed-

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.

room and 90 gpd for each additional bedroom. Other changes state that the Department of Environmental Health must approve septic tanks, and that aerobic treatment units must carry National Science Foundation Standard 40 certification and meet size recommendations provided by NSF.

The proposed changes would not allow reduction in the size of the disposal field. If the changes are passed, septic tanks installed 50 feet or less from the high-water mark or private potable water supply, or less than 150 feet from a public water supply, would need to be certified by the manufacturer as watertight or be tested in place.

WISCONSIN

The state Department of Revenue is auditing and taxing onsite installers retroactively for unpaid sales or use taxes on landscaping services. The agency contends that final seeding and grading falls under the landscaping category, which is a taxable service.

For example, if the dirt, fine grading, seeding, and mulching are 10 percent or less of the cost of the installation, and the contractor did not pay sales tax on the materials at the time of purchase, then the contractor owes back taxes. Contractors who can prove they paid the sales tax at the time of purchase do not owe additional tax.

FLORIDA

Proposed changes to the state administrative code would allow someone besides a septage disposal company to measure and certify a tank after pump-out,

The (Wisconsin) Department of Revenue is auditing and taxing onsite installers retroactively for unpaid sales or use taxes on landscaping services.

and to verify the tank's volume.

If the changes are passed, tank manufacturers would be allowed to install conduit ports in the lids at the time of manufacture and provide a method for sealing unused ports. Tanks also would have to be installed according to the manufacturer's instructions. Additional changes require dosing pumps to meet incorporated standards, enabling drainfields in moderately limited soils to be dosed up to four times a day.

The revisions would require engineers to consider waste strength when designing alternative systems that treat more than 1,500 gpd. Other proposals include paying application permit fees before final system approval is granted, and labeling alternative drainfield components and outlet filters with the manufacturer's name and model number in a location visible to inspectors.

MISSOURI

New regulations expected to be enacted by the state this spring allow onsite inspections for real estate transactions to include a microbiological test of private potable water wells, examinations of any visible portion of the water supply construction and review of well drilling reports. Inspectors renewing their licenses for the first time would need 20 hours of continuing education. Those renewing licenses for the second or subsequent times would need 12 hours.

Inspectors would need to notify property owners that they are not obligated to hire the inspecting contractor for repair or re-inspections. A proposed amendment establishes requirements for percolation testers, soil evaluators and onsite installers, and reduces the number of CEU hours necessary for license renewals.

Soil evaluators, percolation testers, and basic and advanced onsite installers renewing their

registration for the first time would need 20 hours of CEUs. Soil evaluators and advanced installers renewing for the second or subsequent time would need 12 hours. Basic installers and percolation testers renewing for the second or subsequent time would need eight hours.

WASHINGTON

Beginning in April, all onsite designers and inspectors scheduled for licensing exams must pass a take-home law and ethics exam.

The state Department of Health completed the draft On-site Sewage Tanks rule. The rule contains testing criteria to ensure that septic tanks are watertight and would require tank manufacturers to certify them as such. All tanks would have to be water- or vacuum-tested after installation to at least the invert of the outlet.

The rule would allow the DOH or the local health jurisdiction to require water-tightness testing two inches into the riser in sensitive areas, coarse soils, or when the tank is used for advanced treatment. The State Board of Health is expected to adopt the rule by the end of 2009. A one-year phase-in would allow existing tanks to be used and approvals to be issued.

The department also is revising its Large Onsite Sewage System rule, which is expected to become effective late this year. It would:

- Strengthen public health and environmental protections
- Provide more affordable options to small communities
- Expand treatment options and requirements
- Tighten operating and monitoring requirements
- Revise vertical separation, land area requirements, and existing design criteria
- Increase oversight and require owners to upgrade sub-standard systems over time. ■

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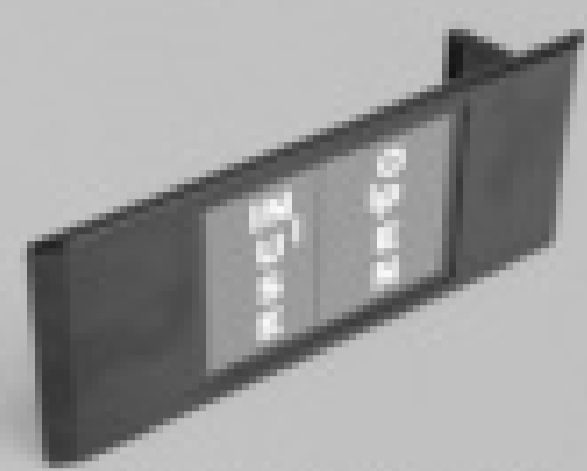
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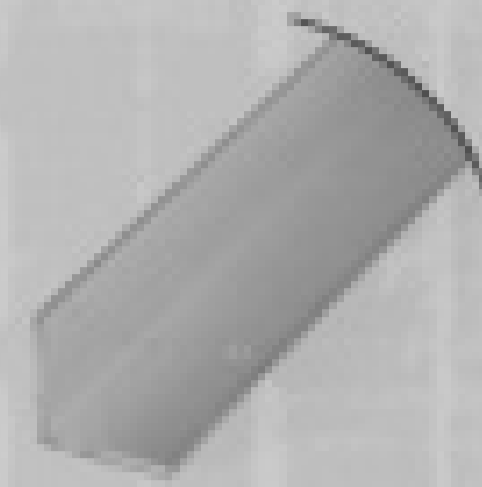
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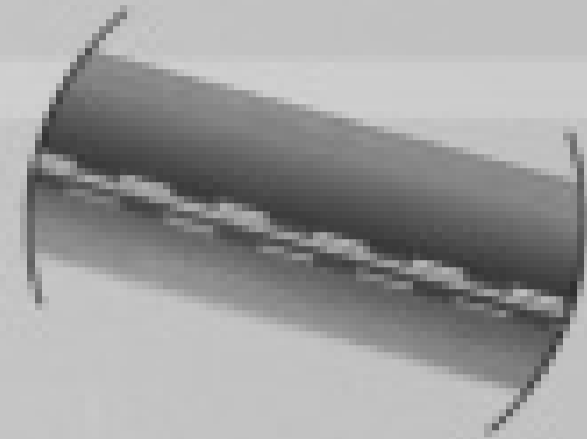
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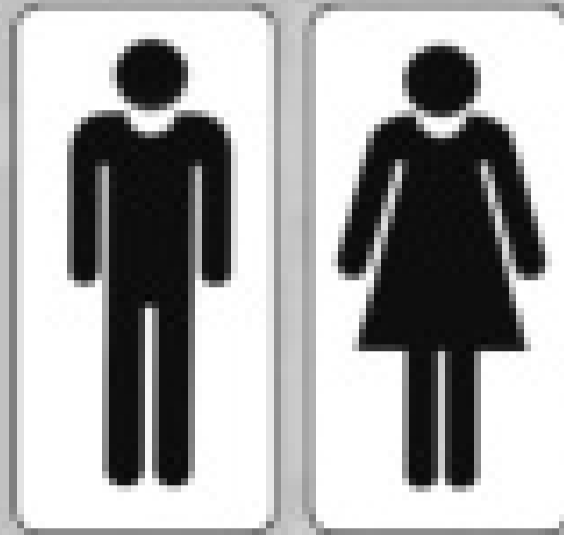
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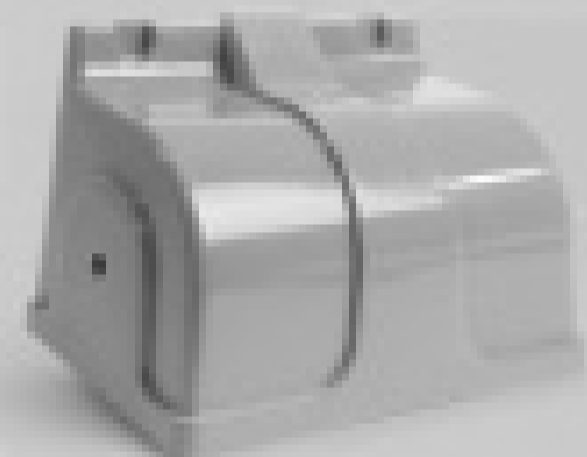
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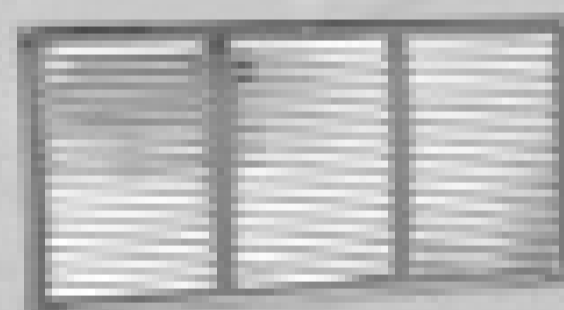
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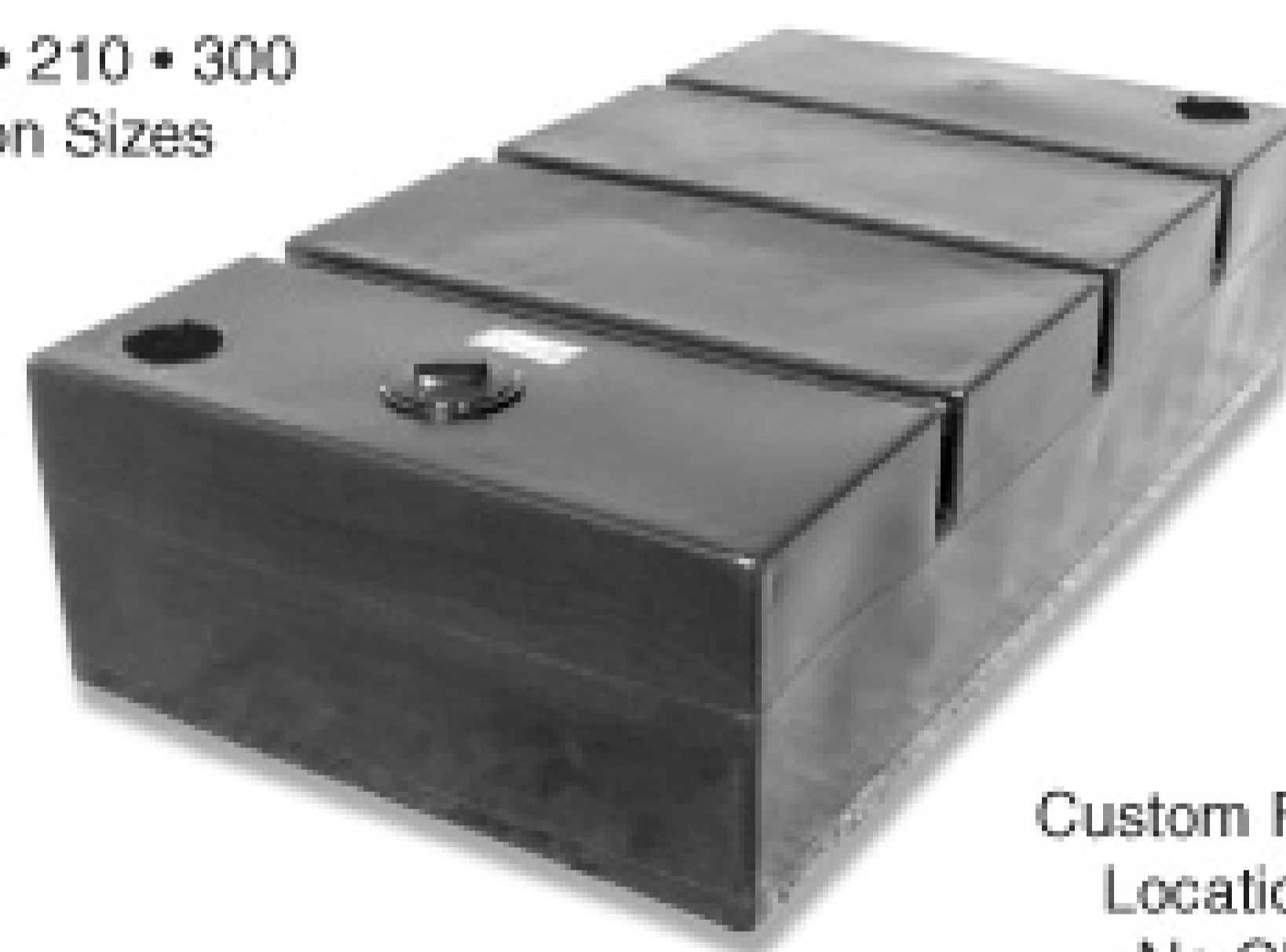


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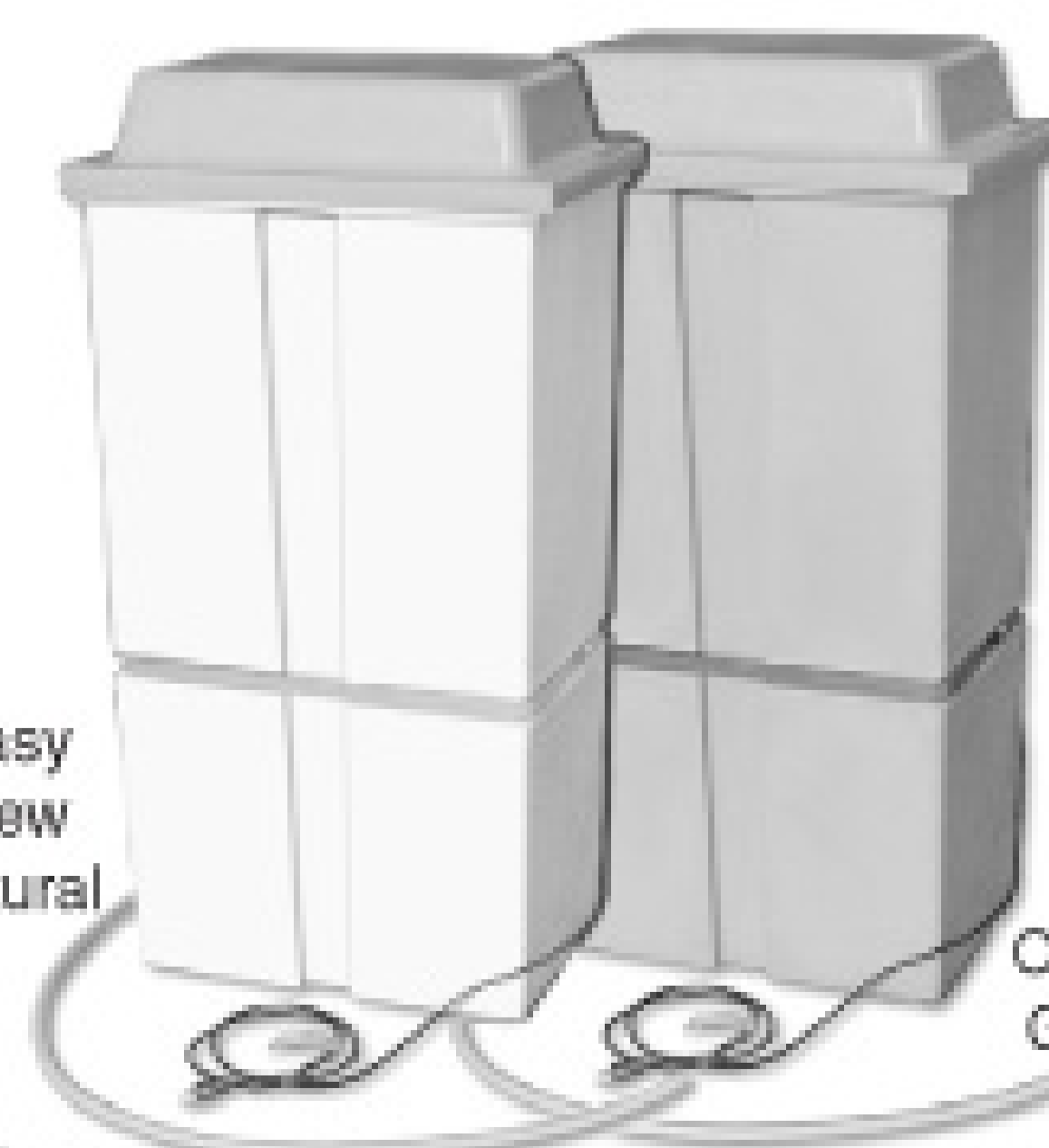


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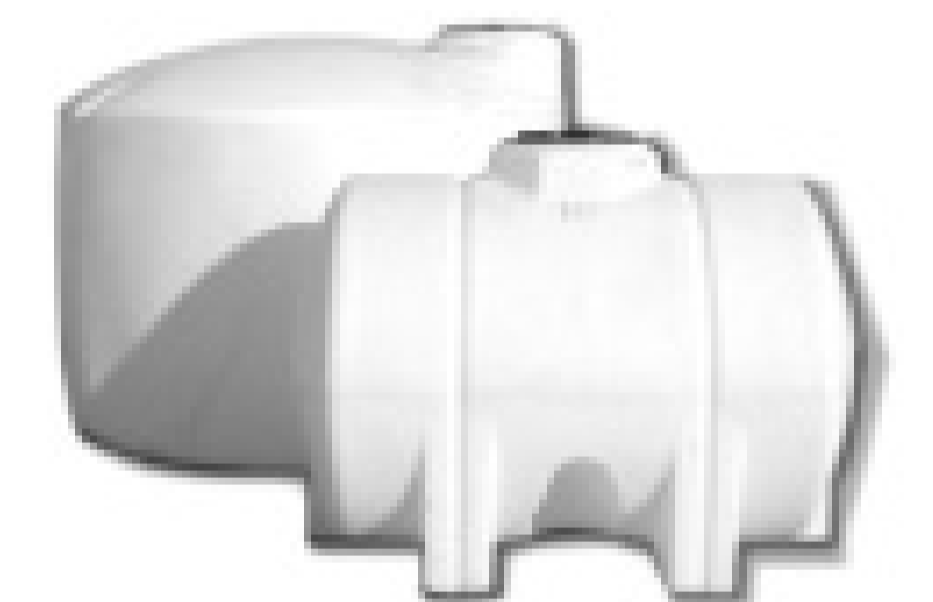
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Nathan Gay checks the oil on a 2009 Kenworth service truck built by Best Enterprises Inc. The truck is outfitted with emissions equipment required by the EPA's 2004 Tier 4 standards. (Photos by Kelly Roy)

Meticulous vacuum truck maintenance and regular fleet updates keep the wheels and profits turning for Maine's A-1 Environmental Services

By Mary Shafer

Nathan Gay wants to see a driver in the field with the vacuum pump working overtime rather than standing over a propped-open truck hood in the shop.

The owner of A-1 Environmental Services in Wells, Maine, figures that his company is generating income whenever pumps are whirring, and blowing out profits whenever a truck is down and out of service.

So a solid truck maintenance program and regular vehicle replacement are keys to the success of Gay's diverse company, which offers septic-pumping, portable restrooms and roll-off containers in Maine's more populated southern region.

A-1 continually rotates service vehicles out of its fleet and Gay has been unafraid of pulling the trigger

on truck purchases, even after controversial emissions systems upgrades hit 2008 models.

"I'd rather have a new truck partially paid for by selling an older truck in good shape, than waste time trying to unload a worn-out vehicle," he says. "And I don't want to have to spend lots of time keeping them on the road. I just don't make any money working on a truck."

In the past 4-5 years, A-1's growth prompted quite a few vehicle purchases. Gay doesn't expect that rate of growth to continue in the current economic climate, but believes things will pick up again in the near future. When that happens, he'll continue to regularly move old equipment out of his fleet, as a policy.

STARTED OUT YOUNG

Gay has spent half his life in the

"I'D RATHER HAVE A NEW TRUCK PARTIALLY PAID FOR BY SELLING AN OLDER TRUCK IN GOOD SHAPE, THAN WASTE TIME TRYING TO UNLOAD A WORN-OUT VEHICLE. AND I DON'T WANT TO HAVE TO SPEND LOTS OF TIME KEEPING THEM ON THE ROAD. I JUST DON'T MAKE ANY MONEY WORKING ON A TRUCK."

Nathan Gay



Profile

A-1 Environmental Services Wells, Maine

Owner: Nathan Gay

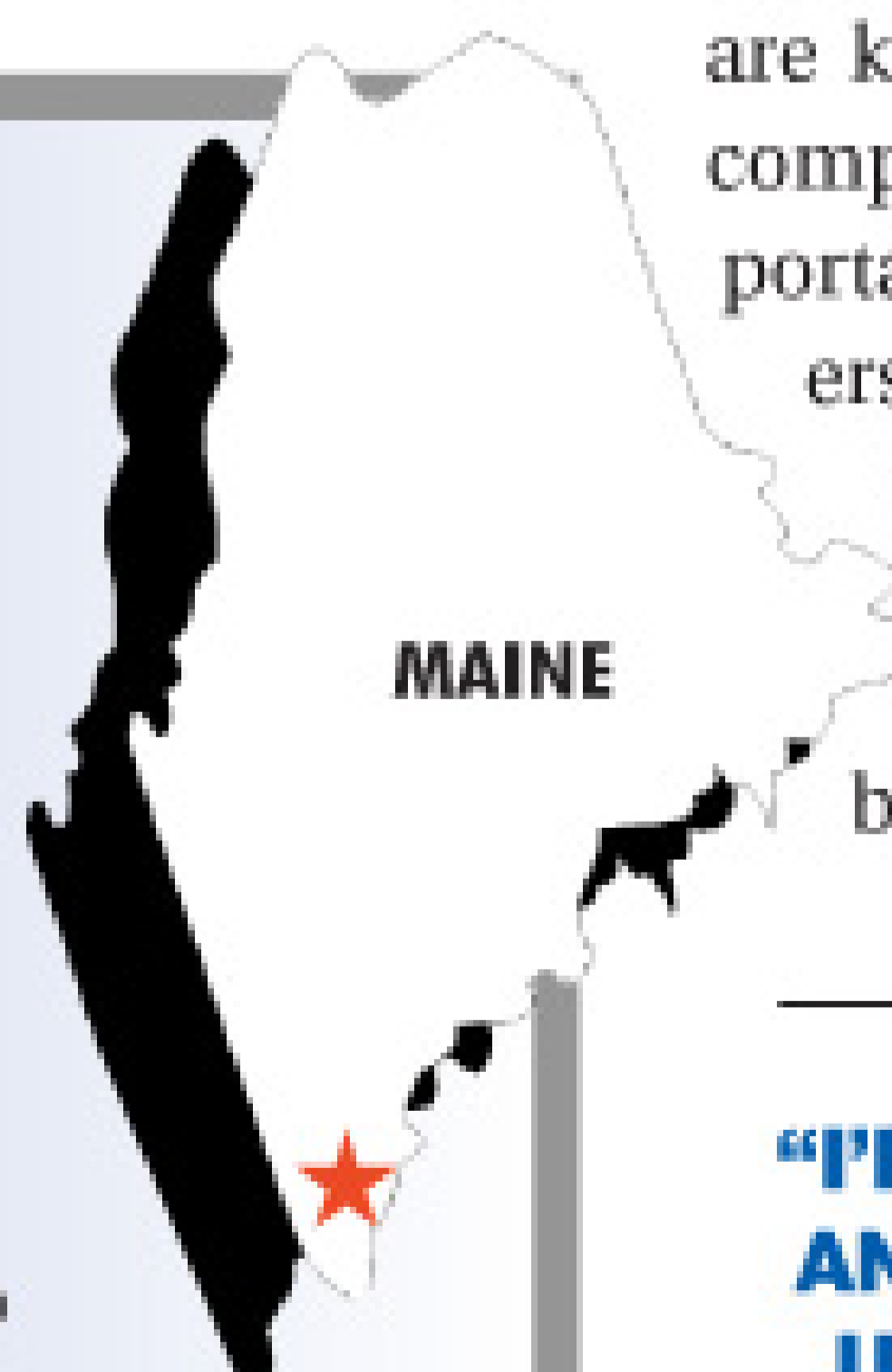
Founded: 2000

Employees: 9

Service area: Greater York County, Maine, and southern New Hampshire

Specialties: Septic and grease trap pumping, inspection and repairs; portable restrooms; roll-off containers

Web site: www.a-1environmental.com





At left: Mechanic Keith Cluff removes the cover for the diesel particulate filter during a routine inspection. At right: Nathan Gay and Cluff check the exhaust temperature on the Kenworth T270's emissions system.

pumping industry, starting by driving a portable restroom route straight out of high school in 1992. Two years later, he went to work for the local municipal sewage treatment plant, but he missed the portables business. Soon, he bought a slide-in unit for his Dodge Ram 3500 and a small inventory of 18 PolyPortables Inc. Poly Standard restrooms and worked these as a side job.

In April 1996, his friend Bill Locke expressed a desire to retire from running A-1 Septic Tank Inc. Gay started working for him with the idea of buying him out, which he did in 2000. He renamed the company A-1 Environmental Services, with the goal of expanding into three distinct operations: septic, portables and roll-off containers. A-1's revenues split out percentage-wise at roughly 40 percent septic pumping, 30 percent portable restrooms and 30 percent roll-off rentals. The restroom division is known as Stop and Go Portable Toilet Co.

A-1 team members (from left) include Keith Cluff, Sean Dyer, Daniel Gray, Matt Chadbourne, Nathan Gay, shop dog Russell, Lisa Rivard, David Sands, Daniel Gay, Samuel Mooney and Nathan Gray.

IN THE GARAGE

Over the past several years, Gay has bought a lot of vacuum trucks and other vehicles to serve a wide variety of tasks. Along the way, he's developed a keen sense for how to manage and maintain a fleet for maximum profits and minimum hassles.

"I try to keep our fleet up to date. I monitor my depreciation, a good move tax-wise. Also, the weather makes our business seasonal, so those trucks need to be in top operating condition when we need them. We really need to perform during our very busy times, to get us through the slow times."

A-1's portables fleet consists of a 2009

Kenworth T270 service truck with a Best Enterprises Inc. stainless steel 1,500-gallon tank and Masport pump; 2002 International 4300 from Keith Huber Inc. with a 1,500-gallon steel tank and Masport pump; 2001 Ford F-550 delivery truck with a 450-gallon (300-gallon waste/150-gallon freshwater) slide-in unit with a Conde pump.

Septic service trucks include a 2007 Kenworth T800 with 3,600-gallon steel tank from Presvac Systems Ltd. and a Moro USA pump; 2004 Mack Granite truck with a Wastequip Cusco Inc. 4,300-gallon steel tank and Moro pump; 1998 Mack RD with 5,000-gallon Imperial Industries Inc. steel tank and Utile pump; and a 1984 Mack R with 2,500-gallon Boyd steel tank and Moro pump.

Industrial loading is performed by a 1993 Mack DM with a Vactor 1645 and Dresser Roots 10/21 pump. Roll-off containers are transported on a 2005 Kenworth T800 truck with Accurate Hoist Co. 75,000-pound hoist, and a 2001 Mack RD with the same hoist.

DRIVER PRIDE IMPORTANT

The 2009 Kenworth is outfitted with new emissions equipment required by the U.S. Environmental Protection Agency's 2004 Tier 4 standards. Equipment made for the new standards, first mandated in 2008 models, was greeted with skepticism by some



A-1's fleet includes a 2009 Kenworth T270 and 2002 International 4300 service trucks, 2001 Ford F-550 delivery truck, a 2007 Kenworth T800, 2004 Mack Granite, 1998 Mack RD and 1984 Mack R septic trucks, a 1993 Mack DM for industrial loading, and a 2005 Kenworth T800 and a 2001 Mack RD for transporting roll-off containers.

“HISTORY SHOWS WE’LL HAVE UPS AND DOWNS. CONTRACTORS WHO’VE STUCK TO SOUND BUSINESS PRACTICES WILL FIND THEMSELVES LESS STRESSED AND TURNING AROUND MORE QUICKLY. I BELIEVE IN THE FUTURE OF THIS INDUSTRY.”

Nathan Gay



Above: A-1’s T800 Kenworth roll-off truck, equipped with a 75,000-pound hoist, loads a 15-yard container. At left: A Kenworth T270 service truck with 1,500-gallon stainless steel tank by Best Enterprises and Masport pump transports a PolyJohn PJ3 restroom.

pumpers, who worried about higher sticker prices, unknown fuel economy and performance impacts.

Gay says the emissions equipment is bulky, and sometimes gets in the way at job-sites. He also says he’s found the emissions equipment makes the trucks less fuel-efficient than his older rigs. But on the whole, he’s glad he started making the switchover.

“Buying this truck was something of a risk,” admits Gay, “but that’s why I bought a 2007, too, so I could have pre-emissions equipment to fall back on. Still, we all have to deal with this equipment sooner or later, and I’m looking to the future. By the time there’s nothing else available, we’ll know how to handle it. Besides, it was more risky to run an old truck that might cause too much downtime.”

When it comes to making decisions about bells and whistles for a new truck, Gay takes into account features his drivers want. “I don’t let the guys go crazy, but if they’re going to spend 10-12 hours a day in a truck, I want them to be comfortable.” He listens to driver requests and solicits input when truck-shopping. He also gives drivers input into placement of hose carriers, storage and body design.

“I was primarily a Mack loyalist in the early 2000s,” Gay says, “but I switched to Kenworth because my guys love them. I don’t

pride, keep his wheels polished and take care of my investment. When customers see a nice, clean piece of equipment roll in the driveway, it’s impressive, and there’s value in that perception.”

SMART SHOPPING, TRUCK CARE

Gay counts on the Pumper & Cleaner Environmental Expo International to help him make big equipment buying decisions. “The show is definitely a must as far as seeing what’s out there, and what other people are doing,” he says. Gay knows which truck components he needs, but has a clipboard in his office where anyone is free to write down things they want investigated on the Expo floor. “I need a written list, because I get down there and it’s like Disneyland — I don’t know what to look at first.”

Since Gay places a high value on productivity, vehicle maintenance takes a front seat in his operation. “We try to keep the trucks new enough, through trade or sale, so we don’t have to do most of the major work. When we do have major jobs, we take them to the dealer. We experience about one major breakdown a year, and that’s when we start thinking about selling. The older

trucks don’t get run much. They’re around more for sentimental value.”

A-1 has its own mechanic to take care of preventive maintenance, oil changes, everything up to a major engine rebuild. “I wanted to get sizable enough so I didn’t have to do all that myself,” says Gay. “That was one of the largest motivators on growth decisions. It’s made my life good. I don’t have to be here at 9 p.m. anymore, putting vanes in a pump so we can do our work the next morning.” He hired the mechanic when the fleet reached 6-7 trucks.



Nathan Gay and Keith Cluff pump a 7,000-gallon tank at an ocean-side resort.



At left: Samuel Mooney loads one of the company's 400 Satellite Industries Tufway units on an International 4300. Below: Sean Dyer straps a PolyJohn PJ3 restroom to a Kenworth T270 service vehicle.



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Maine Pumpers Join Regulations Discussion

Maine is rewriting environmental regulations aimed at reducing the threat of accidental untreated flows, and a cadre of state pumpers, including Nathan Gay of A-1 Environmental Services, wants to be in the thick of the discussion.

The state government would like to restrict permissible volume at municipal treatment plants. Currently there's a statewide limit on waste from private haulers at municipal plants, up to 1 percent of a plant's designed capacity per day. With this limit already causing hardships for some pumpers, further reduction would not be good news.

Gay and three other pumpers in southern Maine dispose most of their waste at the South Berwick Sanitary District municipal treatment plant. They realized they had to do something to bring their plight to the attention of the lawmakers. So last November, the pumpers put competition aside and traveled to the Capitol in Augusta to meet with Maine's Department of Environmental Protection. They took advantage of a scheduled hearing to voice their concerns.

"We told them who we are, what we do and why this was going to have a negative impact on our businesses and our customers," recalls Gay. "We explained that having to find alternative disposal methods would force us to raise rates. In turn, people would have their systems pumped less often, ultimately resulting in more system failures."

Gay's background as a licensed treatment plant operator gave him credibility in pointing out that the 1 percent rule has no basis in reality, but is a purely subjective number. He urged the state to instead set waste restrictions for private haulers at municipal treatment plants on a case-by-case basis, based on scientifically acceptable nutrient removal rates and goals.

Maine pumpers are awaiting the rule change, wondering if their effort will have the intended results. "I think they're going to allow us to continue working as we have," Gay says, "maybe rewriting the rule so that the plant is in compliance, but not using the 1 percent rule for the entire state."

Regardless the outcome, the lobbying trip was a worthwhile exercise, according to Gay.

"I'm fortunate that the size of my company allows me to take time to get involved in these important issues. But in the future, it's going to be more important for every pumper to become active as regulations increase. You find the time to participate, because what you have to say can really matter in maintaining a business climate where operators can be profitable."

IN THE YARD

In addition to trucks, Gay maintains sizable portable sanitation and roll-off container inventories.

A-1's portables inventory consists of 550 units, made up of 100 PolyJohn Enterprises PJ3 standard restrooms; 400 Satellite Industries Inc. Tufway standard units; 30 Satellite Freedom 2 ADA-compliant units; and 20 PolyJohn Signature flushable restrooms with sinks. Gay used to assemble most units himself, but with such a large volume, he now has them delivered already assembled.

A-1 currently fields roughly 100 Wastequip Accurate roll-off containers. About 60 of them are 30-yard models, with the remainder split out pretty evenly between 10-, 15-, 20- and 40-yard sizes.

FORWARD THINKING

With a strong grasp on his equipment needs, Gay has kept his fleet updated without over-extending A-1. He expects his company to remain healthy through current challenging economic times, and emerge stronger than ever when the recession eases. He's clearly bullish on the liquid waste industry continuing to provide a vital and profitable service.

"History shows we'll have ups and downs," he says. "Contractors who've stuck to sound business practices will find themselves less stressed and turning around more quickly. I believe in the future of this industry." ■

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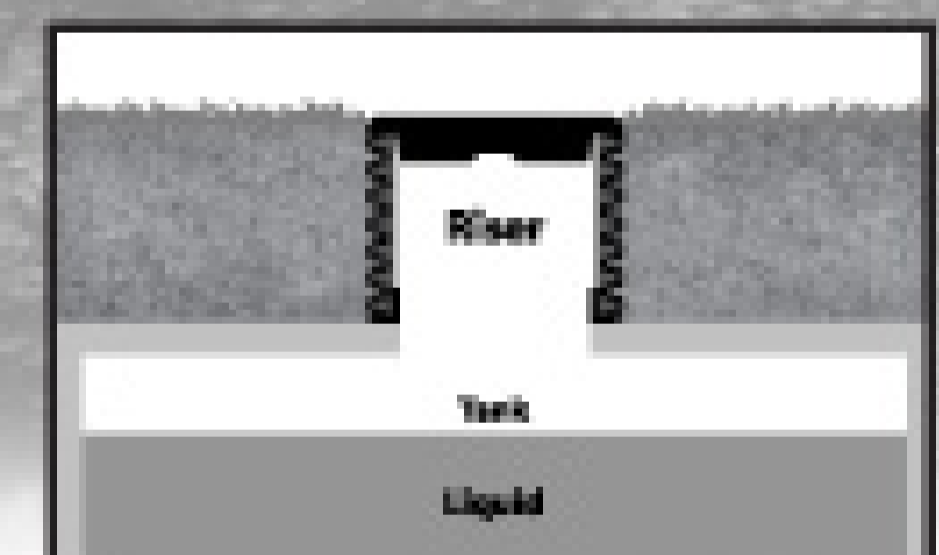
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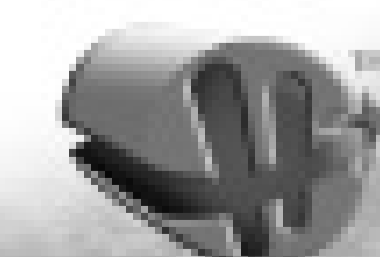
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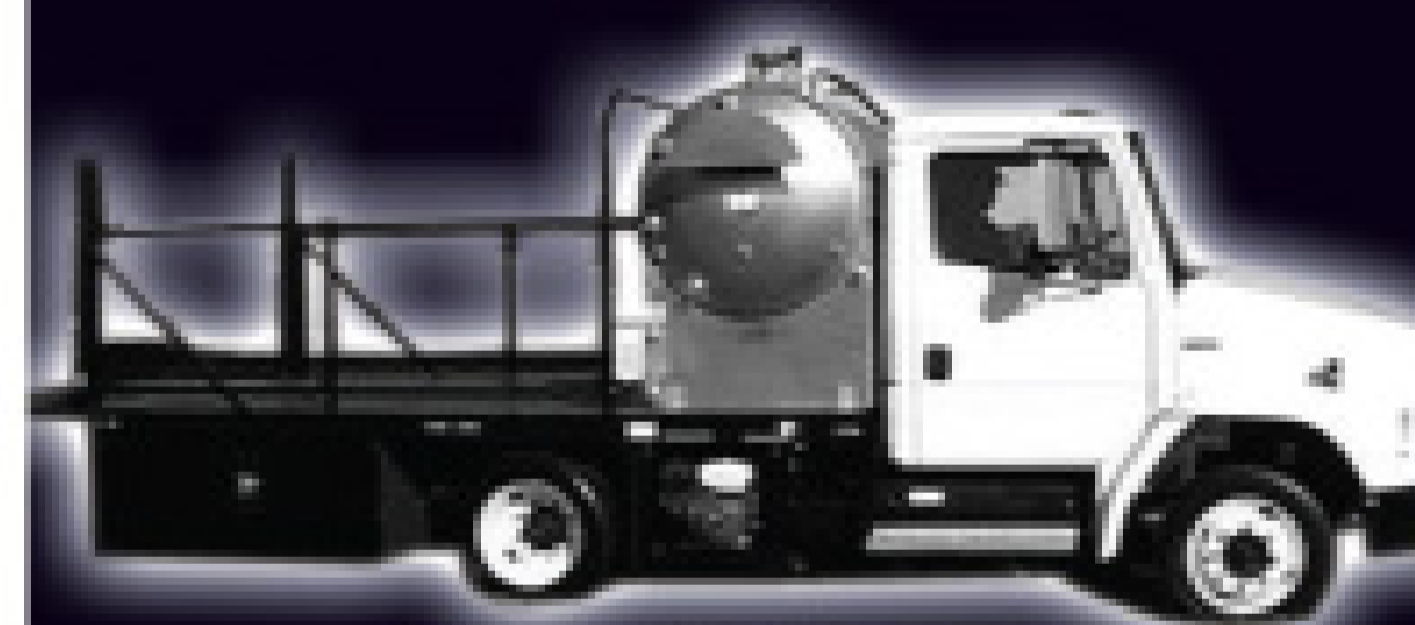
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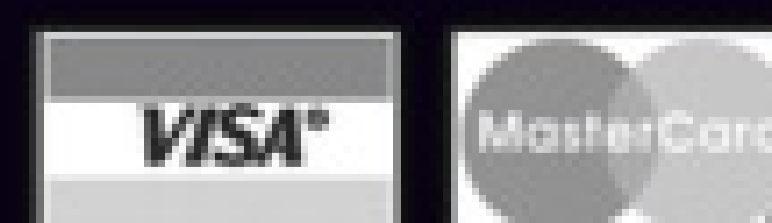
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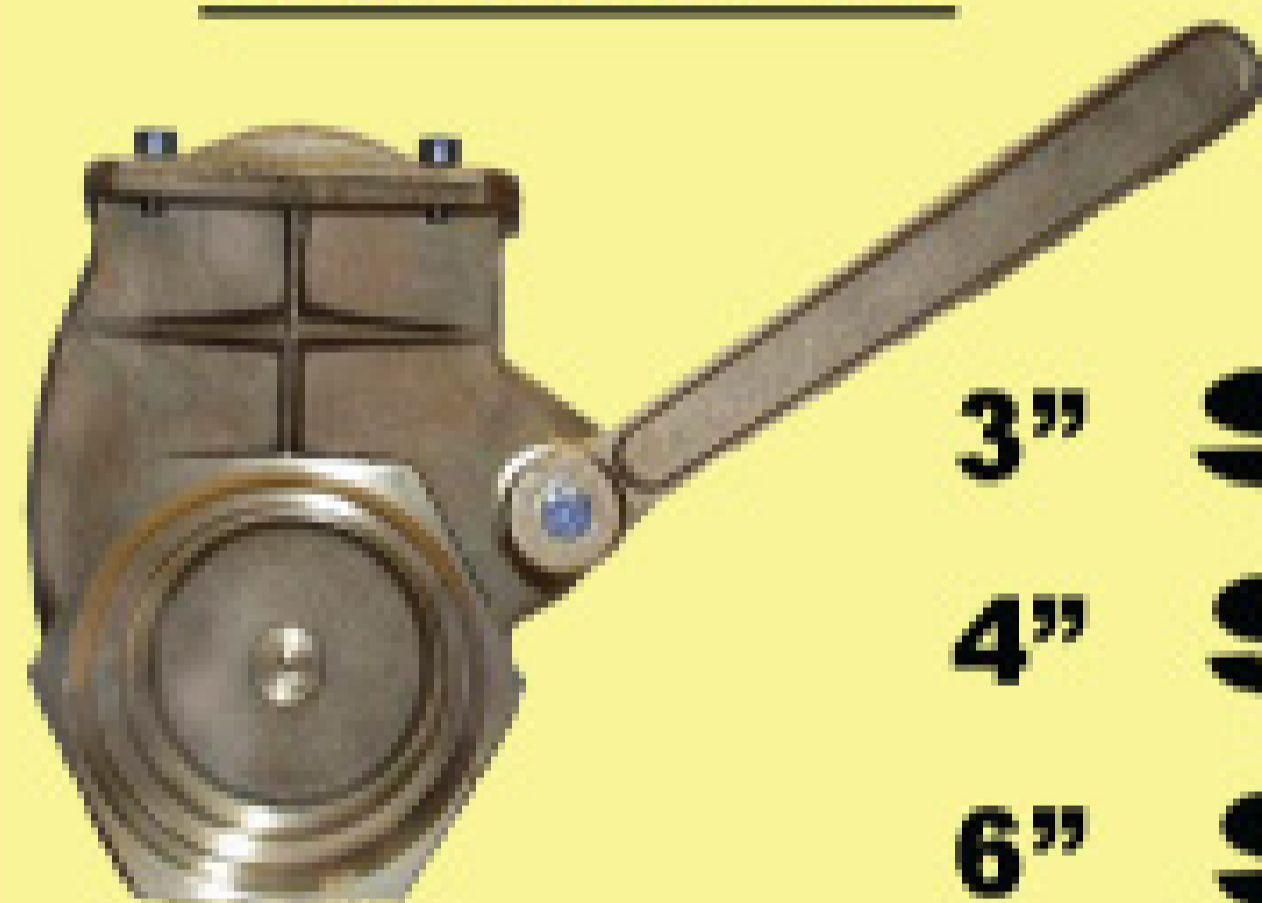


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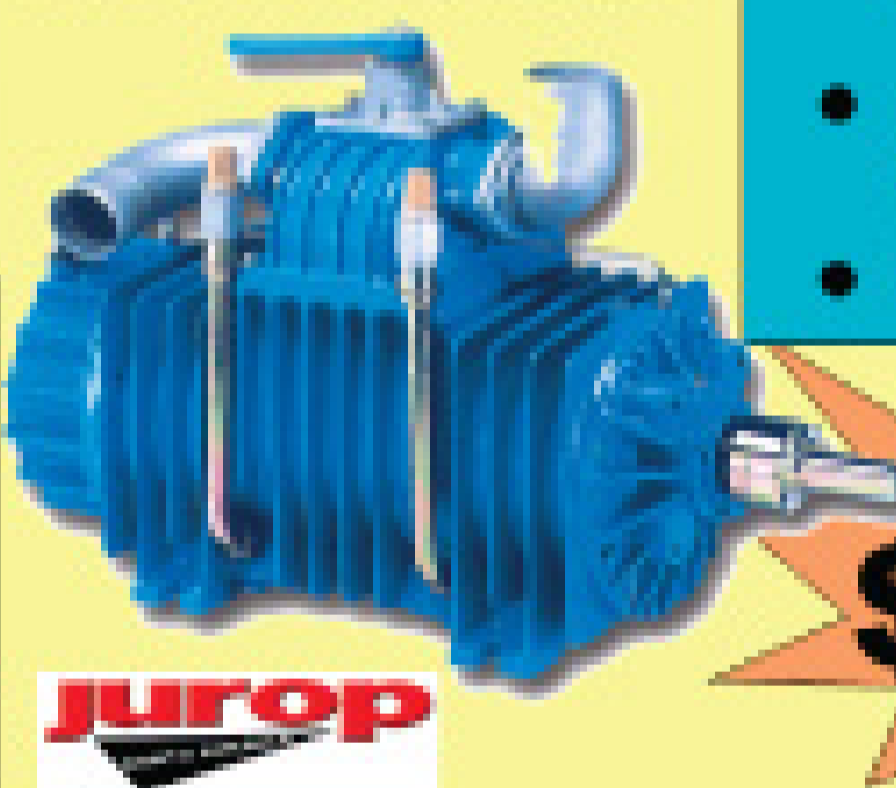


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Shawn House's grandfather Milbourne House began manufacturing burial vaults in 1968. Two years later he diversified into septic tanks. Today, All Star Septic Tank Pumping produces tanks that range from 300 to 1,500 gallons in size. Below: Lans Vines pours the top half of a 1,000-gallon septic tank and finishes the concrete. (Photos by Doug Smith and courtesy All Star Septic Tank Pumping)

COVERING the Bases

Missouri-based All Star Septic manufactures the tanks, installs the systems, pumps the waste and places portable restrooms at construction sites

By Mary Shafer



You could say Shawn House literally came up in the septic waste management industry. His father created a septic tank manufacturing firm out of Shawn's grandfather's concrete vault and grave digging company. At age 19, House could see from all the septic tanks they were installing that his family's business was missing out on the related pumping work, which no one was doing.

With a homemade vacuum truck and an entrepreneurial spirit, the younger House built a thriving business that has expanded into portable restroom service and made him one of the larger players in his market. From these humble beginnings, House continually improves his lot by staying abreast of technological innovations and industry trends, hands-on hiring and management, and trying to raise professional practices in his area through employee training and customer education.

NATURAL PROGRESSION

House's grandfather Milbourne House started the family burial vault business in 1968. In 1970, he diversified, buying a form to pour septic tanks. Septic tank manufacturing and installation began to take off, and in 1976, he and his son Michael House sold the vault business.

Shawn House followed his father into the family business, and by his mid-teens noticed that no one was pumping the

tanks they installed. "Everyone was always asking me why we didn't get into the pumping business," he recalls. "I told my dad and grandpa that in the winter time, when sales are down for septic tanks, pumping would pick up the slack, and business referrals would flow between the two." It was his first entrepreneurial insight.

House saved his money and in 1991 — at age 19 — bought a 1,500-gallon stainless steel Better Built tank that had been on a farm truck. It came with a Pierson 240-cfm pump. He changed valves and fittings to accommodate septic pumping hoses and mounted it on a 1969 International chassis bought from the local fire department. Then he fabricated hose trays.

"If you don't count my time, I had \$1,400 in the tank and truck to get started," he says, chuckling. "I made my money back in a year."

Two years later, House replaced the old truck with a 1988 International L6X4 and transferred the tank to it.

A few years ago, House's business instincts kicked in again and he saw a niche open up in his market on the southwestern outskirts of St. Louis. A strong economy was spurring growth in tourism, which created a need for vacation homes. As developments sprang up, All Star expanded into portable restroom rentals to service these with the launch of its All About Potties division.

"I ENCOURAGE MY DRIVERS TO CALL IN AND TALK ABOUT A SITUATION THEY HAVEN'T ENCOUNTERED BEFORE. BUT THEY'VE ALL BEEN WITH ME A WHILE, SO THEY'RE PRETTY WELL UP TO SPEED. MOSTLY, YOU NEED TO EDUCATE THE PROPERTY OWNER ABOUT THINGS LIKE GETTING ROOTS OUT OF THEIR SYSTEM, HOW OFTEN THEY NEED TO GET PUMPED OUT, AND WHAT TO LOOK FOR IN A TANK THAT SIGNALS TROUBLE."

Shawn House

House tested the market by renting 50 units from a colleague, he says. "But they were old and trashy, and I wanted to have a better image. So I went to the Pumper & Cleaner (Environmental Expo International) and got 100 top-of-the-line units." All About Potties now fields 102 units from Satellite Industries Inc.: 100 Tufway standard restrooms, and two Liberty ADA units. They also offer four PolyPortables Inc. sinks.

VARIED SERVICES

Portables now make up about 10 percent of total revenues, divided about evenly between contractor and event customers. House expects volume to continue growing.

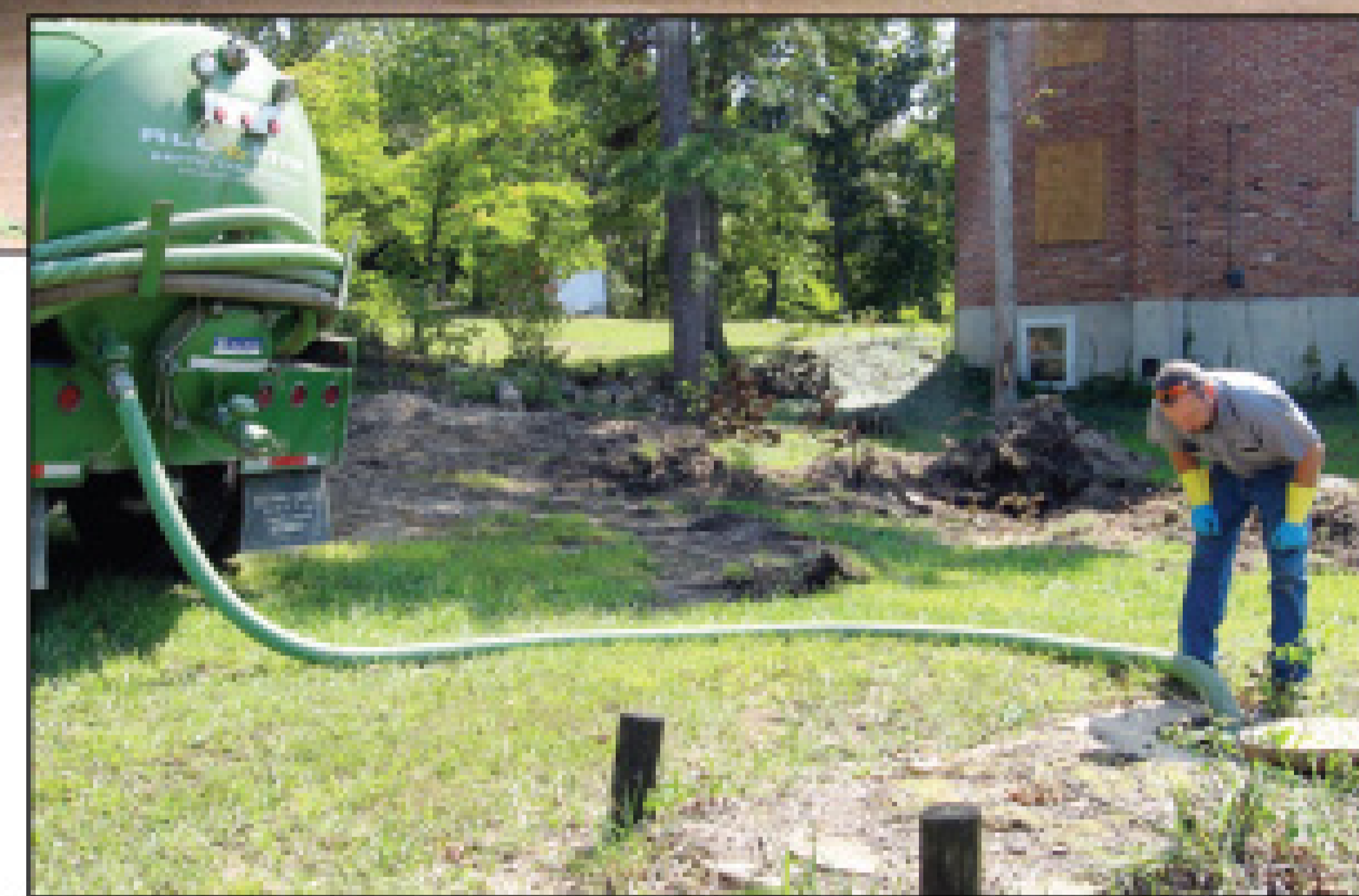
Last year, he signed a three-year contract with a developer at nearby Lake Hannah to service rustic accommodations for weekenders and about 30 year-round residents. "They're not allowed to have septic or wells, so they don't even have running water." The development's association pays on a monthly basis for 61 units year-round.

About 15 percent of All Star's revenues are from septic and grease trap pumping. Some 65 percent of the income still comes from septic system installation, with tank manufacturing declining to about 10 percent.

Vehicles still include the 1988 International, which now pulls a 30-foot restroom transport trailer, plus a 1991 GMC Topkick vacuum truck carrying the Better Built 1,500-gallon tank with the Pierson pump. There's also a 1997 Freightliner with a 2,500-gallon Indiana Vacuum Tank Truck Inc. stainless tank and a Masport 350-cfm pump; a 2005 Ford F-650 with a 1,500-gallon Better Built stainless steel tank and a Masport 350-cfm pump. Portables are hauled and serviced with a 2002 Ford F-250 with a homemade single restroom slide-in unit, which sometimes pulls a 16-foot gooseneck trailer. A 1999 Dodge one-ton service van and a 1987 Kenworth flatbed with a military surplus boom to set septic tanks round out the fleet.



A good-looking truck portrays the proper image for All Star Septic Tank Pumping. This 1997 Freightliner FL70 carries a 2,500-gallon tank. At right: Shawn House inspects a septic system to make sure it's working properly.



COMMERCIAL PUMPING

Commercial pumping customers include nursing homes, service stations and holding tanks at nearby lake developments.

All Star has a large grease collection account, a meat packing plant. Disposal goes over the state line to a private Illinois rendering company. It's a 100-mile run one way, so House prefers to pay for one-day-a-week service from the rendering firm. All Star supplies a mobile dewatering press and storage container, which it picks up. It pumps the grease on the first of every month; the rendering company delivers the press immediately after. If All Star gets any other grease jobs mid-month, they put the waste into a holding tank until the press arrives again.

The company also pumps out 18 package treatment plants for surrounding municipalities. All Star has access to 300 acres of sand flats left over from old lead mining operations for land application. The mining company was required to remediate the brownfield, which All Star's application now fertilizes so grasses can grow there. State law requires that All Star add 50 pounds of lime to stabilize every 1,000 gallons of waste.

House believes this disposal option will go away before long. "I think the government is going to get really strict about reporting,



and will eventually allow no land application. I'm going to get out ahead of that by looking at dewatering equipment, so I can start dumping at a treatment facility." He plans to get a larger hauling truck so he can carry dewatered sludge to a plant, for which he has already begun the permitting process.

RAISING STANDARDS

House's long-term goal is to increase his customers' understanding about what he does, as well as raise the professionalism of his company. "I encourage my drivers to call in and talk about a situation they haven't encountered before. But they've all been with me a while, so they're pretty well up to speed. Mostly, you need to educate the property owner about things like getting roots out of their system, how often they need to get pumped out, and what to look for in a tank that signals trouble."

Profile

All Star Septic Tank Pumping Bonne Terre, Mo.

Owner: **Shawn House**

Founded: **1968**

Employees: **6**

Annual billings: **\$1.5 million**

Service area: **100-mile radius**

Specialties: **Septic pumping and installation, portable restrooms, septic tank manufacturing**

Affiliations: **Bonne Terre Chamber of Commerce, National Federation of Independent Business**



"I THINK THE GOVERNMENT IS GOING TO GET REALLY STRICT ABOUT REPORTING, AND WILL EVENTUALLY ALLOW NO LAND APPLICATION. I'M GOING TO GET OUT AHEAD OF THAT BY LOOKING AT DEWATERING EQUIPMENT, SO I CAN START DUMPING AT A TREATMENT FACILITY."

Shawn House

Most of the older homes in his area have Class I jet aeration systems. House's installation experience has made him familiar with such multi-chambered tanks, and he uses that knowledge to help diagnose problems. "I'll dig it up and show customers why theirs isn't working. It's usually because a different chamber was pumped previously and now another one is full, but they just think it's all one big compartment."

When these systems were originally built, risers weren't installed, but now state law requires them, so they're easier to service. "Once I get the tank dug up to show people what's going on, I tell them we might as well install a riser to bring it up to code and make it easier to service," House says. "They usually see the advantage in not having to have their yards dug up every time we pump."

This would be more of a concern with property owners, says House, if they were practicing proper pumping frequency. "People don't really know the right schedule for pumping to keep their tanks in good shape. I have my drivers ask a series of questions about the number of people in the house, whether they have a lot of girls who are in the bathroom a lot, what kind of toilet paper they use. I explain why these things are important, to help them understand better practices." Most of his customers moved from outside the area and ask how to take care of their systems, providing All Star a teachable moment.

MOVING FORWARD

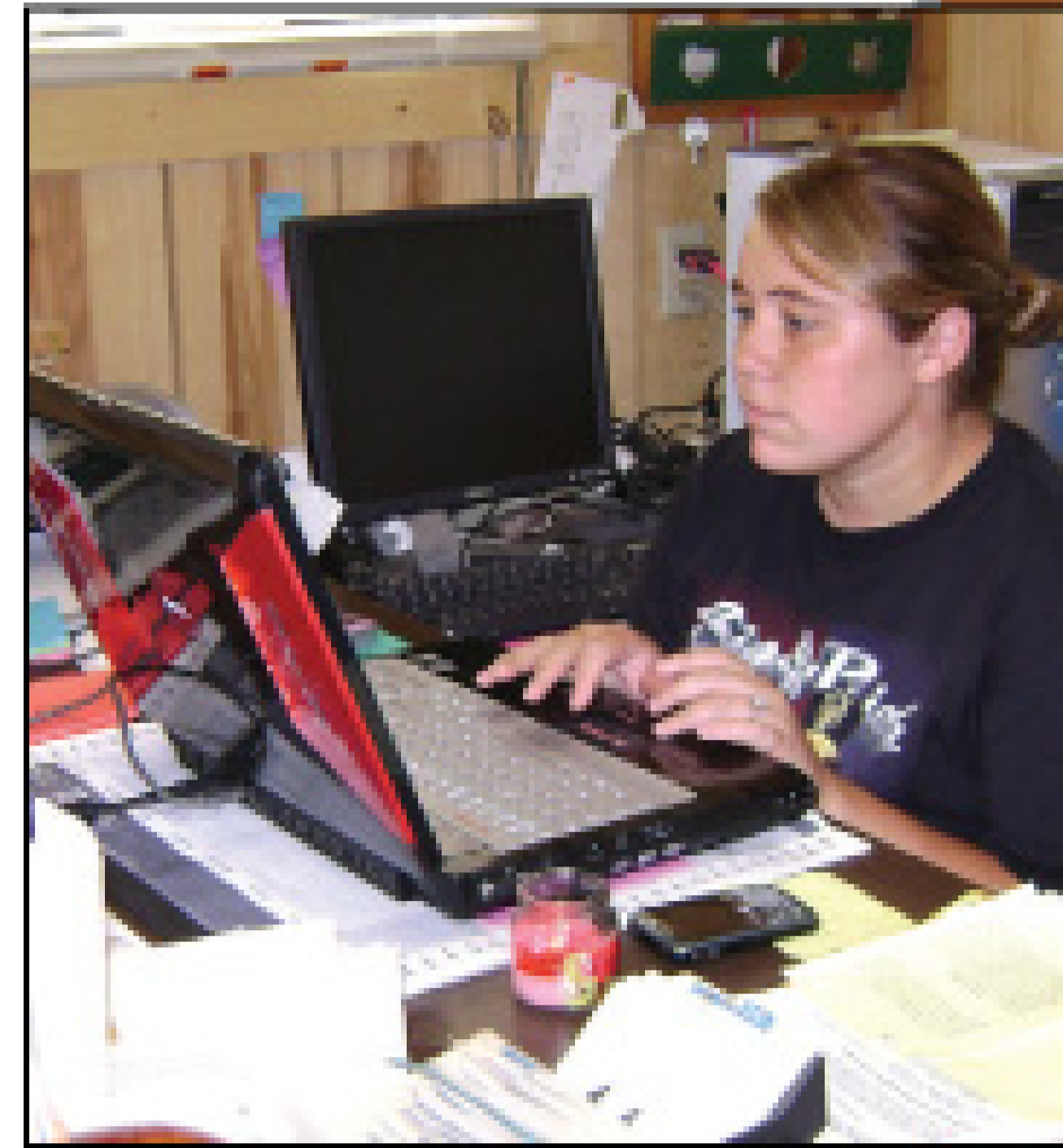
House is about to buy out a friend's septic pumping business. This move will gain him new customers in his territory, eliminate some competition and add a new truck and contracts for about \$100,000 in work annually. Though he's only 36, it's House's way of building the business in preparation for succession.

His 14-year-old son, Garrett, is already firmly committed to the business. A pitcher and catcher on his high school baseball team, he voluntarily missed the all-star championship games to help his father. The younger House runs excavating equipment and helps in the office, sometimes riding along on pumping routes.

Dad has lots of advice for his son. "If you're getting into the sanitation business, you need to educate yourself," he says. "Get your permits, and gather all your information together so you're legal. Then start pricing trucks, the foundation of your business. If you can't afford a new one, start with one you build yourself, and work up."

But it's the example Shawn House sets for his son — more than his words of advice — that the youngster will remember.

When excessive rains swelled the Mississippi last spring, House donated six portable restrooms to sandbaggers near Hannibal, including servicing. "They didn't call, but I'd worked at St. Genevieve in the



Savanna Amonds

Productivity and Safety Promote Profitability

Shawn House understands the management side of his business as well as the technical aspects. The owner of All Star Septic Tank Pumping, Boone Terre, Mo., believes in providing up-to-date tools for his office to run smoothly and effectively, keeping trucks on the road and maximizing billable hours.

Office manager Savanna Amonds has a laptop computer she can use in the office or at home, allowing House to be flexible with her hours and allow her to telecommute when necessary. She uses Quicken software to track billing and general ledger functions.

House is in the process of putting laptops in all his trucks, which will allow them to set up the software for dispatching, as well. The vehicles will then use MapQuest GPS to plot service routes for top efficiency.

Low-tech efforts are just as important in boosting productivity. When they're already on location, All Star technicians note on the job ticket any particulars about that property, such as how much hose it takes for a longer stretch on a winter job, or an odd tank location. "That helps me schedule for better weather to make a job more accessible, and that helps schedule service reminders," House says.

Productivity at All Star never supersedes the need for safety, however. House trains drivers in basic awareness issues, and the importance of wearing personal protection equipment. House says he tells his technicians, "Before you ever get in the driveway, get out and look around. Notice where you're going to go, whether you need to use longer hoses, and make sure the homeowner signs the ticket saying it's OK to back into the yard." Otherwise, they don't leave that driveway. I also stress safety around those powerful pumps."

1993 flood, so we knew they'd need them," says House. "We just

brought them up." It's the kind of quiet mentorship that stays with a young person ... not a bad legacy for a small family business and the customers who will continue to benefit from it. ■

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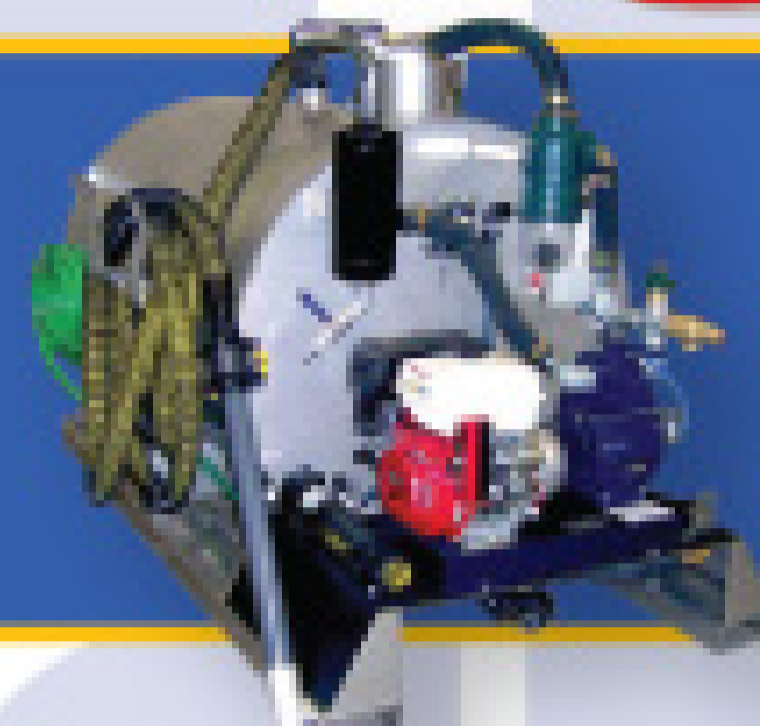
Steve Skiles uses a Case Super L 580 backhoe to install 300 feet of drainfield. Below: Skiles places the cover on a newly installed septic tank. All Star offers optional risers on tanks.



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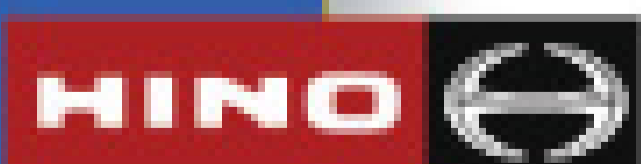
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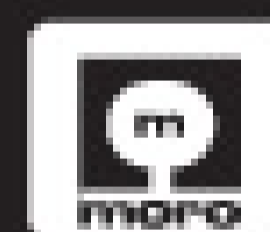
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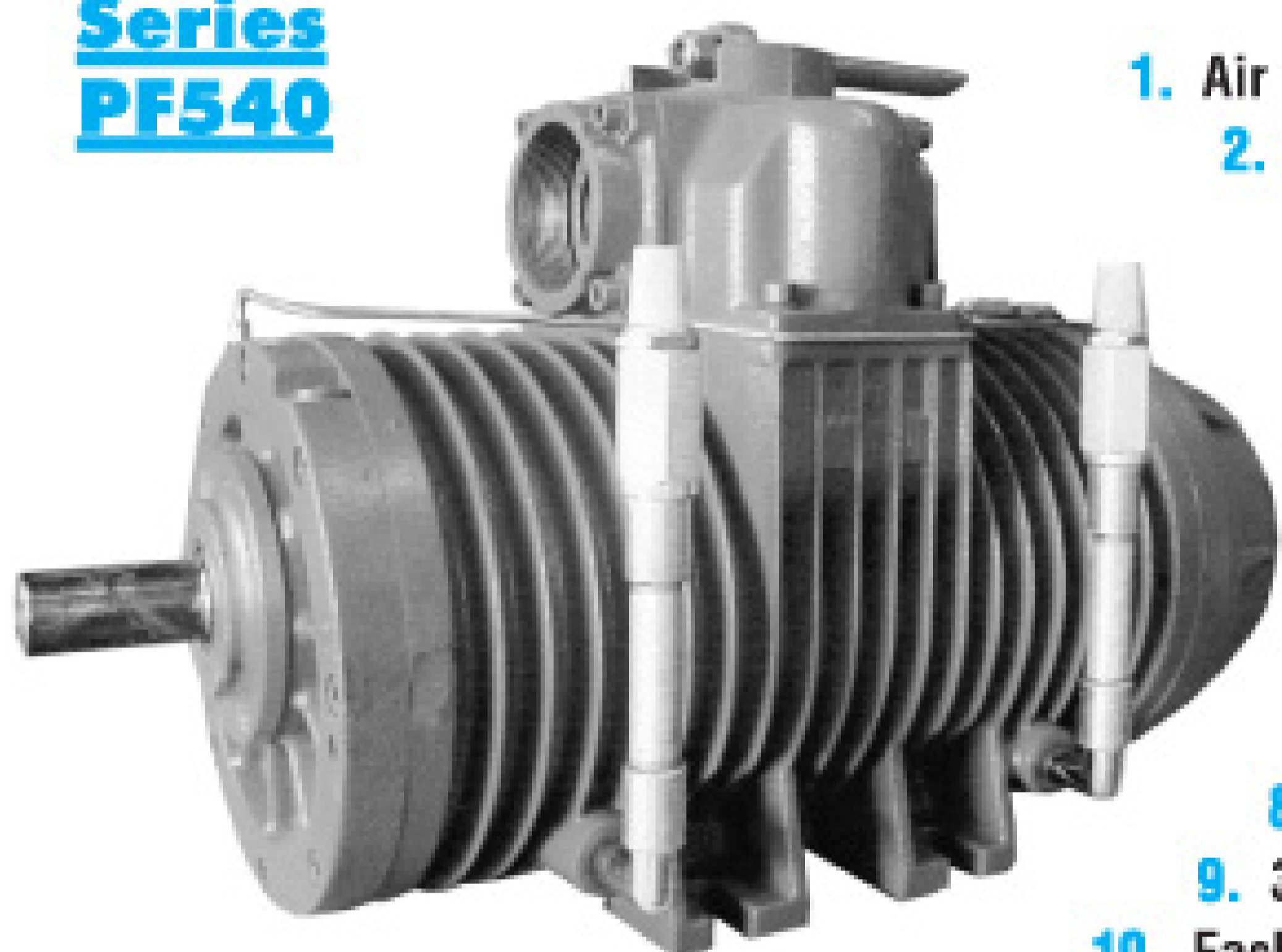
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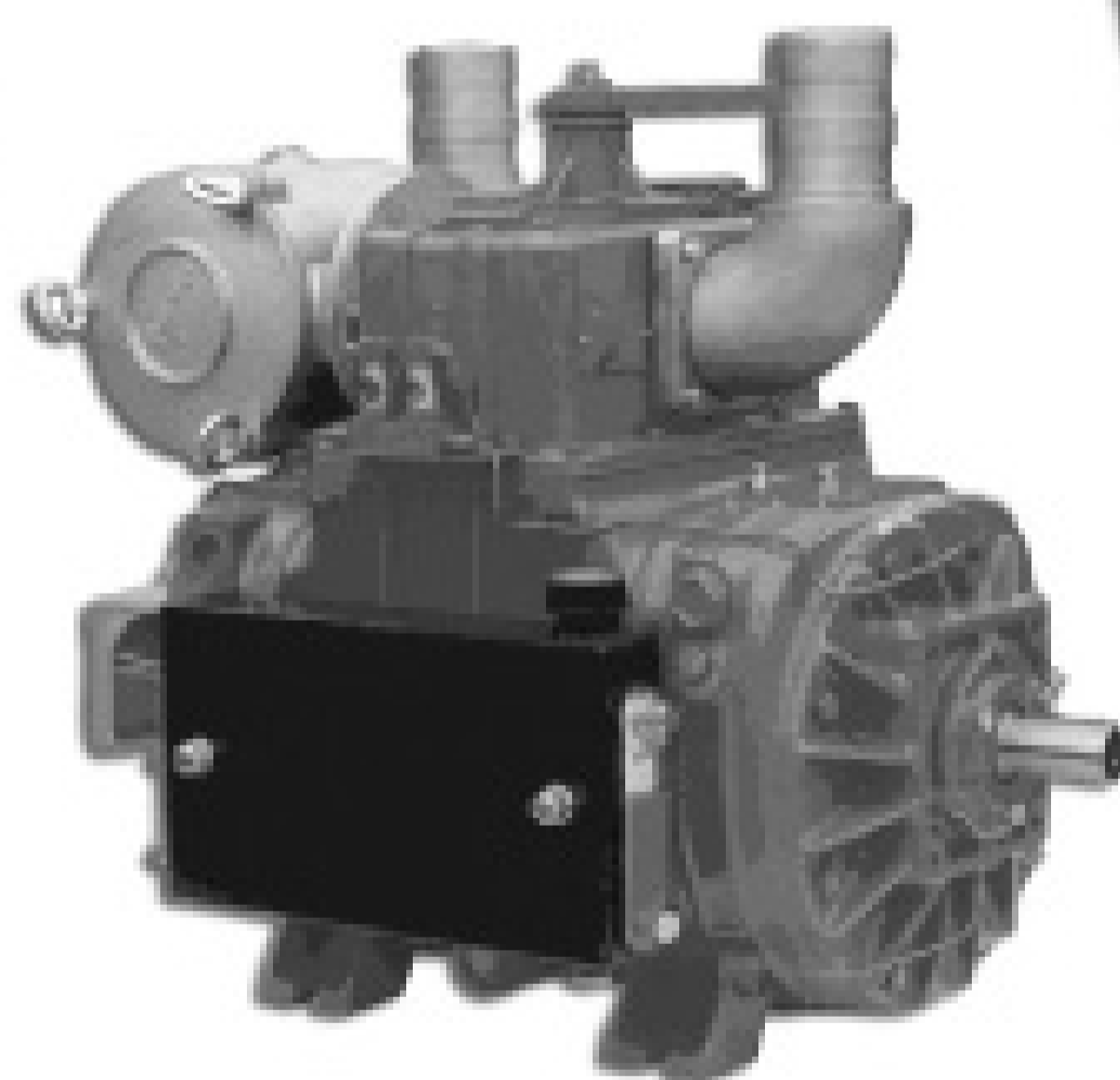


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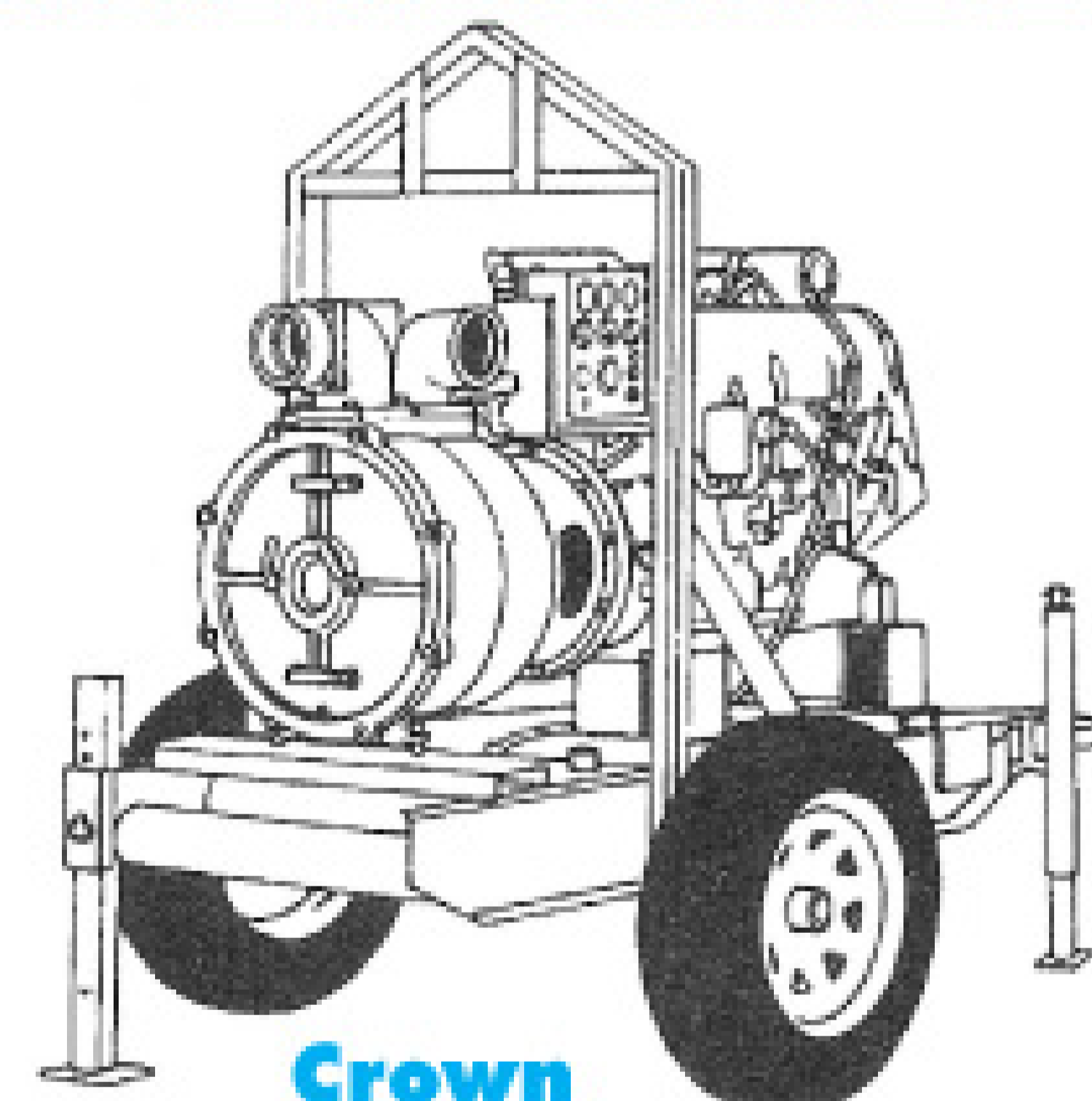


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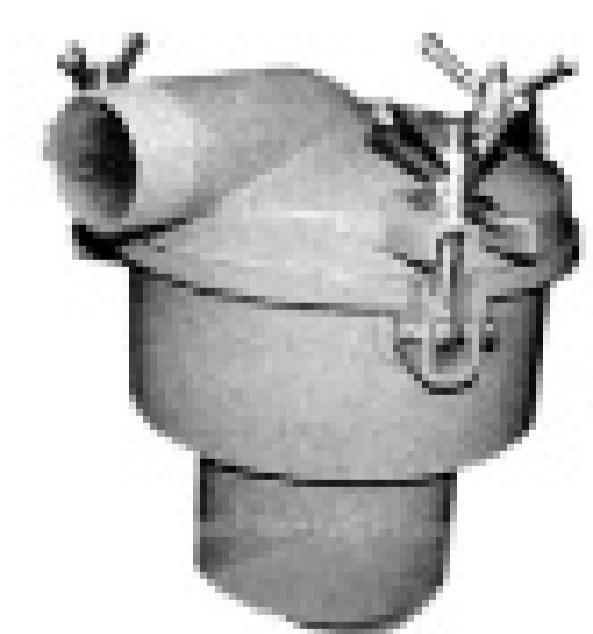


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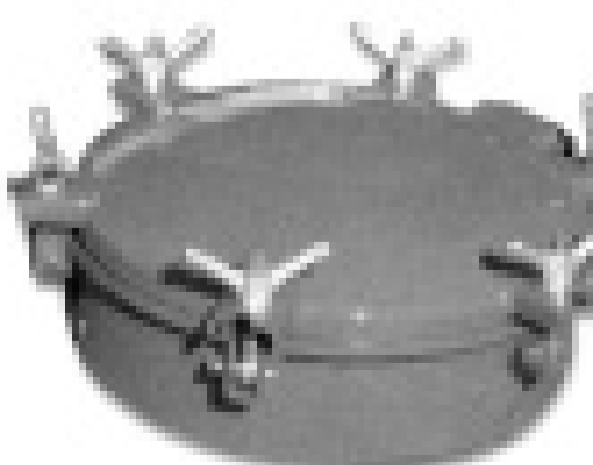


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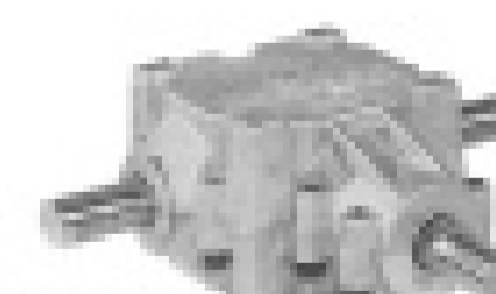
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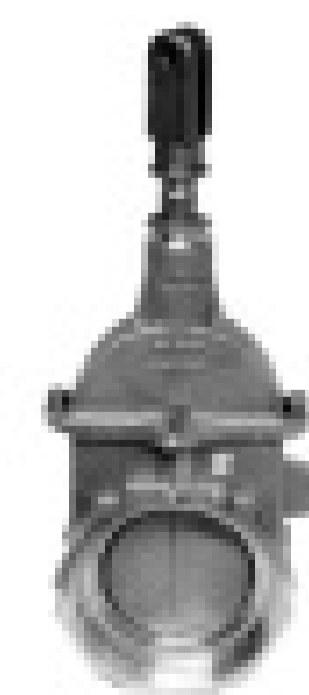
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Pumper Dave Neelis is ready to drop the puck on his Waupaca, Wis., hockey rink (inset). The background photo shows his rink during cleanup after a recent snowfall. (Photos courtesy of Dave Neelis)



Playing **HOOKEY** Means Playing **HOCKEY**

When the pumping business slows in the dead of the Wisconsin winter, Dave Neelis trades his vacuum hose for skates and drops the puck on his personal ice rink

Unlike many of his peers, Dave Neelis, 36, did not play hockey as a kid growing up on the frozen tundra of Central Wisconsin.

But Neelis, owner of Dave's Sewer Service, Waupaca, Wis., is making up for lost time.

"I got into hockey 11 years ago and I love it," he says. "We have a men's league in Waupaca and I sponsor and play for the Dave's Sewer Service team."

Neelis also got his daughters involved in youth hockey when they were 9 and 10 years old, plus he built and maintains a full-size hockey rink in his rural front yard, where he spends hours skating and working on his game.

"You can't beat playing hockey outdoors like it was when it started back in the day," he says.

Neelis got started in hockey when a buddy who owed him money said he would pay him back by paying his fee to join a local amateur hockey team.

"I didn't even know how to skate very well," he recalls. "But it was the only way to collect my money."

Already active in sports like volleyball, softball, tennis and snowmobiling, Neelis discovered he enjoyed hockey too. But being a latecomer to the game, he felt he needed more practice.

"When my daughters started playing too, I built the rink, because we wanted to better ourselves but I couldn't afford to rent ice all the time," he says.

Neelis initially thought he'd make the rink about 20 by 20 feet — just big enough for himself and the girls to practice stick handling and shooting. When he finished, it was 60 by 150 feet with a goal on each end for pick-up games with buddies or local kids.

"This is the fifth winter I've had a rink," says Neelis, whose business office doubles as a warming shed. "Perfect ice is my goal."

Or possibly, his obsession.

IF YOU BUILD IT ...

To start the project, Neelis put his excavating skills to work, removing dirt to a four-foot

depth and piling the spoils around the outside of the rink. For the first couple of years, pucks would fly out of the rink and get lost in the dirt, which, he says, was an annoyance, so two years ago he took the next step. He built dasher boards inside the rink and leveled out the dirt embankments.

He fills the rink each year with water from a neighboring farm's irrigation pond, and yes, he cleans out his 1981 International truck with a rebuilt engine, 2,400-gallon tank and Moro M-10 pump and uses it to haul the water.

Neelis waits until the temperature gets down to 15 degrees for a few days and puts one layer of about 7,000 gallons of water in the rink for a base.

"Most of it soaks away, but if I'm lucky it will freeze enough to get it started," he says.

He'll add a second layer, and after that ice "takes" and is good and hard, he'll haul 20,000 to 30,000 more gallons of water to flood the rink.

"The pond is seven or eight miles away and by the time we get back the previous layer is hard already," he says.

After the water is hauled, the rink is filled and the ice is hard, Neelis' work has only just begun.



Dave and Tina Neelis pose with their daughters, Elizabeth and Samantha, on a family vacation during a warmer time of the year.

“Last year was the worst year for ice. There was no frost, so we dug septic tanks all year round.”

Dave Neelis

“We have a well and there’s a hydrant by the rink so I can hose down the ice after anyone finishes skating on it,” he says. “A lot of times I’m out here until midnight or even 2 a.m. because that’s when it’s coldest, so it’s the best time to hose it down. It gets rock hard.”

Neelis says a good winter for his business is a bad year for ice, so he’s covered whatever Mother Nature brings.



If you’re going to make a regulation-sized hockey rink in your back yard, it’s nice to own a fleet of vacuum trucks. Neelis utilized a service vehicle to fill the rink with water taken from a neighbor’s pond.

“Last year was the worst year for ice,” he says. “There was no frost, so we dug septic tanks all year round.”

In a good ice year, Neelis will fill the rink in December and skate through mid to late February. “After that, the sun beats on it too much,” he says.

Neelis took over Dave’s Sewer Service from his dad, who still occasionally helps out his son and the company’s two employees. They pump 70 to 80 tanks a week in the busier non-ice seasons. Over the years the company has accumulated a variety of trucks, including a 1992 Ford L-8000 with a 2,300-gallon tank and a Moro M10 pump; a 1989 International with a 3,500-gallon tank and a new Jurop R260 pump; plus a 1996 International being outfitted with a 2,300-gallon T-Line tank and a Moro M10 pump.

SNOW PROBLEM

Building an ice rink involves a lot of experimentation. Neelis says a plastic liner would be ideal, but is cost prohibitive. For the first few years, the rink bottom was sand, but this year he tried a different approach.

“I waited until it snowed, got my four-wheeler and snowmobile out and kept driving over and over it until it was packed down,” he explains. “Then at about 9 p.m. I watered it down with my garden hose. The next morning I had ice, and then I started hauling water.”

Neelis says it’s the best ice he’s had yet.

“I dumped about 24,000 gallons but didn’t lose any water into the ground, so I have thicker ice this year,” he says. “I have anywhere from 4 to 9 inches depending on my low and high spots.”

Frequent Wisconsin snowfalls create an ice maintenance issue. For light dustings, Neelis skates around with a shovel. He says it takes him about 90 minutes to clear the entire surface this way. For heavier snows, he uses a snow blower or a skid-steer to remove the snow from the ice. He’d really like to have a Zamboni ice-surfacing machine, and is trying to figure out how to convert a riding lawn mower into a small-scale resurfer.

Neelis’ daughters Elizabeth, 16, and Samantha, 15, continue to skate on the rink frequently, even though their involvement in organized team hockey has decreased as they progress through their teen years. Neelis’ wife, Tina, also uses the rink, though Neelis says she’s not always its biggest fan.

“Tina wasn’t very happy at first since I used an acre to build the rink and I spend so much time on it,” he says. “But then she started to skate with us and it was all good.” ■

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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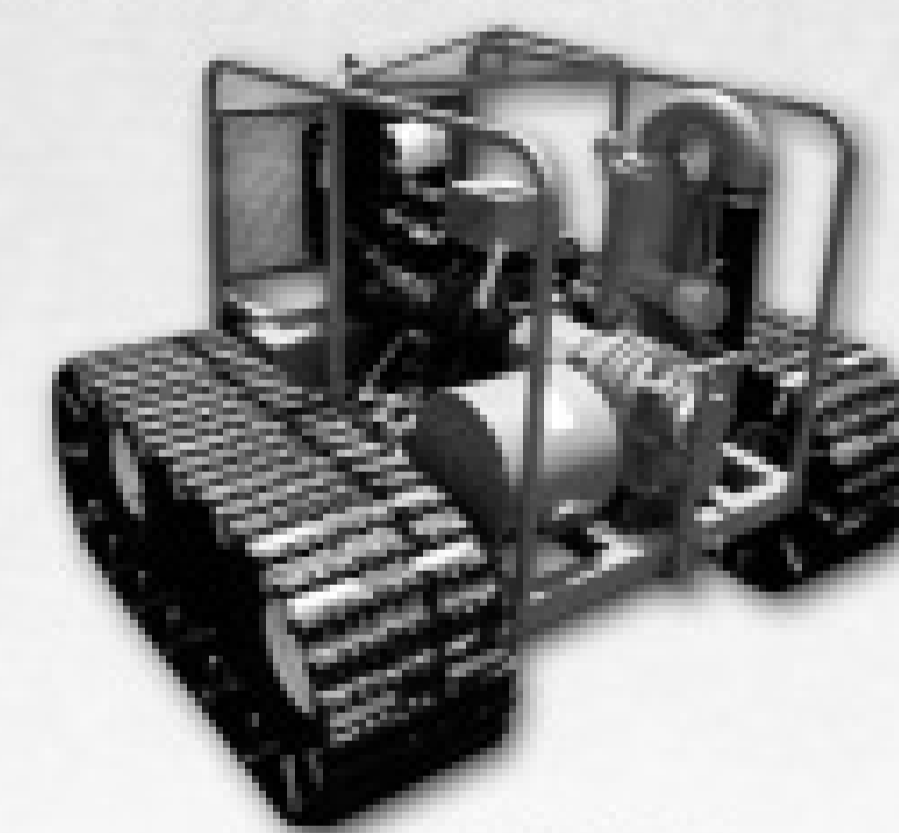
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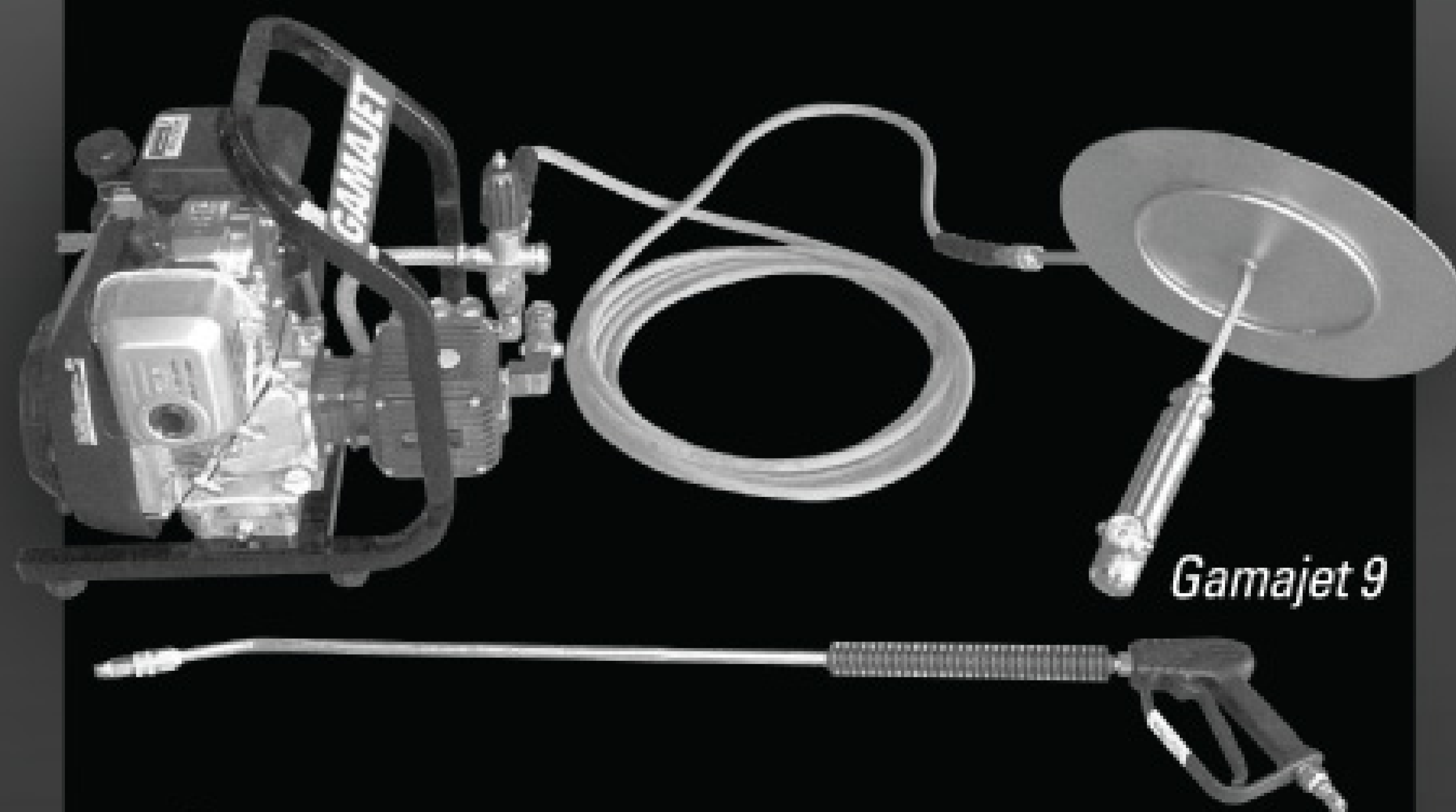
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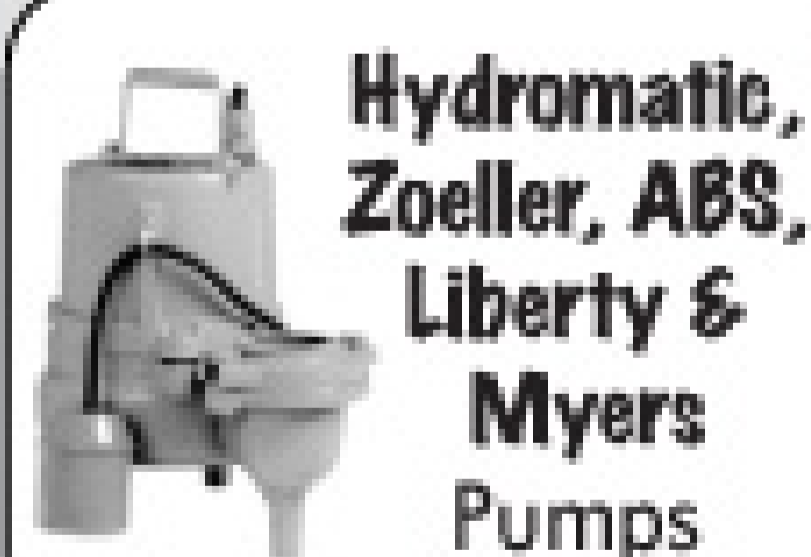
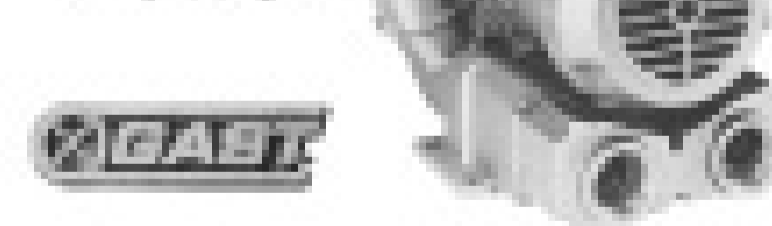


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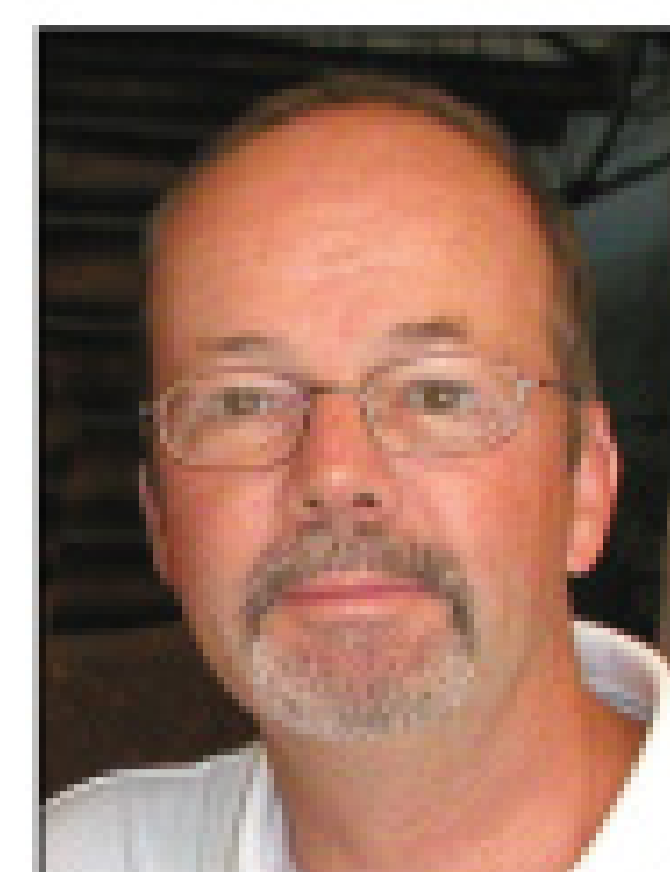


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Tim Miller has been a tire design engineer and technical representative for Goodyear. He is currently marketing communications manager for the tire manufacturer, and can be reached at timothy.miller@goodyear.com.



As you gear up for another busy season, make sure your service fleet has plenty of rubber to meet the road

By Tim Miller

Spring is coming, and it's a good time to get out in the yard and perform a tire quality inventory on your fleet of vacuum trucks and other service vehicles. Today's tires can take an enormous amount of abuse, but neglecting them can be quite costly. Follow these 10 basic tire maintenance procedures to lower your per-mile tire costs through extended tread life and fewer premature removals:

1 Determine proper inflation levels for your application. The biggest influence on tire life is inflation pressure. At normal speeds, running tires at 20 percent under recommended pressure reduces tire mileage by 16 percent and fuel mileage by 2 percent. To determine the correct air pressure for your tires, gather information on your actual axle loads and refer to tire load charts provided by a tire manufacturer.

2 Establish a good inflation maintenance program. Tire pressure is difficult to maintain because tires naturally lose air over time. Use a calibrated air gauge to check air pressure at least once a week. Flow-through valve caps make it easier for operators to check pressure and add air without removing the valve cap. Note that changes in ambient temperature will affect tire pressures. For every 10-degree F decrease in temperature, the pressure will drop 2 psi. So, during the colder months of the year, operators need to check and inflate tires more often.

Urban routes present many opportunities for potential sidewall damage. Alert drivers to the importance of avoiding sidewall impacts and suggest driving maneuvers to reduce sidewall contact. Encourage drivers to inspect tires regularly for sidewall wear and damage.

3 Keep vehicles properly aligned. Poor vehicle alignment causes most irregular tire wear. For example, steer axle toe-out will cause excessive wear on the inside of both tires while toe-in will cause wear on the outside shoulders of the tires. Ideally, most steer tires should have a small amount of toe-in. To maintain this, as well as stay on top of other types of irregular wear, your vehicles should be aligned regularly. If you've never had a periodic alignment program in place, you can increase tire mileage by as much as 30 percent by implementing one.

4 Mount tires correctly. The rounder or more concentric the tire, the better it will wear. To keep tire run-out to a minimum, tires should always be mounted on the wheel correctly. Ideally, the tires should be match-mounted to the wheel. Check with the tire manufacturer to see how they mark their tires. The idea is to take the high spot of the tire and match it to the low spot of the wheel. If you mount properly, you may not need to balance the tire/wheel assembly.

5 Learn to "read" tires. Drivers typically don't check tread wear unless they experience ride problems. By then, it's often too late to prevent premature wear. Regular tire inspections provide a lot of useful information and catch wear trends before they do too much damage. Problems can be diagnosed by visual inspection or by running a hand over the tread and feeling for abnormalities. Items to check for include distortion in the tread, feathering or cupping. If corrected early, bad wear patterns can be countered to extend tire life. Since rib-edge feathering is an early indicator of misalignment, your truck should go in for an alignment at the first sign. While feeling the tread, inspect the entire tire for safety-related damage such as cuts, cracks, blisters or bulges. If the damage is severe, the tire should be removed.

6 Rotate tires. Moving tires around takes time and effort. The temptation is to leave them in one position for the life of the tread. But intelligent tire rotation promotes even tread wear and can net a lot of extra miles in tread life. Drive tires should be rotated

between forward and back positions at least once to even out wear. Rear tires of a tandem typically will wear quicker than the forward positions. Some drive tires will also develop heel and toe wear. This can be evened out by reversing their direction.

7 Protect sidewalls from curb damage. Urban routes present many opportunities for potential sidewall damage. Alert drivers to the importance of avoiding sidewall impacts and suggest driving maneuvers to reduce sidewall contact. Encourage drivers to inspect tires regularly for sidewall wear and damage.

8 Replace tires with matching ones. For optimum tread wear, tires should be as alike as possible across the same positions. If a tire must be pulled due to irregular wear or a road hazard, it should be replaced with a tire matching the existing one. The more you can do to eliminate variation, the better your tread wear will be. On dual assemblies, the outside diameters and tread depths should be as close as possible. A good rule of thumb is no more than 2/32-inch tread depth difference between duals. It's also wise to have the same tread design on both positions of an axle.

9 Check and replace worn wheel and suspension components. These can be the hidden enemies of tire life. A wheel bearing that is not properly torqued can cause irregular tire wear. Worn shock absorbers can create depression wear on treads. To prevent irregular tire wear, replace shock absorbers and other suspension components on a set schedule.

10 Keep good tire records and use the data wisely. Because every contractor's operation is different, copying another contractor's practices may do more harm than good. To manage most efficiently, collect and record information including tire inflation pressures, wear trends, and tire mileage at removal. Analyze tire performance over time and compare with different vehicle configurations and tire types. By changing specifications, you may be able to realize significant gains in total tire mileage and other performance goals. ■

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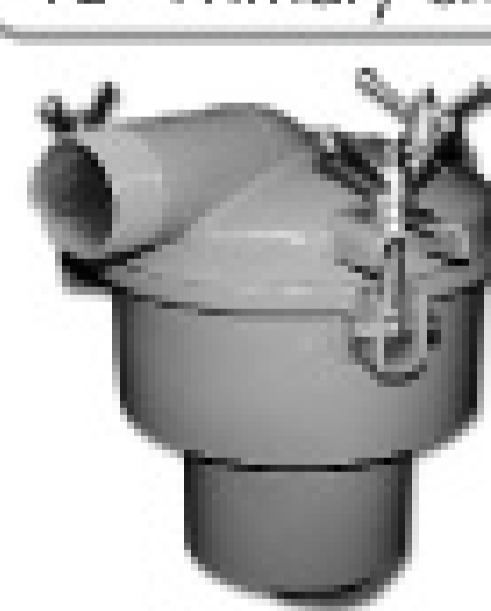
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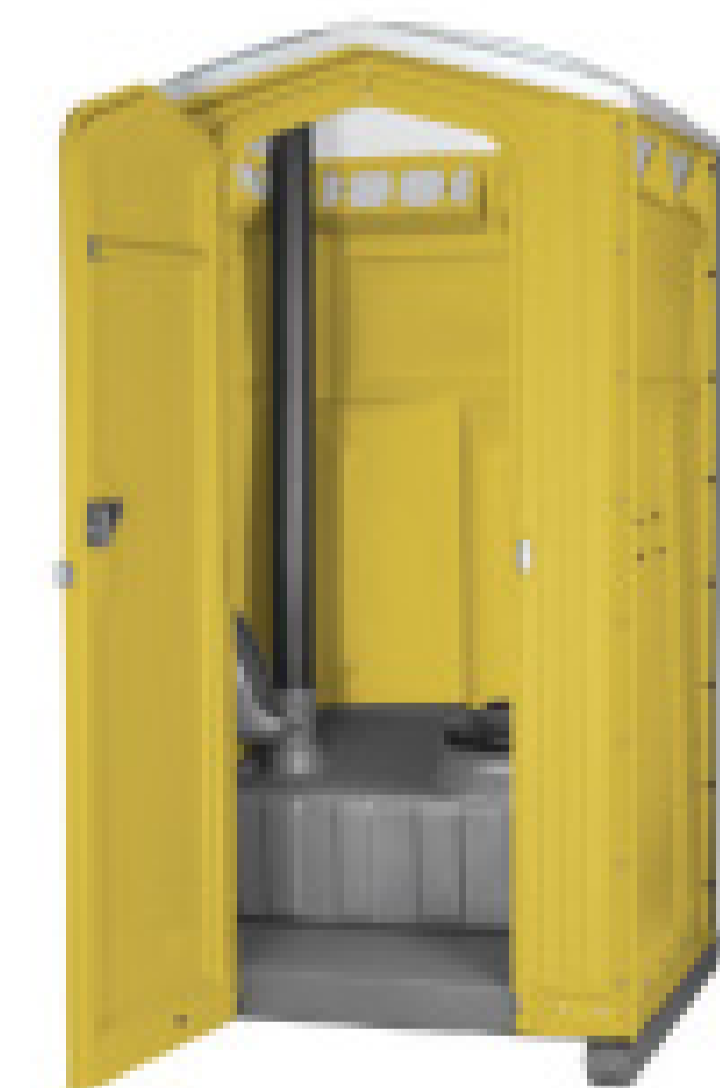
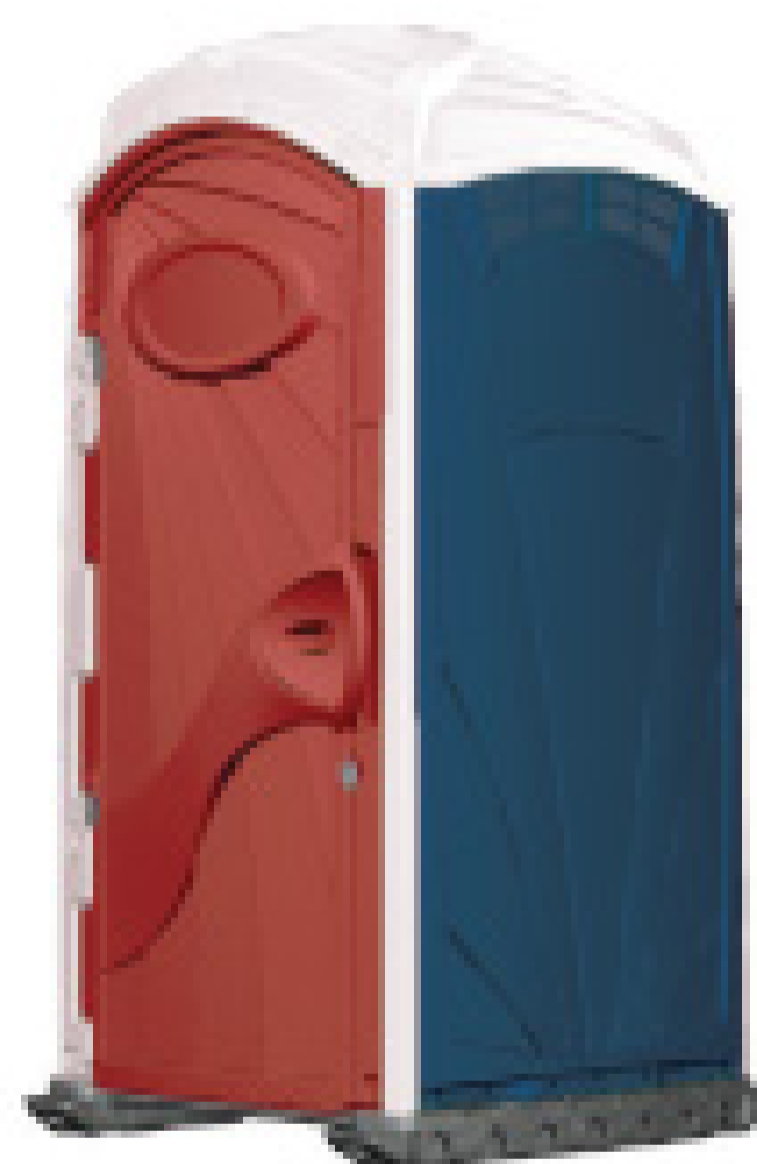




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Buy Your Competitor?

The purchase of another company in your field can be a quick way to expand, but you have to proceed with due diligence

By Erik Gunn

A challenging business climate might not put expansion on the top of your priority list, but there may be some good reasons for you to think about growing the business now ... or as the economy bounces back.

You could start the ball rolling by investing in new equipment with an eye to moving into a new territory next to the communities where you already do business. Or you could redouble your efforts to grab more market share where you already operate.

But if you're contemplating growth, there's another option: Buy out a competitor. Buying another shop in the same line as yours, whether down the street or in the next town or county over, can be a quick way to enlarge your operations, and your bottom line. To be sure, there are pitfalls — some financial, others in the tricky area of emotions.

They don't have to stop you, though, as long as you're careful. Like any major decision, buying a competitor can entail risk. But it also can pay off handsomely.

WHOM TO BUY

One obvious prospective target business is one in which the owner is getting ready to retire and looking to cash out. That kind of deal is likely to be low-key and comfortable for both parties.

Don't expect to pay a fire-sale price, though. If there's no real urgency, your seller will hold out for the best offer he or she can get. After all, the proceeds from the deal may be funding a retirement, or perhaps a trust fund for children or grandchildren. Those will be powerful motivations to try and win a few extra dollars at the negotiating table.

Another prospect could be a struggling business. You might get a pretty good deal here, but you'll have to be careful. The operation you purchase might be having trouble because of poor practices, and if you take it over, you'll need to restore its reputation.

The quickest solution then will be to let the older business brand disappear and replace it with your own, assuming you've built a strong reputation over the years. But you should probably consider building into your cost calculations what it will take to launch an advertising campaign that helps your new operation stand apart from the poorly run one you're taking over.

Sometimes good matches can be made between a pair of thriving companies. In that case, you're not so much buying out a competitor as potentially getting "married" to him or her. If the competing owner plans to stay on, you'll need to take time getting to know that person to make sure the two of you are compatible.

WHEN TO BUY

The time to buy is closely tied to whom you're going to buy, of course. If your competitor is retiring, the answer of when is elementary. If failing, the same. Beyond that, the decision of when will depend on other factors: Can you get financing? Is the price good (perhaps because

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.



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of tough economic times)? And are you ready to take on the new responsibility of a bigger business? Every deal is different, but in essence there are three ways to buy a company.

Just buy the customer list. That's the cheapest route, and if that's all your seller has to offer, it probably means the business itself is on its last legs anyway.

Buy the assets — equipment and customers. Again, that's much cheaper than buying the business itself, and for that reason, the owner may be very interested in those terms. Look at it this way: If you sold your house, which way would you get more? Selling a working, intact home? Or tearing out the floorboards, shingles, wiring, carpet and fixtures and auctioning them off individually?

Buy the entire business. This is the most common way to buy a business. It's especially good for you as the buyer if you can find ways to capitalize on the firm's great reputation and goodwill. But this approach also means evaluating the purchase with extra care. Are there debts that will become yours? Any lawsuits you're buying your way into? Other liabilities you're taking over? Will you have to honor existing labor contracts?

WHAT STANDS IN THE WAY

Potential obstacles to a buyout include the reputation of the firm you're buying, the sort of liabilities it has, and whether you will have a business relationship with the seller after the deal is finished.

Financing is another hurdle. If you're buying a healthy business with good cash flow and a robust bottom line, you may be able to use its future profits to help finance the deal. But credit markets have become much more cautious. Be prepared to answer tough questions before your banker writes you a loan.

GET PROFESSIONAL HELP

Of course, any deal as big as buying another business shouldn't go without close scrutiny by a team of advisors: an accountant, a lawyer, and a business valuation expert. Yes, these services will add to the total transaction cost, but the money is well spent if it helps you make a deal that will work in the long run or helps you avoid a major mistake.

There's no one way to grow your business, and perhaps you're more suited to an incremental approach that expands bit by bit on your strengths. But if you find an opportunity to expand by buying out a competitor, take a good look. It might just be the door to new challenges — and new accomplishments. ■

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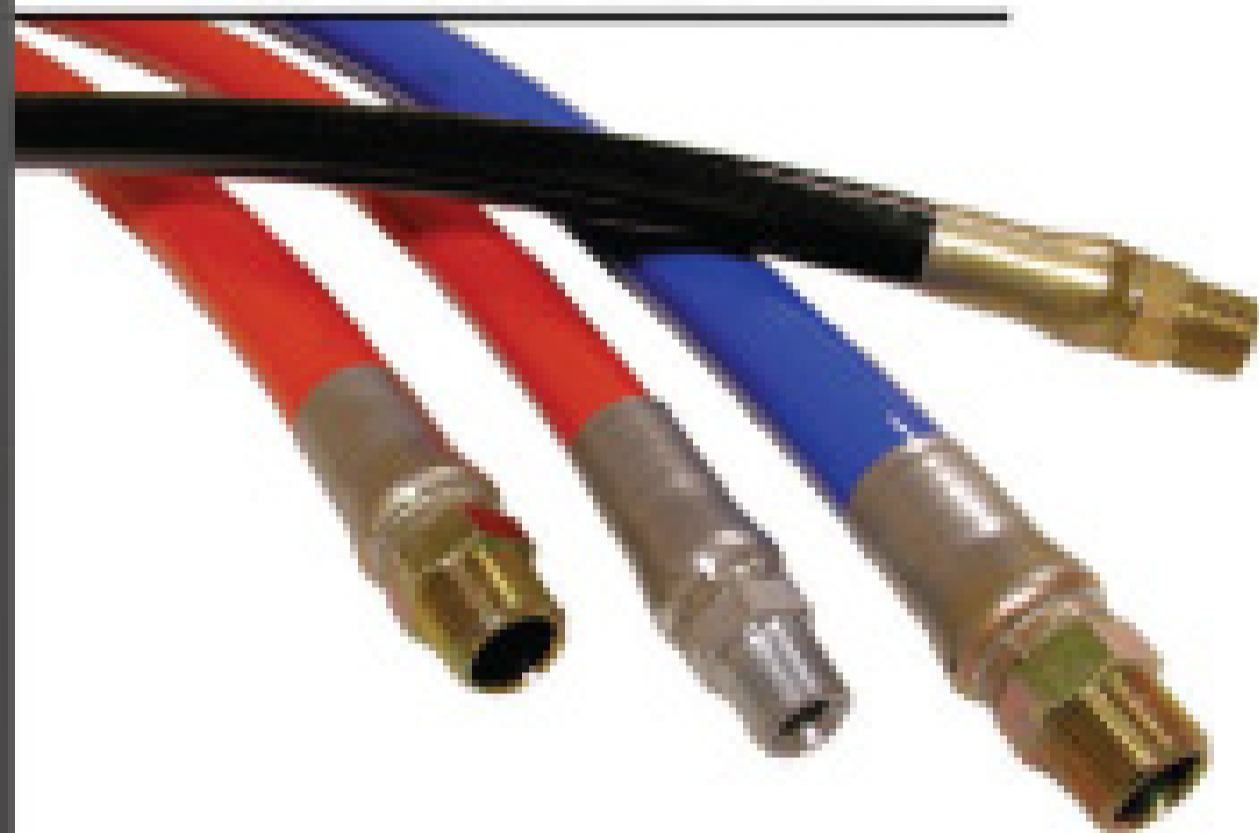
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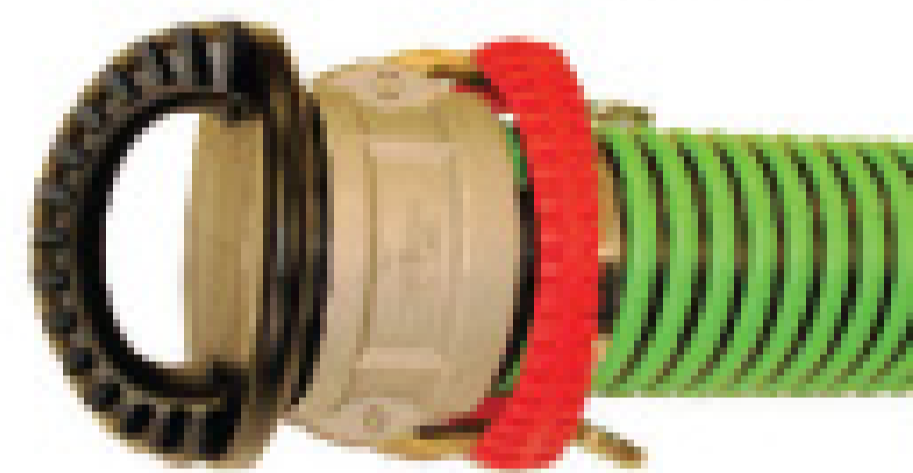


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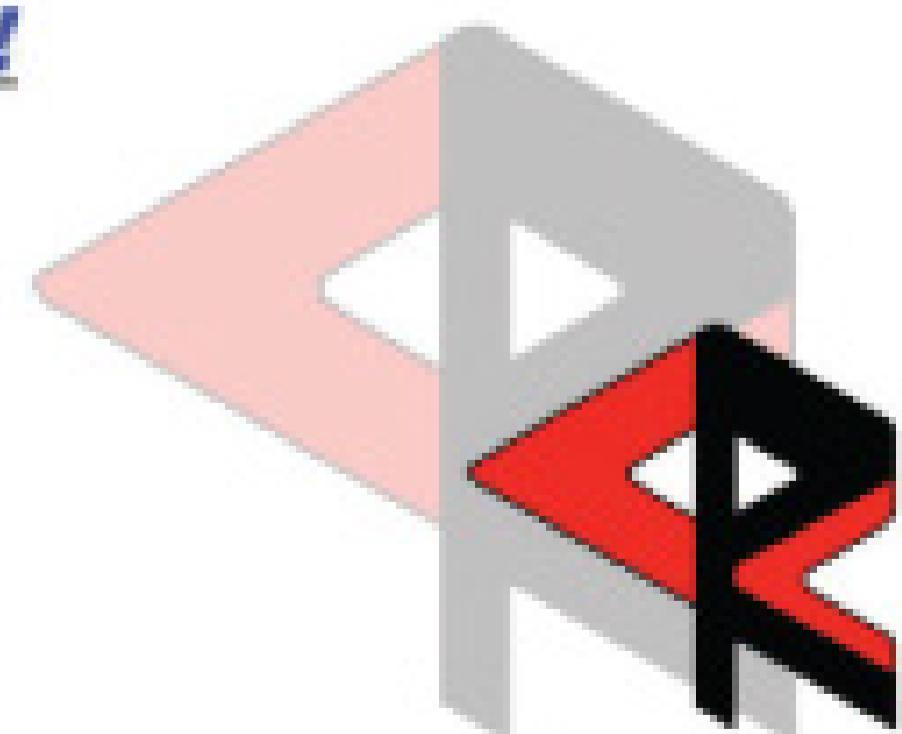
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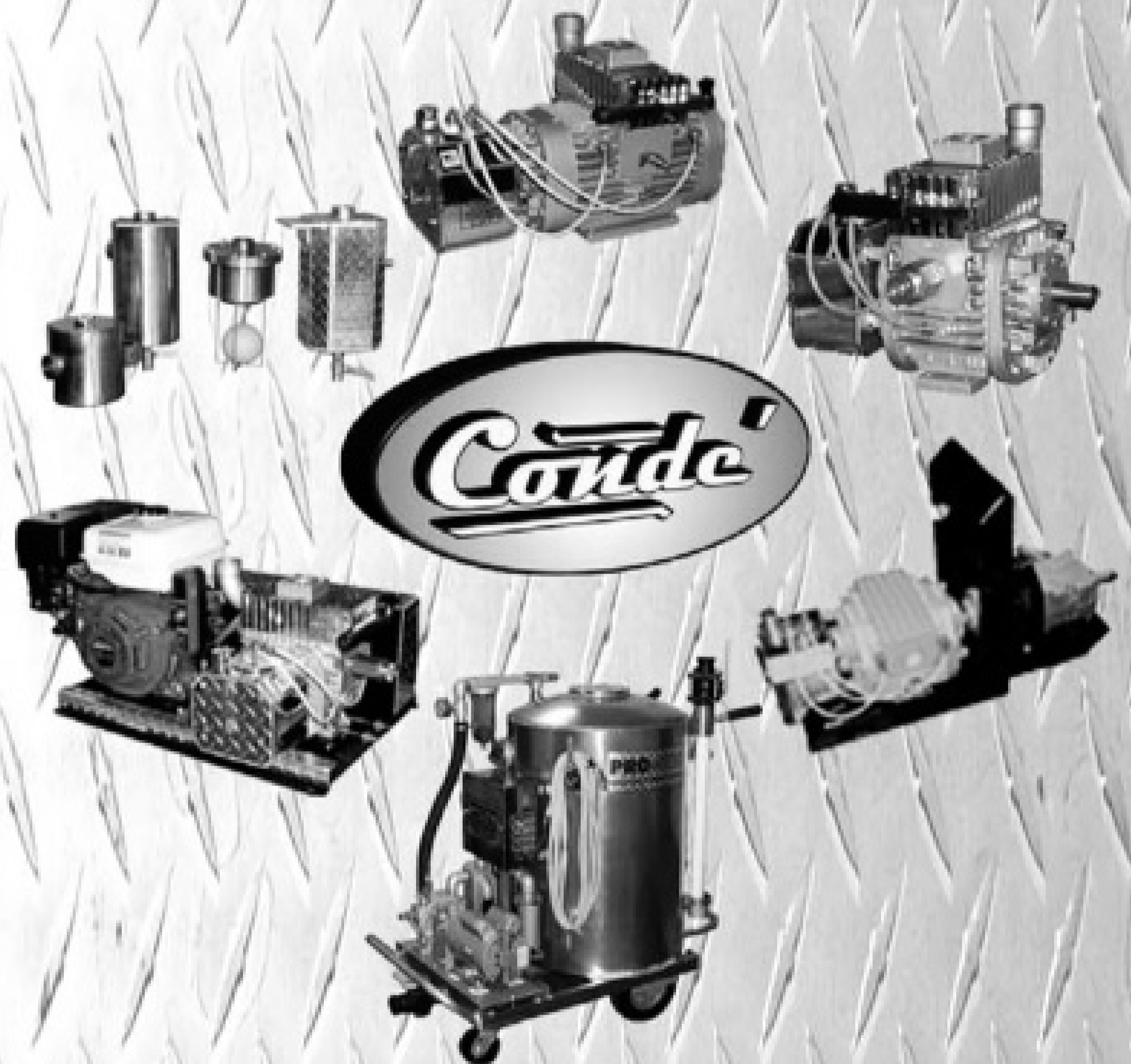


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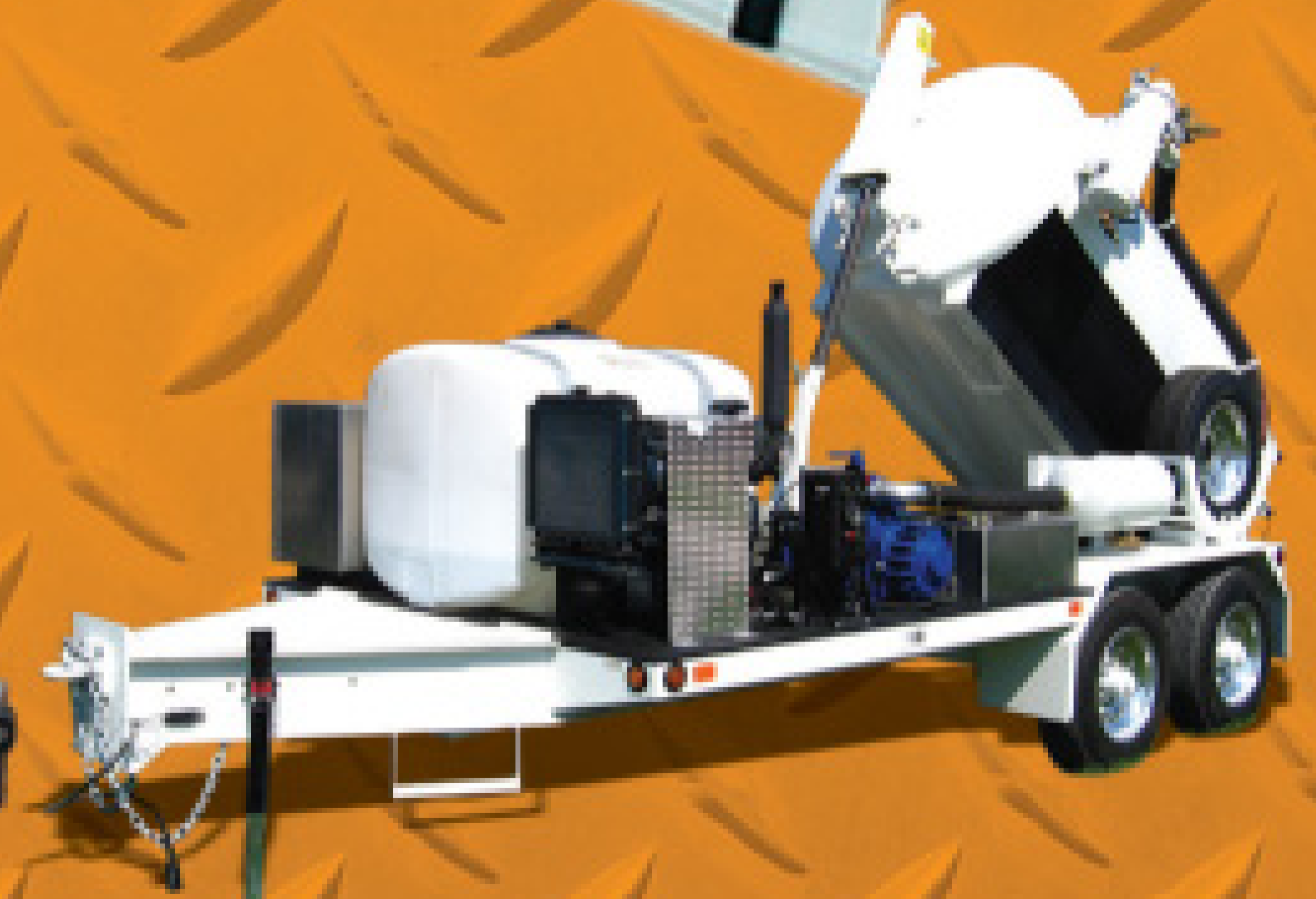
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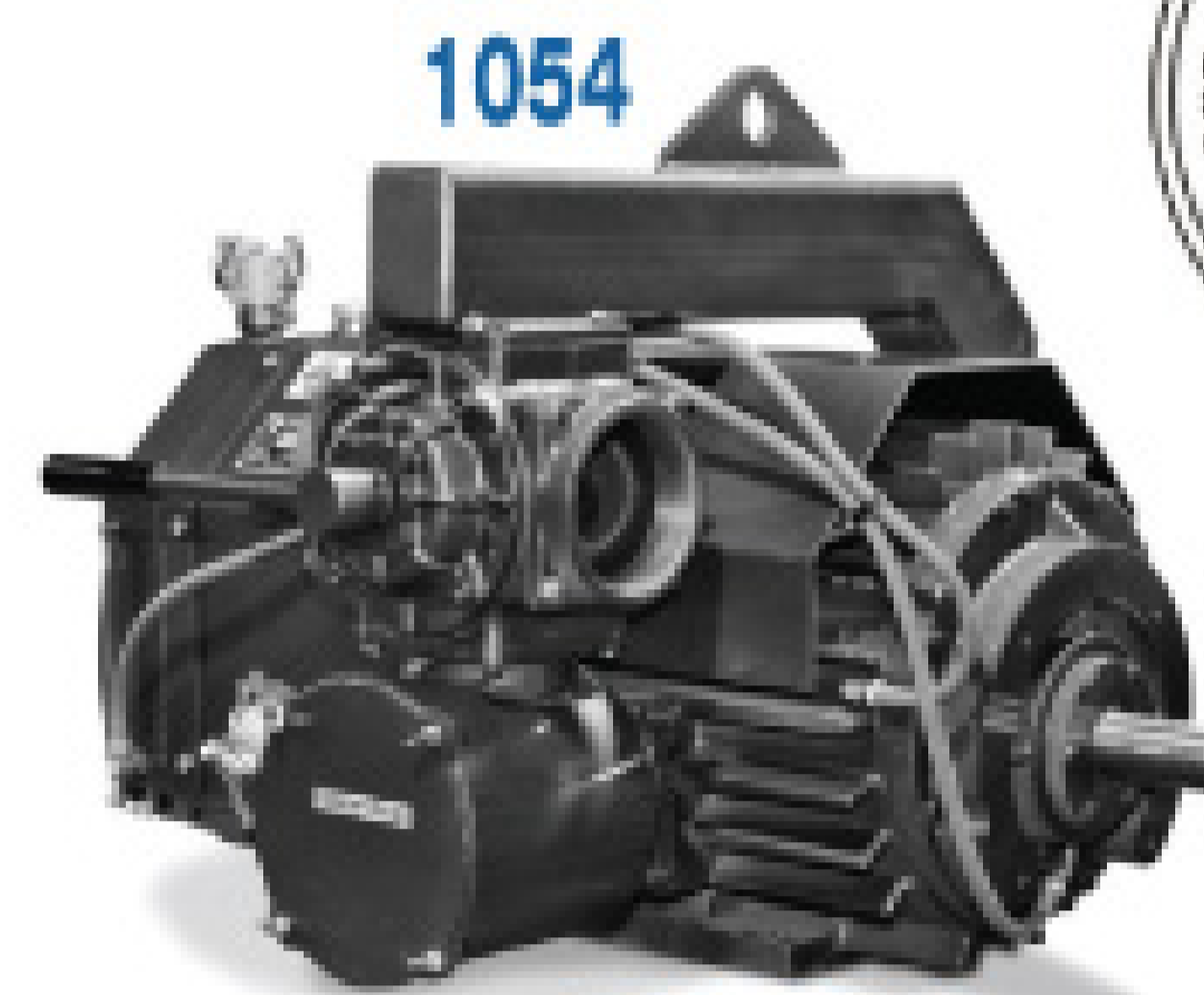
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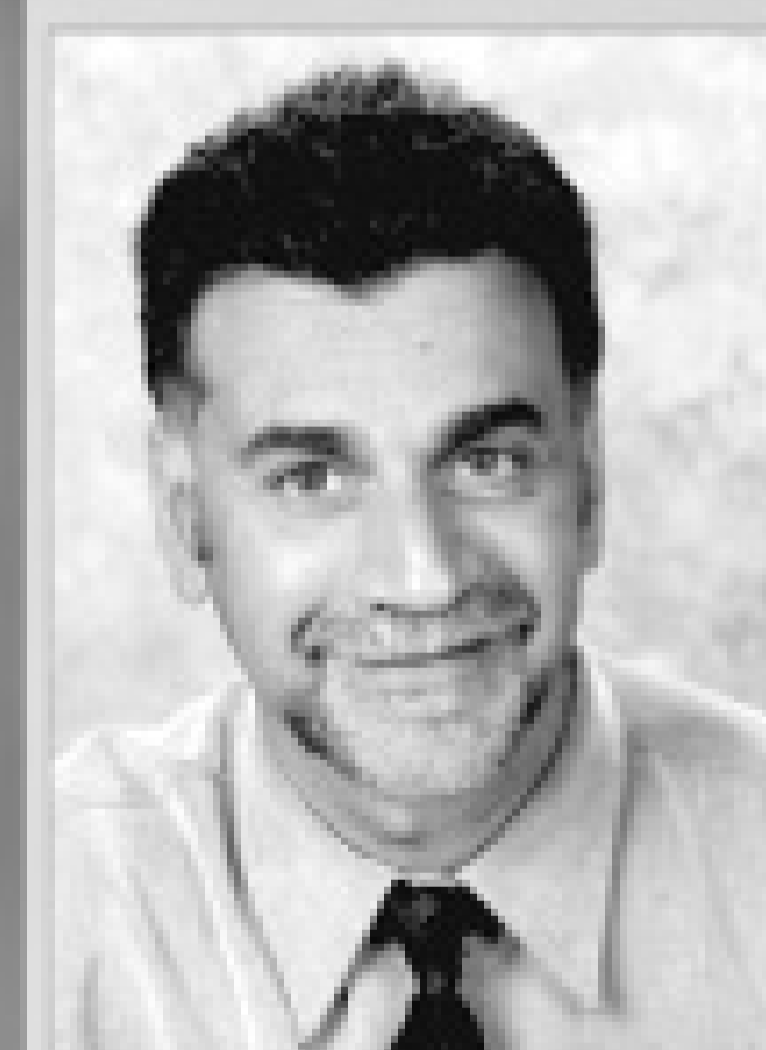
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Customer Wants to Flip His Lid

The pumper tells a homeowner that a riser in a cold northern climate will slow bacterial action in the tank ... Is he right?

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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

DO RISERS BREAK TANK INSULATION?

Question:

I recently had my septic pumped. I told the (technician) I wanted to install a riser so we didn't have to dig up the lids every time we pumped. He said that wasn't a good idea in cold climates because of heat loss in the septic tank. He argued that the bacteria "slowed down" if the tank didn't maintain temperature.

Am I nuts? I haven't heard this before. Is he right?

Answers:

Looks like an opportunity for someone to make an insulated lid and riser system. I know here in northern Wisconsin the septic tank lid is the last place to accumulate snow and the first place to lose it. There is certainly heat loss through the lid — especially plastic lids. I routinely insulate my system with straw prior to winter to keep it from freezing in case we have a winter without much snow cover. Warmth does also promote bacterial growth.

It would seem to me that the colder the system, the slower the bac-

teria works or multiplies. It would also seem that the colder the septic water gets, the slower the bacteria reaches a cellular level. Isn't that why food lasts longer in the refrigerator and longer still in a freezer?

teria works or multiplies. It would also seem that the colder the septic water gets, the slower the bacteria reaches a cellular level. Isn't that why food lasts longer in the refrigerator and longer still in a freezer? If that were the case, then I would conclude that septic solids in colder climates break down more slowly and they would require pumping more often.

I wonder if in really cold weather like northern Minnesota, Alaska and northern Canada that the septic tanks are insulated — at least around the sides and on top?



When I installed my system, I put 2 inches of foam insulation over the top of the tank and inlet pipes before backfilling.

IS A BIGGER VACUUM TANK IN ORDER?

Question:

I have 2,000-gallon and 2,500-gallon vacuum tanks on my trucks and I'm thinking about buying a 3,600-gallon service truck. Most of my business is residential. I'm curious what kind of responses others get from residential customers to that size of truck. What's too big?

Answers:

I have one 2,000-gallon tank on a tandem axle and two trucks with 3,600-gallon tanks. We do about 1,200 homes a year. I might get four or five homes a year where I have to trim some tree limbs to get in. We keep trimmers on the truck. We encounter one or two jobs a year where the trucks are just too big. We carry 180 feet of 3-inch vacuum hose on the trucks.



Your report on limb trimming is right. Most large trucks also have tall exhaust stacks that can get in the way. If you're going to do mostly rural jobs, keep your trucks down to a 2,500-gallon or 33,000-pound gross vehicle weight ... unless you don't mind all the scratches and dings a large truck may suffer. ■

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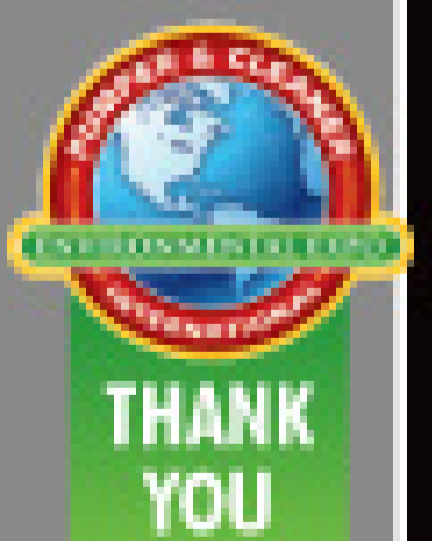
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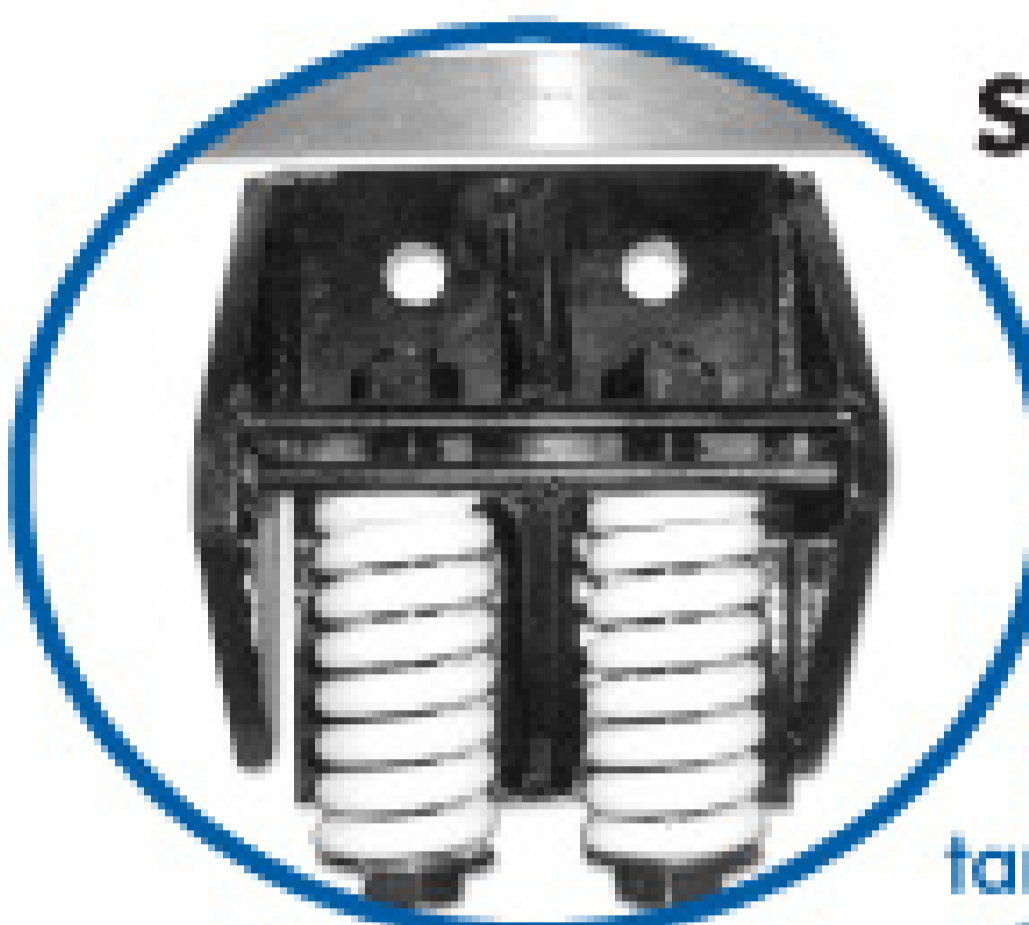


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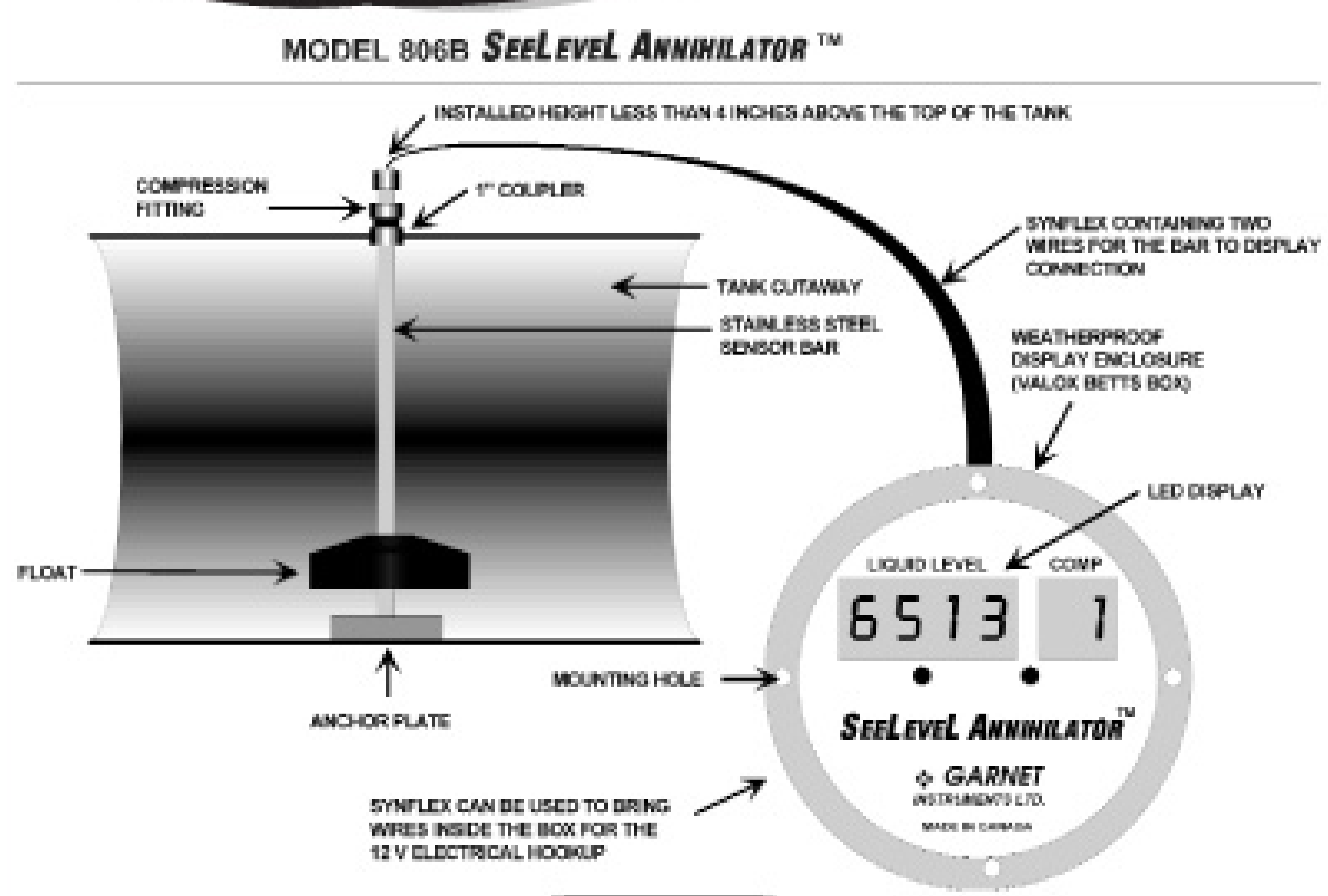


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Industry NEWS

Hampel Names Bamberg Vice President

Dave Bamberg has been named vice president of business development for the portable sanitation division of Hampel Corp., Germantown, Wis. He has nearly 20 years of experience in the sanitation industry.

Infiltrator Adds Design Tools to Web Site, Unveils New Logo



Infiltrator Systems Inc. has added downloadable design tools to its Web site, www.infiltratorsystems.com, and unveiled a new company logo. The support design applications focus on the full line of TW Series septic tanks and Aquaworx Intelligent Pump Control panels.

Ritam Announces Expo Vacation Giveaway Winners

Hope and Kevin Anthony of Discount Portable Toilets of North Carolina were winners of the 2008 Expo Vacation Giveaway from Ritam Technologies. The couple received seven nights lodging at the Mayan Palace, Cancun, Mexico.

Zoeller VP of Marketing Retires

Mike Babrowski has retired as vice president of marketing after 26 years with the Zoeller Co. He was an active member of the Vendor Member Division and the American Supply Association, as well as other business and professional organizations in Louisville, Ky.



Mike Babrowski

SludgeHammer Receives NSF 40 Certification

The SludgeHammer aerobic bacterial generator has passed testing for NSF 40 certification. The six-month test consists of handling a daily minimum of 400 gallons of raw sewage effluent in a residential treatment system and producing an acceptable quality of effluent. ■



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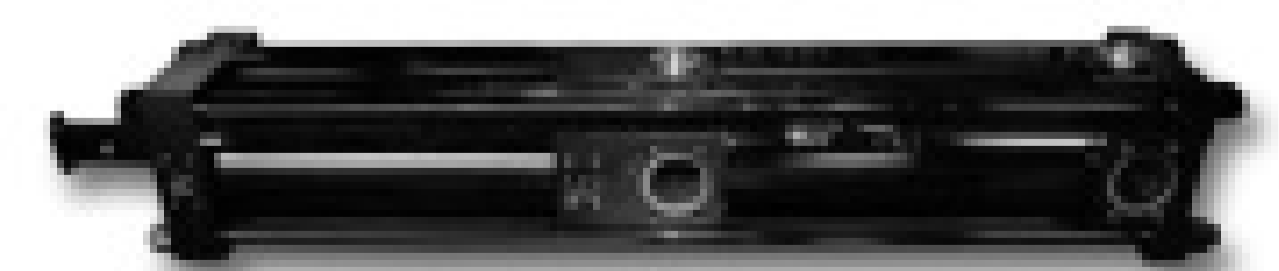
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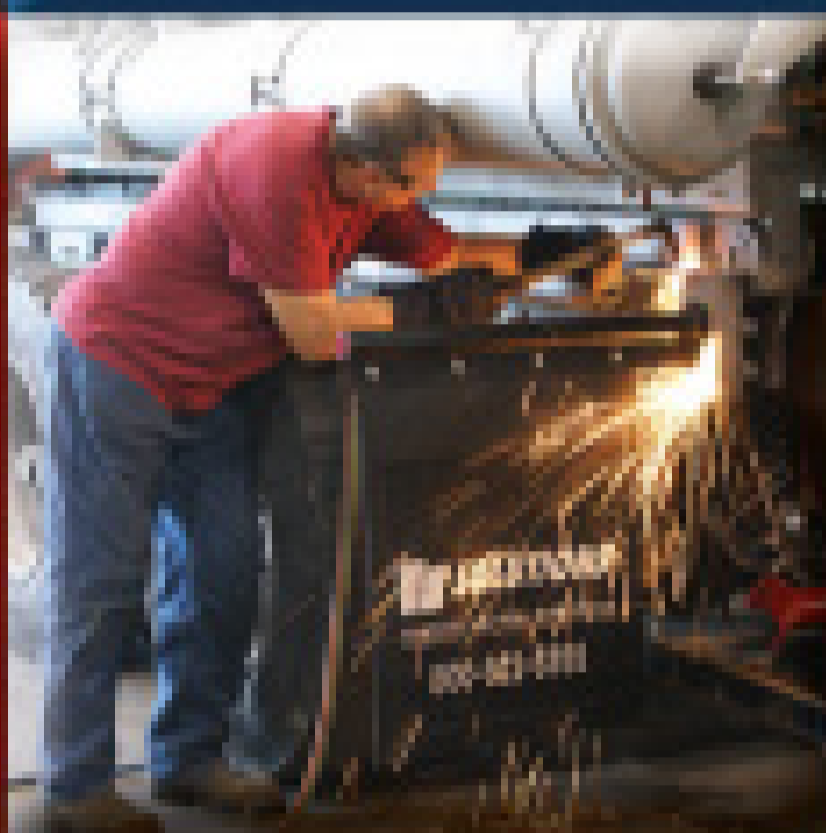
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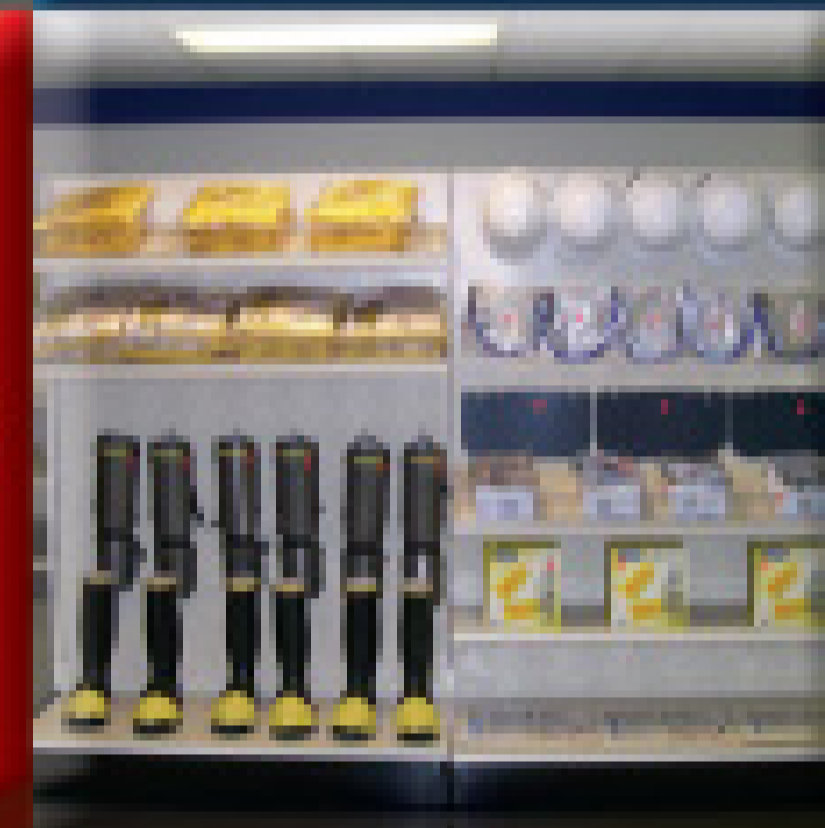
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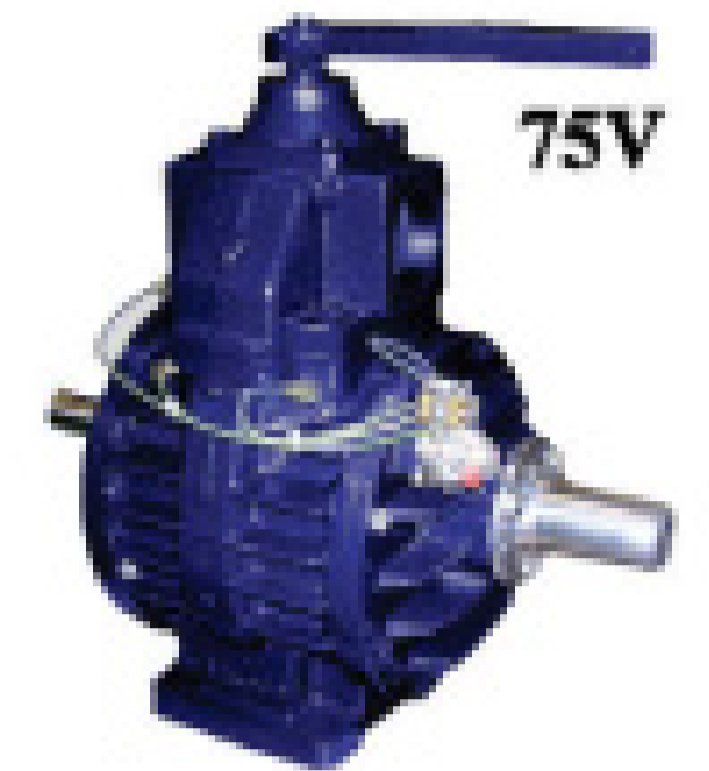
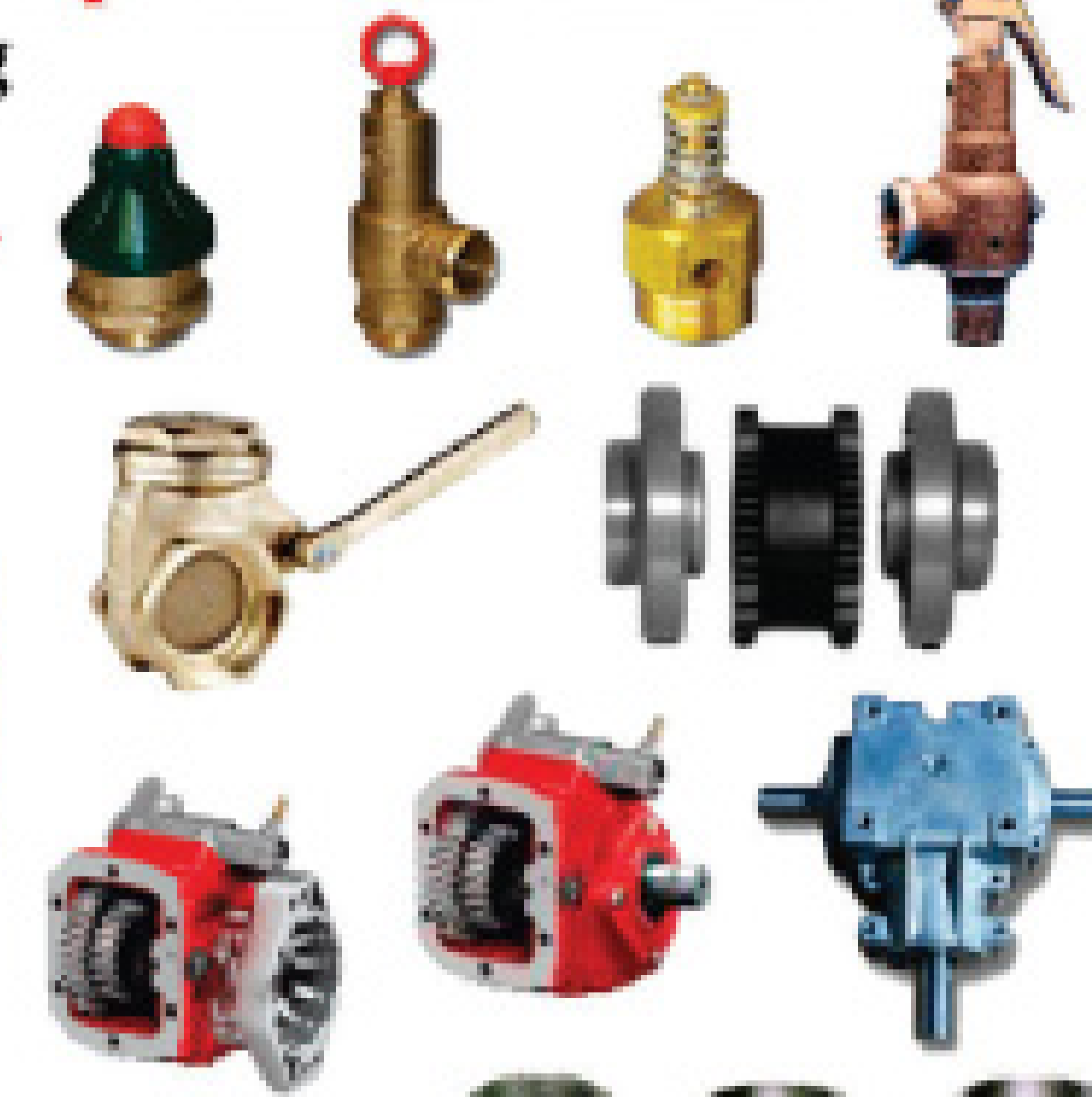


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Too Extreme? Or About Time?

The National Safety Council proposes a blanket ban on cell phone use while driving

By Ted J. Rulseh



The National Safety Council has not only called on motorists to stop using cell phones and messaging devices while driving — it is urging businesses to enact policies prohibiting those practices, and asking governors and legislators in all 50 states and the District of Columbia to pass laws banning them.

Safety First

In a January news release, NSC president and CEO Janet Froetscher observed, “Studies show that driving while talking on a cell phone is extremely dangerous and puts drivers at a four times greater risk of a crash. Driving drunk is also dangerous and against the law. When our friends have been drinking, we take the car keys away. It’s time to take the cell phone away.”

It would be a mistake to underestimate the NSC’s credibility or effectiveness. The council led the adoption of the “Click It or Ticket” seat belt campaign from a one-state pilot project to a 50-state program. “We believe the same kind of culture and behavior change must — and can — be achieved to stop cell phone use while driving,” Froetscher says.

ANOTHER DISTRACTION

The NSC puts cell phone usage in the larger category of distracted driving. The council observes that driver inattention is a leading cause of traffic crashes. The National Highway Traffic Safety Administration says driver inattention is responsible for about 80 percent of all collisions.

And cell phone use, hands-free or not, is a major source of distraction, the NSC argues. The council cites a study from the Harvard Center of Risk Analysis estimating that cell phone use while driving contributes to 6 percent of crashes, which equates to 636,000 crashes, 330,000 injuries, 12,000 serious injuries and 2,600 deaths each year.

The study also put the annual financial toll of cell phone-related crashes at \$43 billion.

Talking on a cell phone may be less distracting than some other activities people engage in while driving, but the use of cell phones and texting devices is much more pervasive, making it more dangerous overall, Froetscher states.

The NSC also points to studies from the University of Utah showing that hands-free devices do not make cell phone calls while driving safe. “Another study demonstrates that talking to passengers, as opposed to talking on a cell phone, actually makes adult drivers safer, because passengers help alert drivers to potential driving risks,” the news release says.

Froetscher adds, “When you’re on a call, even if both hands are on the wheel, your head is in the call, and not on your driving. Unlike the passenger sitting next to you, the person on the other end of the call is oblivious to your driving conditions. The passenger provides another pair of eyes on the road.”

“Studies show that driving while talking on a cell phone is extremely dangerous and puts drivers at a four times greater risk of a crash. Driving drunk is also dangerous and against the law. When our friends have been drinking, we take the car keys away. It’s time to take the cell phone away.”

Janet Froetscher

BIG USE IN BUSINESS

The NSC acknowledges that a significant amount of vehicular cell phone use occurs on the job. “Many businesses have already acknowledged the injuries and costs associated with this behavior by adopting policies that ban cell phone use by employees on the roads,” the council states.

Among NSC member businesses that responded to a survey, 45 percent said they have company policies prohibiting on-road cell phone use. Of those, 85 percent said the policies make no difference in business productivity.

“Anyone with a busy job knows the temptation to multi-task and stay in touch with the office while driving,” Froetscher says. “Believe me, I’ve been there. I didn’t realize how much risk I was taking. Most people don’t. Employers understand how dangerous the behavior is and their potential liability. We are asking all businesses to join us by adopting policies banning calling and texting while driving on the job.”

Froetscher has sent letters to all governors and state legislative leaders encouraging them to adopt statewide bans. She acknowledged that achieving and enforcing bans in all states will be a challenge, but she said the NSC has successfully faced similar challenges in the past — including seat belt enforcement.

‘THERE WILL BE A DAY ...’

“It may be hard for some people to imagine how certain laws, such as those concerning drunk driving, teen driving, seat belt use and booster seats, can be enforced by observation alone,” Froetscher said. “Smart people in law enforcement get together to address such issues. They develop creative and successful measures to identify violators, such as high-visibility enforcement strategies.”

The NSC will take a three-fold approach to leading change: advocating legislation; educating the public and businesses about the risk of cell phone use while driving; and supplementing distracted driving content in its training of 1.5 million people annually in defensive driving.

“The change we are looking for, to stop cell phone use while driving, won’t happen overnight,” Froetscher says. “There will be a day, however, when we look back and wonder how we could have been so reckless with cell phones and texting devices.”

For a fact sheet, data resources and other information concerning cell phone use while driving, visit the NSC website at www.nsc.org. ■

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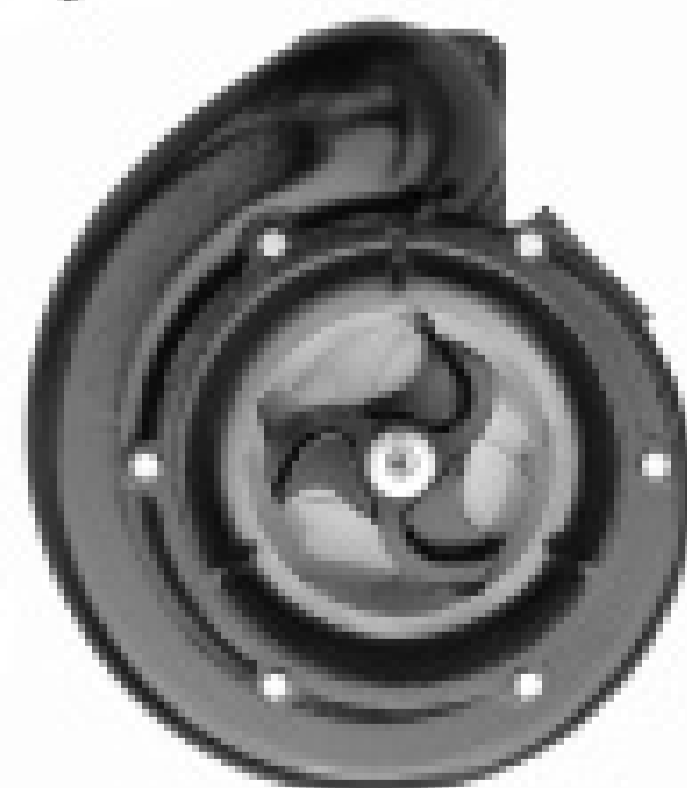


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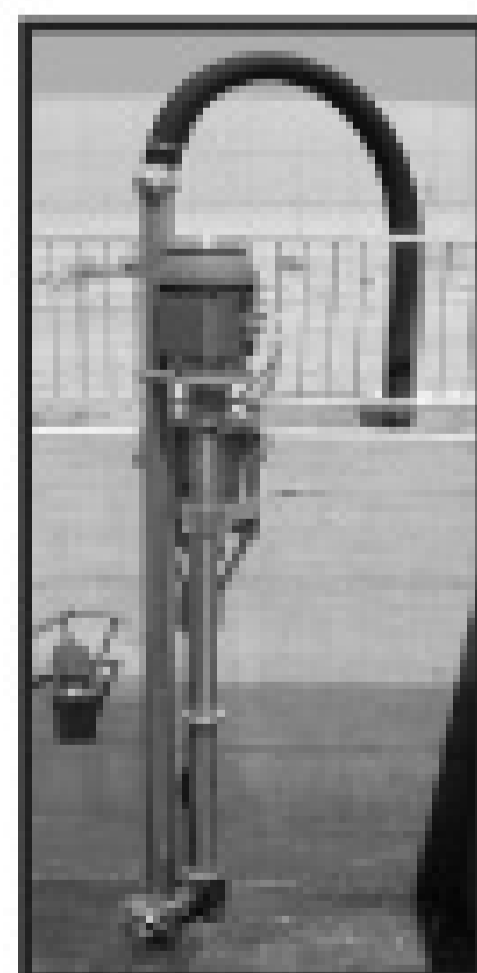
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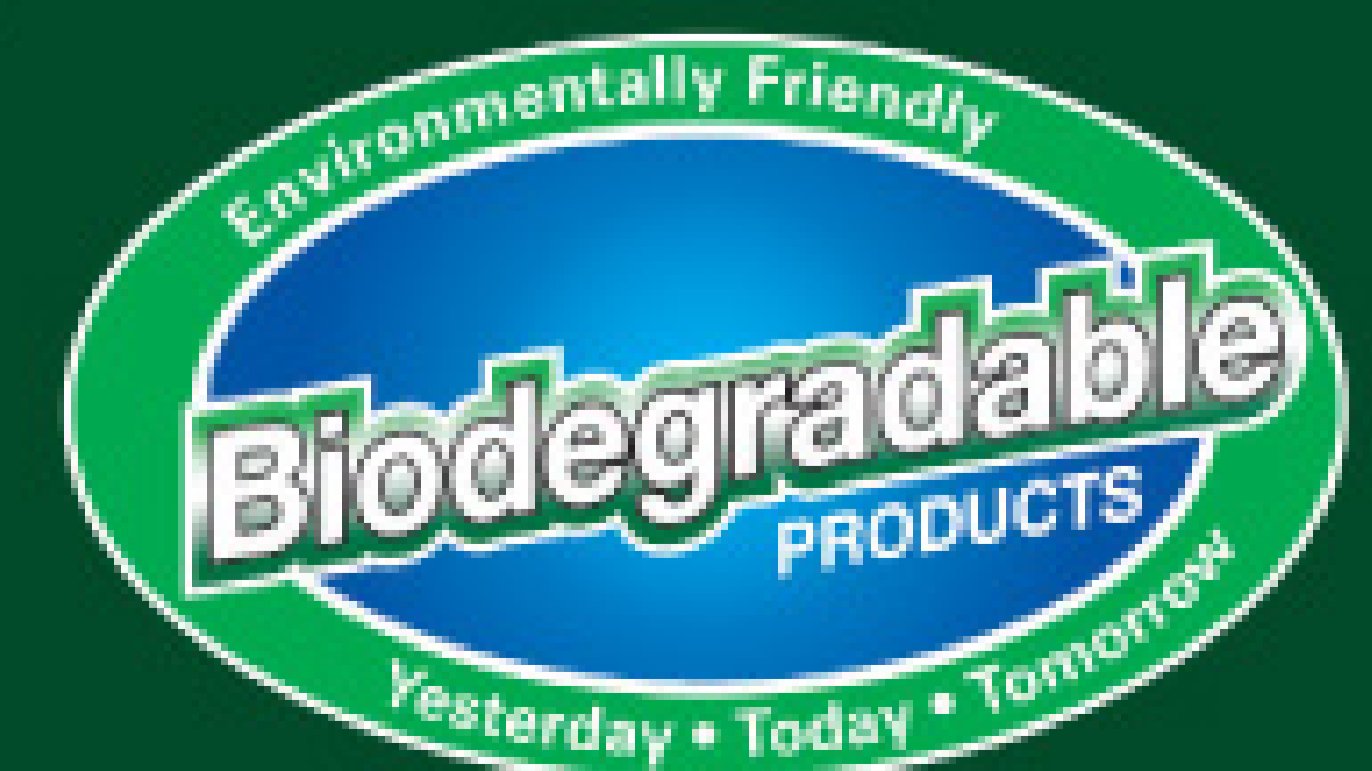


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Your submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important.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



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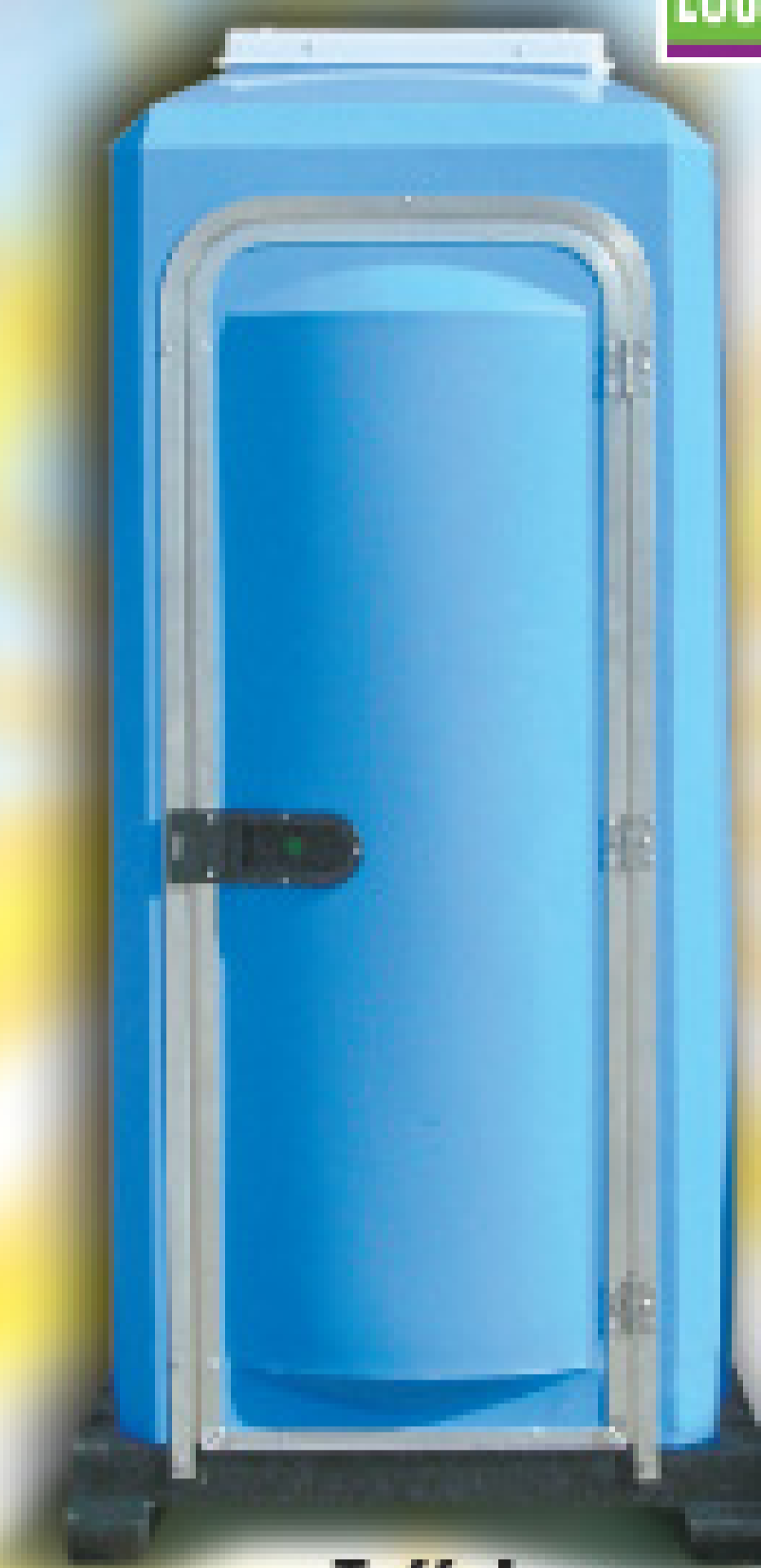
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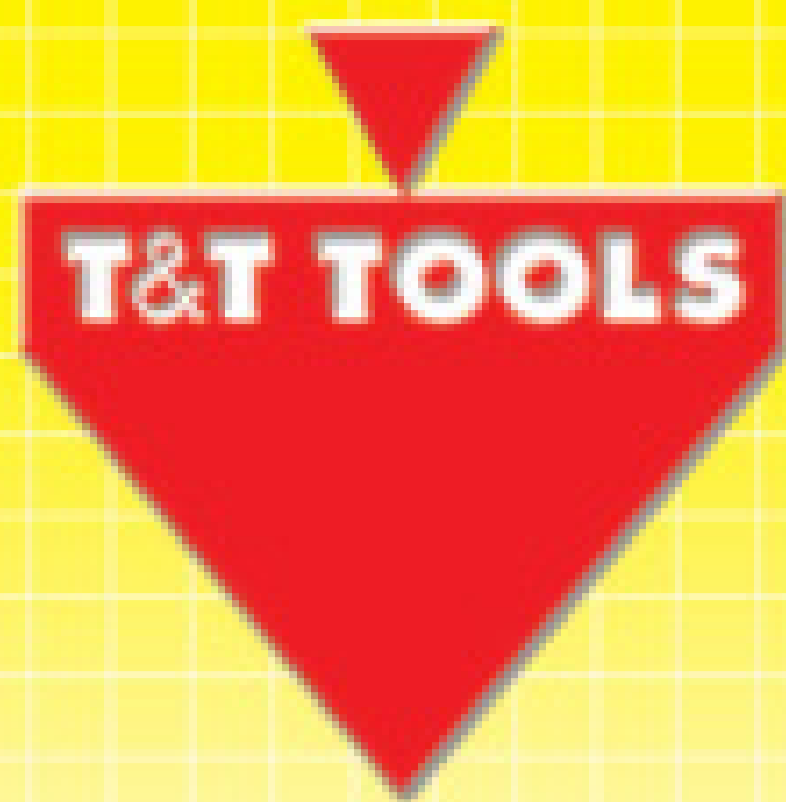
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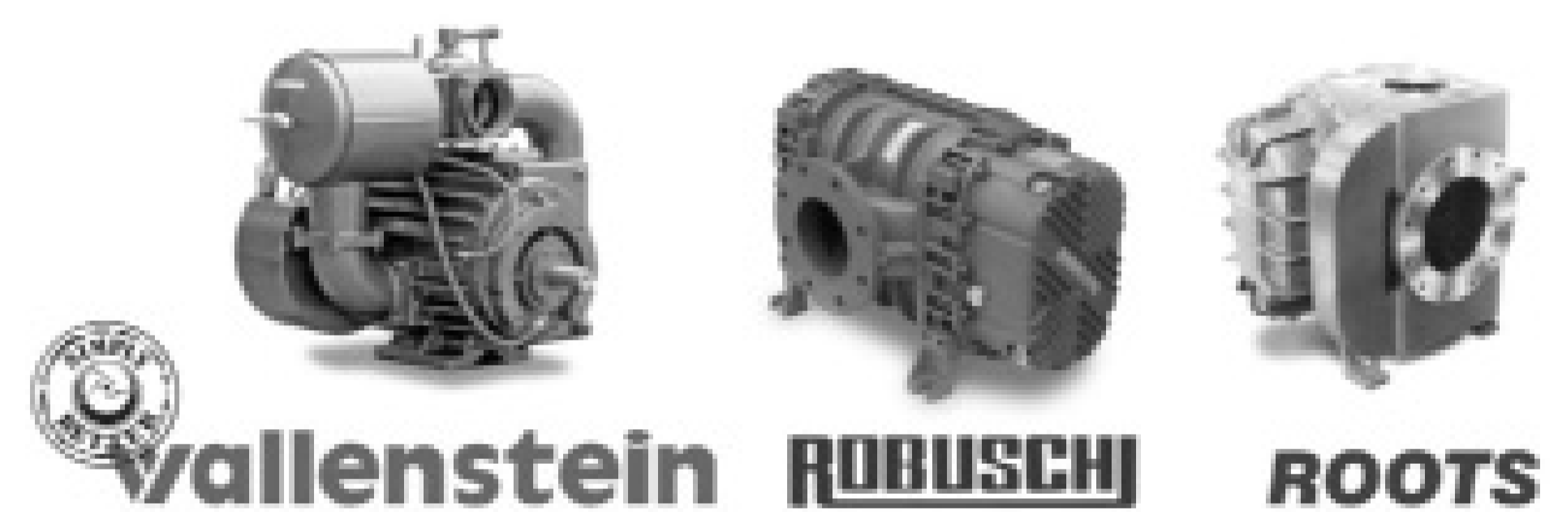
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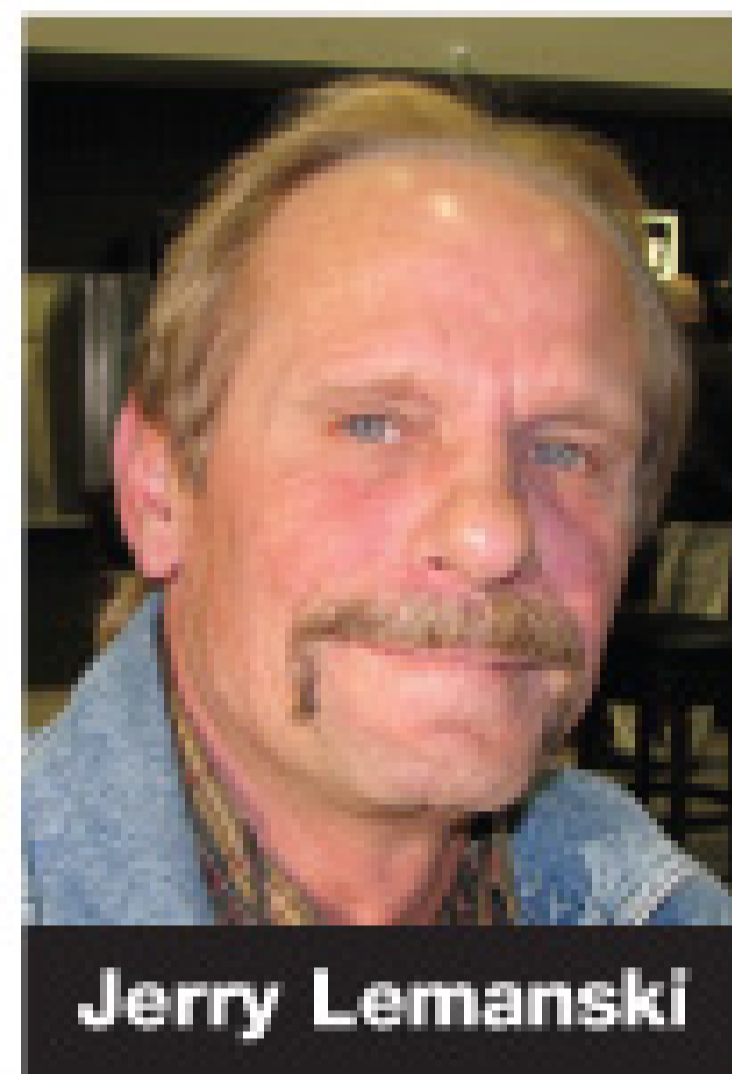
Truck and Driver

Proper training will help truck drivers protect themselves from injury and the expensive equipment they operate

By Mary Shafer

Any smart employer knows that his or her largest investment is tied up in the hiring and retention of quality employees. And in an industry like this, which depends so heavily on the consistent performance of large, specialized vehicles, it's a no-brainer where the other big bucks get spent.

So what do we do to protect these major investments in our businesses? The answer appears to lie in training, the kind that goes above and beyond the simple mechanics of the job. It's about building up and maintaining the safety and viability of both types of assets — human and mechanical — over the long haul.



Name:
Jerry Lemanski, owner
Company:
Bay Area
Environmental
Services
Location:
Riverview, Fla.
Employees: 25
**Years in
Business:** 26

With 25 employees and 26 years in the business, Jerry Lemanski has a significant investment in his staff and the fleet that provides industrial pumping to factories across Tampa Bay from St. Petersburg on Florida's western coast.

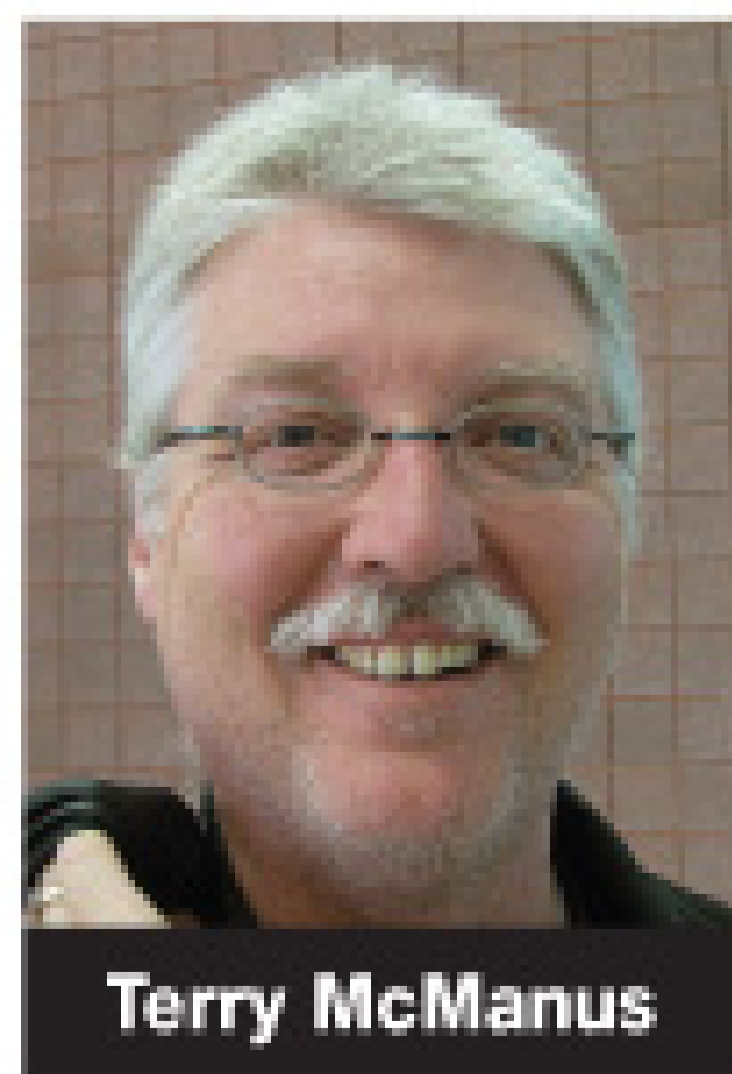
"New hires don't get on the truck right away," he says. "They work as a helper, learn-

ing to operate everything. They start at the bottom and work their way up. They learn the vehicle backward and forward," coming to respect the heavy equipment and to be able to drive the truck responsibly.

Lemanski says how fast a person moves up through the ranks "is all up to the individual. Each individual is different. You can tell within a week whether someone's got the capabilities or not (to become a driver). If not, they remain a laborer."

Specifically, Bay Area laborers are groomed in proper mechanical operation of all facets of the industrial vacuum trucks, including how to keep themselves and others around them safe when in proximity to high pressure waterblasting and vacuum tools. Lemanski stresses the development of enough comfort with the equipment to foster confidence without allowing the operator to slide into dangerous complacency.

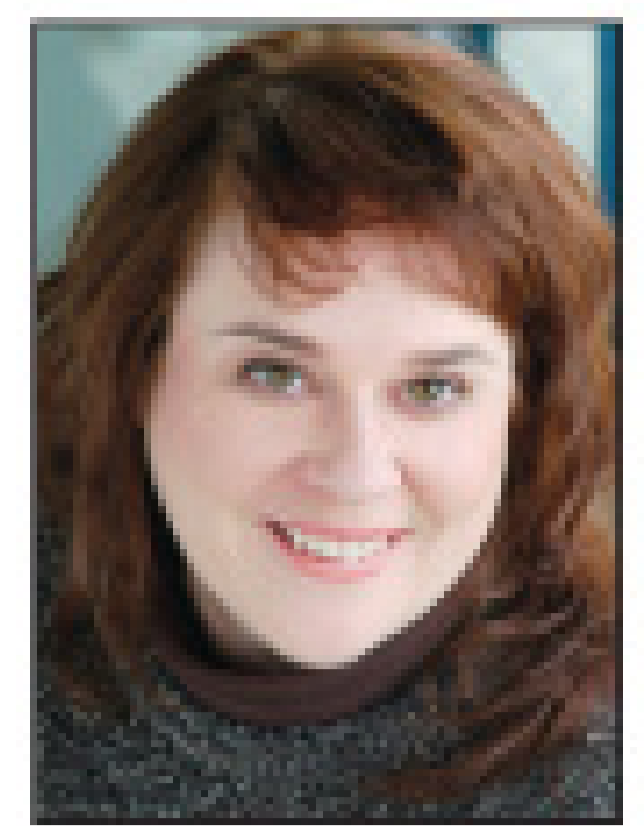
"They learn every aspect from the mechanics to the operation to the maintenance, from the back end all the way to the front, before they ever get in that cab," he says. This includes servicing, greasing, changing bearing packings, setting and cleaning the inspection cameras daily. Then, once a technician has gained driver status, each one goes through a daily pre-route vehicle routine that includes checking oil, water, air in the tires, "anything that has to do with good performance and safe operation of that truck," according to Lemanski.



Name:
Terry McManus,
owner
Company:
Ace Septic Services
Location:
Abbotsford, B.C.,
Canada
Employees: 6
**Years in
Business:** 4

"It's hands on," says Terry McManus, describing the type of training his drivers receive. "You come out with me, and you don't solo at all until you know the ins and outs of how the pump works. There's a learning curve. I show them what the pump's capable of, the proper lubrication method, how to set things. I tell them if it's

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



not right, don't use it, call me or get somebody in there so we can make sure (it's running properly). I stress daily maintenance, the importance of keeping everything cleaned out."

It's a training method he's perfected, McManus says. But he learned the hard way how important it is to provide thorough, one-on-one, "with-the-boss" training that creates employee appreciation for the kind of investment he makes in them and the vehicles. "I had some who didn't, and they're not here anymore. They blew up one pump, and that was enough for me. It was just absolute neglect."

Another lesson learned the hard way was to make sure that smaller equipment also represents a real investment. "Unfortunately, when we were first in the business, we bought cheap hoses, and had a lot of kinking issues," recalls McManus. He says it's hard to impress upon employees the need to treat equipment with respect when it's clearly substandard to begin with. "We've since replaced all those, and it's working out much better," he says.

Ace's other main training effort is around safety. "All my drivers are safety trained, for themselves and for the truck," McManus says. "We cover brake safety — I'm a stickler on brakes — making sure you've got all the fluid levels up, that the tire pressures are good, light systems. Make sure all your valves are capped and closed, otherwise you're going to spray the car behind you and they're not going to be a happy camper. This stuff is also covered in driver mechanical training, so by the time I get them for safety, it's more review and they've got it all down."

McManus plans to train future drivers first as "swampers" — riding shotgun with an experienced driver — since that's how he trained his latest driver, and it has worked out well. "He was doing the labor, running the hoses and the pump. He got a really good mix of how the job is done, how to keep the customer happy, and the safety. I told him, 'I want you to learn all this now, because when you get to be a driver, this will be your responsibility.'"



Name:
Frank King, owner
Company:
Action King Services
Location:
Lowell, Mass.
Employees: 12
**Years in
Business:** 40

"Our portable restroom drivers first view safety videos, then we put them on a route with another driver as an assistant for two to four weeks," says Frank King, whose firm does septic pumping, line jetting and inspection and portable restrooms. "Usually that's an entry level position that doesn't require a commercial driver's license. As we

watch (the new hire) and find they're a keeper, we want them to get their CDL. Let's say they've got one day a week that's not on a route, they go and work with the septic pumpers or the jetting crew. We encourage them to get out the registry books then go down and get their permit. If they do, it's an automatic pay increase. We encourage them from that point to ride with other drivers and get their full CDL. Once they do that, when a vacancy occurs, they're the one to move into that position."

King says it's difficult to get drivers to pay attention to the kind of regular maintenance that needs to be done to take care of the truck. Basic fluid checks, tire pressure and general road safety checks are part of the pre-route daily inspection, which is also for the driver's safety. Major vehicle inspections are done during regular quarterly lubrication and other scheduled work that's done by an outside mechanic. ■



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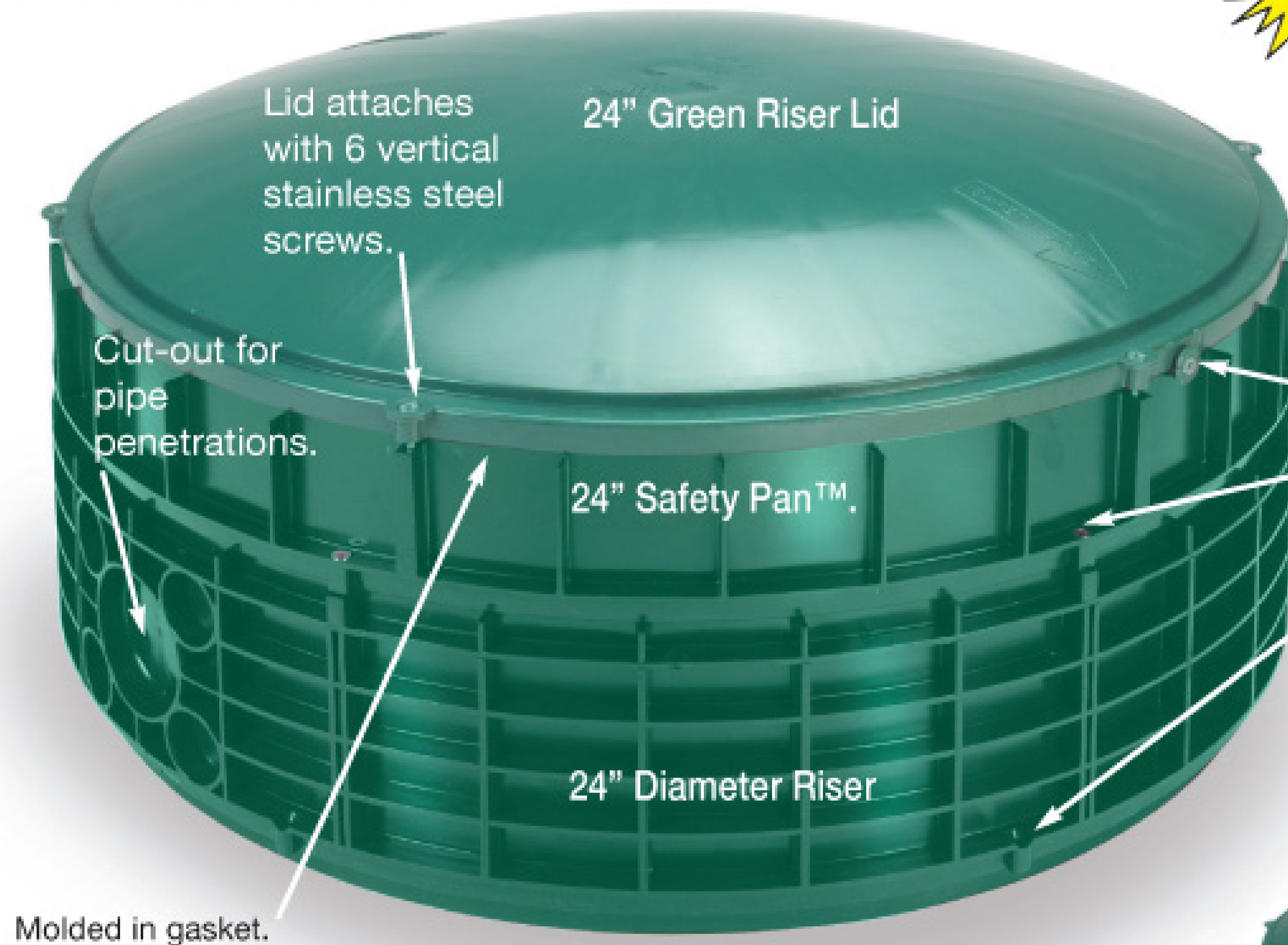


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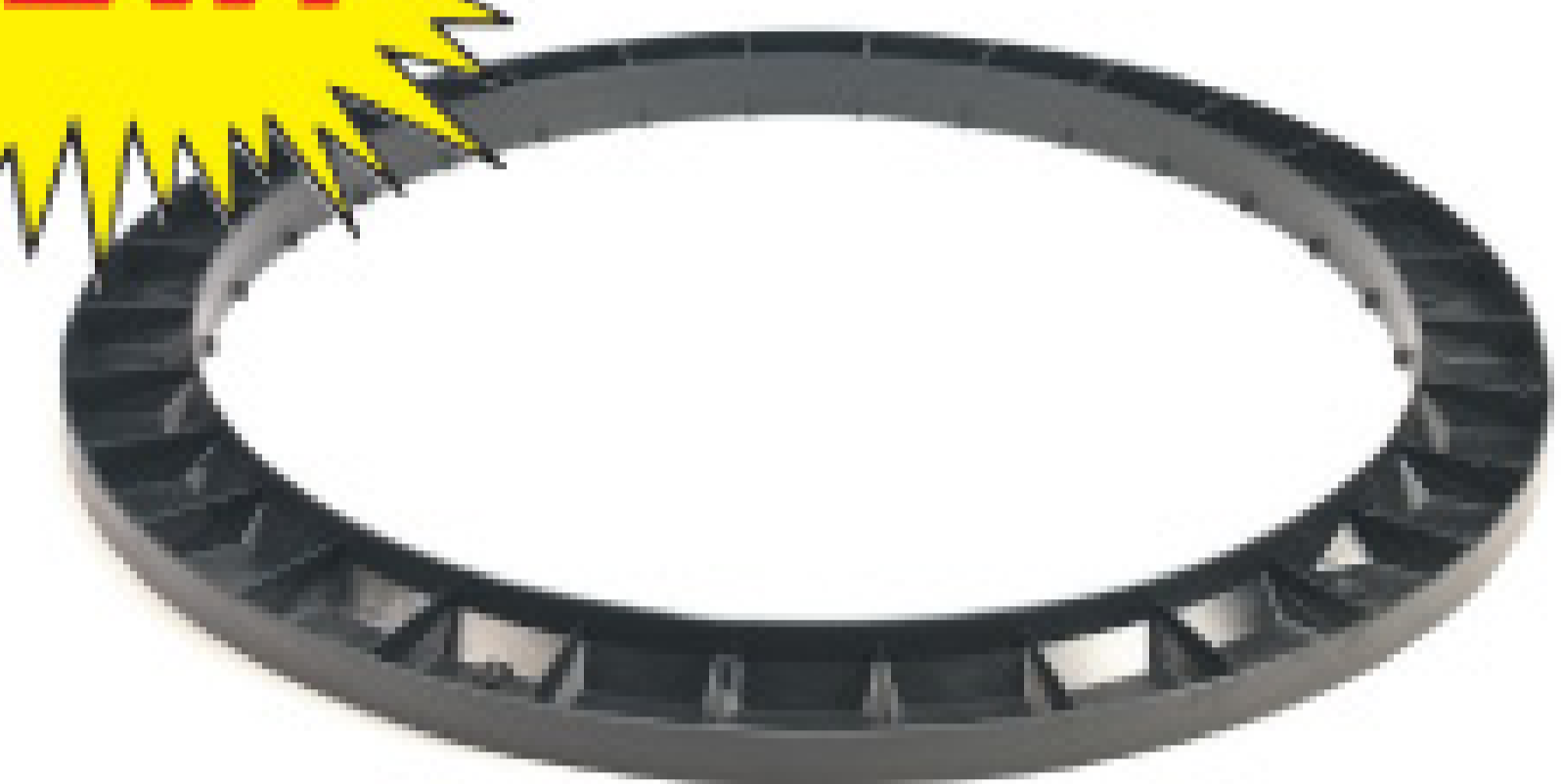
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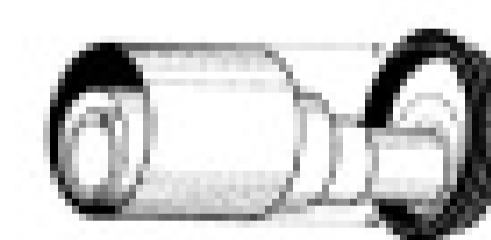
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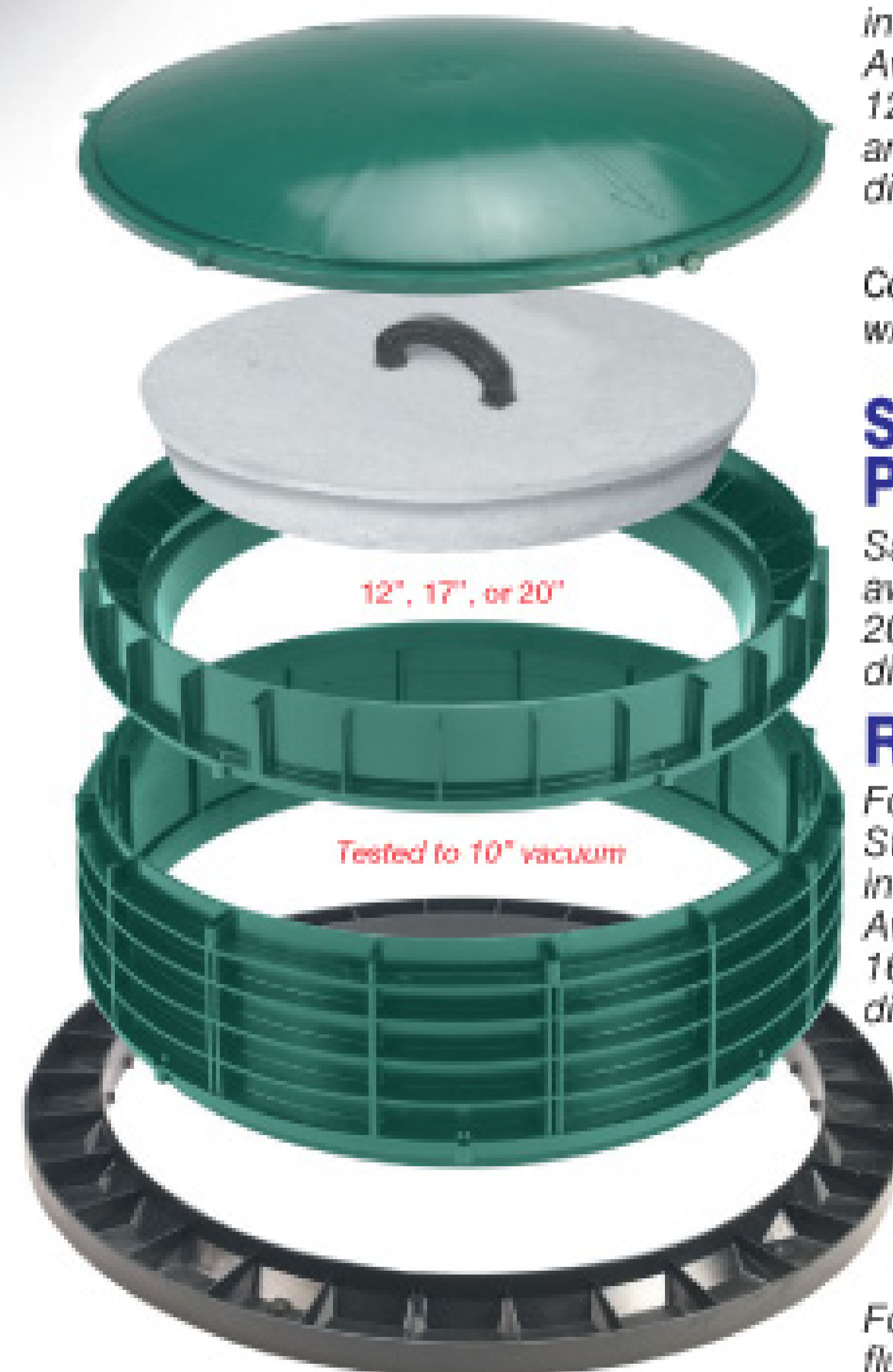


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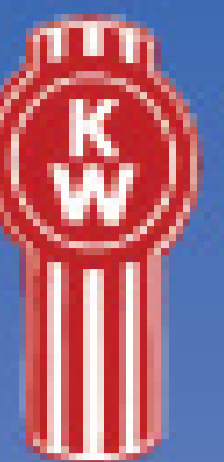
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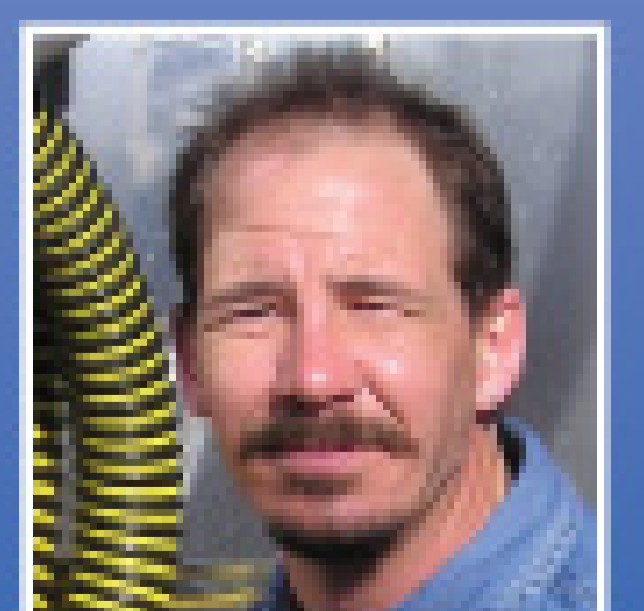


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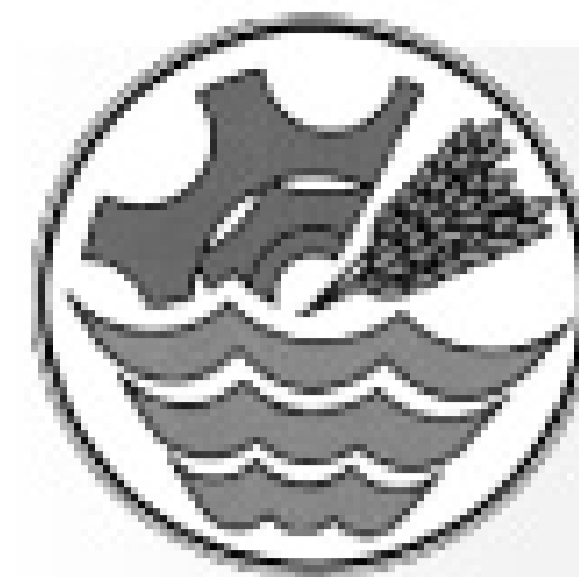
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Just Say No to Garbage Disposers

The Answer Man's simple advice to homeowners and onsite maintenance pros: "Do not deposit anything into the septic tank unless you have eaten it first!"

By Roger E. Machmeier, Ph.D.

Q We are purchasing a house with a new 1,500-gallon septic tank. As part of the home inspection, our inspector gave us the rundown on septic tanks. On the topic of our garbage disposer, he rightly recommends against using it for anything other than very light duty. But he went on to further stress never put onions or cabbage down the disposer, as it will (somehow) harm the ecology of the septic system. My wife and I have been scratching our heads as to how/why this could be. Do you have any insights? Also, any tips on when/how to use a diverter valve installed between the main tank and the leachfield?

A I have never heard the onion or cabbage story in regard to affecting the bacterial action in a septic tank. I can't imagine what impact either cabbage or onions might have. Any raw vegetables will not break down completely and so will accumulate more solids in the septic tank. I see no reason why the bacterial action should be adversely affected.

AVOID CABBAGE

Your story is interesting because my wife and I recently had an experience with a plugged garbage disposer. We moved to a new home with a garbage disposer. We were disposing of cabbage leaves when the unit became badly plugged.

The serviceman who

cleaned out the disposer and waste piping stressed that cabbage should not be placed in the disposer. He also included onion skins, celery and banana peels as items to keep out of the disposer.

So, I do know onions and cabbage can plug a garbage disposer. Perhaps this is the problem your inspector was referring to rather than in the septic tank.

Grinding bones or other materials that will not decompose with bacterial action will also add solids to the septic tank sludge layer. Other items that should not be added to a septic tank, with or without a garbage disposer, are cooking fats and coffee grounds.

SIMPLE ADVICE

Any organic material that has not been through the human digestive system will fail to break down in the septic tank. This is why using a garbage disposer is not recommended with a septic system. We used to present this message at our Onsite Sewage Treatment Workshops in Minnesota: "Do not deposit anything into the septic tank unless you have eaten it first!" We did exempt toilet paper from the list.

The frequency of cleaning the septic tank will be increased with the use of a garbage disposer. The quality of the effluent going out of the tank will not be as good. This is because the organic materials have not been through the human digestive system and do not decompose as much in the septic tank.

I would also recommend a filter be installed in the outlet tee

The portion of the drainfield that no longer receives effluent from the septic tank will dry out and oxygen will enter through the soil pores. The biomat will be oxidized as will some of the fine sewage solids. If the resting time is adequate, the drainfield will likely recover most or all of its initial treatment capacity.

of your septic tank. This is especially important when a garbage disposer is being used. The outlet filter will prevent large solids from leaving the septic tank and getting into the drainfield. Some onsite codes now require septic tanks to have outlet filters.

DIVERTER VALVE

In regard to your question on using the diverter valve, I would assume the valve has been installed to use only half of the drainfield while the other half is not being used. I believe it is sound design to divide the drainfield and use one part while the other part is resting and recovering treatment capacity.

The designer and/or installer of the onsite sewage treatment system should have made recommendations on how to use the diverter valve in your system. Your inspector also may have some suggestions on the operation of the diverter valve.

In general, I would suggest a diverter valve be switched at least on an annual basis. There are some other considerations depending on the size of the drainfield. Also, the drainfield could be a series of drainfield trenches or two seepage beds.

If the drainfield has trenches and if there is an inspection pipe

at the end of each drainfield trench line, a pumping professional can quickly determine how much of the drainfield is being used. If the drainfield trenches are on a slope and sequential distribution is used, it will only be necessary to check the effluent level in the last trench.

It would be a good idea to have each of the trenches checked at least once to see if effluent was reaching the end of the trench. If all the trenches on one side of the drainfield become full before the end of a year, then the diverter valve should be switched to allow half of the field to rest.

The portion of the drainfield that no longer receives effluent from the septic tank will dry out and oxygen will enter through the soil pores. The biomat will be oxidized as will some of the fine sewage solids. If the resting time is adequate, the drainfield will likely recover most or all of its initial treatment capacity.

The same procedure should be followed with the other half of the drainfield, which is being used. Once a time period or frequency has been established for switching the diverter valve, frequent use of the inspection pipes should not be necessary. ■

Readers are welcome to submit questions to the Answer Man. Send your question to COLE Publishing by e-mail to editor@pumper.com, by fax to 715/546-3786; or by mail to P.O. Box 220, Three Lakes, WI 54562. We will pass your question along to Dr. Machmeier.



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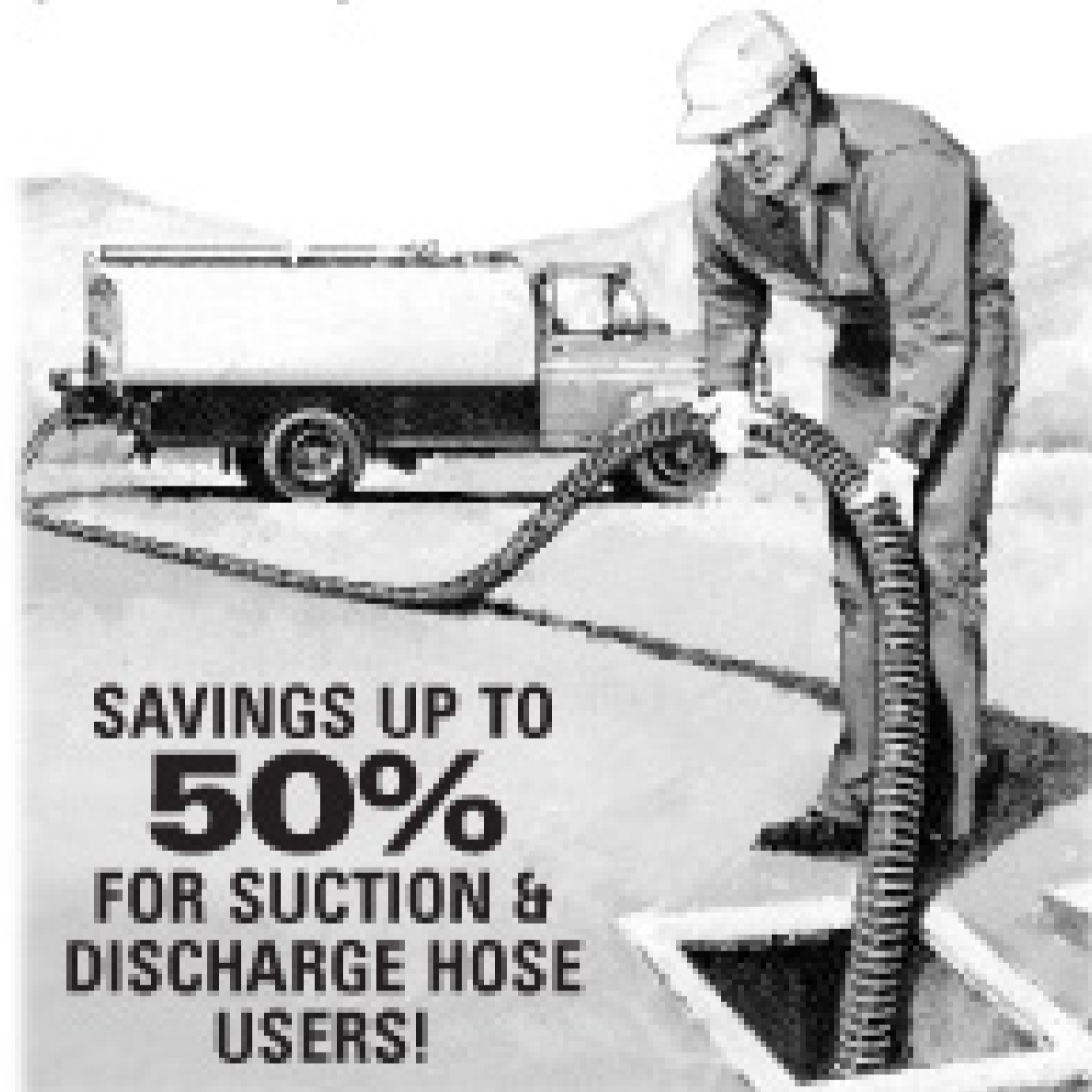
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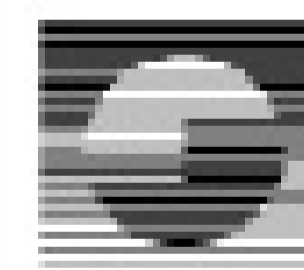
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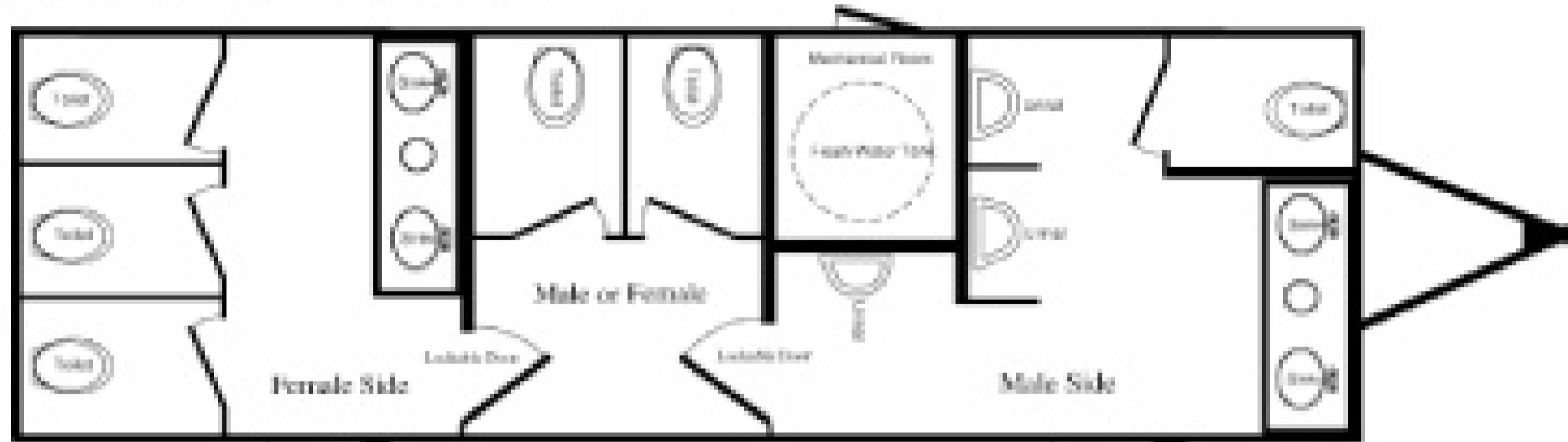
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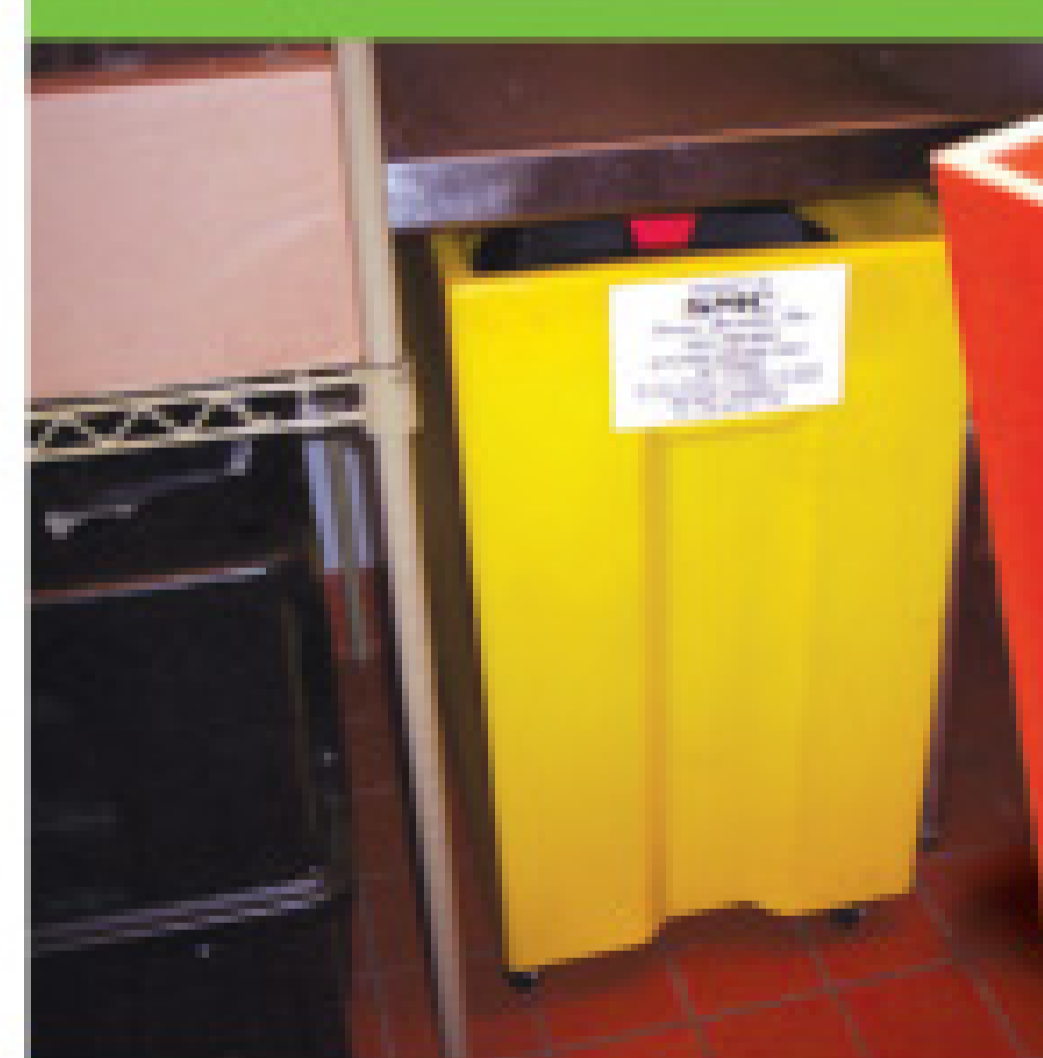
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Plans for 2009 Advance Education and Business Opportunities

By Tom Ferrero

FRESH LEARNING OPPORTUNITIES

The grant from the U.S. Environmental Protection Agency that NAWT received to improve and implement its vacuum truck training course expired in February. We made a lot of headway toward achieving those goals, primarily by working with state associations. Most recently, the Florida Onsite Wastewater Association, or FOWA, presented the course twice in February and has funding to offer it a third time. Florida has no mandate requiring vacuum truck training, so FOWA worked with licensing authorities to qualify the course for continuing education credits. The Ohio Onsite Wastewater Association also gave the course at its annual conference this year.

NAWT held 18 vacuum truck training sessions and certified 300 operators during the last two years. It also qualified 10 individuals to teach the course. Some are pumpers running six to 10 vacuum trucks. They became trainers so their drivers would all be NAWT-certified operators.

NAWT has always believed that its training should come to a location near you. It has to be convenient and affordable. To that end, we are working on duplicating the National Environmental Health Association Inc. e-Learning online training program. NAWT courses lend themselves well to this Web-based format, which would include streaming video of all field components.

Here's how it works: Applicants would pay a fee to receive our printed instruction manual and access the e-course, then complete the work within a given time frame. Chapters from the manual end with review questions. Anyone with further questions can e-mail a NAWT instructor and receive a prompt response. A LaserGrade Test Center — each state has one or more — would administer the final exam.

Besides the convenience this solution offers, the registration fee would be about 50 percent less than a classroom course. Add travel expenses to the equation and the savings are even greater. It's a fantastic deal, and answers the many requests NAWT receives to post the courses online.

WASTE TREATMENT SYMPOSIUM

NAWT is working with the Water Environment Federation Technical Exhibition and Conference to make this year's Waste Treatment Symposium extra special. Both events are in Orlando, Fla. The symposium dates are Oct. 9-10 (Friday and Saturday), and WEFTEC follows on Oct. 11-14. For starters, registering for our symposium will include free admission to the WEFTEC exhibit hall Sunday afternoon (www.weftec.org). Last year, 1,111 vendors participated, many with information on waste treatment. Some WEFTEC vendors and participants will have the opportunity to attend our symposium, too.

Friday's agenda covers septage treatment and business planning. We're still locking down speakers, so please be patient. Saturday morning's classroom sessions focus on processing grease trap waste. Our topics are:

Trap Grease: Transforming a Liability to an Asset,

Emily Landsburg, CEO, Philadelphia Fry-o-Diesel Inc., Philadelphia, Pa.

Landsburg will talk about the challenges of processing

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sewer, grease trap and other brown greases into a biodiesel fuel that meets ASTM-D6751 (national quality standard) and lay out specific steps to implement a successful project.

Evolution of Transported Liquid Waste to Beneficial Use with Pre-Treatment Processes; Solving Regional Needs of Haulers and Wastewater Treatment Plants, *Therese Wheaton, Crystal Environmental, Springboro, Pa.*

This presentation discusses how the inability of publically owned treatment plants to meet the needs of waste haulers fueled the development of privately owned treatment works, and how recently built facilities can process greater volumes of waste with a smaller impact on them.

Biomethane Production and Utilization in North America, *Dr. Dave Parry, P.E., BCEE, CDM, Bellevue, Wash.*

Parry's talk explains how to increase biogas production in an economical, environmentally feasible, socially acceptable manner that is operator friendly. He will use authentic operating examples to present options.

Orange County (Fla.) Grease Management and Industrial User Discharge Permits, *Susanna Littell, Orange County Utilities Services Coordinator, Orlando, Fla.*

Orange County has an aggressive and successful grease trap management program partly because of its relationship with Select Processing of Orlando. Littell will discuss how that facility pretreats wastes before discharge into the municipal collection system and how the county's pretreatment program developed.

Case History of Select Processing of Orlando, *Steven Macchio, ClearFlo Technologies Inc., North Lindenhurst, N.Y.*

Macchio, owner of Select Processing of Orlando, will talk about how the facility evolved from screening and lime stabilization to dewatering and discharging effluent into the Orange County municipal collection system.

Following a Q & A session and lunch, attendees will be bused to Select Processing for a tour. The facility, an industrial user, is permitted to process 188,000 gpd of septage, grease trap waste, portable restroom wastes, and sewage sludge. It handles 30,000 to 40,000 gallons of grease trap waste a day. Class B biosolids are applied on agricultural land. Using genuine septage and grease trap waste, vendors will demonstrate operating, screening, and dewatering equipment, polymer applications, and other peripheral devices.

One interesting fact about the city of Orlando and surrounding Orange County is that they require grease traps to be pumped every 90 days. The city alone has some 10,000 restaurants, enabling many haulers to do nothing but pump grease traps.

Attendance at the symposium is limited to the number that the field site can safely accommodate, so register early by downloading the form at www.nawt.org. ■

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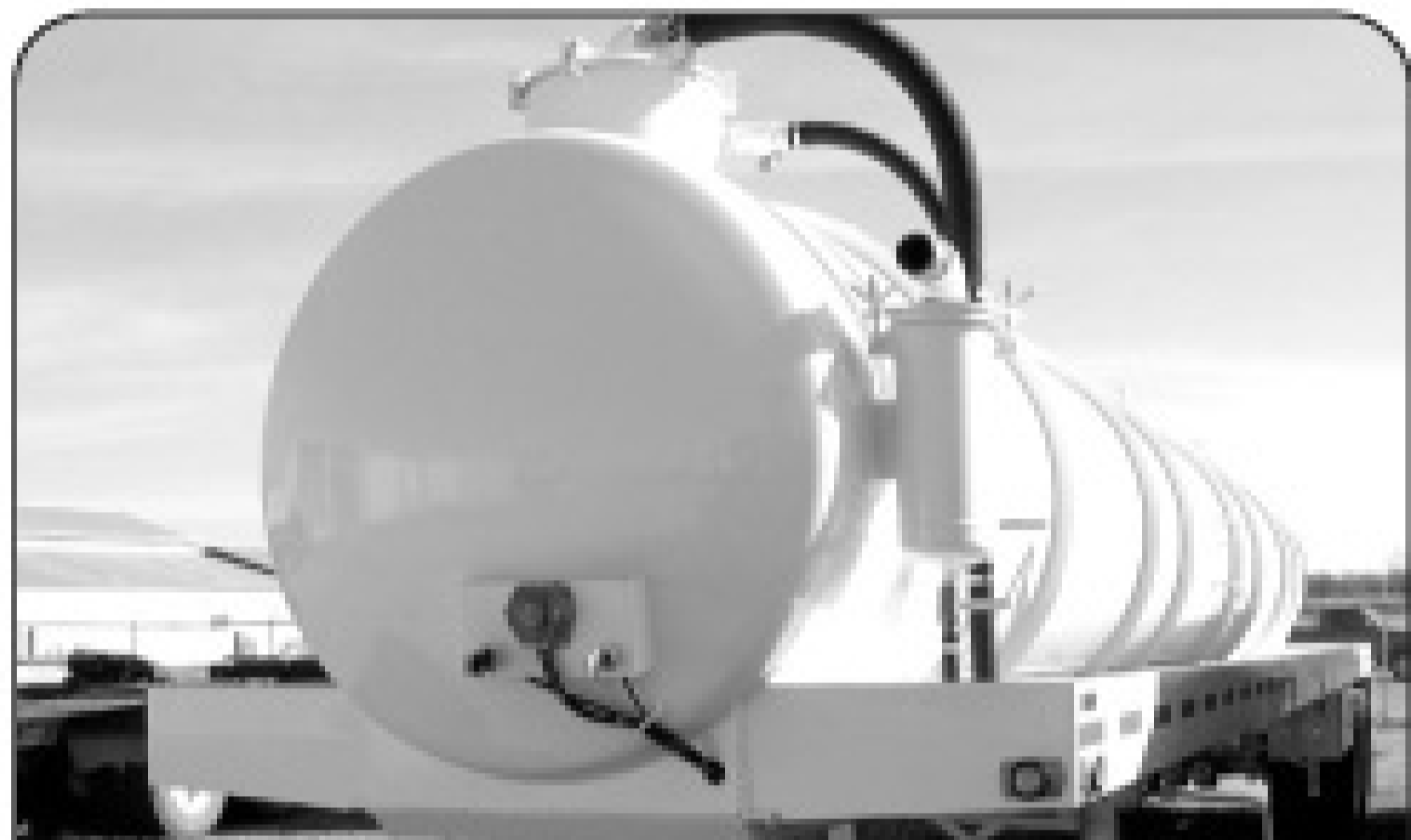
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1992 Camel Ford L-8000. Rebuilt Jasper motor, 10,000 miles, 262 hours. 9-yard debris tank, 1000 gallons of water, extendable boom. 65 gal. @ 2000 psi. Great condition, excellent truck. \$35,000. Fredrickson Supply. Todd 888-949-2385. (P3C4)

2001 Vac-Con Model V390 SHA, 3-stage fan, 80 gpm 2000 psi pump, 600' of new 1" jet hose, new paint. Was city owned. 972-938-1905. **www.empireequip.com.** (CPBM)

1994 Vac-Con, 16 debris tank, 1250 gallon water tanks, articulating reel, slitshaft for vacuum, L8000 Ford, 128,000 miles. \$50,000. 601-373-3736. (P3)

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. Reduced to \$62K OBO. 716-523-6813 after 5:00 pm. (CP3)

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. Reduced to \$47,500 OBO. 716-523-6813 after 5:00 pm. (CP3)

1986 Vactor 1200 on a Ford L-8000 w/3208 Cat w/Allison auto, 68000 miles. Pony motor, 6V53 Detroit w/4365 hrs. Body washout, recir. and anti-freeze systems. \$12,500. Jim @ 313-849-2667. (CP3)

JET VACS

Looking for a couple late model Vactors with low hours. Please contact Steve @ River City Environmental, Inc. 503-969-7591. SteveM@rivercityusa.com. (CP5)

1996 Vactor Model 2110, **PD blower**, 65 gpm, 2000 psi pump, 10-yard debris tank, new paint. 972-938-1905. **www.empireequip.com.** (CPBM)

VACTOR 1994 remanufactured Model 2115, 100 gpm @ 2,500 psi pump, two-stage fan. Many options. \$49,000. Call 440-352-9472 Cell 216-299-1396. (P3C4)

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. (CP5)

1998 Vac-Con V312THA on a Ford LT8000, 3-stage fan, 65 gpm, 2000 psi pump, extendable 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)

2008 Sterling LT7501 with a Vac/All Safe Jet Model AJV1215 1500 water comp, 12-yr. 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)

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)

(1) 2002 Vactor 2110; (1) 2002 2115; (1) 2003 2110. **All PD units.** All were city owned units in excellent condition. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

JET VACS

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

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

2008 Sterling LT7501 with a Vac/All Safe Jet Model AJV1215 1500 water comp, 12-yr. 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 #0330V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1998 Clean Earth, Ford Louisville, 136,900 miles, 275 hp, 10-speed Eaton Fuller, 10-cy debris tank, 27" Roots blower, variable speed Myers pump, 2000 psi @ 80 gpm, 1500 gal. capacity, 8' extendable boom. Also serves as a hydro-excavator. Good condition. Reduced to \$77,500 OBO. 716-523-6813 after 5:00 pm. (CP3)

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POLYPORTABLES SUPER TWIN HANDWASH STATIONS: 1 year old, used once. \$395 each. 715-896-0413 or 715-284-5979. (P5)

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500 Olympic Fiberglass units for sale. Units are older construction grade. Located in Albuquerque, New Mexico. \$100 each. Call 505-345-3965. (PT4)

New and used portable restrooms for sale in Middle Tennessee area. Contact: Tony 931-320-2255. (P5)

Half Units: Good condition, 300 PolyJohn half units, 300 sling units and regular units for sale. Contact Manuel @ 305-970-9837. (P3)

PORTABLE RESTROOMS

50 PolyJohn PJN3 - FOB Spokane - \$250/ea. 509-244-8404. (P4)

35 used portable toilets, \$175 each. Good condition. 10 used 250 gallon holding tanks, \$100 each. Call 888-463-7687. (PT4)

4-year-old PolyPortable Integra tan portable toilets in great shape. \$300 per unit. Call Vince at 775-721-8484. (Northern Nevada). (P3)

New portable restroom, 2-station, fiberglass exterior, 204 gal. waste, metered faucets, waterless urinal. \$9,850. Rich Restrooms. 260-593-2279. www.richrestrooms.com. (P3)

100 green PolyJohn units. Units are in excellent shape. Located in southeastern Michigan. We can provide transportation. Call at 248-529-3159 or e-mail at info@portabletoiletsmichigan.com. (PT3)

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)

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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

2006 Wells Cargo Comfort Elite III. Light use, stored inside. \$19,750. 573-896-8665. (PT5)

PORTABLE RESTROOM TRAILERS

Polyjohn 40' Event Trailer, newly remodeled with all new floors, walls and sinks. It has a family changing room. Asking \$35,000. 509-244-8404. (P4)

Quality built and reasonably priced restroom trailers. Our trailers have 2 stalls, 1 urinal, and a sink in a 6'W x 7'H x 12'L metal frame with white aluminum walls. All piping is concealed in the walls. They come with heater / AC, strong metal steps and mirror on a tandem axle frame. Price \$14,950. Call us @ 817-558-1923. (PT3)

New and used SandDollar Comfort Loos restroom trailers for sale. 864-787-6989. (PT3)

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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

2007 Ford F-550. Satellite set up with a 600 gal. waste and 300 gal. fresh. Low miles, 54,755. Like new. \$38,500. Please call 314-776-4000. (P4)

1990 International pumper truck, 300/600. Asking \$18,000. 509-244-8404. (P4)

1997 Ford Super Duty, 550/120, Conde Super 6, used daily, newly painted, 200,000 miles. Wis. 715-927-7290. (P3)

Aluminum Portable Toilet Tankers: '02 F-650; '02 Isuzu; '02 Inter.; '02 Inter.; '03 Inter.; '03 Inter.; Masport pump, pressure cleaners; 500 clean & 1500 waste. Contact Manuel @ 305-970-9837. (P3)

PORTABLE RESTROOM TRUCKS

2005 F-550 Super Duty, 6.0 diesel powerstroke, automatic, AC, purchased from Satellite, fresh chem. delivery, pressure washer, Conde pump, 650 waste/300 fresh, 2-unit rack, no salt, 145,000 miles, washed daily, kept in shop nightly. Call 701-471-4098 or 701-224-0856. Ask for Bruce. (P3)

1994 Super Duty F-450, 21K with Masport pump, 600g waste, 200g water, 7.3 diesel, automatic transmission. Runs good. \$8,500 OBO. 989-345-1763. (P3)

1998 International 4700 cab and chassis with a Coleman 1,000 US gallon, 2-compartment (700/300 split) carbon steel portable restroom service unit. **Available!!!** (Stock #1327C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2000 International Portable Toilet Truck: 750 gal. waste, 250 gal. freshwater, 5-spd, 7.3 diesel motor with 125,000 miles. Located in Maryland. \$11,000. Doug 410-310-5151. dougierson@piersoninc.com. (PT3)

1200 gal. tank, USED, 1000/200 split, new Masport 130 cfm pump, new Honda 9 hp electric start. \$8,500. Financing available. Call for details. 785-231-0834. (P3)

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)

1999 Ford F450 diesel, manual, aluminum vac tank, 300 waste, 170 fresh, hot water, flat bed and lift gate. 2004 Freightliner FL50 with new bed and vac unit. Pictures at www.robinsonsepticsservice.com. 814-355-4474. (P3)

2001 Isuzu FTR, 2005 Crescent tank pumper, 25,900 GVW, 152,000 miles, runs good. New transmission, new tires, 1000 waste, 300 fresh. Will trade for restroom trailer. \$28,850. FSBO. 585-657-1010. (PBM)

1995 International 4700 with a Prime 1,500 US gallon, 2-compartment (1000/500 split) carbon steel; portable toilet service unit. "As is." **Available!!!** (Stock #3469C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

PORTABLE RESTROOM TRUCKS

1998 F-800 w/stainless 200/100, 5.9 Cummins w/Allison auto, 80,000 miles, holds 10 units. \$20,000 OBO. 334-319-1412. (PT4)

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)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, airbrakes, 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.aacoinc.com/classified. Located Phoenix, AZ. \$45,000. 208-362-3193. (P3)

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

LOOKING FOR a 2005 or newer portable restroom truck. All set ready to go or just chassis. Call 517-764-7888 or fax 517-764-7808. (P3)

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)

2006 International (6H263172) DT466 Model 4300 with Transway tank 2200/300, air brakes, Transway T-250 pump, 6-speed, 11Rx22.5 tires, 33,000 GVW, 42K miles, white cab, green body. 716-823-3606. (P3)

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)

1999 Ford F550, 7.3 diesel, auto, Satellite 500/200 tank with 2-unit carrier, Conde pump. \$6,000. NY 800-275-3616. (P3)

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)

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PORTABLE RESTROOM TRUCKS

2005 International (5H166614) DT466 Model 4300 with Transway tank, 1500/300, air brakes, and air ride suspension, Transway 250 vac pump, 6-speed, 11Rx22.5 tires, 32,000 GVW, 35K miles, white cab, green body. 716-823-3606. (P3)

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)

2007 Dodge 3500, new flatbed, 4 dr., 4x4, all power, Cummins, auto., with new 750 gal. service unit, Honda/Masport. \$29,500 offers. Financing available. 785-231-0834. (P3)

2006 Peterbilt 366, less than 2,000 miles, 6-spd., 2600 GVW. Progress aluminum tank 1500/500. Masport pump, water pressure, scent tank. Like new! Call for info and pictures. 512-461-2419. (P4)

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

Regional Manager Position in Jacksonville, FL. Must have experience in industrial waterblasting and vacuuming. Call 423-892-8335; email resume to jobs@universal-serviceinc.com. (PT3C4)

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(2) 4" submersible pumps with self-contained Lister diesel engine, hyd. drive powerpac. Separate hyd. tanks, both on portable skids. Will run (2) 4" pumps or (1) 6". Must see. \$12,500. KLM Companies 617-909-9044. (P2)

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Utile Compressors Vacisystems, vacuum pump for sale. Model LE450 serial # M104653, 350 cfm. \$3,500 OBO. 631-283-1403. (P3)

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

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)

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)

PUMPS-WATER

1 or 2 XT-8 pumps, 8", Model X-T8, 14 3/4" impeller, each with 40 hp 400 motors, less than 50 hrs. each. Also available control panels. \$7,500 each pump and motor. 727-576-1111. (CP3)

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

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. (P3)

SEPTIC TRUCKS

1994 International 8400 tandem axle pump truck, with 3,200 gallon steel tank. Tank and pump eight years old. Cat motor with 320,000 miles. \$30,000 Neg. 410-472-2723. (P3)

3360 gallon septic/vacuum truck, 2003 Sterling, 137,500 miles, A/C, heat, CD-radio, new injector pump, 300 Cummins, heated valves, 367 Challenger pump. 307-272-4848. (P4)

1984 IHC w/2,600 gal. Jay's tank, MEC 8000 pump, good condition. \$19,500. 715-644-2332. (P3)

1997 Mack, nice, 90% rubber, 550,000 miles, blue, AC, 8-spd., 400 hp Mack power, 3000 gal. tank, Masport pump, 100' 3" hose. \$52,500. Financing available. 785-231-0834. (P3)

1990 Kenworth, 90% rubber, Cummins, 270 hp, 16135 miles, new vac pump, Masport. Must sell! \$22,000 OBO. Call with an offer! 630-674-6928. (P3)

2001 Ford F750, diesel, 6-speed, air brakes, new injectors, 2000 gallon vacuum tank, Battioni pump, 180K miles. \$30,000 OBO. Hamilton, Mich. 616-218-3155. (P4)

1985 Ford F-700 pumper, 2300 gallon capacity, under 90,000 miles. \$20,000 OBO. Must sell. Call Mike for info. 970-434-3113; 970-201-8006. (P3)

1979 GMC 7000, 366 V8, gas, 1200 gallon tank, Lilly Pacific pump, \$2,500. Call 530-877-3207, ask for Roger. (P3)

2004 International Model 4300 series, 2000 gallon Progress tank serial #20980, diesel, AC, Stereo/CD, power steering, 36,000 miles, original owner, want to sell ASAP. \$55,000 OBO. 818-912-1220. (CPT13)

1968 Mack RS700L, 350 Cummins, 2400 gallon tank, runs strong, Lilly Pacific pump, \$4,500. Call 530-877-3207 ask for Roger. (P3)

SEPTIC TRUCKS

TWO SEPTIC TRUCKS FOR SALE: 1990 International and 1995 International. Both have 2300 gal. tanks and Masport pumps. One tank is 4 years old; the other is 2 years. Both in good shape. \$20,000 for 1990 model; \$25,000 for 1995 OBO. 256-490-8089. (P4)

1992 Ford LN9000 with new 4,000 US gallon carbon steel vacuum pressure tank, Presvac PV 750 vacuum pump. 44K rears, 18K ft. axle, 145,000 miles, in excellent condition. \$37,500. KLM Companies. 617-909-9044. (P3)

2006 International 4300 DT466, 6-speed, 2150 gal. steel tank, Jurop R260, 90K miles, A/C. Good clean truck. 1 owner. \$48,000. 903-852-3740. (P4)

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)

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

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

2006 Sterling, Volvo 450 hp, Jake 8 speed. Air ride, AC, cruise control. 3600 gallon alum. tank. Masport pump, tri-axle. 100 gallon fresh water tank w/jetter. FM-CD player. Low mileage. 15,000 miles. \$120,000. Call Ronnie Thomas at 703-398-7762 or 540-428-3986. (P3)

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)

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

FOR SALE: 1989 Mack DM with 1994 Presvac 3200 gallon steel tank with full opening back and dump, and 1400 cfm Hibon blower. Dumps with full opening rear door. Great for car washes, sediment pits and deep pump chambers. Great for doing car wash pits. \$10,000. Dick Mottolo 978-276-0217. (P3)

SEPTIC TRUCKS

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)

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

1989 Petro Steel 5,500 US gallon carbon steel vacuum pressure trailer with a front porch mounted PV-750 vacuum pressure pump driven by Deutz diesel engine. (Stock #1142V) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

2001 International 4900 with a 2,000 gallon, vacuum tank and a Fruitland pump. (Stock #9960C) **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)

1985 Ford L-8000 Septic Tank Pump Truck: 2400 gallon tank, Battioni pump, 3208 Caterpillar engine. Daytona Beach, FL. \$9,400. Phone 386-566-2277. (P3)

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

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

2006 Peterbilt 335 with a Presvac 3,600 gallon aluminum vacuum pressure tank with a Masport pump package HXL400WV liquid cooled. (Stock #7504V) **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648).** (PBM)

SEPTIC TRUCKS

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)

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)

1991 GMC Topkick, good condition, 2500 gallon tank, PTO pump, full set of hoses, fresh water holding tank, ready to work. \$12,500. 850-497-8421. (P3)

SHOWER TRAILER

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

SLIDE-IN UNITS

Slide-In Unit: 2001 Satellite MD400. 130/270. Runs good and ready to go to work. Call today! \$1,750. 1-877-295-6955. (P4)

New 500 gal. slide-in unit, 5.5 Honda electric start, 73 cfm Masport pump, vac/pres. Financing available. Call for details. \$6,850. 785-231-0834. (P4)

Vacutrax slide-in portable toilet unit, 450 gal. waste, 210 gal. fresh, all galvanized, new Honda engine, very good shape. \$6,500. 716-676-3388. (P4)

SLIDE-IN UNITS

Best Enterprises (2005) Stainless Steel Slide-in Unit: 300/110, Honda engine, new Conde pump, electric start. Excellent condition. \$7,200. 217-224-1932. (PT3)

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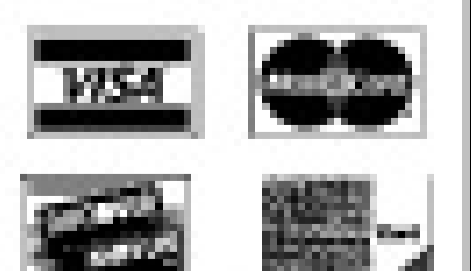
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March



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1991 Volvo/White: 6570 miles, 315 Cummins, Gap Vax 27 pd, Hibon 5000 cfm blower, new debris body late 1998, pressure dump, 3177 hrs. \$40K or poss. trade
618-527-5846 P3



2004 Chevrolet C6500: 64,760 miles, 8.1L gas, great mileage, 6-spd. manual, A/C, 1200 gal. Precision tank, Masport 75 pump, new shocks, rear tires, fuel tanks rynolined, 5' toolbox, excellent condition.
\$20,000
217-498-7519 P3

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TRUCK STOP



March



2000 Sterling: C-12 Cat 8LL, 3250, full opening rear door, hoist unit, Challenger 460 pump, jetter unit, stainless hose trays, stainless heated valves.....\$51,500
607-769-0172 P4



1997 Vac-Con Model V390THA: 71,000 miles, 8-spd. trans., 65 gpm, 2000 psi pump, 3-stage fan, hydrostatic drive, extendible boom, 600' of new jet hose, new white paint.\$57,500
Craig 714-639-8352 CPBM



2000 Pearpoint Pipeline Video Inspection: Color camera P494 pan/tilt, P599 drum, 1000', P420 tractor, recorder, P377 controller, 110V gen., fully self-contained, refurbished by Pearpoint, ex-city. \$34,500
Phil 562-926-5015 or 562-824-1093 CWP3



2000 Freightliner FL70: 230 hp, 3126 Cat, 368,436 miles, Moro M10 pump, daily user. New tires, clutch & brakes. Must sell!\$26,000 OBO. Call with an offer!
630-674-6928 P3



2006 Safevac - Six (6) To Choose From: Sterling LT9511 chassis, MBE 460 engines, 27" Wispair blowers, OMSI transfer cases.\$165,000 Each
Call 1-888-739-0838 P3



1999 International DT466: Diesel, auto., Coleman PSB950, 3 compartments, stainless steel w/fiberglass skirting and cabinets, hot water wash sys., dual unit carrier, Gold 150 vac pump. One unit left.\$29,500
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P3



2000 F250 Diesel Ford Extended Cab: 300 waste/110 fresh. Works daily.
.....\$19,000
248-535-5288 P3



1994 Vactor GMC White Cabover: Cummins 6 cylinder x2, 1,000 gallons, 5 yards, dual fans, excellent condition.
.....\$59,900
Contact Bill at 1-866-744-9921 CP3



1997 International 9200: Cummins 370 hp, 10-spd., Jake, 97,000 miles, 3600 gal. steel tank, Moer 300 cfm pump, clean and ready to work.\$34,000
David 772-473-3716 P3



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 P34



1986 International S-Series F1954: New steer tires, DT466 diesel motor, Eaton Fuller trans, new brakes, 190,000 miles, in-truck rebuilt motor 60,000 miles ago, daily worker. Must sell!\$14,000 OBO
630-674-6928 P3



2001 Freightliner: 3126 Cat engine, 5-spd. trans., air brakes, under CDL, AC, cruise, new 2100 gal. tank and Jurop PN84 vac pump, all new paint and accessories.
.....\$35,500
877-898-5104
hullstruckbodies.com P3



Cues CCTV Inspection Van: Diesel, 16' box, Onan diesel generator, 53K miles, 2005 Kodiak Duramax.\$125,000
Bill Kendrick, 866-744-9921 CP3



1995 Ford L9000: Cummins M11 engine, 10-speed transmission, 3800 gallon steel tank and Jurop R260 vacuum pump. Tank and pump just over a year old, very little use. Comes with hose ready to work.
.....Price reduced won't last at \$44,000
435-691-2316 P3



2006 Spartan Model 798 Trailer Mounted Sewer Jet: Rated at 4000 psi @ 18 gpm, 55.4 hours.Asking \$22,000
Call 1-888-739-0838 P3



1993 International 4900 DT 466: 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Jurop R260 pump, cab repainted, new tires. Great starter truck.\$35,000
770-898-3761 - Georgia P3

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TRUCK STOP



March



1998 Freightliner FL 70: 2000 gal. septic pump truck, 190,000 miles. Pump & truck in good condition. Will sell for \$23,500 or will trade for a 20,000 gallon FRAC tank.
Call Charlie Plumley anytime!
770-962-9962 P3



2002 Freightliner FL80: 3,800 gal. tandem, Cat 250 HP, 9-spd Eaton Fuller, 156,649 miles, 11x22.5 tires, 26#F-58#R Transway TSI-800 pump, 2-4" & 1-6" valves, jetter system.....\$53,900
chrisdunn@lapinservices.com
for pics/questions, Ph: 321-436-0150 P3



2007 Mack CTP7138: 6,000 miles, 405 hp, 6-spd. auto, 20/46, all aluminum wheels. Air ride seats, AM/FM/CD. 4,000 gallon steel tank, Challenger 506 pump. No FET tax..... \$115,000
Kevin 850-333-1651 - FL P3



2001 International: N-14 Cummins, 10-spd., AC, cruise, spring suspension, new 3600 gal. tank and Jurop R260 vac pump, new paint and tires.....\$59,500
877-898-5104
hullstruckbodies.com P3



2004 Sterling Pump Truck: 1500 gal. w/100 fresh, 68K miles, runs 100%, Masport PTO pump, new tires, GVW 27,500.\$45,000 OBO
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201-945-9900 P3



2006 Peterbilt 335: 300 Cat, 10-spd., 2000 gal. Imperial tank (1500 waste/500 fresh), 3" inlet, 2 side service, only 5K miles! New truck!Asking \$71,900 OBO
815-970-7253 P4



1994 C-70 Chev: 1200 gal. tank, Mec pump, 366 cu. in., 5x2. Resort truck, like new, good rubber, MNDOT cert., only 26,700 miles.....Price Reduced
612-940-9161 P3



1997 Mack RD600: Double framed, 11.24.5 tires, E7-350 engine, 18#F-44#R, 4,000G steel w/baffles, Transway TSI-1200 pump, 227,973 miles, 6" & 4" valves.\$39,900
chrisdunn@lapinservices.com
for pics/questions, Ph: 321-436-0150 P3



2002 International: DT466 engine, 6-spd., AC, cruise, new 2000 gal. tank and Jurop PN84 vac pump, new paint and tires.\$35,500
877-898-5104
hullstruckbodies.com P3



2001 Isuzu Toilet Truck: 17,900 GVW, mfg. by Prime tank, 600 gal. waste, 250 gal. fresh, 164,000 miles. Priced to sell.\$17,500
Call Frank King 978-452-7750 P3M4



1987 Auto Car L10 Cummins: Engine, head, and radiator rebuilt Sept. 2006. Steel 4000 gallon tank with a 1-year-old Battioni 220 cfm pump.
Call 717-629-1597 or 717-738-2149 P4



1994 Chevy Kodiak Vac Truck: Cat 3116 @ 250 hp, 8LL, 4,000 gal. tank with National Vac unit, 16K/40K axles, 237K miles, 22.5 tires, new paint.\$24,500
715-546-2680 P3M4



1995 Ford L9000: Cummins M11 engine. 10-speed transmission, 3800 gallon steel tank and Jurop R260 vacuum pump. Tank and pump just over a year old, very little use. Comes with hose ready to work.Price reduced won't last at \$44,000
435-691-2316 P3



1994 Ford L9000 Aero Max: 3200 gal. vac tank 5 years old, 260 Jurop pump. Located in Maryland.\$25,000 OBO
443-309-6745 P3



2000 Sterling: 470 hp Detroit, 10-spd., AC, cruise, new 3500 gal. tank and Jurop R260 vac pump, new paint and tires, beautiful truck.\$53,000
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Call for more info. 863-956-0315 CMP3

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1999 Peterbilt 379: Super 10, air ride, Challenger 506 pump. 2005 Long Horn trailer: 7000 gal., alum. vac/pressure tank, air ride, digital level gauge.\$110,000
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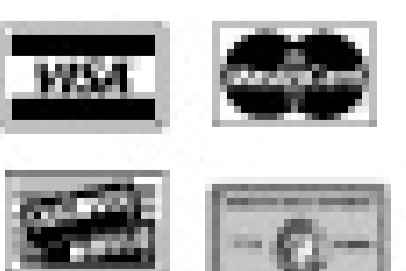
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Protecting Your Great Invention

Follow these steps to give your latest great contraption or gizmo quick, easy and inexpensive patent protection

By Fred S. Steingold

If you've come up with a good product idea for the liquid waste industry, you'll face a dilemma that perplexes many an inventor: You want to make sure no one steals the idea. At the same time, you're reluctant to spend \$5,000 to \$10,000 (or even more) to file a full-fledged patent application, using a patent attorney.

Maybe you need more time to explore the commercial possibilities of your invention before committing the big bucks to manufacture and market a new product.

Fortunately, there's an easy way to resolve this dilemma. You can file a "provisional patent application," which will safeguard your claim for up to a year. This is a do-it-yourself procedure that lets you buy time before you decide to take the full plunge. Like a full-blown patent application, the provisional version is filed with the U.S. Patent and Trademark Office.

In their book, *Patent Pending in 24 Hours*, attorneys Richard Stim and David Pressman say filing a provisional patent application offers these benefits:

- You can take up to 12 months to decide if your inven-

tion will be profitable before you spend thousands of dollars on a regular patent application.

- You can use a "Patent Pending" notice to head off competing inventors.
- You can delay building and testing your invention.
- You can establish an official filing date for your invention.
- Your application is kept confidential.
- Your patent's expiration date is extended if your patent is later approved.

In their book, Stim and Pressman recommend you begin the process by checking on earlier patents to avoid spinning your wheels on something that's not actually a new product. You also want to avoid claims of patent infringement. For convenience, you can conduct much of your research online.

THE APPLICATION

A provisional patent application consists of two main parts: a drawing and a description. The drawing of your invention can take many different forms. Certainly, a line drawing will qualify. But so will a flow chart, a schematic or a photograph. The

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



You can file a "provisional patent application," which will safeguard your claim for up to year. This is a do-it-yourself procedure that lets you buy time before you decide to take the full plunge.

drawing must be understandable and fit in a regular file folder.

If you're artistically challenged, review the dozens of practical tips that Stim and Pressman offer in their book. And if you're still intimidated by producing a graphic representation of your invention, you can always hire a graphic specialist to produce one — hopefully at a modest cost.

The description or text part of your provisional patent application can be written in plain English rather than in the technical, formal style required for a full patent application.

The heart of the application consists of four types of information:

- The parts or components of your invention.
- How the parts or components connect or interact.
- How your invention achieves its result.
- Alternative ways, if any, that your invention can achieve its result.

If this sounds a bit abstract, don't worry. The Stim and Pressman book provides several sample applications you can use as a model for your own. Remember, it's OK to write in the first person: "I invented a device for removing seeds from watermelons."

Feel free to use bulleted lists. They can make your application easier to read. To make sure you're communicating clearly,

ask a friend to review your application and give you constructive criticism. If you're still uncertain, have a patent lawyer review your efforts.

FINISHING UP

You can file your provisional patent application by mail or online. You'll find details at the patent office site (www.uspto.gov) or in the Stim and Pressman book. For small businesses, there's a \$100 filing fee; for others, the fee is \$200.

Once you've filed your provisional patent application, you can mark your application "Patent Pending," or refer to it that way. If you manufacture your invention, mark it — and the packaging — "U.S. Patent Pending." But don't do this for more than a year, unless you file a regular patent application.

Although you have a full year to file a regular application, don't wait until the last minute. At least two or three months before the year is up, start preparing your regular application if you're convinced that your invention can be profitable.

You can still file a regular application if you've missed the 12-month deadline, but you'll lose some benefits.

For details, see *Patent Pending in 24 Hours*, available at bookstores, online booksellers, libraries, or directly from the publisher, www.nolo.com. ■

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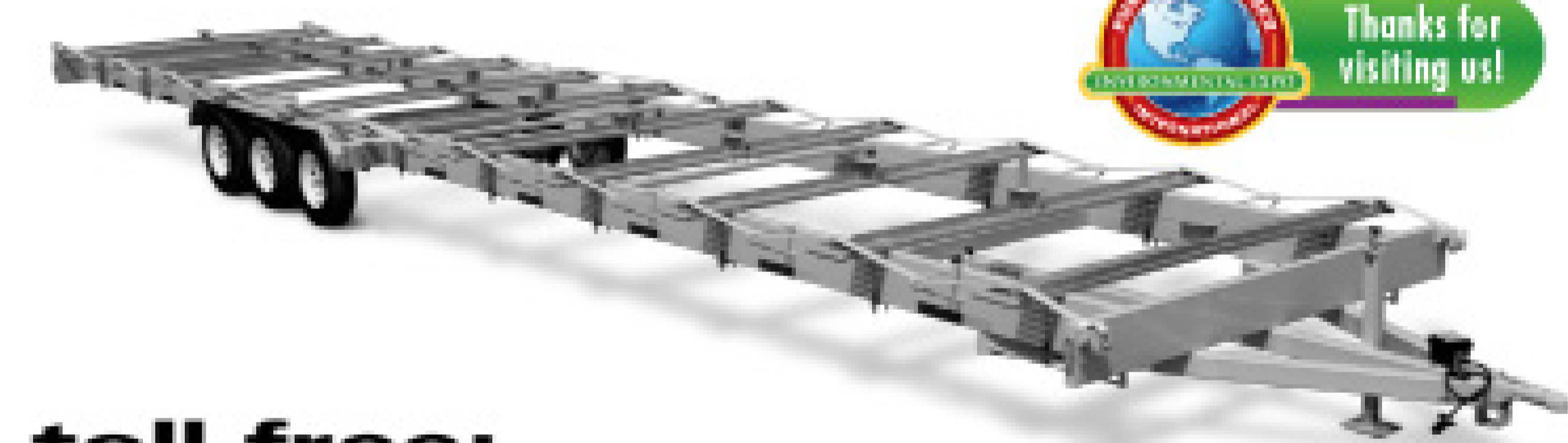
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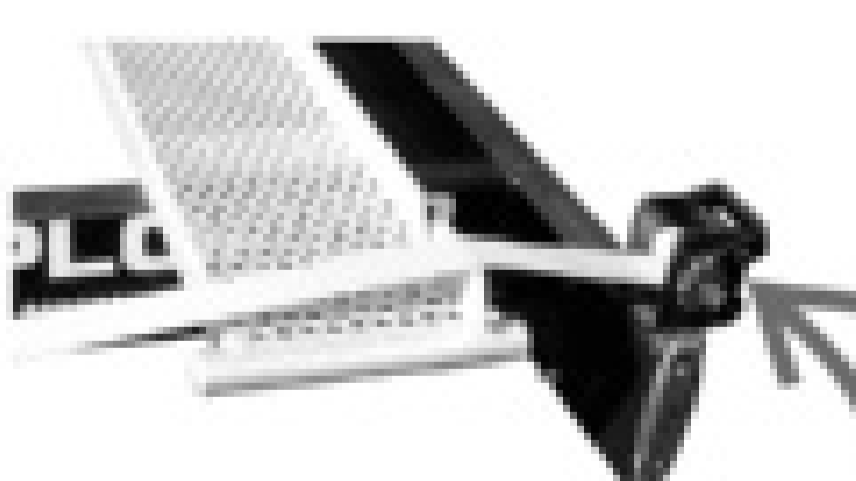


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Accent Manufacturing IFRS Separator

in the
SPOTLIGHT

By Ken Wysocky

Removing non-biodegradable materials from septage and hydro-excavating waste is a key concern for pumpers who face ever-rising disposal fees and transportation costs. **Accent Manufacturing Inc.** of Abbotsford, British Columbia, tackles that problem with the **IFRS 36 separator**, a front-end dewatering system that significantly reduces water content in waste material, says Darryl Loewen, sales and marketing manager for the company.

Aimed at companies that haul septage and perform hydro-excavation, the unit employs a 1/16-inch stainless steel screen to separate water from solid waste. If the 1/16-inch screen is too small for a particular application, it's easy to substitute larger 1/8- and 3/8-inch screens.

"They take only minutes to replace," Loewen says. "It's like putting a bullet into a rifle — it's very simple."

The 36-inch-diameter screen rotates on four rubber-coated, stainless steel wheels instead of via belts or chains that can wear or require lubrication. In addition, an automatic cleaning system eliminates screen clogs and ensures consistent flow rates, Loewen says.

The unit is hydraulically powered, which eliminates the safety issues related to using electric motors around water, and requires only 3/4 horsepower to operate. The unit can run off a hydraulic power pack or a truck's hydraulic system, and offers variable speed control.



The IFRS 36 has a compact design to fit in many locations (above). The unit is hydraulically powered and can run off a truck's hydraulic system.



"Hydraulics make it simpler," Loewen notes. "It allows

the operator to speed up or slow down the motor, which allows maximum throughput with different kinds of materials."

Another feature is the unit's bypass chamber, which handles excess material when volume exceeds processing capability. This is important because it eliminates the need for valves, which can clog and stop work, Loewen says.

"We elevate the machine so the discharge end is higher than the intake end," Loewen explains. "Gravity forces excess material back into the chamber, where it's recycled back to the pump when the machine is ready to process it."

The separator is simple to install and

can be operated manually or automatically with or without supervision. When used as a permanent receiving station, the unit has reduced operators' waste sludge costs by 30 percent. In a mobile configuration, the separator has been used in digester cleanout projects. **For more information: 877/855-4890, www.accentmanufacturing.com.**

SMC Introduces Envirotub Grease Storage Container

Envirotub from SMC Grease Specialist Inc. features an indoor container that can store up to 55 gallons of grease or an outdoor container that can store up to 1,200 pounds. Made of recycled plastic, the indoor container fits under most two- and three-compartment sinks. The outdoor container features a self-closing lid and containment to catch overflows and spills. Its non-stick surface makes for easy cleaning and eliminates grease buildup. **For more information: 866/777-4322; www.envirotub.com.**



Jet Adds Preventative Maintenance Packs

Jet Inc. added BIO JET-7 dry packs to its line of biological supplements for onsite systems. Quick-dissolving packages are pre-measured for individual doses. The product is designed to digest grease, fats, soap, scum, colloids and organic materials in anaerobic and aerobic wastewater treatment systems. Other additions to the BIO JET-7 series include Plus, Ammonia Away, Sludge Away, and pH Fix Up. **For more information: 800/321-6960; www.jetincorp.com.**



Ritam Technologies Adds Bankcard Processing

Integrated automatic bankcard processing has been added to the Summit Service Profit Builder and Summit Rendering Profit Builder programs from Ritam Technologies. Card payments are automatically added to bank accounts via secure Internet connection. The programs also capture approval codes and report declines. Other program updates include city and state instant lookup by postal code, consolidated reporting for multi-division companies, large and small work order diagrams, picture or document attachments, more flexible password controls, invoice number assignment tracking, additional sales reports and summaries, contract pricing option and more. For more information: 800/662-8471; www.ritam.com.

Thompson Offers 4-Inch Dry-Prime Pump

The modular 4-inch, dry-prime pump from Thompson Pump and Manufacturing Company Inc. features a high-efficiency impeller design and delivers flows up to 1,450 gpm, heads up to 150 feet with solids up to 3 inches. The unit utilizes a fuel-saving 3-cylinder diesel engine and offers three priming systems, including compression/venturi, vacuum pump and diaphragm primer. For more information: 800/767-7310; www.thompsonpump.com.



Blue Angel Launches Oil Detective Sump Systems

Oil Detective Sump Systems from Blue Angel Pumps are designed to detect the presence of oil in various applications. The systems include cast iron and cast iron/stainless steel pump, pump controller, audible alarms, visual display lights, preset on/off, 20-foot piggy-back switch cord and UL508-approved switch. Pump options include 1/3 hp for flows up to 65 gpm at 5 feet or 1/2 hp for 50 gpm at 20 feet. For more information: 888/636-6628; www.blueangelpumps.com.

Zoeller Offers Effluent Turbine Filtered STEP Systems

Effluent turbine filtered septic tank effluent pumping systems from Zoeller Pump Co. are designed for simplex or duplex applications in a single polyethylene pump vault. Made to fit most specifications, its flat bottom design is for freestanding applications, while pipe supports are offered for suspended applications. The inlet is predrilled from the factory or blank for field customization. The deep pleated filter design yields high surface area, while the large, unobstructed area for float placement reduces the risk of hang-ups. For more information: 502/778-2731; www.zoeller.com. ■

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\$69,500



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#2714962 - \$23,500

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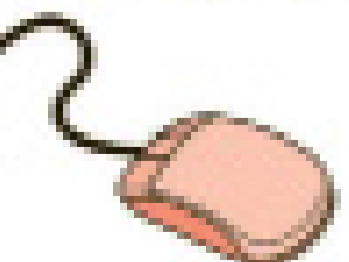
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By **Scottie Dayton**

NATION: Groups Renew Commitment to Effective Water Management

Wastewater trade groups and the U.S. Environmental Protection Agency, along with 13 water quality organizations, have signed a Memorandum of Understanding for Decentralized Wastewater Management, renewing a commitment to improve national decentralized wastewater treatment system performance.

Goals of the agreement include strengthening partnerships and improving practitioner competency, management practices, research and technology transfer, accountability, control and oversight through enhanced state, tribal, and local program implementation.

Improving public awareness, education programs and information materials are viewed as ways to help local officials make better decisions, as is supporting the principles outlined in the EPA Voluntary Management Guidelines and Management Handbook for Decentralized Systems.

The three-year agreement involves the Consortium of Institutes for Decentralized Wastewater Treatment, the National Association of Towns and Townships, the National Association of Wastewater Transporters Inc., the National Environmental Health Association, the National Environmental Services Center, the National Onsite Wastewater Recycling Association Inc., the Rural Community Assistance Partnership Inc., the Water Environment Federation, the Association of State and Interstate Water Pollution Control Administrators, the Ground Water Protection Council, the State Onsite Regulators Alliance, the Water Environment Research Foundation, the Association of State Drinking Water Administrators, and the Association of State and Territorial Health Organizations.

The groups will work to advance the awareness of decentralized systems as potential answers to centralized infrastructure challenges, and provide opportunities to implement innovative technologies, develop water scarcity strategies and implement long-term sustainability initiatives in urban and rural settings.

MISSOURI: Installer Training Program Slated

CIDWT, NOWRA and NEHA selected the Missouri Smallflows Organization to host their new Installer Training Program, March 5-6, in Liberty, Mo. The optional NEHA exam follows on March 7. For information, visit www.mosmallflows.org/CIDWTrainingCourse.html.

OREGON: Fees Increase 40 to 60 Percent

The Oregon Onsite Wastewater Association newsletter reports that the state Department of Environmental Quality is requesting approval to increase fees for site evaluations, existing system inspections, permits, product reviews and variances by \$1 million for 2009-2011. The 40- to 60-percent increases, effective in early 2010, take into account rising program costs. Application fees were last increased in 1998.

While onsite applications decreased about 35 percent in 2008, the DEQ still received more than 2,500 applications. The additional revenue would restore 2.5 full-time positions at the agency to process

applications. Without the increase, two offices will close and another will reduce its staff, increasing delays.

NOVA SCOTIA: Septage Treatment Facility Assistance Offered

Nova Scotia onsite leaders, in partnership with Nova Scotia Environment regulators, are providing new options for managing liquid waste. According to the newsletter of the Ontario Association of Sewage Industry Services, one initiative — the four-year, \$2.75 million Septage Treatment Facility Assistance Program — offers assistance to septage lagoon operators to upgrade facilities or construct replacements, as well as technology to meet the department's revised guidelines for the handling, treatment and disposal of septage.

The septage treatment program enabled the municipality of the District of Chester to become the first in the province to purchase the Altinex dewatering truck, which pumps septic tanks, then dewateres the septage using Masko Zoll technology. Liquid is returned to the septic tank and the dewatered solids are composted. The truck, developed in Norway, was refitted on a North American chassis by ABCO Industries Ltd, Lunenburg, Nova Scotia (www.abco.ca).

Another initiative, the Environmental Home Assessment Program, provides onsite owners with a septic system assessment, water-quality sampling kit, water-saving device and samples of environmentally friendly septic system cleaners. After the assessment, participants who want their tanks pumped will receive a \$100 rebate. Low-income households may be eligible for a grant up to \$3,000 to repair their systems.

The agency also issued pilot approvals for SoilAir, MicroFast, and RetroFast pretreatment units for existing onsite systems with disposal fields designed by professional engineers. The department approved the Ecoflo peat module treatment system and the Micro-Modular peat filter system for onsite systems. The latter, a lightweight filter produced by Brookfield Concrete Products Ltd., was subjected to extensive testing and presumed to be the first study in the province that assesses the treatment efficiency of a peat filter exposed to different loading rates.

IOWA: State Claims Most Certified Installers

According to the National Environmental Health Association, the Iowa Onsite Wastewater Association leads the nation in certified onsite installers. The state has 27 contractors, followed by Ohio with 19. This is the second year Iowa has taken the lead.

Training & Education

Soils Information Online

Soil survey manuscripts with soils, data, maps, diagrams, tables, and other details are online at <http://websoilsurvey.nrcs.usda.gov>. Posted by the United States Department of Agriculture-Natural Resources Conservation Service, the Web Soil Survey allows visitors to create and print a soils map for any U.S. location and obtain reports on the suitability of the soils.

The reports identify potential soil limitations including depth to a restrictive layer, predicted seasonal high water table, potential for

flooding, and suitability for sewage disposal. For assistance with the program, call Dani Aleshire at 541/967-5925, ext. 124 or e-mail dannelle.aleshire@or.usda.gov. Anyone living in a county without an online soil survey manuscript should contact their local NRCS office for a copy. To find the nearest office, visit <http://offices.sc.egov.usda.gov/locator/app>.

Sand Fact Sheet Available

The Ohio State University Extension published Sand Size Analysis for Onsite Wastewater Treatment Systems: Determination of Sand Effective Size and Uniformity Coefficient. Graphs and tables in the four-page fact sheet explain why the most important feature of the sand is not the grains, but the pores the sand creates. It's a free download at <http://ohioline.osu.edu/aex-fact/pdf/0757.pdf>.

Onsite Tour

The New York Onsite Wastewater Treatment Training Network has an Alternative Onsite Wastewater Treatment Technology Training and Project Tour on May 27-28 in Skaneateles. Call SUNY Delhi at 607/746-4545 or visit www.delhi.edu/bcs/otn_wastewater/training_events.php#alternative.

Alabama

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

- April 3-4 – Continuing Education, Pelham
 - May 6-8 – Basic Installer
 - May 13-15 – Advanced Level II Installers
- Call 334/396-3434 or visit www.aowa.org.

Minnesota

The University of Minnesota Extension has these classes:

- April 14-16 – Basic Design of Onsite Systems, White Bear
- April 17 – OSHA Competent Person/Pipelayer Certification, Sauk Centre
- April 27-29 – Introduction to Onsite Systems, Grand Rapids
- May 4-5 – Pumping/Maintenance, Mankato
- May 4-5 – Service Provider, Mankato
- May 20-21 – Soils, Owatonna
- May 27-28 – Inspecting Onsite Systems, Waseca

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

Missouri

The Missouri Smallflows Organization is offering these continuing education courses:

- April 21 – Troubleshooting, Moberly
 - April 22 – Hydraulics, Moberly
 - May 5 – Basic Drip Irrigation Design and Installation, Chillicothe
 - May 6 – Onsite Pumps, Panels, and Electrical, Chillicothe
 - May 19-20 – Operation and Maintenance, Liberty
- Call 417/739-4100 or visit www.mosmallflows.org.

Virginia

The following courses by the Virginia Onsite Wastewater Recycling Association and Virginia Center for Onsite Wastewater Training are at Blackstone unless stated otherwise.

C A L E N D A R

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 3-4

Texas On-Site Wastewater Association Conference, Waco. Call 888/398-7188 or visit www.txowa.org.

March 8-10

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

March 17-19

California Onsite Wastewater Association Exhibition and Technical Conference, Arden West Hilton, Sacramento. Call 916/727-2692 or visit www.cowa.org.

March 23-24

Tennessee Onsite Wastewater Association Continuing Education Workshop and Annual Meeting, Embassy Suites, Murfreesboro Hotel and Conference Center. Call 615/890-4464 or e-mail Theo Terry at theo.terry@bearonsite.com.

April 3-4

Alabama Onsite Wastewater Association Annual Trade Show, Pelham Civic Complex, Pelham. Call 334/396-3434 or visit www.aowa.org.

April 6-9

National Onsite Wastewater Recycling Association Technical Exhibition and Conference, Midwest Airlines Convention Center, Milwaukee. Call 800/966-2942 or visit www.nowra.org.

- April 15 – Proprietary System Training (VOWRA)
- April 23 – A to Z of Onsite Wastewater, Fredericksburg (VOWRA)
- May 13 – Proprietary System Training (VOWRA)
- May 13-14 – Wastewater 101 (VCOWT)

For VCOWT classes, contact Debbie Campbell at 434/736-2011 or visit www.southside.edu/programs/wastetreat. For VOWRA courses, contact Jeff Barr at 703/771-5250 or visit www.vowra.org.

Washington State

The Washington On-Site Sewage Association and Washington State Department of Health, in cooperation with Washington State University, offer these certification courses at the training center in Puyallup.

- April 8 – Maintenance Basics
- April 15 – Pumper 101
- April 22 – Designers: Subsurface Drip Systems
- May 6 – Basics of Electrical
- May 7 – Control Panel Wiring
- May 13 – Mounds and Sand Filters
- May 20 – Maintenance Basics, Bremerton

Call WOSSA at 253/770-6594 or visit www.wossa.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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